

## SALES OVERVIEW

For the first four months of 2018, Aoyuan recorded contracted sales totaling approximately RMB20.82 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,975,000 sq.m., representing y-o-y increases of 143% and 157%, respectively. The average selling price was RMB10,542 per sq.m..

In April 2018, Aoyuan achieved contracted sales totaling approximately RMB7.21 billion, with contracted GFA sold amounting to approximately 757,000 sq.m., representing y-o-y increases of 187% and 207%, respectively.

### Contracted Sales in January to April 2018:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Chengdu Chenghua Aoyuan Plaza	1,567	104,800	14,945
Shenzhen Aoyuan Jade Bay	1,120	35,700	31,346
Ningbo Aoyuan Scenery Bay	935	67,500	13,858
Fuzhou Changle Project	813	55,400	14,676
Bengbu Aoyuan Ginza	674	73,700	9,133
Foshan Aoyuan Peach City	666	51,200	12,997
Huizhou Aoyuan Lingyu	635	44,300	14,342
Guangzhou Aoyuan Lianfeng State	615	34,000	18,084
Nanning Aoyuan Xuefu	614	45,500	13,500
Zhuhai Aoyuan Seaview Mountain	601	25,400	23,631
Others	12,579	1,437,400	8,751
<b>Total</b>	<b>20,819</b>	<b>1,974,900</b>	<b>10,542</b>

## COMPANY NEWS

### **Aoyuan Teams Up with Henderson Initiate Cooperation in the Guangdong-Hong Kong-Macau Big Bay Area**

On April 24, Aoyuan and Henderson Land Group (“Henderson”) officially signed a cooperation agreement for Nitrogen Fertilizer Plant redevelopment project in Panyu, Guangzhou. Mr. Guo Zi Wen, Chairman of Aoyuan, and Mr. Guo Zi Ning, Vice Chairman and Chief Executive Officer of Aoyuan, visited the Hong Kong headquarters of Henderson and met with Mr. Lee Ka Kit, Vice Chairman of Henderson.



Aoyuan and Henderson, a leading and well-established Hong Kong property developer, project in Panyu, Guangzhou, which has a net site area of approximately 100,000 sq.m. and a planned total GFA of approximately 300,000 sq.m.. As a pioneer in composite real estate in China, Aoyuan focuses on the property development in Guangdong-Hong Kong-Macau Big Bay Area. Leveraging its resources in land, talents and network, Aoyuan has achieved a full coverage of “9+2” cities and successfully completed a number of signature redevelopment projects in the Big Bay Area. Aoyuan and Henderson will synergistically complement each other in terms of resources and products.

Aoyuan management commented that the meeting provided a good opportunity for deep cooperation between Aoyuan and Henderson. By leveraging their respective advantages and resources, both parties will work alongside and seize the development opportunities of the Big Bay Area. The cooperation will also initiate the integration of Henderson’s high technology and Aoyuan’s composite real estate development, benefiting the public and achieving mutually beneficial cooperation.

### **Aoyuan Chairman Increases Shareholding Demonstrating Confidence in the Company’s Future Prospects**

On April 25, Aoyuan announced that Mr. Guo Zi Wen, Chairman of Aoyuan, has increased his shareholding in the Company by acquiring 2,000,000 shares of Aoyuan at an average price of approximately HK\$6.277 per share from 23 to 24 April. Immediately following the share purchases, the shareholding in the Company of Chairman Guo Zi Wen and Mr. Guo Zi Ning, CEO of Aoyuan, has become 54.10%.

## **Aoyuan Secures a HKD2.5 Billion Three-year Club Loan Further Optimizes Debt Structure and Lowers Borrowing Costs**

On April 30, Aoyuan has secured a three-year club loan agreement of approximately HKD2.5 billion, with Nanyang Commercial Bank, Hang Seng Bank, China Minsheng Banking Corporation Hong Kong Branch, Wing Lung Bank and Industrial and Commercial Bank of China (Asia).

The club loan will bear an interest rate of HIBOR plus 3.95% per annum. Most proceeds will be used for refinancing the existing debt and the remaining funds will be used for general working capital.

## **LAND BANK**

As of 31 December 2017, Aoyuan had 135 projects with a total land bank of 24.87m sqm. of GFA located in South China, core regions of Central & Western China, East China and Bohai Rim, and currently extending into Sydney, Australia, and Vancouver, Canada. Of the total land bank, approximately 36% were properties under development, approximately 10% were completed properties and approximately 53% were held for future development. The current reserve will be sufficient to meet Aoyuan's development needs in the next 3 to 4 years.

For details on the Aoyuan's strategic layout, please click on the following link:  
<http://en.aoyuan.com.cn/e/about/about.aspx?strm=126012>

## **IR CONTACT**

**Mr. Jacky Chan**  
Group Vice President, President of  
International Investment Group

(852) 3622 2122  
jackychan@aoyuan.net

**Mr. Anthony Cheng**  
Financial Controller

(852) 2180 6981  
anthonycheng@aoyuan.net

**Dr. Emma Qi**  
Deputy Head of Corporate Finance &  
Investor Relations

(852) 2180 9566  
emmaqi@aoyuan.net

**Ms. Heng Tam**  
Assistant Investor Relations Manager

(852) 2180 9556  
hengtam@aoyuan.net