

## SALES OVERVIEW

Aoyuan recorded a 143% y-o-y increase in contracted sales to approximately RMB40.29 billion for the first six months of 2018, achieving 55% of its full-year target of RMB73.0 billion. The contracted gross floor area (GFA) sold amounted to approximately 3,938,000 sq.m., representing a y-o-y increase of approximately 152%. The average selling price was RMB10,232 per sq.m..

In June 2018, Aoyuan achieved contracted sales totaling approximately RMB11.97 billion, with contracted GFA sold amounting to approximately 1,277,000 sq.m., representing y-o-y increases of 125% and 150%, respectively.

### Contracted Sales in January to June 2018:

Project	Contracted Sales (RMB million)	Contracted GFA Sold (sq.m.)	Average Selling Price (RMB/sq.m.)
Shenzhen Aoyuan Jade Bay	1,833	59,200	30,967
Chengdu Chenghua Aoyuan Plaza	1,793	115,200	15,558
Ningbo Aoyuan Scenery Bay	1,206	87,700	13,749
Chengdu Aoyuan Parkview Mansion	1,201	82,600	14,546
Guangzhou Aoyuan Glorious Mansion	1,060	56,600	18,711
Yangzhou Aoyuan Peach City	1,052	75,400	13,938
Guangzhou Aoyuan Lianfeng State	952	66,800	14,257
Nanning Aoyuan Xuefu	919	82,300	11,162
Bengbu Aoyuan Ginza	911	99,500	9,164
Huizhou Aoyuan Lingyu	832	64,200	12,971
Zuhai Aoyuan Seaview Mountain	813	37,000	21,970
Toronto North York Newtonbrook Project	462	11,000	42,115
Others	27,257	3,253,100	8,379
<b>Total</b>	<b>40,291</b>	<b>3,938,100</b>	<b>10,231</b>

## COMPANY NEWS

### Aoyuan Secures an Aggregate of HK\$3.2 Billion Three-year Offshore Club Loan

On July 11, Aoyuan has secured a three-year offshore club loan agreement of approximately HK\$3.2 billion in aggregate, with Nanyang Commercial Bank, Hang Seng Bank, Chiyu Banking Corporation, China Minsheng Banking Corporation Hong Kong Branch, Industrial and Commercial Bank of China (Asia), Wing Lung Bank, Industrial Bank Hong Kong Branch and Shanghai Pudong Development Bank Hong Kong Branch.

The club loan will bear an interest rate of three-month HIBOR plus 3.95% per annum. The proceeds will be mainly used for refinancing the existing offshore debt.

Aoyuan management commented, “Backed by numerous banks, this offshore club loan reaffirms the banks’ confidence in Aoyuan’s comprehensive strength and prospects. Aoyuan has raised an aggregate of approximately HK\$6.6 billion through its successful issuance of US\$425 million offshore senior notes in May and June 2018 and this club loan, further optimizing its short-term debt structure. Aoyuan will continue to maintain its prudent financial management and diversify its onshore and offshore financing channels, so as to build a solid foundation for its robust and sustainable growth.”

### Aoyuan Buys Back 3.688 Million Shares at a Total Consideration of Approximately HK\$19.51 Million

On June 28, Aoyuan bought back 3,688,000 Shares on the Hong Kong Stock Exchange, at a total consideration of HK\$19,512,000 (excluding commission and other expenses) pursuant to the Share Buy-back Mandate, the Rules Governing the Listing of Securities on the Stock Exchange and the applicable laws of Hong Kong.

### Aoyuan Named Among the “Top 20 Guangdong Property Enterprises with High Credit” for 17 Consecutive Years

On June 15, Aoyuan, which boasts a outstanding corporate reputation and an excellent credit record, was named among the “17th (Year 2018) Top 20 Guangdong Property Enterprises with High Credit” for the 17th consecutive year. The “Top 20 Guangdong Property Enterprises with High Credit” award was organized by the Guangdong branches of China’s Big Four banks, namely Industrial and Commercial Bank of China, Agricultural Bank of China, Bank of China and China Construction Bank. After 17 years of development, the award has grown into a professional

appraisal that is closely watched by overseas and domestic financial institutions and property enterprises. Being named for 17 consecutive years demonstrates the wide recognition of Aoyuan’s financial strength and status in the industry.



## Aoyuan Named Outstanding Property Development Group For 7 Consecutive Years at CAPITAL Outstanding China Enterprise Awards

On June 29, Aoyuan was named Outstanding Property Development Group at the 13th CAPITAL Outstanding China Enterprise Awards presented by Capital Magazine, a well-known financial media in Hong Kong, for seven consecutive years. This award aspires to recognise the outstanding performance and achievements of enterprises, and their contributions towards the economic stability and prosperity of Hong Kong and mainland China. All winning companies were evaluated by a team of professional judges, with selection criteria including enterprises' reputation, marketing strategies and development, and corporate asset value.



## Aoyuan Once Again Gathers China Property Award of Supreme Excellence 2018

On June 12, Aoyuan has garnered the China Property Award of Supreme Excellence 2018, awarded by the Organizing Committee of China Property Award of Supreme Excellence. The China Property Award of Supreme Excellence aims to recognise the outstanding performance of leading real estate enterprises and their contribution to the economic prosperity of Hong Kong and the Mainland. The judging panel is composed of the Hong Kong Institute of Financial Analysts and Professional Commentators and several senior stock analysts. The committee evaluates the overall performance of the company with its six core principles, namely a company's financial performance, prospects, governance standards, project execution, brand image and execution of its social responsibility, and then selects the most outstanding real estate enterprises in China.



## 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>

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