

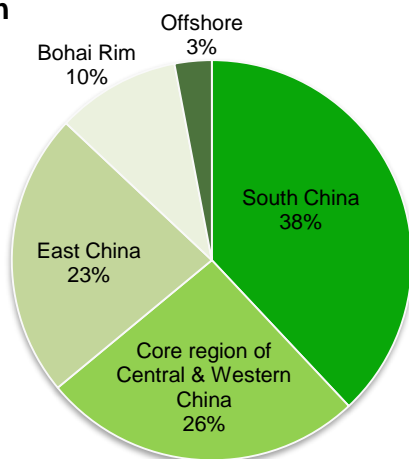
SALES OVERVIEW

For the first ten months of 2019, Aoyuan achieved contracted sales totaling approximately RMB88.62 billion, with contracted gross floor area (GFA) sold amounting to approximately 8,797,000 sq.m., representing y-o-y increases of 31% and 37%, respectively. The average selling price was RMB10,073 per sq.m..

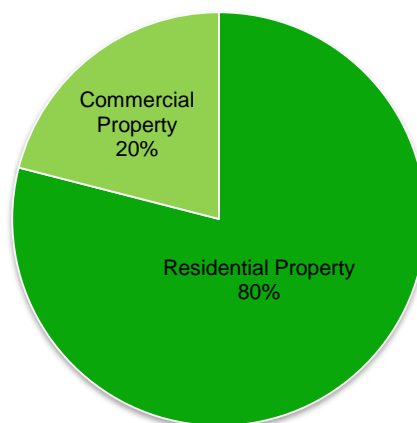
In October 2019, Aoyuan achieved contracted sales totaling approximately RMB10.03 billion, with contracted GFA sold amounting to approximately 1,005,000 sq.m., representing y-o-y increases of 55% and 57%, respectively.

Contracted Sales in January to October 2019

Region



Product Type



Note 1: Contracted sales by province and city

South China 38%	Guangdong	29%
	Guangxi	7%
	Hainan	2%
Core Region of Central & Western China 26%	Chongqing	4%
	Sichuan	10%
	Hunan	6%
	Hubei	2%
	Shaanxi	2%
	Jiangxi	1%
	Yunnan	1%

East China 23%	Zhejiang	9%
	Jiangsu	5%
	Anhui	5%
	Fujian	4%
Bohai Rim 10%	Liaoning	2%
	Beijing	1%
	Tianjin	1%
	Hebei	4%
	Shandong	2%
Offshore 3%	Offshore	3%

Note 2: Please refer to company announcement on HKEx and company website

COMPANY NEWS

Aoyuan Celebrates 12th Listing Anniversary

On 9 October, Aoyuan celebrated the 12th anniversary of its listing. Since listed on the Main Board of HKEX, with can-do attitude and keen foresight, Aoyuan has demonstrated its formidable comprehensive strength and growth potential as a corporation. Aoyuan is named among “Forbes Asia’s Fab 50 2018” and “Fortune China Top 50 Board of Directors 2019”, as well as being included in “Fortune China 500” for three consecutive years.



Guided by its brand philosophy of “Building a Healthy Lifestyle”, Aoyuan will continue to uphold its operation strategy of “one core business with vertical development” and grow its eight subgroups side-by-side, so as to transform and upgrade Aoyuan, as well as to enhance quality and effectiveness.

Aoyuan Receives “BB+” Global Scale Long-term Issuer Credit Rating from Lianhe Ratings Global with Stable Outlook

On 11 October, Aoyuan is pleased to announce that it has received “BB+” global scale Long-term Issuer Credit Rating from Lianhe Ratings Global (Lianhe Global), an international credit rating company.

The Issuer Rating reflects Aoyuan’s continuous improvement in market position and brand recognition in the Chinese property market. The rating also considers Aoyuan’s adequate liquidity position and good access to the capital market funding. The Stable Outlook reflects Lianhe Global’s expectations that Aoyuan would acquire new land in a measured manner, lower its financial leverage, and continue to improve its operating efficiency gradually by delivering projects under development at a pace more commensurate to its contracted sales growth, in order to boost its recognized revenues in the following 12 to 24 months.

COMPANY NEWS

Aoyuan Garner Four Awards at 14th Kinpan Awards

On 11 October, the 14th Kinpan Awards presentation was held in Guangzhou, with contenders coming from all over the country. Priding outstanding products highly recognized by the industry, Aoyuan garnered four awards.

Jointly organized by Kinpan.com and the famous property magazine “Times House”, the Kinpan Awards is a comprehensive award dedicated to honoring excellence in property space designs. It is considered as one of the most authoritative professional awards in the property design industries in China.



Huizhou Aoyuan Yushan Lake was awarded “Best Residence - Overall” in Guangdong



Zhuhai Aoyuan Hengqin Bay and Changde Aoyuan Scenery Bay were recognized as the “Best Sales Center of the Year” in South China and Central China



Zhuhai Aoyuan Plaza topped the list of “Best Commercial Property of the Year” in Guangdong

Aoyuan’s Efforts to Help the Poor Warm Hearts

On 22 October, Aoyuan visited those who need help in Yutan Village in Quat’s Town. This marked the start of the Liuyang poverty alleviation campaign, showing Aoyuan’s keen heart in helping the poor through targeted poverty alleviation efforts and shouldering social responsibility.

By implementing its poverty alleviation initiative “Double Tens, Double Hundreds”, Aoyuan has each year helped 10 villages, 10 schools, and a hundred families with financial difficulties and a hundred poor students.



Well-recognized by different parties in the community, Aoyuan was named a “Benchmark Company on Poverty Alleviation in the China Property Industry in 2019” by China Index Academy and Development Research Center under the State Council. It has also garnered other awards and honors including the “Corporate Social Responsibility-Poverty Alleviation Award of the Year” from the People’s Daily and China Charity Federation and the China Red Cross Humanity Award.

LAND BANK

As of 30 Jun 2019, Aoyuan had 230 projects across 75 onshore and offshore cities, with a total GFA of approx. 40.12mn sqm (attributable:81%) and total saleable resources of approx. RMB425.5bn. Total saleable resources including urban redevelopment projects amounted to RMB645.2bn.

For details on the Aoyuan's strategic layout, please click on the following link:
<http://aoyuan.com.cn/about/about.aspx?strm=114012>

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