

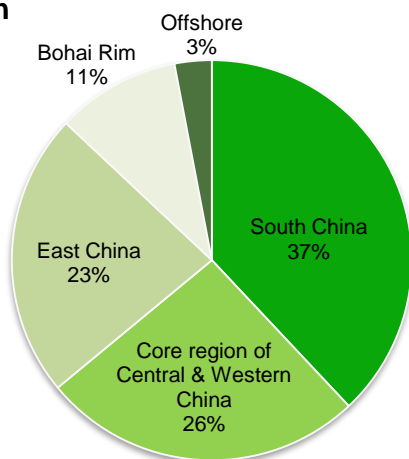
## SALES OVERVIEW

For the first eleven months of 2019, Aoyuan achieved contracted sales totaling approximately RMB101.27 billion, with contracted gross floor area (GFA) sold amounting to approximately 10,113,000 sq.m., representing y-o-y increases of 37% and 42%, respectively. The average selling price was RMB10,013 per sq.m..

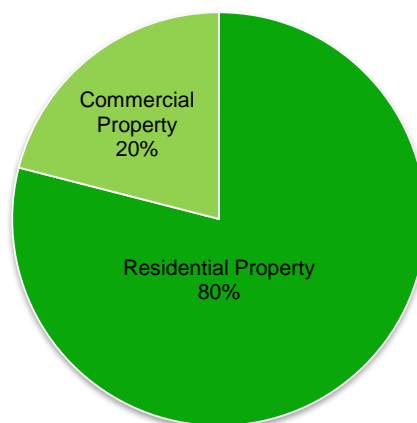
In November 2019, Aoyuan achieved contracted sales totaling approximately RMB12.65 billion, with contracted GFA sold amounting to approximately 1,316,000 sq.m., representing y-o-y increases of 99% and 83%, respectively.

### Contracted Sales from January to November 2019

Region



Product Type



Note 1: Contracted sales by province and city

<b>South China</b> <b>37%</b>	Guangdong	29%
	Guangxi	6%
	Hainan	2%
<b>Core Region of Central &amp; Western China</b> <b>26%</b>	Chongqing	4%
	Sichuan	10%
	Hunan	6%
	Hubei	2%
	Shaanxi	2%
	Jiangxi	1%
	Yunnan	1%

<b>East China</b> <b>23%</b>	Zhejiang	9%
	Jiangsu	6%
	Anhui	5%
	Fujian	3%
<b>Bohai Rim</b> <b>11%</b>	Liaoning	1%
	Beijing	1%
	Tianjin	1%
	Hebei	4%
<b>Offshore</b> <b>3%</b>	Shandong	4%
	Offshore	3%

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

## COMPANY NEWS

### Aoyuan Donates RMB20 Million to Support Jinan University

On 16 November, the 4th Global Alumni Association President Meeting cum the 2nd Alumni Work Conference of Jinan University was held. As a director of the council and an outstanding alumnus of Jinan University, Chairman Guo Zi Wen donated RMB20 million on behalf of Aoyuan to the university to support its construction and development work.



Aoyuan has been sponsoring Jinan University's "5A Excellence Leading Program" for three consecutive years since 2016. In 2018, the Aoyuan Building sponsored by Aoyuan was officially inaugurated in Jinan University. In the future, Aoyuan will continue to actively honor its corporate social.

### Aoyuan Officially Becomes the Developer of the Zhuhai Cuiwei Village

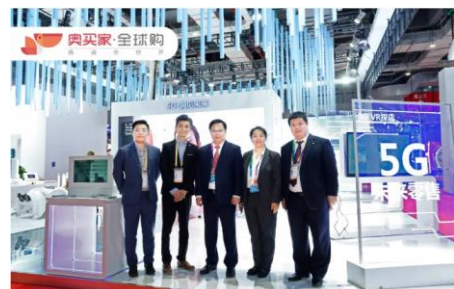
On 31 October, Aoyuan officially became the developer of the Zhuhai Cuiwei Village urban redevelopment project. One of the oldest and largest urban villages in Zhuhai, Cuiwei Village has a site area of approximately 350,000 sq.m. and total GFA of approximately 1.26 million sq.m.. Aoyuan will introduce an "overall demolition and construction" and "partial conservation" approach to redevelop Cuiwei Village into a modern high-quality community, while conserving its rich history and heritage building.



In addition to Cuiwei Village, Aoyuan has more than 10 urban redevelopment projects in Zhuhai, including Lianan Village, Guanzha Village, Gaosha Village, Shuiwengkeng Village, etc., making Aoyuan one of the major urban redevelopment enterprises in Zhuhai.

### Aomygod's O2O Shopping Model Unveiled at China International Import Expo

On 5 November, the 2nd China International Import Expo ("CIIE") was held in Shanghai. Aomygod has attended the event for two consecutive years, a testament of industry recognition to its global shopping model, as well as Aoyuan's strategy of "one core business with vertical development". Currently, Aomygod's businesses comprise global procurement, O2O shopping and supply chain solutions, covering B2B and B2C. It has approximately 100,000 types of goods under over 3,000 brands from more than 50 countries and regions.



## COMPANY NEWS

### Aoyuan Garneres “The Asset ESG Awards 2019 – Gold” and “The Asset Best Investor Relations Team Award 2019”

On 5 December, Aoyuan has garnered the “ESG Awards 2019 – Gold” and “Best Investor Relations Team Award 2019” by The Asset, an internationally renowned financial magazine, for its excellence in corporate governance and investor relations management.

“The Asset ESG Awards” selection has 19 years of history and is one of the leading awards on ESG (Environmental, Social, and Corporate Governance). The criteria used for assessment includes a range of metrics of the quality of corporate governance, social responsibility, environmental responsibility and financial performance. The award aims to recognize listed companies with exceptional performance in corporate sustainability. “The Asset Best Investor Relations Team Award” aims to recognize the best investor relations team that provides an efficient interface for their company with investors and analysts.



### Aoyuan Health (3662.HK) Included in MSCI China Small Index

On 8 November, Aoyuan Health (3662.HK) has been included as a constituent of MSCI China Small Cap Index, after the latest MSCI Global Investable Market Indexes Review. The inclusion will become effective after the close of the stock market on 26 November.

MSCI China Small Cap Index measures the performance of the small-cap stocks in the China market. There are currently 234 constituent stocks, covering different industries, businesses and regions. The index is one of the most commonly used indices for institutional investors.

## 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>

## IR CONTACT

**Mr. Jacky Chan**  
Executive Director,  
Group Senior Vice President

(852) 3622 2122  
jackychan@aoyuan.net

**Mr. Anthony Cheng**  
Financial Controller

(852) 2180 6981  
anthonycheng@aoyuan.net

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

(852) 2180 9566  
emmaqi@aoyuan.net

**Ms. Heng Tam**  
Investor Relations Manager

(852) 2180 9556  
hengtam@aoyuan.net