

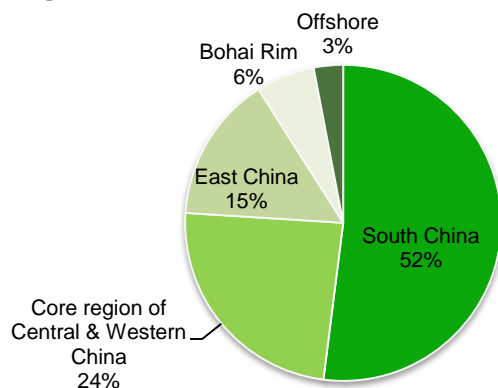
## SALES OVERVIEW

Aoyuan achieved contracted sales totaling approximately RMB11.23 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,048,000 sq.m., for the first two months of 2019, representing y-o-y increases of 39% and 46%, respectively. The average selling price was RMB10,715 per sq.m..

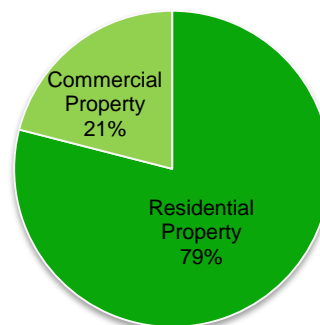
In February 2019, Aoyuan achieved contracted sales totaling approximately RMB5.63 billion, with contracted GFA sold amounting to approximately 530,000 sq.m., representing y-o-y increases of 39% and 51%, respectively.

### Contracted Sales for February 2019

#### Region



#### Product Type



## COMPANY NEWS

### Aoyuan Issues Positive Profit Alert for 2018 Annual Results Expects Core Net Profit to Increase by Over 40%

On February 24, Aoyuan announces positive profit alert. Based on preliminary review and analysis of the consolidated management accounts of the Company for the year ended 31 December 2018 and other information currently available, the Company is expected to record an increase of over 40% in the core net profit (excluding non-recurring gains or losses such as fair value gain on investment properties, net exchange difference and gain on change in fair value of derivative financial instruments) as compared to that for the year ended 31 December 2017. The increase was primarily attributable to the improvements in the Company's total gross floor area delivered to buyers and the average selling price of properties delivered in the year ended 31 December 2018.

## COMPANY NEWS

### **Moody's Upgrades Aoyuan's Outlook to "Positive" and Affirms at "B1"**

On February 22, Aoyuan's rating outlook has been upgraded to "positive" from "stable" by Moody's Investors Service ("Moody's"), a global leader in credit ratings, and its corporate family rating has been affirmed at "B1".

According to Moody's, the upgrade reflects Moody's expectation that Aoyuan's credit metrics will improve over the next 12-18 months, driven by strong growth in revenue and contracted sales. Aoyuan recorded 100% year-on-year growth to RMB91.3 billion for the full year 2018, exceeding the company's annual sales target of RMB73.0 billion. Moody's also expects that Aoyuan will maintain its financial discipline and control its debt growth while pursuing an expansion strategy in the coming 12-18 months. Moody's believes that Aoyuan's growing portfolio, demonstrated abilities in sales execution and solid housing demand in Aoyuan's core Guangdong market, especially the Greater Bay Area, will allow the company to further grow its contracted sales to RMB110-RMB115 billion in 2019. The Company has also broadened its geographic coverage, thus reducing its exposure to potential business volatility resulting from adverse changes in individual regional economic and regulatory environments. At the same time, the Company has demonstrated discipline in its land acquisitions and business expansion.

### **Aoyuan Issues US\$225 million 7.95% 4-year Senior Notes at Par Receives Overwhelming Response with More Than 8 Times Oversubscription Further Extends Debt Maturity Profile**

On February 11, Aoyuan successfully issued US\$225 million 7.95% senior notes at par due 2023.

The estimated net proceeds of the new will amount to approximately US\$221 million. The Company intends to use the proceeds mainly to refinance existing offshore indebtedness and for general working capital. The joint lead managers and the joint bookrunners of the new notes are (in alphabetical order) AMTD, Bank of America Merrill Lynch, Bank of East Asia, DBS Bank, Deutsche Bank, Goldman Sachs (Asia), J.P. Morgan, Morgan Stanley and UBS.

Aoyuan management commented, "In January 2019, Aoyuan opened the Asia USD bond market and subsequently launched the first fully marketed 3-year PRC property high yield issuance since Q4 2018 by successfully completing an add-on issuance of US\$275 million senior notes at par due 2021 and issuance of US\$500 million senior notes at par due 2022. The new notes issuance has once again been well received by domestic and international institutional investors with order book of approximately US\$2.1 billion and more than 8 times oversubscription, reaffirming the capital markets' confidence and recognition in Aoyuan's comprehensive strength. As of now, Aoyuan has fully utilized its newly obtained foreign debt quota of US\$1 billion from the National Development and Reform Commission ("NDRC"). The fund raised is mainly used for refinancing its existing offshore indebtedness, which further extends its debt maturity profile. Aoyuan will continue to diversify its onshore and offshore financing channels, optimize its debt structure and lower its borrowing costs. Looking forward, Aoyuan will strive to achieve robust business growth, so as to deliver fruitful returns to shareholders and investors."

## LAND BANK

As of 30 June 2018, the total GFA of its land bank was approximately 30.01 million sq.m. in 60 onshore and offshore cities with saleable resources of approximately RMB327.5bn, sufficient for development needs in the coming three to four years. Aoyuan adhered to the balanced layout of cities. In terms of land costs, Tier 1&2 + surrounding cities and international cities accounted for 78% of land bank, while Tier 3&4 accounted for 22%.

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**  
Investor Relations Manager

(852) 2180 9556  
hengtam@aoyuan.net