

## Investor Q&A

### Q1: What is Aoyuan's clarification announcement about?

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The board of directors (the "Board") of the Company noted that there was an article published on a social media platform (the "Article") alleged that the Group's accumulated contracted sales for the first six months of 2019 might be RMB25.7 billion instead of the contracted sales as disclosed in the Company's announcement dated 2 July 2019 (the "Announcement"). According to the Article, the alleged figure was estimated on the basis of a figure mentioned in a ranking "Top 30 sales for the first six months of 2019 among the property developers in Guangdong Province" provided by an independent data service provider (the "Service Provider").

The Company wishes to clarify that the aforesaid contracted sales figure as estimated in the Article and the Service Provider was totally ungrounded. To the best of the Company's knowledge, information and belief, and having made all reasonable enquiries, (a) the Company did not provide any information to the author of the Article and the Service Provider as referred to in the Article; and (b) the Company does not have any knowledge of the source of information in relation to the Company under the Article and that obtained by the Service Provider.

Further, the Company wishes to draw the attention of the shareholders of the Company that the Group's accumulated unaudited contracted sales for the first six months of 2019 of approximately RMB53.63 billion and other figures as disclosed in the Announcement were based on the internal information of the Company.

For more details, please refer to HKEX's website: [CLARIFICATION ANNOUNCEMENT IN RESPECT OF A SOCIAL MEDIA ARTICLE](#)

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### Q2: What is the contracted sales breakdown of Guangdong Province in 1H2019?

City	Contracted Sales (RMB bn)	Contribution to Total Contracted Sales
Zhuhai	2.14	4%
Dongguan	2.02	4%
Shenzhen	1.95	4%
Jiangmen	1.84	3%
Foshan	1.79	3%
Huizhou	1.72	3%
Guangzhou	1.35	3%
Qingyuan	1.23	2%
Meizhou	1.10	2%
Zhongshan	0.64	1%
Shaoguan	0.56	1%
Yangjiang	0.41	1%
Other	0.35	1%
<b>Guangdong Province</b>	<b>17.10</b>	<b>32%</b>

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