

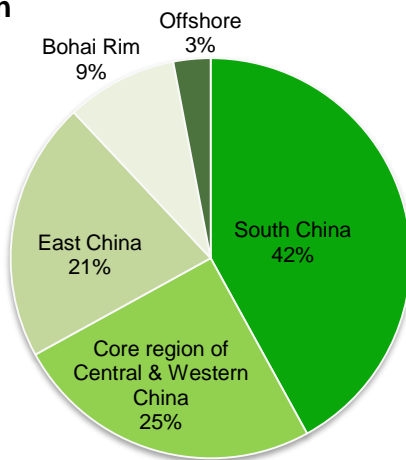
## SALES OVERVIEW

For the first eight months of 2019, Aoyuan achieved contracted sales totaling approximately RMB67.96 billion, with contracted gross floor area (GFA) sold amounting to approximately 6,741,000 sq.m., representing y-o-y increases of 28% and 31%, respectively. The average selling price was RMB10,082 per sq.m..

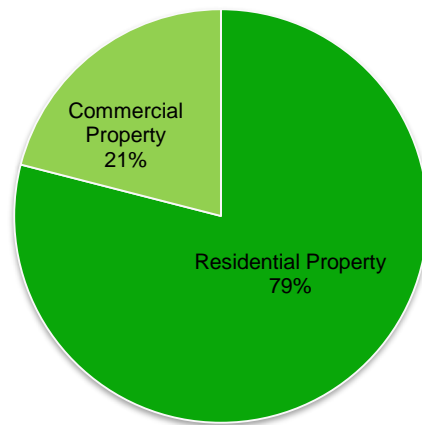
In August 2019, Aoyuan achieved contracted sales totaling approximately RMB7.68 billion, with contracted GFA sold amounting to approximately 752,000 sq.m., representing y-o-y increases of 12% and 3%, respectively.

### Contracted Sales in January to August 2019

Region



Product Type



Note 1: Contracted sales by province and city

|   |           |     |
|---|-----------|-----|
| <b>South China</b><br><b>42%</b>                                | Guangdong | 32% |
|   | Guangxi   | 8%  |
|   | Hainan    | 2%  |
|   | Chongqing | 3%  |
| <b>Core Region of Central &amp; Western China</b><br><b>25%</b> | Sichuan   | 11% |
|   | Hunan     | 6%  |
|   | Hubei     | 2%  |
|   | Shaanxi   | 1%  |
|   | Jiangxi   | 1%  |
|   | Yunnan    | 1%  |

|                                 |          |     |
|---------------------------------|----------|-----|
| <b>East China</b><br><b>21%</b> | Zhejiang | 10% |
|                                 | Jiangsu  | 4%  |
|                                 | Anhui    | 4%  |
|                                 | Fujian   | 3%  |
| <b>Bohai Rim</b><br><b>9%</b>   | Liaoning | 1%  |
|                                 | Beijing  | 1%  |
|                                 | Tianjin  | 1%  |
|                                 | Hebei    | 4%  |
|                                 | Shandong | 2%  |
| <b>Offshore</b><br><b>3%</b>    | Offshore | 3%  |

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

## COMPANY NEWS

### Aoyuan Announces 2019 Interim Results Contracted Sales Amounted to RMB53.6 Billion with High Earnings Sustainability

On 16 August, Aoyuan announced its 2019 interim results. In the first half of 2019, Aoyuan recorded contracted sales of RMB53.63 billion with an increase of 33% y-o-y, attributable contracted sales maintained at a relatively high level of 84%. As of 30 June 2019, contracted sales that were yet to be recognized as revenue amounted to approximately RMB139.0 billion, which will be gradually recognized in the next 2 years, representing high earnings sustainability.



In the first half of 2019, Aoyuan attained robust growth in both revenue and profit. Revenue increased by 73% y-o-y to RMB23.67 billion. Gross profit increased by 81% y-o-y to RMB7.05 billion with gross profit margin of 29.8%. Net profit increased by 90% y-o-y to RMB2.80 billion with net profit margin of 11.8%. Core net profit increased by 79% y-o-y to RMB2.49 billion with core net profit margin of 10.5%.

### Aoyuan Garners “Fortune China Top 50 Board of Directors 2019”

On 9 August, Aoyuan named among “China Top 50 Board of Directors 2019” by the internationally renowned financial magazine, “Fortune”. Moreover, Aoyuan’s ranking has improved from 382nd in 2018 to 279th in 2019 on “Fortune China 500”.



“Fortune China Top 50 Board of Directors” was selected from “Fortune China 500”, based on public information including companies’ annual reports, official websites, and announcements, and a set of reference indicators including ROE, growth rate and value of market capitalization, board structure and quality. The selection methodology is maintained to be fair and independent in order to recognize companies’ achievements on corporate governance, supervision of operations, and protection of stakeholders’ interests. It also reflects that companies can maintain resilience and outperform in complex environment under excellent governance of Board of Directors.

### Aoyuan Garners “Comprehensive Strength of China’s Real Estate Enterprises Top 25”

On 7 August, EH Consulting released its research report on “Comprehensive Strength and Brand Value of Real Estate Enterprises in China”. Aoyuan was ranked 25th in comprehensive strength and 19th in brand value among real estate enterprises in China, demonstrating Aoyuan’s growing brand influence and comprehensive strength.

## COMPANY NEWS

### Aoyuan Ranked 272nd among “China Top 500 Private Enterprises”

On 22 August, All-China Federation of Industry and Commerce released the “China Top 500 Private Enterprises 2019” list and “Research and Analysis on China Top 500 Private Enterprises”.

### Aoyuan has been Included in Hang Seng Composite LargeCap & MidCap Index

On 16 August, Aoyuan has been added as a constituent stock in the Hang Seng Composite LargeCap & MidCap Index following the results of its review of the Hang Seng Family of Indexes for the quarter ended 28 June 2019, and will be effective on 9 September 2019.

### Aoyuan Issues RMB1.5 Billion 6.80% 4-year Onshore Corporate Bonds

On 30 August, Aoyuan successfully issued 4-year onshore corporate bonds of RMB1.5 billion with the coupon rate of 6.80% per annum, further lowering Aoyuan’s borrowing costs and extending its debt maturity profile.

## 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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