

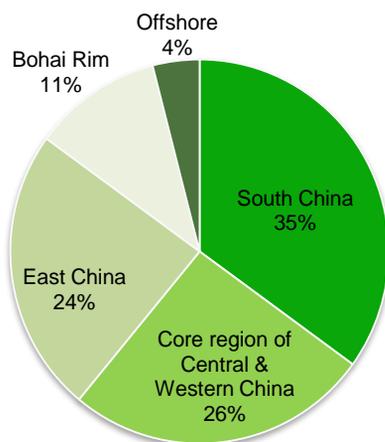
## SALES OVERVIEW

In 2019, Aoyuan recorded approximately RMB118.06 billion of property contracted sales (attributable: 83%) with a y-o-y increase of 29%, and exceeded its full-year sales target of RMB114.0 billion. The contracted gross floor area (GFA) sold amounted to approximately 11,685,000 sq.m., representing a 32% y-o-y increase. The average selling price was approximately RMB 10,103 per sq.m..

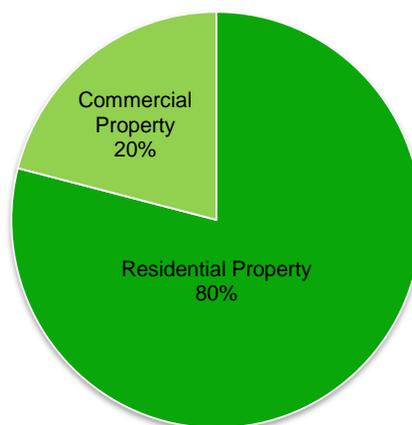
In December 2019, Aoyuan achieved property contracted sales totaling approximately RMB16.79 billion, with contracted GFA sold amounting to approximately 1,572,000 sq.m.. The average selling price was approximately RMB10,681 per sq.m..

### Contracted Sales in 2019

#### Region



#### Product Type



Note 1: Contracted sales by province and city

<b>South China</b> 35%	Guangdong	28%
	Guangxi	6%
	Hainan	1%
<b>Core Region of Central &amp; Western China</b> 26%	Chongqing	5%
	Sichuan	9%
	Hunan	5%
	Hubei	2%
	Shaanxi	2%
	Jiangxi	2%
	Yunnan	1%

<b>East China</b> 24%	Zhejiang	9%
	Jiangsu	6%
	Anhui	6%
	Fujian	3%
<b>Bohai Rim</b> 11%	Liaoning	2%
	Beijing	1%
	Tianjin	1%
	Hebei	4%
<b>Offshore</b> 4%	Shandong	3%
	Offshore	4%

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

## COMPANY NEWS

### Aoyuan Garners “Institutional Investor Best Global Fixed-Income Executive Team 2019 — Real Estate & Construction Sectors ”

On 19 December, with Aoyuan’s excellence in investor relations and capital markets management, the company has earned three no. 1 rankings in “Global Fixed-Income Executive Team” by Institutional Investor, an internationally acclaimed financial magazine, specifically in “Global Fixed-Income Executive Team” overall weighted score, “Best Investor Relations - High Yield” and “Best Use of Debt - High Yield” in the real estate and construction sectors. Aoyuan has become one of the debt issuers that global fixed-income investors like best, manifesting once again that Aoyuan’s investor relations management and capital markets strengths are well-recognized across all sectors. During the year, Aoyuan opened the USD bond market in Asia, launched the first fully marketed 3-year PRC property high yield issuance and performed well in bond prices in the secondary market.

One of the most influential financial magazines worldwide, Institutional Investor publishes rankings which have invariably been capturing the attention of the international capital markets, and well recognized as the barometer of global investor appetite. The "Global Fixed-Income Executive Teams" ranking has invited over 1,300 bond and credit specialists from over 650 asset management firms to vote for their favourite fixed-income executive team worldwide. This speaks greatly about the authoritativeness of the ranking in the international capital markets. The criteria used for assessment include metrics such as transparency of balance sheet, proactive communication of shifts in strategy and clear calculations of debt covenants etc. Voters were also asked to rate companies on how prudent and value-creating their bond issuances were in the assessment of the “Best Use of Debt” table.

**Global Fixed-Income Executive Team**  
Best Use of Debt - High Yield Overall

Category	Sector	Rank	Company
Industry Sectors	Real Estate & Construction	1	China Aoyuan Group
Industry Sectors	Real Estate & Construction	2	CFI Holdings Group Co.
Industry Sectors	Real Estate & Construction	3	Residence China Holdings

**Global Fixed-Income Executive Team**  
Best Investor Relations - High Yield Overall

Category	Sector	Rank	Company
Industry Sectors	Real Estate & Construction	1	China Aoyuan Group
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## 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 Joins Hands with Shanghai Lingang Group to Set New Benchmark for Integrated City-industry Development**

On 9 December, Aoyuan signed a strategic cooperation agreement with Shanghai Lingang Group in Shanghai. The strategic partnership will focus on areas including industry-city integration, industry-finance integration, technological innovation, cultural tourism, urban redevelopment, business development and operations. Both parties will enhance the industry cluster layout, promote collaborative innovation, develop in-depth collaboration in industrial park branding, with an aim to set a new benchmark for integrated industry-city development.

### **Aoyuan Wins “Poverty Alleviation Award of the Year” at the 14th People’s Corporate Social Responsibility Award**

On 27 December, the 2019 People’s Corporate Social Responsibility Summit organized by People.cn and People’s Daily was held, during which Aoyuan received the “14th People’s Corporate Social Responsibility — Poverty Alleviation Award of the Year”.

The “Poverty Alleviation Award of the Year” aims to honor companies with outstanding contributions, innovative efforts and notable achievement in targeted poverty alleviation. It is the second consecutive year Aoyuan is bestowed the honor, reflecting the wide recognition from the community on Aoyuan’s work in poverty alleviation and shouldering social responsibility.



## 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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