

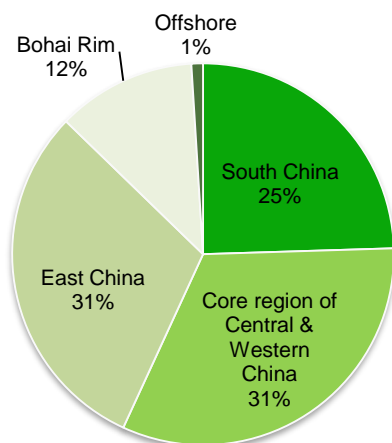
SALES OVERVIEW

In September 2020, Aoyuan achieved property contracted sales totaling approximately RMB12.08 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,205,000 sq.m., representing y-o-y increases of 13.7% and 14.6%, respectively. The average selling price was RMB10,027 per sq.m..

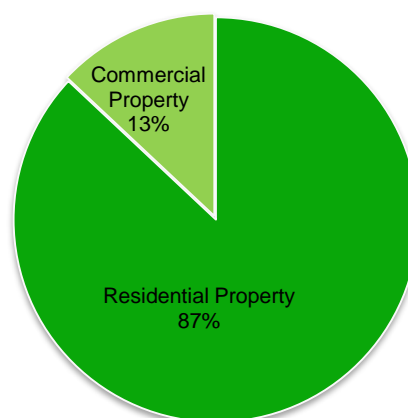
During the first nine months of 2020, the Company achieved property contracted sales totaling approximately RMB83.36 billion and contracted GFA sold approximately 8,310,000 sq.m., representing y-o-y increases of 6.1% and 6.6%, respectively.

Contracted Sales from January to September 2020

Region



Product Type



Note 1: Contracted sales by province and city

South China 25%	Guangdong	21%
	Guangxi	3%
	Hainan	1%
Core Region of Central & Western China 31%	Chongqing	6%
	Sichuan	10%
	Hunan	3%
	Hubei	1%
	Shaanxi	5%
	Jiangxi	3%
	Henan	3%

East China 31%	Zhejiang	5%
	Jiangsu	15%
	Anhui	8%
	Fujian	3%
Bohai Rim 12%	Shandong	8%
	Liaoning	1%
	Tianjin	1%
	Hebei	2%
Offshore 1%	Offshore	1%

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

COMPANY NEWS

Aoyuan Successfully Issues 5.5-year US\$350 million 6.2% Senior Notes at Par Longest USD Bond Maturity Ever Issued by Aoyuan Further Optimizes Debt Structure

On September 17, Aoyuan has successfully issued US\$350 million 6.2% senior notes due March 2026 at par. The estimated net proceeds of the new notes (after deducting the underwriting commission and other estimated expense payable in connection with this offering) will amount to approximately US\$345 million. The Company intends to use the proceeds to refinance its existing offshore indebtedness. The joint lead managers and the joint bookrunners of the new notes are (in alphabetical order) AMTD Group, Barclays Bank, BofA Securities, China CITIC Bank International, CICC, CMB International, Deutsche Bank, Guotai Junan International, Haitong International, HSBC Bank, Morgan Stanley, OCBC Bank and UBS.

The new notes issuance represents the longest USD bond maturity in Aoyuan's issuance history, demonstrating the confidence and recognition of investors for Aoyuan's comprehensive strength and prospect. For year-to-date 2020, Aoyuan has secured financing through diversified channels including issuance of offshore senior notes in public and private placement, offshore syndicated loans, as well as onshore corporate bonds, thereby further lowering borrowing cost and extending maturity profile.

Aoyuan Achieves Significant Progress in Urban Redevelopment

On September 28, Aoyuan teamed up with Henderson Land and won the bid of the Guangzhou Panyu Nitrogenous Fertilizer Plant Old Factory redevelopment project. The project is located in Xinzaotown, Panyu, Guangzhou, and close to the Guangzhou Higher Education Mega Center. Adjacent to the Pearl River, the project enjoys magnificent vistas of the river and will be developed into a high-end riverside residential community. The project has an estimated saleable GFA of approximately 300,000 sq.m. and saleable resources of approximately RMB12.6 billion.

On September 25, Aoyuan became the implementation developer of the Dongguan Shimei Tea Town Old Village redevelopment project. Located at the sea and land transportation hub in Dongguan, and as one of the largest tea trading and distribution centres, the project will be developed into a 4A-level scenic area promoting tea culture. The project has an estimated saleable GFA of approximately 150,000 sq.m. and saleable resources of RMB3.5 billion.

Aoyuan has achieved full coverage of the "Three Olds" urban redevelopment, i.e. old towns, old villages and old factories. As of end-June 2020, Aoyuan has over 50 urban redevelopment projects at different phases, providing additional estimated saleable resources of approximately RMB658.7 billion, 95% of which are located in GBA, laying a solid foundation for high-quality and sustainable development in the future.



Guangzhou Panyu Nitrogenous Fertilizer Plant



Dongguan Shimei Tea Town

COMPANY NEWS

Aoyuan Establishes “Jinan University-Aoyuan Education Development Foundation”

On September 23, “Jinan University-Aoyuan Education Development Foundation” was officially established.



“Ziwen Endeavour Scholarship”, specially set up under “Jinan University-Aoyuan Education Development Foundation”, come in three categories namely Endeavour Award, Overseas Exchange and Postdoctorate. The scholarship aims to assist underprivileged students who possess commendable character and outstanding academic achievements. Currently, “Ziwen Endeavour Scholarship” is the scholarship at Jinan University that comes with the largest award, the most extensive student body coverage, the highest management standards, as well as the most far-reaching influence.

As a hundred-billion-scale multinational conglomerate, Aoyuan actively shoulders its corporate social responsibility and has supported sustainable and balanced education development. Thus far, Aoyuan has made a total contribution of over RMB1 billion to charitable causes, poverty alleviation and education.

Aoyuan Garner Awards Including Corporate Brand Value Award, Corporate Social Responsibility Award and China Property Award of Supreme Excellence

On September 17, Aoyuan received a number of awards, including “Top 30 of China Real Estate Developers Brand Value 2020” and “Top 10 of China Commercial Real Estate Developers Brand Value 2020”, from China Real Estate Association and China Real Estate Evaluation Center of E-House China R&D Institute. Also, Aoyuan bagged the “Golden Intelligent Award — CSR Award for Real Estate Enterprises” from jrj.com, for its exceptional contributions to community services.

On September 22, Aoyuan received the “2020 China Property Award of Supreme Excellence”. The award is judged by a panel composed of the Hong Kong Stock Analysts Association and veteran stock commentators, which selects PRC real estate enterprises with the most outstanding performance based on six categories namely financial performance, prospects, governance standards, project execution, brand image and efforts in social responsibility.



COMPANY NEWS

Aoyuan's CSR Efforts Included in "Guangdong Real Estate Industry CSR Report"

On September 10, Aoyuan's outstanding performance in CSR and the fight against COVID-19 were included in the "Guangdong Real Estate Industry CSR Report" and "Showcase of the Fight Against COVID-19 by Guangdong Real Estate Enterprises" published by Guangdong Real Estate Association.



Aoyuan was among the first batch of enterprises to provide assistance to frontline hospitals upon the outbreak of COVID-19, purchasing over 1.2 million medical masks and other urgently needed medical supplies which were directly delivered to such regions as Wuhan and Guangzhou. The Group has demonstrated through action its determination to adhere to its core corporate value of "Efficiency, Integrity, Responsibility and Shared Success" in fulfilling its responsibility to society.

LAND BANK

As of 30 Jun 2020, Aoyuan had 317 projects across 90 onshore and offshore cities, with a total GFA of approx. 48.74mn sqm (attributable:78%) and total saleable resources of approx. RMB501.5bn. Total saleable resources including urban redevelopment projects amounted to RMB1160.2bn.

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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