

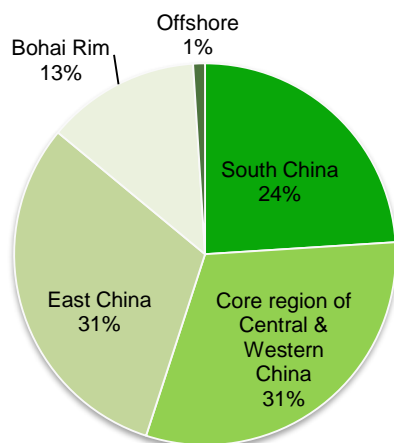
## SALES OVERVIEW

In November 2020, Aoyuan achieved property contracted sales totaling approximately RMB15.25 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,479,000 sq.m., representing y-o-y increases of 21% and 12%, respectively.

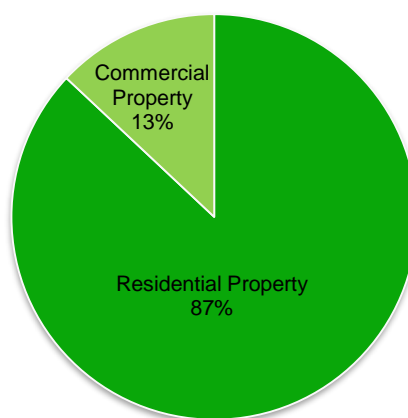
During the first eleven months of 2020, the Company achieved property contracted sales totaling approximately RMB113.76 billion and contracted GFA sold approximately 10,971,000 sq.m., representing y-o-y increases of 12% and 9%, respectively. The average selling price was RMB10,369 per sq.m..

### Contracted Sales from January to November 2020

#### Region



#### Product Type



Note 1: Contracted sales by province and city

<b>South China</b> 24%	Guangdong	20%
	Guangxi	3%
	Hainan	1%
<b>Core Region of Central &amp; Western China</b> 31%	Chongqing	5%
	Sichuan	11%
	Hunan	3%
	Hubei	1%
	Shaanxi	5%
	Jiangxi	3%
	Henan	3%

<b>East China</b> 31%	Zhejiang	5%
	Jiangsu	15%
	Anhui	8%
	Fujian	3%
<b>Bohai Rim</b> 13%	Shandong	10%
	Tianjin	1%
	Hebei	2%
<b>Offshore</b> 1%	Offshore	1%

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

## COMPANY NEWS

### **China Aoyuan's Chairman Increases Shareholding in China Aoyuan and Aoyuan Healthy Life in Two Consecutive Days Demonstrating Confidence in the Group's Future Prospects**

On 4 and 5 November, Mr. Guo Zi Wen, Chairman of China Aoyuan, increased his shareholding in the Company by acquiring 2,800,000 shares in total, for a total consideration of approximately HK\$22.07 million. Currently, the shareholding in the Company of Chairman Guo Zi Wen and Mr. Guo Zi Ning, CEO of China Aoyuan, amounts to 55.1%.

Chairman Guo Zi Wen also increased his shareholding in Aoyuan Healthy Life on 4 and 5 November by acquiring 1,660,000 shares in total, for a total consideration of approximately HK\$8.88 million.

For details please refer to HKEx website:

China Aoyuan:

[5 November 2020: Director/Chief Executive Notice - Interests in Shares of Listed Corporation](#)

[4 November 2020: Director/Chief Executive Notice - Interests in Shares of Listed Corporation](#)

Aoyuan Healthy Life:

[5 November 2020: Individual Substantial Shareholder Notice](#)

[4 November 2020: Individual Substantial Shareholder Notice](#)

### **Aoyuan Successfully Issues 4.75-year US\$230 Million 5.98% Senior Notes Overwhelming Response from the Capital Markets with 9 Times Oversubscription and Peak Orderbook Over US\$2.1 Billion**

On 11 November, Aoyuan has successfully issued US\$230 million 5.98% senior notes due August 2025. 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\$226 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) Admiralty Harbour, Bank of East Asia, BofA Securities, China CITIC Bank International, CICC, Credit Suisse, Deutsche Bank, Guotai Junan International, Haitong International, Morgan Stanley, OCBC Bank and UBS.

The new notes issuance has received an overwhelming response from domestic and international institutional investors with 9 times oversubscription. The orderbook consisted of approximately 25% European orders and approximately 75% Asian orders, demonstrating once again the confidence and recognition of the international capital markets for Aoyuan's comprehensive strength. Aoyuan plans both onshore and offshore financing arrangements in advance. For year-to-date 2020, Aoyuan has completed financing and refinancing through diversified channels to ensure fund safety. Following the reaffirmation of Aoyuan's corporate rating and 'positive' rating outlook by S&P and Moody's in April and May respectively this year, Aoyuan's corporate rating was upgraded to "BB" by Fitch and reaffirmed at "BB+" by Lianhe Global in October. Aoyuan has received upgrades of corporate rating and rating outlook from all 3 major international rating agencies for 5 consecutive years. Looking forward, Aoyuan will drive quality and sustainable development while maintaining financial prudence, thus bringing fruitful returns to shareholders and investors.

## COMPANY NEWS

### Aoyuan Garners 20 Awards at Kinpan Awards 2020 with its A+ Property Projects

On 25 November, results of the 15th Kinpan Awards were revealed. Out of a total of 11,251 entries, Aoyuan's 15 projects received 20 awards, with 3 at the national level and 17 the regional level, placing Aoyuan at 13th place among PRC developers.



An authoritative voice in the industry, the Kinpan Awards is a comprehensive awards program celebrating the crème de la crème in property design and development. It aims to drive healthy development in the property industry and elevate urban spaces. Aoyuan's impressive performance at the Kinpan Awards is a testimony to the industry's recognition of the company's A+ product offerings.



Huzhou Anji Aoyuan East Realm



Fuzhou Aoyuan Dingxin Sea Court



Chengdu Aoyuan One Peninsula



Shijiazhuang Aoyuan City in the Clouds



Aoyuan Huajingchuan Urban Park



Guangzhou Aoyuan Lakeside Mansion

(The above are all actual images)



## COMPANY NEWS

### Aoyuan's Projects Wins Grand Prize at GBA Urban Design Awards and Green Residential Property Award

On 25 November, Zhuhai Xiangzhou Cuiwei Village Urban Redevelopment Project received the Plan/Concept Grand Award in the Professional Category at the first Greater Bay Area Urban Design Awards.

Co-organized by the Hong Kong Institute of Urban Design and CURB Center for Architecture and Urbanism, the Greater Bay Area Urban Design Awards aims to elevate urban design standards through the recognition of excellence in urban design related products in the Greater Bay Area.

One of the oldest and largest urban villages in Zhuhai, Cuiwei Village has a site area of approximately 350,000 sq.m. and total GFA of approximately 1.26 million sq.m.. Aoyuan will introduce an “overall demolition and construction” and “partial conservation” approach to redevelop Cuiwei Village into a contemporary quality community with exceptional educational, cultural and commercial facilities.



On 26 November, Guangzhou Aoyuan Yunhe Mansion received the “Green Residential Project Award 2020” by Leju. Spanning a total GFA of approximately 160,000 sq.m., the project is located at the heart of Guangzhou's Baiyun District. It will comprise low-density residence and high-rise apartments, while the community landscape will be built referencing to Song Dynasty aesthetics to create a contemporary Chinese-style garden integrating both natural splendour and cultural heritage.



(The above project images are all CGIs)

## COMPANY NEWS

### Aoyuan Scores Several Awards for its Outstanding CSR Performance

On 2 November, Aoyuan celebrated award wins for its outstanding achievements in the fight against COVID-19. These include “Guangzhou Private Enterprises with Outstanding Contributions in the Fight against the COVID-19” jointly awarded by United Front Work Department of Guangzhou Municipal Committee, Guangzhou Bureau of Industry and Information Technology as well as Guangzhou Federation of Industry and Commerce, and “Guangzhou Youth Model Unit Award (Special commendation for fighting the pandemic)” by Central Committee of the Communist Youth League.

Aoyuan’s work in areas including poverty alleviation is also recognized by mainstream media including “Poverty Alleviation Enterprise of the Year 2020” by “International Finance News” under “People’s Daily”, “Social Responsibility Enterprise of the Year 2020” by Southern Metropolis Daily, and the “Innovative Enterprise of the Year for Targeted Poverty Alleviation” by Southern Weekend.



## 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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