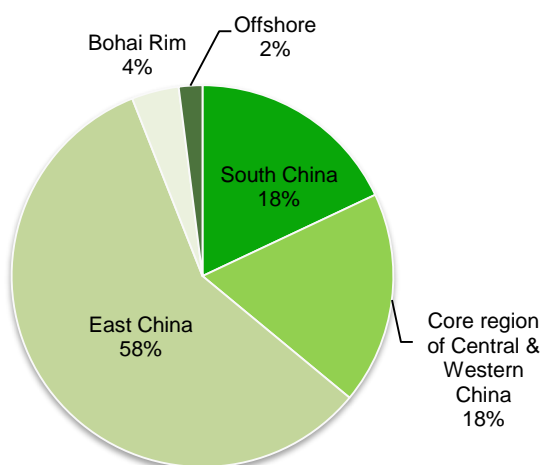


SALES OVERVIEW

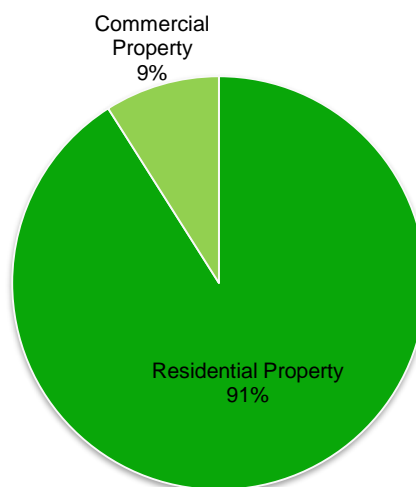
In January 2020, Aoyuan achieved property contracted sales totaling approximately RMB5.06 billion, with contracted gross floor area (GFA) sold amounting to approximately 433,000 sq.m., representing y-o-y decreases of 9.7% and 16.5%, respectively. The average selling price was RMB11,690 per sq.m..

Contracted Sales in January 2020

Region



Product Type



Note 1: Contracted sales by province and city

South China 18%	Guangdong	13%
	Guangxi	5%
Core Region of Central & Western China 18%	Chongqing	5%
	Sichuan	2%
	Hunan	9%
	Hubei	1%
	Jiangxi	1%

East China 58%	Zhejiang	3%
	Jiangsu	25%
	Anhui	6%
	Fujian	24%
Bohai Rim 4%	Tianjin	1%
	Shandong	3%
Offshore 2%	Offshore	2%

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

COMPANY NEWS

Aoyuan Fully Backs Anti-epidemic Efforts Procures Urgently-needed Medical Supplies in Support of Frontline Medical Staff

Since the outbreak of the novel coronavirus, Aoyuan has been closely following the status of the epidemic and promptly launched a series of measures to ensure the safety of the Company's operations and the health of its employees. At the same time, Aoyuan has actively shouldered its corporate social responsibility through backing the frontline work. Not only is Aoyuan among the first batch of renowned property companies providing support to Wuhan, but also the first company to directly procure urgently-needed medical supplies both domestically and overseas and deliver them to hospitals battling the epidemic at the frontline.

Aoyuan has purchased a total of 900,000 medical face masks through different global channels, among which approximately 600,000 masks have been directly handed to the frontline medical staff combatting the epidemic in Wuhan, Guangzhou, etc.. In addition, 5,000 sets of medical protective coveralls will be delivered to the frontline once received. Meanwhile, Aoyuan joined The Wynners to produce a song "Jiayou" (Stay Strong) and record a video to cheer for frontline medical staff, Aoyuan Volunteers and all compassionate individuals in society.



COMPANY NEWS

Aoyuan Launches Anti-epidemic Measures at Residential and Commercial Projects

Aoyuan has implemented a number of epidemic prevention measures at its residential and commercial projects. These include kicking off all-round and multi-channel epidemic prevention promotions in residential projects, helping property owners to undertake self-quarantine and offering purchase and delivery services. The Company's epidemic prevention and control work was reported in featured sessions in CCTV's national morning news programme "Zhaowen Tianxia", evening news programme "Xinwen Lianbo", Guangdong TV's news programmes "Xinwen Lianbo" and "South China Financial News", etc..

In addition, the Group has strengthened the management of epidemic prevention work at its commercial projects, as well as carrying out epidemic prevention and disinfection measures at key locations of shopping malls. Meanwhile, the Group has offered a 15-day rent-free period (the first day to the 15th day of the Chinese New Year) to tenants at self-owned commercial projects currently in operation and asset-light projects operating under a commission contract, in a bid to alleviate the operating pressure of the tenants and battle the epidemic all together.



Aoyuan Steps Up Online Marketing and Sales Efforts Aims at Optimizing Sales Conversion and New Customer Traffic

Aoyuan has stepped up online marketing and sales through platforms including Leju, Sofang and ke.com, and Aoyuan's WeChat mini-program ("奥園購房寶"). All online property sales offices are now in operation.

In addition, Aoyuan is actively exploring new sales methods for addressing demand for home-return property purchases. For existing customers who have visited our sales offices and show flats, the Company is strengthening coordination to maximize conversion through the online platform. As for new customers showing interest in our projects, whether through online sales office or by phone, the Company will make every effort to nurture such relations for prospective transactions.



COMPANY NEWS

Aoyuan Garners “Best Employers in China 2019 – Top 30 Employers in Guangzhou”

On 9 January, the Guangzhou Region Award Ceremony of “Best Employer in China 2019” jointly organised by Zhaopin.com and the Institute of Social Science Survey at Peking University was held in Guangzhou. Aoyuan was awarded as “Best Employers in China 2019 – Top 30 Employers in Guangzhou” for the fifth time, in recognition of its outstanding performance in six areas including organisation and management, corporate image, corporate culture, training and development, remuneration and benefits, and working environment. This clearly manifests that Aoyuan’s employer brand is well-recognized by the industry.



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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