

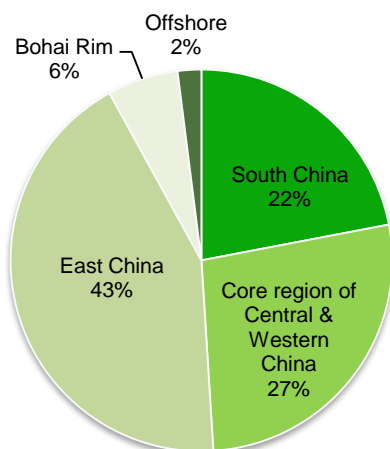
## SALES OVERVIEW

In March 2020, Aoyuan achieved property contracted sales totaling approximately RMB7.28 billion, with contracted gross floor area (GFA) sold amounting to approximately 743,000 sq.m., representing month-on-month increases of 271% and 270%, respectively.

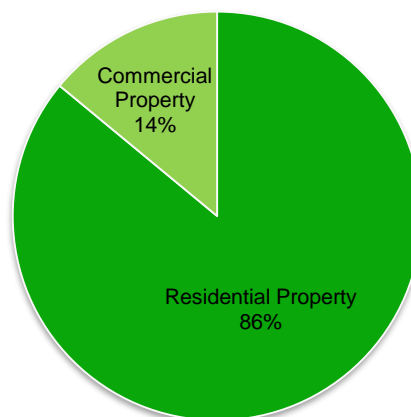
During the first three months of 2020, Aoyuan achieved property contracted sales totaling approximately RMB14.30 billion, with contracted GFA sold amounting to approximately 1,376,000 sq.m.. The average selling price was RMB10,392 per sq.m..

### Contracted Sales from January to March 2020

#### Region



#### Product Type



Note 1: Contracted sales by province and city

<b>South China</b> 22%	Guangdong	18%
	Guangxi	3%
	Hainan	1%
<b>Core Region of Central &amp; Western China</b> 27%	Chongqing	2%
	Sichuan	6%
	Hunan	7%
	Shaanxi	6%
	Jiangxi	2%
	Henan	4%

<b>East China</b> 43%	Zhejiang	5%
	Jiangsu	18%
	Anhui	9%
<b>Bohai Rim</b> 6%	Fujian	11%
	Shandong	3%
<b>Offshore</b> 2%	Hebei	3%
	Offshore	2%

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

## COMPANY NEWS

### Aoyuan (3883.HK) Announces 2019 Annual Results Ranks among Top 30 PRC Developers with Contracted Sales of RMB118.1 Billion

On 25 March, Aoyuan announced its 2019 annual results. In 2019, Aoyuan's property contracted sales increased by 29% y-o-y to RMB118.06 billion, exceeding its full year sales target of RMB114 billion, rendering Aoyuan among the top 30 PRC developers. The compound annual growth rate for contracted sales in 2016-2019 reached 66%. As of 31 December 2019, unbooked revenue amounted to RMB170.5 billion, which will be gradually recognized in the next 2 years, demonstrating high earnings sustainability.

During the year, Aoyuan attained robust growth in both revenue and profit. Revenue increased by 63% y-o-y to RMB50.53 billion. Gross profit increased by 56% y-o-y to RMB15.02 billion; gross profit margin was 29.7%. Net profit increased by 78% y-o-y to RMB5.22 billion; net profit margin was 10.3%. Core net profit increased by 67% y-o-y to RMB5.12 billion; core net profit margin was 10.1%. Earnings per share increased by 74% y-o-y to RMB156.48 cents per share.

To thank Aoyuan's shareholders and investors for their support, the Board of Directors recommended a final dividend of RMB55.0 cents per share (equivalent to HKD60.1 cents), representing a dividend payout ratio of 35%, maintaining a stable and generous dividend policy.



Guangzhou Main Venue



Hong Kong Sub-venue

### Aoyuan Healthy Life (3662.HK) Announces 2019 Annual Results Revenue and Net Profit Up 46% and 108% Y-o-Y Respectively

On 25 March, Aoyuan Healthy Life announced its 2019 annual results. In 2019, Aoyuan Healthy Life's revenue amounted to approximately RMB900.8 million, representing a y-o-y increase of 45.6%. Revenue from property management services and commercial operation services accounted for 71.8% and 28.2% of the total revenue respectively. Gross profit rose by 61.4% to approximately RMB337.1 million, while gross profit margin was 37.4%. Net profit reached RMB163.1 million, up 108.3% y-o-y. Basic earnings per share were RMB23.78 cents, up 43.8% y-o-y.



## COMPANY NEWS

### Aoyuan to Acquire 29.99% of Shares of Kinghand Group Continued Cultivation of Existing Regions with Traditional M&A Strengths

On 7 April, Aoyuan announced that it has entered into a framework agreement for acquisition of 29.99% shares of Kinghand Industrial Investment Group Co., Ltd. ("Kinghand Group"), at a total consideration of approximately RMB1.16 billion. The consideration will be funded by Aoyuan's internal resources.

Kinghand Group (SZSE Stock Code: 000615) is mainly engaged in property development in the PRC. With substantial experience in property development and management, Kinghand Group has successfully completed many mid- to high-end real estate projects over the years. As of 30 September 2019, its unaudited net asset value amounted to RMB2.89 billion. Kinghand Group has 18 projects with total saleable GFA of approximately 1.24 million sq.m., which have obtained land certificate and are mainly located in Beijing, Tianjin, Chongqing, Chengdu, Nanjing, Taiyuan, Guangdong Province, Hebei Province, etc..

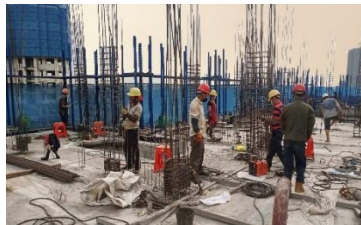
Upon completion of the acquisition, Kinghand Group will become a subsidiary of Aoyuan, allowing Aoyuan to strengthen its landbank and further increase the proportion of operations in Tier 1 and 2 cities. This will facilitate cultivation of existing regions and enhance Aoyuan's market share and influence.



### Aoyuan's Projects Resume Work and Production in an Orderly Manner

Immediately after the COVID-19 outbreak, Aoyuan has launched online sales offices and "Aoyuan Home Purchase" WeChat mini program, offering online VR home tours, selection and purchase services to customers. With the outbreak gradually under control, Aoyuan has been doubling down on its epidemic prevention and control efforts while resuming work and construction safely and orderly, minimizing the impact of delayed work resumption.

Currently, all sales offices have resumed operations. Besides undergoing full disinfection, all sales offices have standardized epidemic prevention measures, striving to create a healthy and safe sales environment. All construction projects have obtained approval from local governments and resumed construction. The projects are progressing as planned and scheduled.



## COMPANY NEWS

### Aoyuan Ranks 24th among “China Real Estate Developers 2020”

On 18 March, China Real Estate Association and the China Real Estate Evaluation Center of Shanghai E-House Real Estate R&D Institute jointly announced the results of “Top 500 China Real Estate Developers 2020” ranking series.

With consistently robust operations and strengthening comprehensive strengths, Aoyuan ranked 24th among “China Real Estate Developers 2020”, up five spots from 2019. At the same time, it garnered other accolades including “Top 5 in Operational Efficiency”, “Top 7 in Growth” in “Top 100 China Real Estate Developers 2020,” as well as “Poverty Alleviation Benchmark for China Real Estate Enterprises 2019-2020”.



### Proactive CSR Commitment: Participation in “Earth Hour” and More

On 28 March, the Group took part in “Earth Hour”, which is initiated by World Wildlife Fund (WWF). Aoyuan’s headquarter and some of its commercial projects across the country turned off non-essential lighting that evening in order to support environmental protection and drive sustainable growth through real action.

As a company committed to fulfilling its social responsibility, Aoyuan has been an advocate and important player of green initiatives, taking action to implement the brand philosophy of “building a healthy lifestyle” over the years. Through building the A+ Product Universe, Aoyuan has developed four major product lines and a standardized product system, satisfying the demand for “healthy + comfortable” residence with its forward-looking product designs. Applying the “Sponge City” construction concept, various Aoyuan projects have started recycling rainwater and irrigation water and focused on expanding greening area, which can facilitate air purification, sound absorption, noise reduction as well as temperature adjustment.

In addition, Aoyuan strives to minimize the impact of its operations on the environment through implementing green design, green construction, green operation and the green office. Aoyuan is dedicated to promoting a green and healthy lifestyle through establishment of an energy consumption management and supervision group and an energy consumption management system, as well as participation in various environmentally-friendly charitable activities.



## LAND BANK

As of 31 Dec 2019, Aoyuan had 280 projects across 85 onshore and offshore cities, with a total GFA of approx. 45.03mn sqm (attributable:79%) and total saleable resources of approx. RMB458.5bn. Total saleable resources including urban redevelopment projects amounted to RMB684.5bn.

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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