

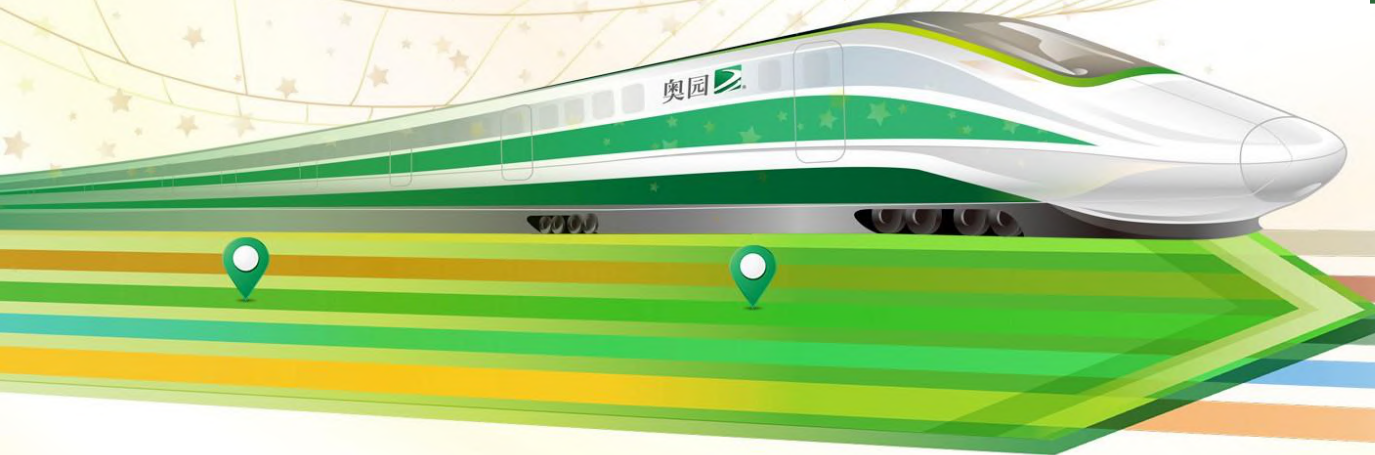


中国奥园集团股份有限公司
China Aoyuan Group Limited

香港联交所上市编号:3883

2019 Annual Results Presentation

May 2020



*Leaping to New Heights
with Quality and Innovation
for Greater Sustainability*

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1. Highlights & Outlook



Guangzhou Aoyuan International Center
Aoyuan Tower (actual image)



2019 Results highlights

Among Top 30 PRC developers with high earnings sustainability

- Recorded approximately RMB118.06bn of property contracted sales in 2019 (attributable: 83%) exceeding its full-year sales target of RMB114bn with a yoy increase of 29%, rendering Aoyuan among the Top 30 PRC developers; 2016-2019 CAGR for contracted sales reached 66%
- As of 31 Dec 2019, unbooked revenue amounted to approx. RMB170.5bn, which will be gradually recognized in the next 2 years

Robust growth & profitability with stable and generous dividend policy

- Revenue in 2019 increased by 63% yoy to RMB50.53bn
- Gross profit increased by 56% yoy to RMB15.02bn; gross profit margin was 29.7%
- Net profit increased by 78% yoy to RMB5.22bn; net profit margin was 10.3%
- Core net profit increased by 67% yoy to RMB5.12bn, core net profit margin was 10.1%
- Earnings per share increased by 74% yoy to RMB156.5 cents per share
- Recommend a final dividend of RMB55.0 cents per share (equivalent to HK\$60.1 cents), representing a 35% dividend payout ratio, maintaining a stable and generous dividend policy

Healthy financial profile with continued credit rating upgrades & sufficient liquidity

- Aoyuan's corporate rating and rating outlook were upgraded to "positive" outlook by all 3 major international rating agencies, namely Fitch, S&P and Moody's in 2016-2019. Aoyuan also received a "BB+" global scale long-term issuer credit rating from Lianhe Ratings Global and an upgrade in its domestic credit rating to "AAA", the highest credit rating in PRC, by United Credit Ratings
- As of 31 Dec 2019, net gearing ratio was 74.9%, at reasonable industry-wide level. Average borrowing cost maintained at 7.5%, and debt profile continued to improve
- In 2019, cash collection rate was approx. 78%; total cash amounted to approx. RMB68.06bn, sufficient to cover short-term borrowings



2019 Results highlights (cont.)

Outstanding financing capability with sufficient funds

- In 2019, opened the Asia USD bond market and subsequently launched the first fully marketed 3-year PRC property high yield issuance since Q4 2018, issued USD bonds to the Singaporean sovereign wealth fund through private offering and raised US\$1.45bn through issuance of senior notes in public and private offering; issued RMB1.5bn 6.8% onshore corporate bond due 2023
- In 2019, successfully secured an aggregate of approx. HK\$1.6bn 3-year syndicated bank loans in two tranches with an interest rate of HIBOR/LIBOR+4.95% per annum from 5 offshore commercial banks
- As of 31 Dec 2019, total credit facilities secured were approx. RMB184.0bn (including credit facilities of RMB26.6bn secured through "HQ-to-HQ" strategic cooperation with various onshore commercial banks)
- Topped three tables in "Global Fixed-Income Executive Team" by *Institutional Investor*, specifically in "Global Fixed-Income Executive Team" overall weighted score, "Best Investor Relations - High Yield" and "Best Use of Debt - High Yield" in global real estate and construction sector

Capitalize on traditional strength of M&A; Strategic land bank replenishment

- Acquired a total of 87 new projects with newly added GFA of approx. 16.09mn sqm (79% through M&A) and newly added saleable resources of over RMB186.1bn, with an average land cost of RMB3,199 per sqm, which helps maintaining reasonable land cost and stable margins to weather market downturn
- Full coverage of "Three Olds" urban redevelopment, including old towns, old villages and old factories; over 30 urban redevelopment projects at different phases, providing additional estimated saleable resources of approx. RMB226bn, 89% of which are located in GBA, enlarging landbank in the area
- As of 31 Dec 2019, total GFA of land bank was approx. 45.03mn sqm (attributable: 79%) with saleable resources of approx. RMB458.5bn. Total saleable resources including urban redevelopment projects amounted to RMB684.5bn

Widespread reputation in capital markets; Successful IPO of Aoyuan Healthy Life

- In 2019, Aoyuan's stock price registered an accumulated growth of approx. 1.6 times, rendering Aoyuan one of the best-performing PRC property stocks. Aoyuan is included as a constituent in MSCI China Index, Hang Seng Composite LargeCap & MidCap Index, Hang Seng Stock Connect and Hang Seng Stock Connect Greater Bay Area Composite Index
- Upholds the highest standard of investor relations with growing reputation in the capital markets. 20 leading investment banks and brokers are currently covering Aoyuan's stock, and there were over 100 research reports published on Aoyuan's equity and bonds in 2019
- Aoyuan Healthy Life (3662.HK) was successfully listed on the Main Board HKEx on 18 Mar 2019, which is the first spin-off listco of Aoyuan's sub-groups, opening up new financing channels, unlocking value and pursuing greater development through synergy with parent company

Aoyuan Healthy

HKEx Stock Code: 3662

- was successfully listed on the Main Board of Hong Kong Stock Exchange in Mar 2019, with a corporate commitment to becoming a leading healthy life service group in China. It has seen a steady rise in stock price with active turnover since IPO
- Aoyuan Healthy Life is mainly engaged in two core businesses, i.e. property management and commercial operation under an asset-light model. It also takes initiative to develop in the health business, to build a platform for light medical beauty service and community healthcare service. This is to be integrated with commercial operation business, so as to provide comprehensive and high-quality healthy life management services for customers from residential and commercial communities

(RMB '000)	2019	YoY Change
Revenue	900,800	+46%
Gross profit	337,054	+61%
Gross profit margin	37.4%	+3.7p.p.
Net profit	163,110	+108%
Net profit margin	18.1%	+5.5p.p.
Basic earnings per share (RMB cents)	23.78	+44%

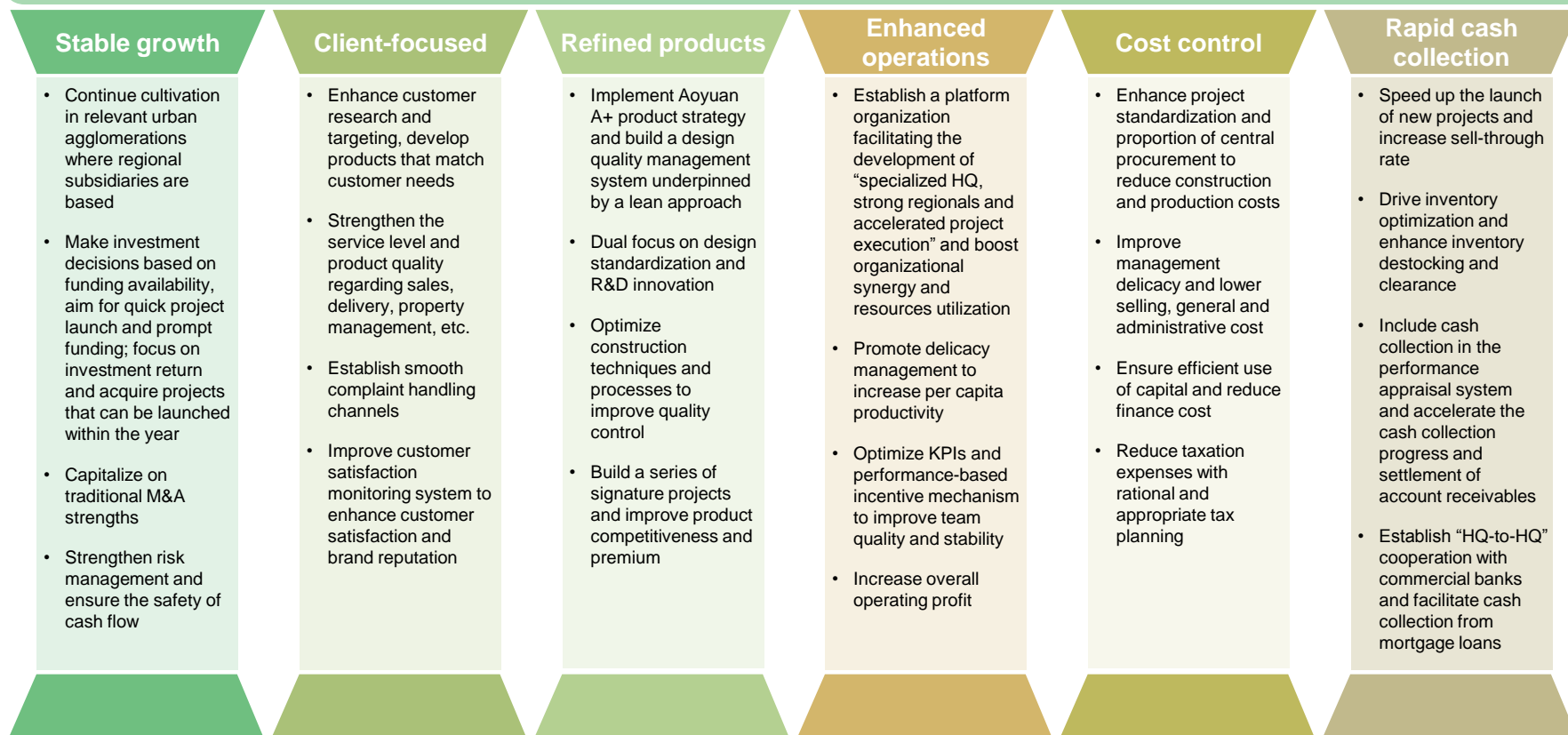




2020 Strategies and plans

Aoyuan is committed to becoming a world-class integrated healthy lifestyle service provider

While the COVID-19 outbreak has been basically curbed in China, it is still spreading outside China. Global economic growth is under pressure while low interest rate and QE environment will continue. Key policies of China's real estate market remain as "housing is for living in, not for speculation; and implementation of city-specific policies". Industry and credit policies are expected to be adjusted in a timely and flexible manner to hedge downside economic risks and promote the long-term and stable development of the real estate market

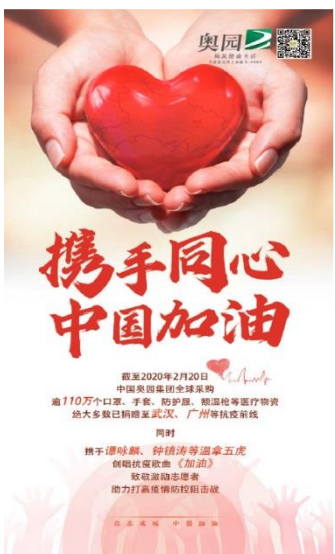


In 2020, Aoyuan will maintain a measured scale to achieve sustainable and high-quality development



CSR commitment: supporting the anti-epidemic frontline

Since the outbreak of COVID-19, Aoyuan has actively and rapidly shouldered its CSR, procuring over 1.1 million medical masks and a substantial number of medical ventilators, protective coveralls, infrared thermometers, gloves etc. via global channels in support of medical professionals battling the epidemic at the frontline in Wuhan, Guangzhou, etc. Not only is Aoyuan among the first batch of property companies providing support to Wuhan, but also the first company to directly procure medical supplies both domestically and overseas and rapidly deliver them to frontline hospitals in urgent need



2. Financial Overview



Zhuhai Aoyuan Plaza (actual image)



Income statement highlights

(For the year ended 31 Dec)

(RMB '000)	2019	2018	Change
Revenue ⁽¹⁾	50,531,150	31,005,834	+63%
Gross profit	15,021,166	9,634,151	+56%
Gross profit margin	29.7%	31.1%	-1.4 p.p.
Net profit ⁽²⁾	5,221,830	2,939,467	+78%
Net profit margin	10.3%	9.5%	+0.8 p.p.
Core net profit ⁽³⁾	5,123,190	3,074,013	+67%
Core net profit margin	10.1%	9.9%	+0.2 p.p.
Core net profit attributable to shareholders	4,121,733	2,573,888	+60%
Core net profit attributable to shareholders margin	8.2%	8.3%	-0.1 p.p.
Basic earnings per share (RMB cents)	156.48	89.91	+74%
Final dividend per share ⁽⁴⁾ (RMB cents)	55.0	36.0	+53%

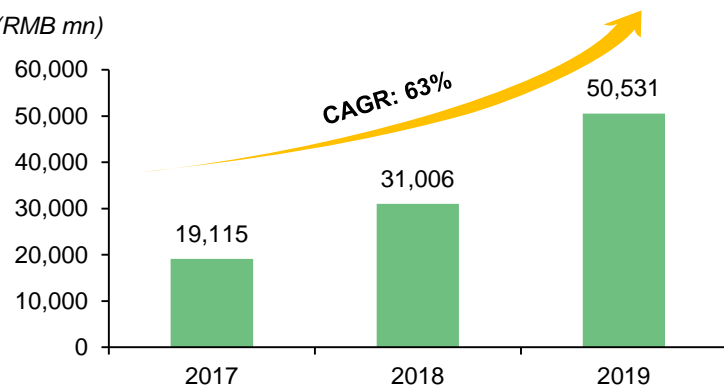
Note:

- (1) In 2019, property development accounted for 95% of revenue, while property investment, property management, sales of goods and others accounted for 5%
- (2) In 2019, profit attributable to shareholders accounted for 80%, while profit attributable to non-controlling shareholders accounted for 20%
- (3) Core net profit excludes non-recurring profit or loss items and their related tax expenses, comprising fair value gain on investment properties, and net exchange differences, etc.; the public land auction process for Guangzhou Panyu Yixing Urban Redevelopment project was completed in Dec 2019, and the relevant gain from primary development will be recognized in 2020
- (4) The Board proposed a final dividend per share of RMB55.0 cents (equivalent to HK60.1 cents) for the year ended 31 Dec 2019



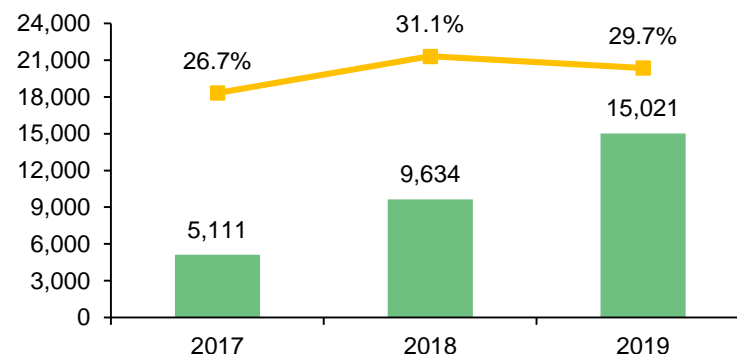
Revenue

(RMB mn)



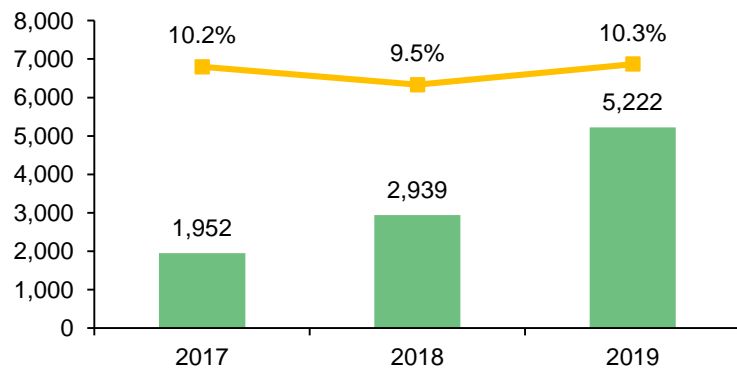
Gross profit & gross profit margin

(RMB mn)



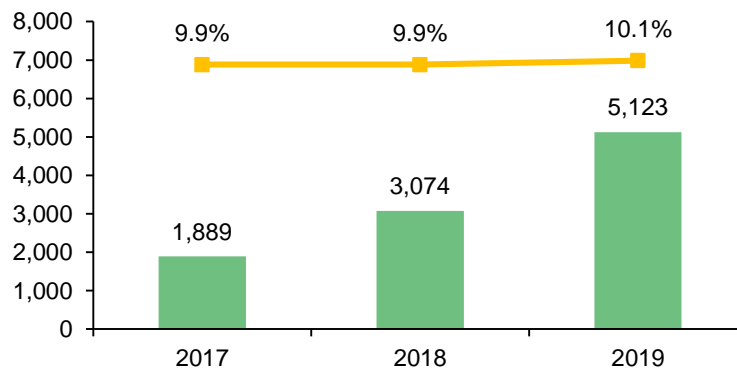
Net profit & net profit margin

(RMB mn)



Core net profit & core net profit margin

(RMB mn)





Balance sheet highlights

<i>(RMB '000)</i>	As of 31 Dec 2019	As of 30 Jun 2019	As of 31 Dec 2018
Total cash ⁽¹⁾	68,059,844	54,836,768	39,621,544
Total assets	289,880,433	232,567,758	188,858,219
Total liabilities ⁽²⁾	252,883,825	197,200,473	158,124,373
Total debt ⁽³⁾	95,763,930	77,556,358	57,721,511
Net debt ⁽⁴⁾	27,704,086	22,719,590	18,099,967
Total equity	36,996,608	35,367,285	30,733,846

Note:

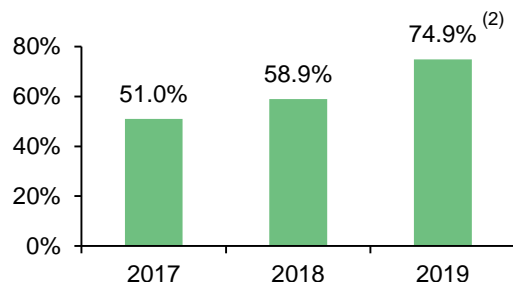
- (1) Total cash = Bank balances and cash + Restricted bank deposits + Structured deposits. Unrestricted cash accounted for 86% of total cash; As of 31 Dec 2019, credit facilities amounted to approx. RMB184.0bn, of which approx. RMB64.7bn were unutilized
- (2) Total liabilities as of 31 Dec 2019 mainly include contract liabilities of RMB86.1bn and total debt of RMB95.8bn
- (3) Total debt includes interest-bearing debts such as onshore & offshore bank and other borrowings, onshore corporate bonds and offshore senior notes etc. (Please refer to page 15 for more details)
- (4) Net debt = Total debt – Total cash



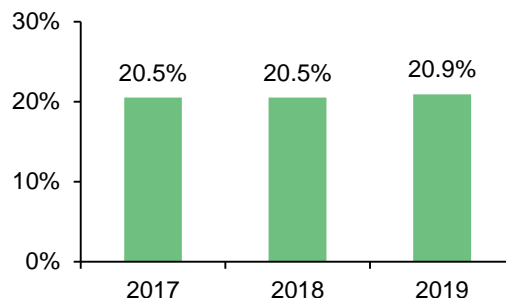
Key financial ratios



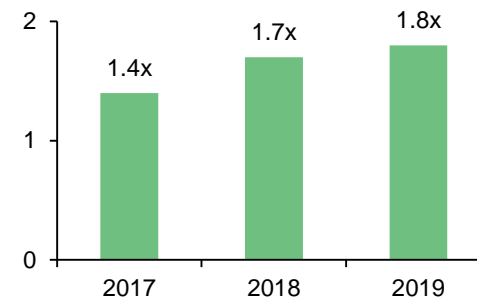
Net debt ⁽¹⁾ / Total equity



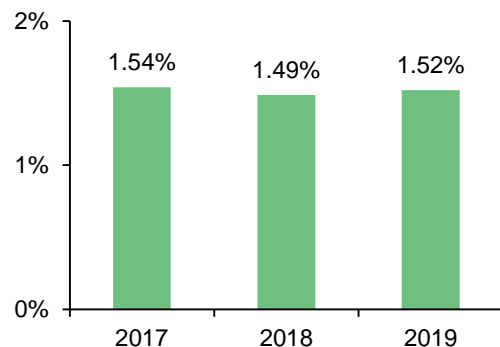
Net debt ⁽¹⁾ / Total capitalisation ⁽³⁾



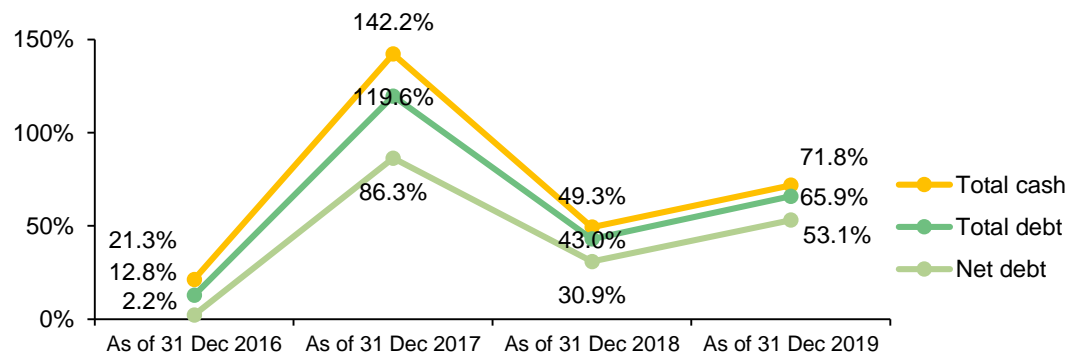
Revenue / Net debt ⁽¹⁾



Trade receivables of property development / Recognized sales



Growth rates of total cash, total debt ⁽⁴⁾ and net debt ⁽¹⁾



Note:

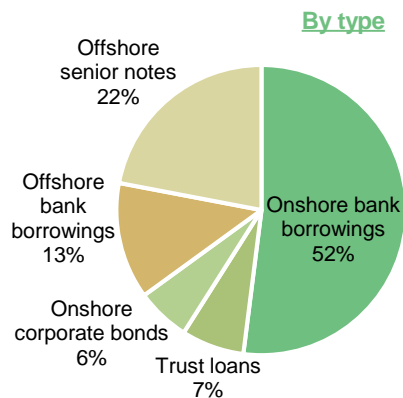
- (1) Net debt = Total debt - Total cash
- (2) Owing to the acquisition of shares of an insurance company, net debt to total equity was 74.9% in 2019; on 20 Jan 2020, the Company has announced the acquisition termination based on agreed terms. Excluding the impact of the share acquisition, the net debt to total equity ratio in 2019 would be 66%
- (3) Total capitalization = Total equity + Total debt
- (4) Total debt includes interest-bearing debts such as onshore & offshore bank and other borrowings, onshore corporate bonds and offshore senior notes etc. (Please refer to page 15 for more details)



Debt profile and financing

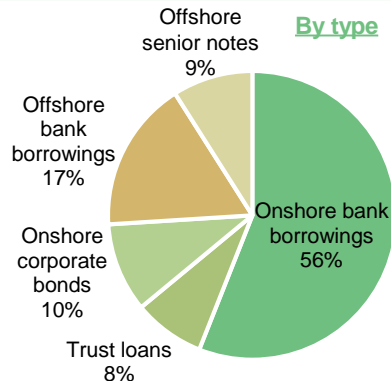
Optimizing debt structure

**2019 total debt:
RMB95.76bn**



- Onshore: 65%
- Offshore: 35%

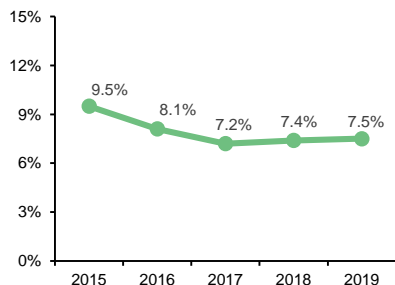
**2019 short-term debt:
RMB41.87bn**



- Onshore: 74%
- Offshore: 26%
- 1H2020: 37%
- 2H2020: 63%

- ✓ As of 31 Dec 2019, total debt amounted to approx. RMB95.8bn. Total cash amounted to approx. RMB68.1bn, sufficient to cover short-term debt of approx. RMB41.9bn
- ✓ In Q1 2020, short-term debt of approx. RMB9.6bn was repaid and thus accounted for 33% of total debt, alleviating short-term debt pressure

Stable average interest rates



Execution capability well-recognized by capital markets



Garnered 1st place in "Global Fixed-Income Executive Team" overall weighted score and "Best Use of Debt - High Yield" (global real estate and construction sector) in Institutional Investor's "Best Global Fixed Income Executive Team 2019"

Continued upgrades in credit rating and rating outlook

- ✓ Received corporate rating upgrades with "positive" rating outlooks from all 3 major international rating agencies, Fitch (BB-), S&P (B+) and Moody's (B1) in 2016-2019, received a "BB+" global scale long-term issuer credit rating with a "stable" outlook from Lianhe Ratings Global in 2019
- ✓ Domestic credit rating was upgraded to "AAA", highest credit rating in PRC, by United Credit Ratings in May 2019, further lowering borrowing costs

Outstanding onshore and offshore financing capabilities

- ✓ In Feb 2020, successfully issued RMB2.54bn 5.5% onshore corporate bond due 2025 and US\$188mn 4.8% 363-day offshore senior notes, both of which are at record-low costs
- ✓ In Jan 2020, successfully secured the first tranche of 3-year offshore syndicated bank loans of approx. US\$230mn with an interest rate of HIBOR/LIBOR+4.30% per annum, with Hang Seng Bank, HSBC, Nanyang Commercial Bank, Bank of East Asia, Chong Hing Bank, China Construction Bank (Asia) and China Guangfa Bank Macau Branch
- ✓ In Sep 2019, successfully issued RMB1.5bn 6.8% onshore corporate bond due 2023
- ✓ In Apr and Jul 2019, successfully secured an aggregate of approx. HK\$1.6bn 3-year offshore syndicated bank loans with an interest rate of HIBOR/LIBOR+4.95% per annum, with Nanyang Commercial Bank, Hang Seng Bank, Industrial Bank Hong Kong Branch, Bank of East Asia and Bank of Shanghai Hong Kong Branch
- ✓ In Jan and Feb 2019, issued senior notes totalling US\$1bn through public offering; in Jun and Jul 2019, issued senior notes totalling US\$450mn through public and private offering, including US\$200mn 4-year senior notes to the Singaporean sovereign wealth fund
- ✓ During the year, established "HQ-to-HQ" strategic cooperation with various onshore commercial banks and secured credit facilities of approx. RMB26.6bn, strengthening financing capability and accelerating cash collection from mortgages to weather market downturn

Value corporate credibility and redeem onshore and offshore bonds on time

- ✓ Redeemed US\$425mn offshore senior notes due Jan 2020 on time
- ✓ Redeemed RMB1.5bn onshore corporate bond due Oct 2019 on time
- ✓ Redeemed US\$250mn offshore senior notes due Apr 2019 on time

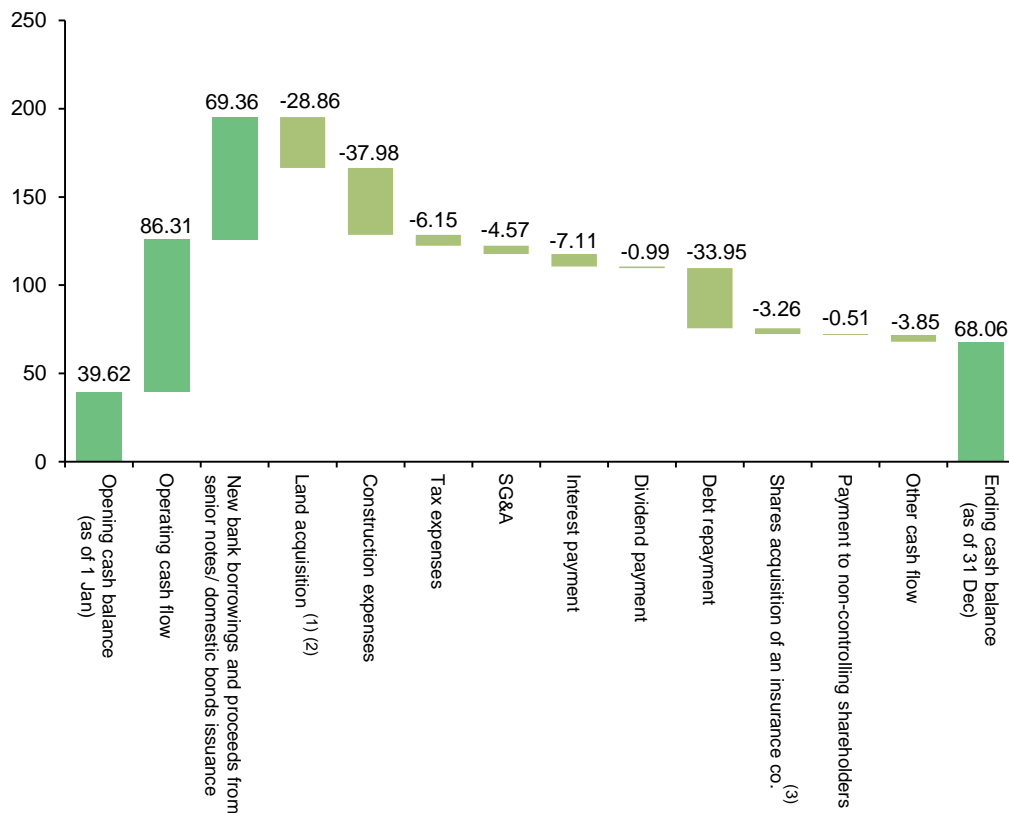


Cash flow & CAPEX

Aoyuan adheres to prudent financial management, recycling capital through rapid presales to ensure healthy cash flow and sustainable development

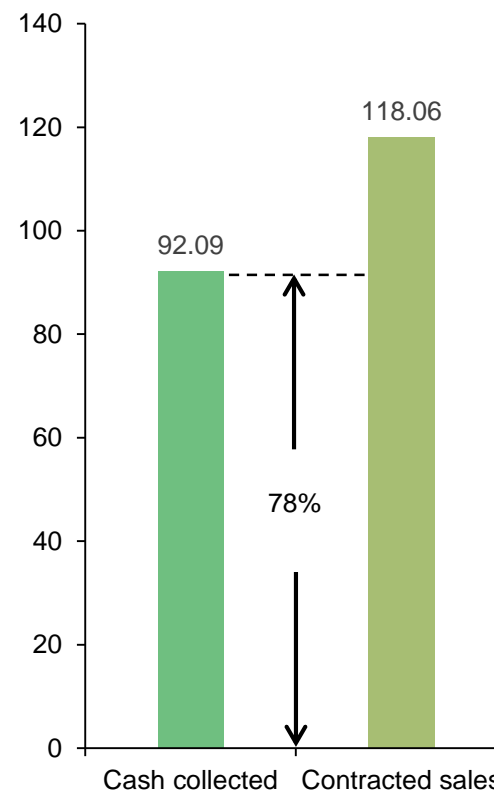
2019 Cash flow (Consolidated)

(RMB bn)



2019 Cash collection (Gross)

(RMB bn)



Note:

- (1) Aoyuan adheres to disciplined land bank replenishment. Land premium paid in 2019 accounted for 24% of total contracted sales during the year
- (2) As of 31 Dec 2019, the outstanding land premium was approx. RMB12.5bn which is expected to be fully paid within a year
- (3) Termination of the acquisition was announced on 20 Jan 2020 based on agreed terms

3. Business Operations

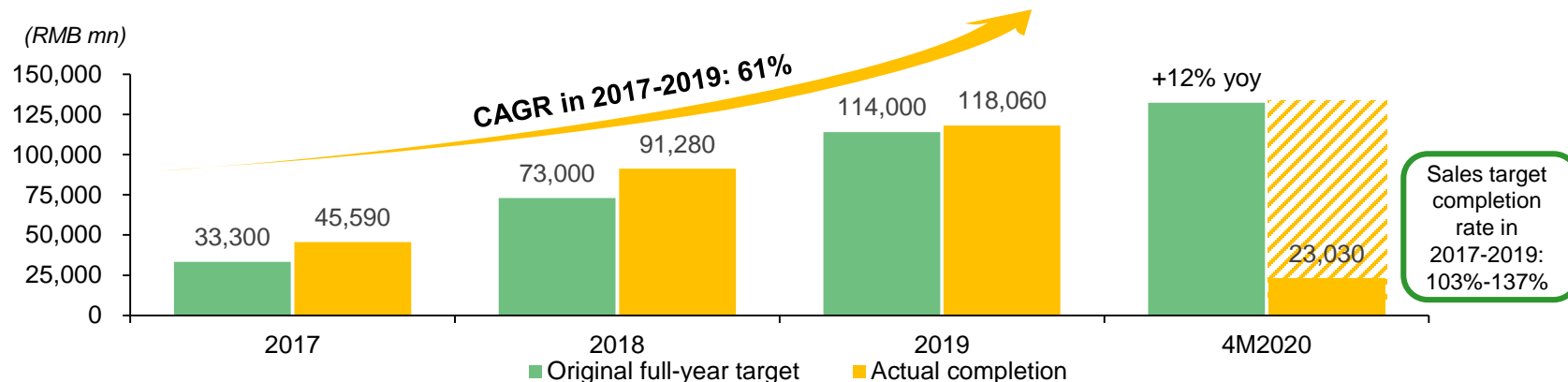


Chengdu Aoyuan Cloud Mansion (actual image)



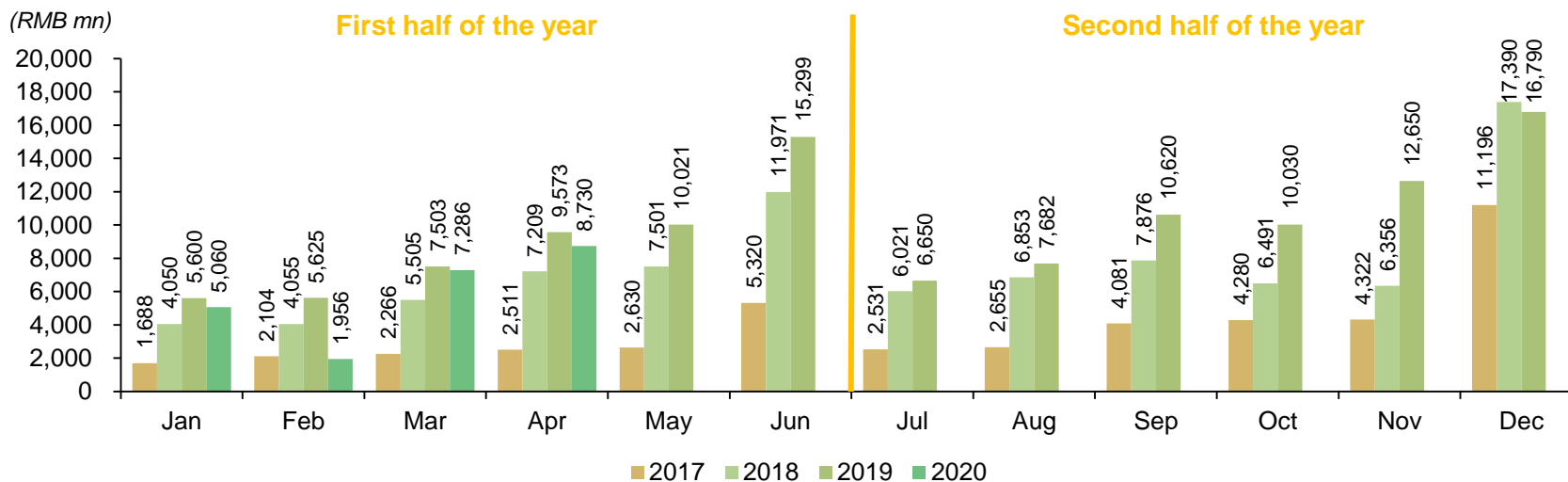
Sustainable contracted sales growth outpaces industry average

Yearly contracted sales



CRIC Sales rankings of PRC developers	40 th	34 th	23 rd	26 th	Attributable
	40 th	38 th	27 th	35 th	Gross

Monthly contracted sales





Safe and orderly work resumption with market recovery in sight

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

Sales Offices

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



Construction Sites

Currently all construction projects have obtained approval from local governments and resumed construction. The projects are progressing as planned and scheduled



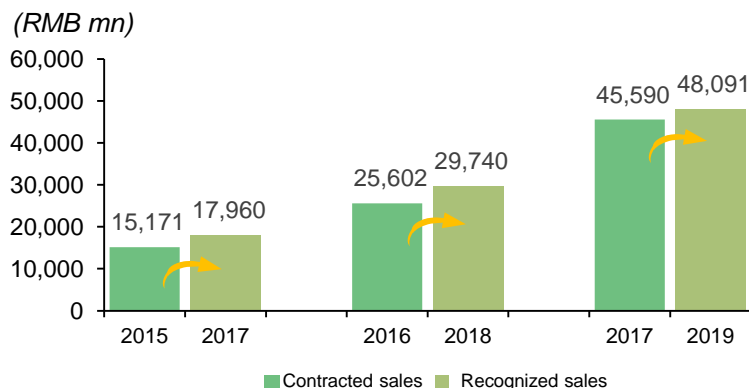


Satisfactory growth in contracted and recognized sales

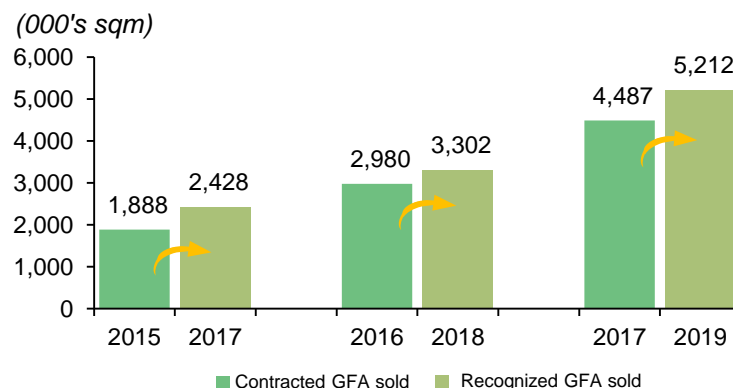
Attributable contracted sales accounted for 83% in 2019 at a relatively high industry level.

As of 31 Dec 2019, unbooked revenue amounted to approx. RMB170.5bn (tax-inclusive), which will be gradually recognized in the next 2 years, demonstrating high earnings sustainability

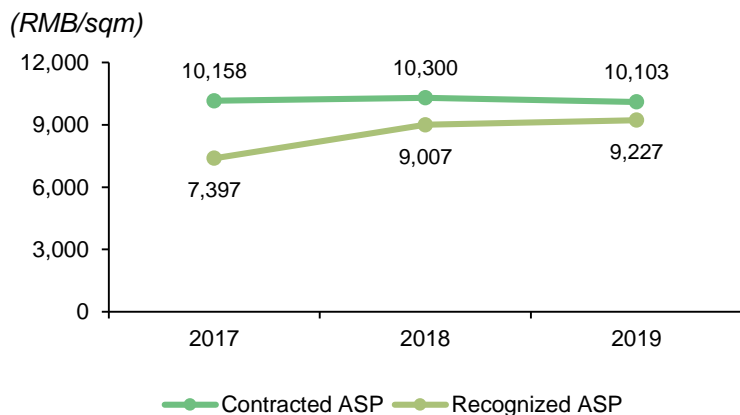
Contracted and recognized sales



Contracted and recognized GFA sold

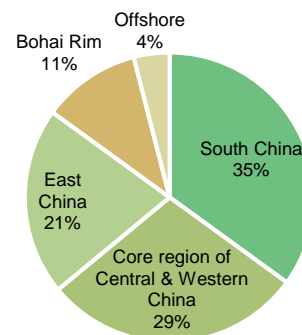


Contracted and recognized ASP

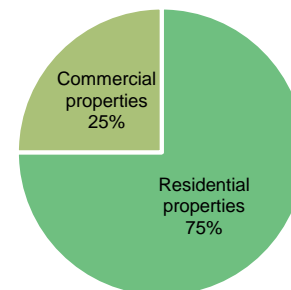


2020E saleable resources: approx. RMB220bn

By region



By product



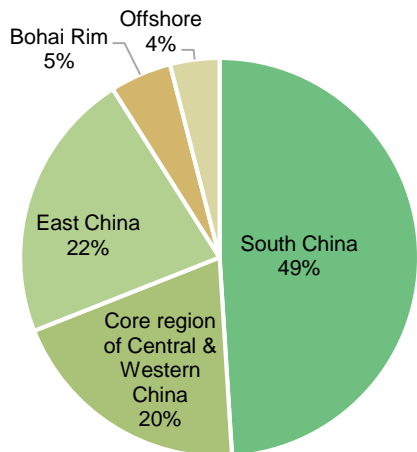


Contracted sales breakdown



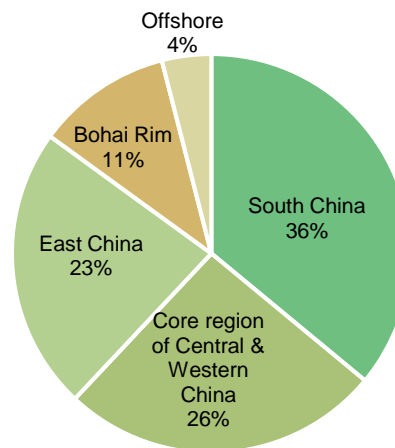
2018 contracted sales: RMB91.28bn

By region



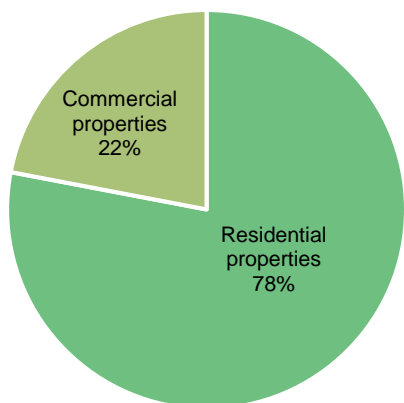
2019 contracted sales: RMB118.06bn

By region



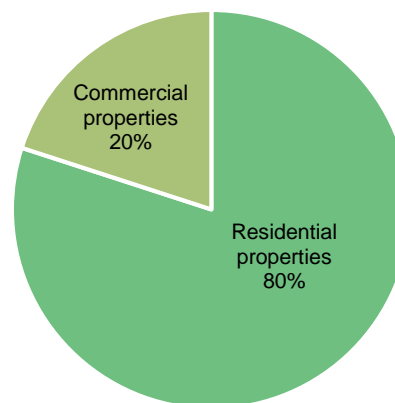
2018 contracted sales: RMB91.28bn

By product



2019 contracted sales: RMB118.06bn

By product



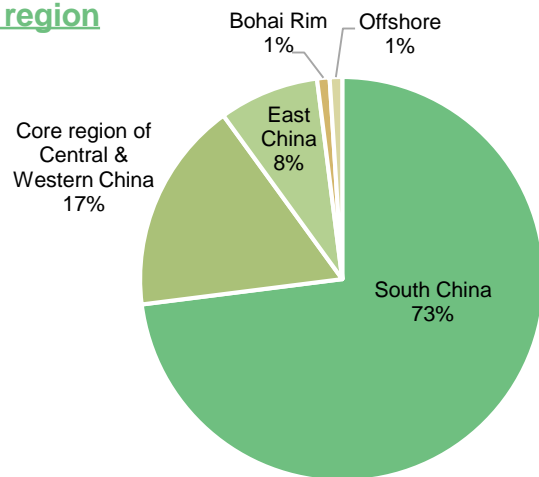


Recognized sales breakdown



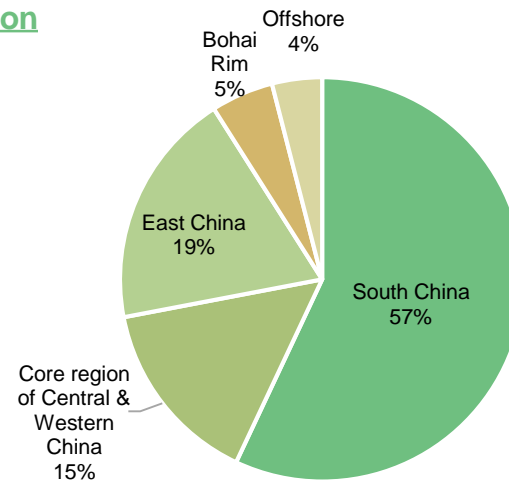
2018 recognized sales: RMB29.74bn

By region



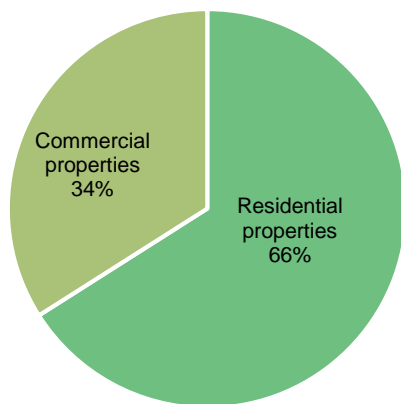
2019 recognized sales: RMB48.09bn

By region



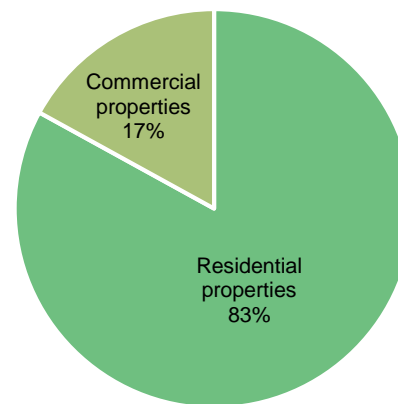
2018 recognized sales: RMB29.74bn

By product



2019 recognized sales: RMB48.09bn

By product

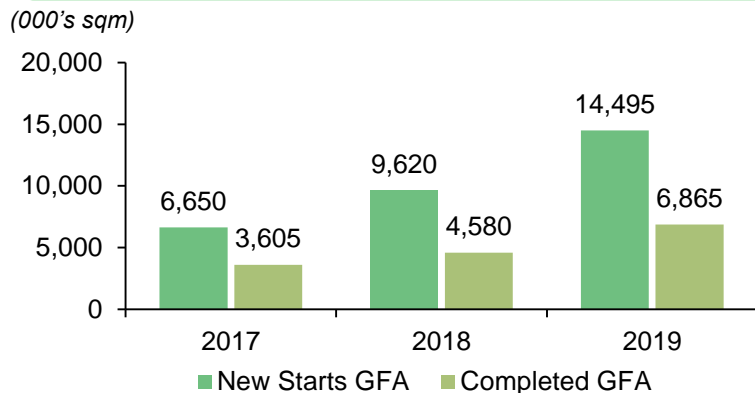




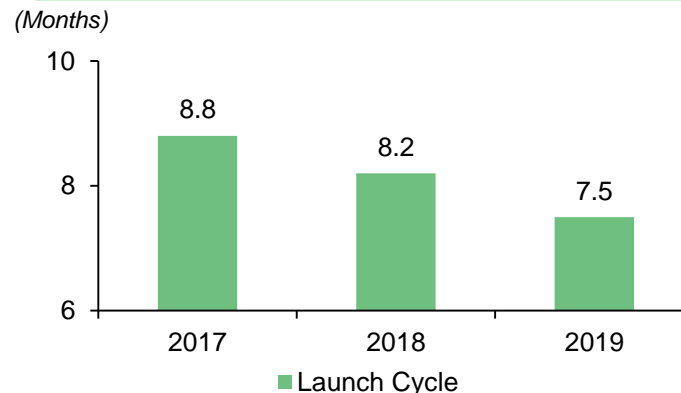
Delicacy management to boost quality and efficiency

With delicacy management and application of new construction techniques and processes, the engineering quality and safety level of projects have continued to improve and the entire development cycle has shortened year by year to an industry-leading level

Dynamic adjustment of development pace to enhance cash flow



Shorter cycle between land acquisition and presales launch



Guangzhou Aoyuan Lake Bay



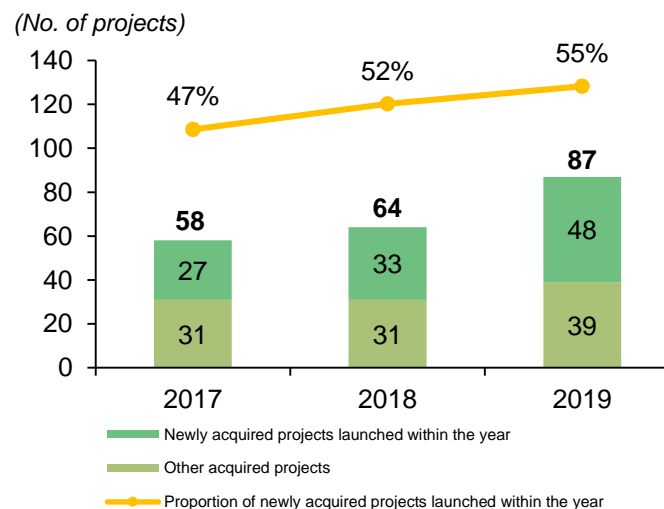
Jiangmen Aoyuan Greenland Golden Town



Meizhou Aoyuan Platinum Mansion

(The above are actual images)

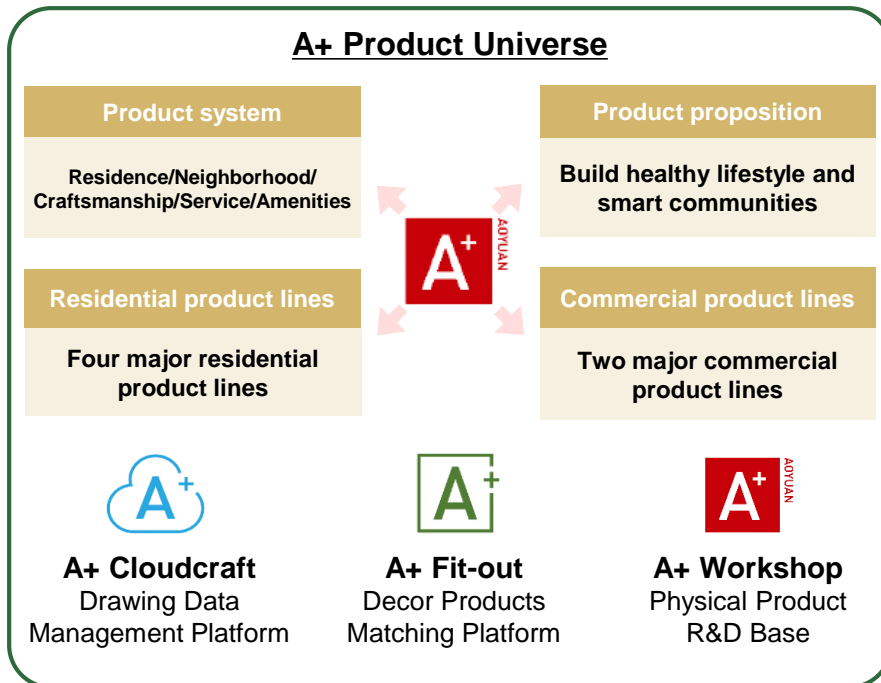
High proportion of newly acquired projects launched within the year





Full upgrade of Aoyuan A+ product competitiveness

Aoyuan has introduced a product chief and his team from one of the leading property developers, formulated a three-year product strategy and set up a regional design middle-end platform and built the Aoyuan A+ Product Universe with four major product lines and a standardized product system. Our full upgrade in product competitiveness has been recognized with onshore and offshore industry awards



Onshore



Offshore



Garnered 13 Kinpan Awards in 2019, ranking No.15 among domestic developers



Full upgrade of Aoyuan A+ product competitiveness (cont.)

Through synergies between digital design management platform and physical product R&D base — A+ Workshop, Aoyuan achieves continued innovation on the basis of standardization to enhance product quality and efficiency



A+ Workshop

Physical product R&D base

Located in Panyu, Guangzhou, with a site area of 5,000 sqm, the A+ Workshop showcases Aoyuan's standardized product suites, craftsmanship and procured materials collection. R&D results of showflats, types of flats and new materials are tested and demonstrated, ensuring product quality in an executed manner.

Forward-looking product design to satisfy the demand for “Healthy + Comfortable” residence



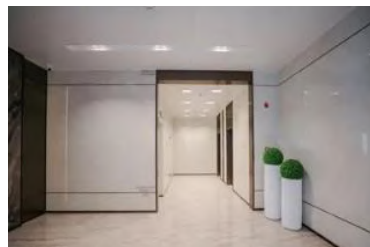
Ground Floor Lobby

Ventilation openings and hollow glass windows to ensure air circulation, reducing the risk of virus transmission



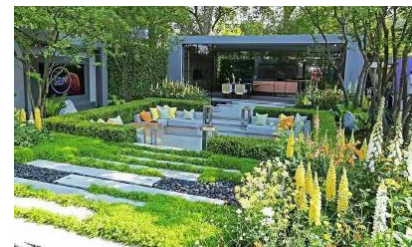
Lobby Entrance

Face recognition + infrared sensor and other smart devices to achieve non-contact access, reducing the risk of virus infection



Elevator Lobby

Transverse ventilation system in elevators improves air circulation; all-metal materials to prevent moisture and mildew on the underground ceiling, refraining bacteria multiplication



Communal Space

Multi-dimensional community setting to meet health, sports, social and other needs of the home owners



Home Entrance

Separate design of entrance space to prevent viruses from entering living areas



Living Room & Balcony

Open design to maximize daylight intake and wind-induced ventilation; increase space to meet the needs of different settings



Kitchen

Meticulous design with materials easy to clean so that virus is nowhere to hide



Washroom

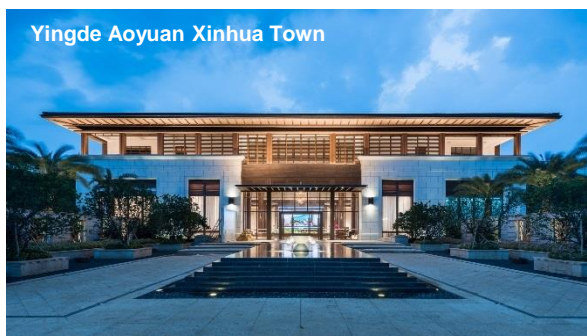
Comes with windows to ensure good ventilation; reasonable arrangement of drainage pipes to prevent virus transmission between upper and lower floors



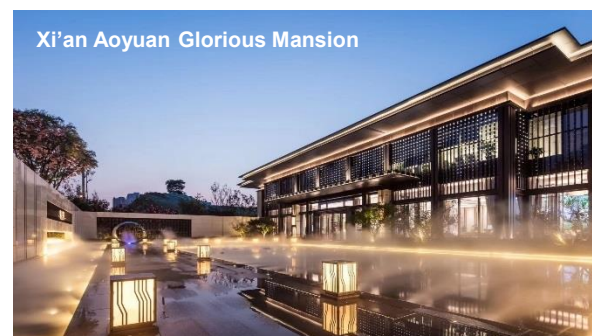
Full upgrade of Aoyuan A+ product competitiveness (cont.)



Fuzhou Aoyuan Jade City



Yingde Aoyuan Xinhua Town



Xi'an Aoyuan Glorious Mansion



Guangzhou Aoyuan Lake Bay



Meizhou Aoyuan Meijiang Tianyun



Jiashan Aoyuan Xiyue Mansion



Chengdu Aoyuan Cloud Mansion



Nanning Aoyuan Hande Tangyue Mansion



Sydney Aoyuan One30 Hyde Park

(The above are actual images, for details please refer to *Discover Aoyuan* series ("品鉴奥园") published in WeChat subscription account "Aoyuan Club WeChat")

Aoyuan Club WeChat
Subscription Account





Asset-light commercial development model

Aoyuan maintains its commercial development strategy of “primarily saleable properties supplemented by investment properties” to diversify income streams and add values to saleable properties

Successful model: Guangzhou Panyu Aoyuan Plaza (Panyu, Guangzhou)

- Total GFA: approx. 250,000 sqm
- Commercial: 100%
- Development model: Apartments/ Shopping street (sold: 68%) + Shopping mall (owned: 32%)
- Contracted sales: approx. RMB1.8bn
- The shopping mall was opened in Dec 2012. Occupancy rate is 98%



Successful replication : Guangzhou Luogang Aoyuan Plaza (Luogang, Guangzhou)

- Total GFA: approx. 300,000 sqm
- Residential: 25%; Commercial: 75%
- Development model: Residential/Apartments/Shopping street (sold: 88%) + Shopping mall (owned: 12%)
- Contracted sales: approx. RMB4.6bn
- The shopping mall was opened in May 2019. Occupancy rate is 99%



Successful replication: Zhuhai Aoyuan Plaza (Xiangzhou, Zhuhai)

- Total GFA: approx. 270,000 sqm
- Residential: 30%; Commercial: 70%
- Development model: Residential/ Shopping street/ Offices (sold: 76%) + Shopping mall (owned: 24%)
- Contracted sales: approx. RMB4.4bn
- The shopping mall was opened in Jul 2018. Occupancy rate is 99%



Successful replication : Jiangmen Aoyuan Plaza (Pengjiang, Jiangmen)

- Total GFA: approx. 220,000 sqm
- Residential: 46%; Commercial: 54%
- Development model: Residential/Shopping street (sold: 71%) + Shopping mall (owned: 29%)
- Contracted sales: approx. RMB1.6bn
- The shopping mall was opened in Dec 2018. Occupancy rate is 92%



Successful replication: Chongqing Aoyuan Panlong Yihao (Jiulongpo, Chongqing)

- Total GFA: approx. 460,000 sqm
- Residential: 70%; Commercial: 30%
- Development model: Residential/ Shopping street/ Offices/ Apartments (sold: 89%) + Shopping mall (owned: 11%)
- Contracted sales: approx. RMB3.7bn
- The shopping mall was opened in Dec 2017. Occupancy rate is 96%



Successful replication: Chongqing Chayuan Aoyuan Plaza (Nan'an, Chongqing)

- Total GFA: approx. 310,000 sqm
- Residential: 71%; Commercial: 29%
- Development model: Residential/Shopping street (sold: 83%) + Shopping mall (owned: 17%)
- Contracted sales: approx. RMB2.5bn
- The shopping mall was opened in Jun 2018. Occupancy rate is 95%



(The above are actual images)



Asset-light commercial development model (cont.)

Major investment properties

	Project	Location	Status	Product type ⁽¹⁾	GFA (sqm)	Interest (%)
1	Guangzhou Panyu Aoyuan Plaza	Panyu, Guangzhou	Leased	C, S	80,500	54%
2	Guangzhou Luogang Aoyuan Plaza	Huangpu, Guangzhou	Leased	C	34,424	60%
3	Guangzhou Aoyuan City Plaza	Panyu, Guangzhou	Leased	C, CH	13,796	100%
4	Foshan Aoyuan Plaza	Foshan, Guangdong	Leased	C, S	20,203	55%
5	Zhuhai Aoyuan Plaza	Zhuhai, Guangdong	Leased	C, S	64,996	93%
6	Jiangmen Aoyuan Plaza	Jiangmen, Guangdong	Leased	C, S	64,136	51%
7	Chongqing Panlong Aoyuan Plaza	Chongqing	Leased	C, S	47,585	100%
8	Chongqing Chayuan Aoyuan Plaza	Chongqing	Leased	C	51,627	100%
9	Wuhua Aoyuan Plaza	Meizhou, Guangdong	Leased	C, S	27,217	100%
10	Jiaoling Aoyuan Plaza	Meizhou, Guangdong	Leased	C, S	19,122	100%
11	Guangzhou Aoyuan Kangwei Plaza	Zengcheng, Guangzhou	Leasing	C, S	60,000	100%
12	Chongqing Aoyuan The Metropolis	Chongqing	Leasing	C	19,250	100%
13	Liuyang Aoyuan Plaza	Changsha, Hunan	Leasing	C, S	26,218	100%
14	Bengbu Aoyuan Ginza	Bengbu, Anhui	Leasing	C, S	35,500	100%
15	Chengdu Chenghua Aoyuan Plaza	Chengdu, Sichuan	Leasing	C, S	31,410	100%

Note (1): C = Commercial; S = Retail shop; CH = Club house; H = Hotel

County complex:

“Industry-driven + targeted poverty alleviation” model

In support of the national poverty alleviation initiative, Aoyuan has developed county complexes to facilitate China's new urbanization progress and to achieve corporate social responsibility by adopting a poverty alleviation model of “enterprise + peasants + shopping mall + e-commerce”.

Main strategies are as follows:

- ✓ Target counties with large population and unique resources
- ✓ Develop the only large shopping mall in core location, promote residential sales via commercial to reach high sell-through rate
- ✓ Target customers who return to their hometown to conduct precise sales and marketing

Case study 1: Wuhua Aoyuan Plaza (key development project for Panyu District in Guangzhou to help Wuhua county in Meizhou)

- **Location:** Central Wuhua, 2km from local government HQ
- **Total GFA:** 140,000 sqm
- Residential: 35%; Commercial: 65%
- **Development model:** Residential/ Commercial/ Offices (sold: 81%) + Shopping mall (owned: 19%)
- **Contracted sales:** approx. RMB1bn
- **Average land cost:** RMB1,250/sqm
- **Contracted ASP:** RMB7,610/sqm
- **Net profit margin:** 18%



Case study 2: Jiaoling Aoyuan Plaza (key development project for Nansha District in Guangzhou to help Jiaoling county in Meizhou)

- **Location:** Central Jiaoling, 2km from local government HQ
- **Total GFA:** 60,000 sqm
- Residential: 35%; Commercial: 65%
- **Development model:** Residential/ Commercial (sold: 72%) + Shopping mall (owned: 28%)
- **Contracted sales:** approx. RMB500mn
- **Average land cost:** RMB1,855/sqm
- **Contracted ASP:** RMB8,384/sqm
- **Net profit margin:** 12%



(The above are actual images)



Remarkable offshore development through localization strategy

Through localization strategy, Aoyuan has established itself as a genuine local developer. It helps facilitate source of revenue, diversify asset portfolio and operational risks when developing offshore projects. Aoyuan has achieved remarkable performance and established internationalized brand recognition

Aoyuan's offshore projects are all supported by local bank financings with annual interest rate of 3%-5.5%, tapping into local financing channels including banks and financial institutions:

- ✓ Sydney projects are supported by Big 4 local banks including Commonwealth Bank of Australia, Westpac Bank and ANZ Bank, and National Australia Bank, providing loans for land acquisition and construction
- ✓ Canadian projects are supported by local banks including Bank of Montreal and HSBC Canada
- ✓ Hong Kong projects are supported by local banks including Hang Seng Bank and Nanyang Commercial Bank



Case Study 1: Sydney One30 Hyde Park (Aoyuan's first offshore project) (70% owned)

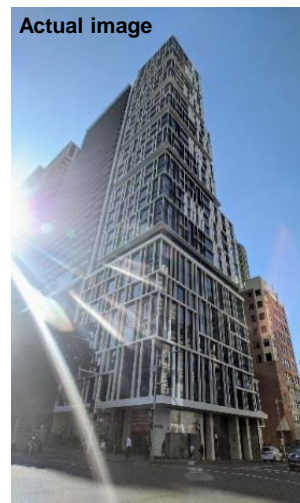
- **Total GFA:** 15,000 sqm, 140 luxury residential apartments and shops
- **Acquisition date:** Mar 2015
- **Delivery date:** Mar 2019
- **Contracted sales:** approx. RMB2bn
- **ASP:** approx. RMB128,000 per sqm
- **Net profit margin:** 14%
- **Principal bank:** Commonwealth Bank of Australia, and Sydney Branch of BOC, ICBC and CCB



Vancouver Surrey One Central



Toronto North York M2M



Sydney One30 Hyde Park





Offshore projects completed full development cycle

Aoyuan's offshore projects have completed full development cycles and realized cash collection and reinvestment
One of the few PRC developers who have successfully entered offshore property markets and achieved delivery of projects

Case study 2: Sydney Maison 188 Maroubra (Aoyuan's first independent offshore project) (100% owned)

- **Total GFA:** 5,800 sqm, 60 high-end residential apartments and shops
- **Acquisition date:** Nov 2015
- **Delivery date:** Dec 2018
- **Contracted sales:** approx. RMB300mn
- **ASP:** approx. RMB56,700/sqm
- **Net profit margin:** 13%
- **Principal bank:** Westpac Bank



Case study 3: Sydney Mirabell Turramurra (100% owned)

- **Total GFA:** 6,700 sqm, 80 high-end residential apartments
- **Acquisition date:** Nov 2016
- **Delivery date:** Nov 2018
- **Contracted sales:** approx. RMB400mn
- **ASP:** approx. RMB55,200/sqm
- **Net profit margin:** 11%
- **Principal bank:** ANZ Bank



Case study 4: Sydney Gordon Altessa 888 (100% owned)

- **Total GFA:** 12,800 sqm, 152 high-end residential apartments and shops
- **Acquisition date:** Aug 2016
- **Delivery date:** 1H 2020
- **Contracted sales:** approx. RMB500mn
- **ASP:** approx. RMB52,400/sqm
- **Net profit margin:** 10%
- **Principal bank:** ANZ Bank



Case study 4: Sydney Esplanade (87.5% owned)

- **Total GFA:** 30,600 sqm, 302 high-end residential apartments, offices & shops
- **Acquisition date:** Jul 2018
- **Delivery date:** 1H 2020
- **Contracted sales:** approx. RMB1.2bn
- **ASP:** approx. RMB43,000/sqm
- **Net profit margin:** 13%
- **Principal bank:** ANZ Bank



Case study 4: Sydney Woolooware Bay (75% owned)

- **Total GFA:** 23,000 sqm, 242 high-end residential apartments and shops
- **Acquisition date:** Jun 2019
- **Delivery date:** 2H 2020
- **Contracted sales:** approx. RMB800mn
- **ASP:** approx. RMB46,600/sqm
- **Net profit margin:** 10%
- **Principal bank:** National Australia Bank



4. Land Bank Layout

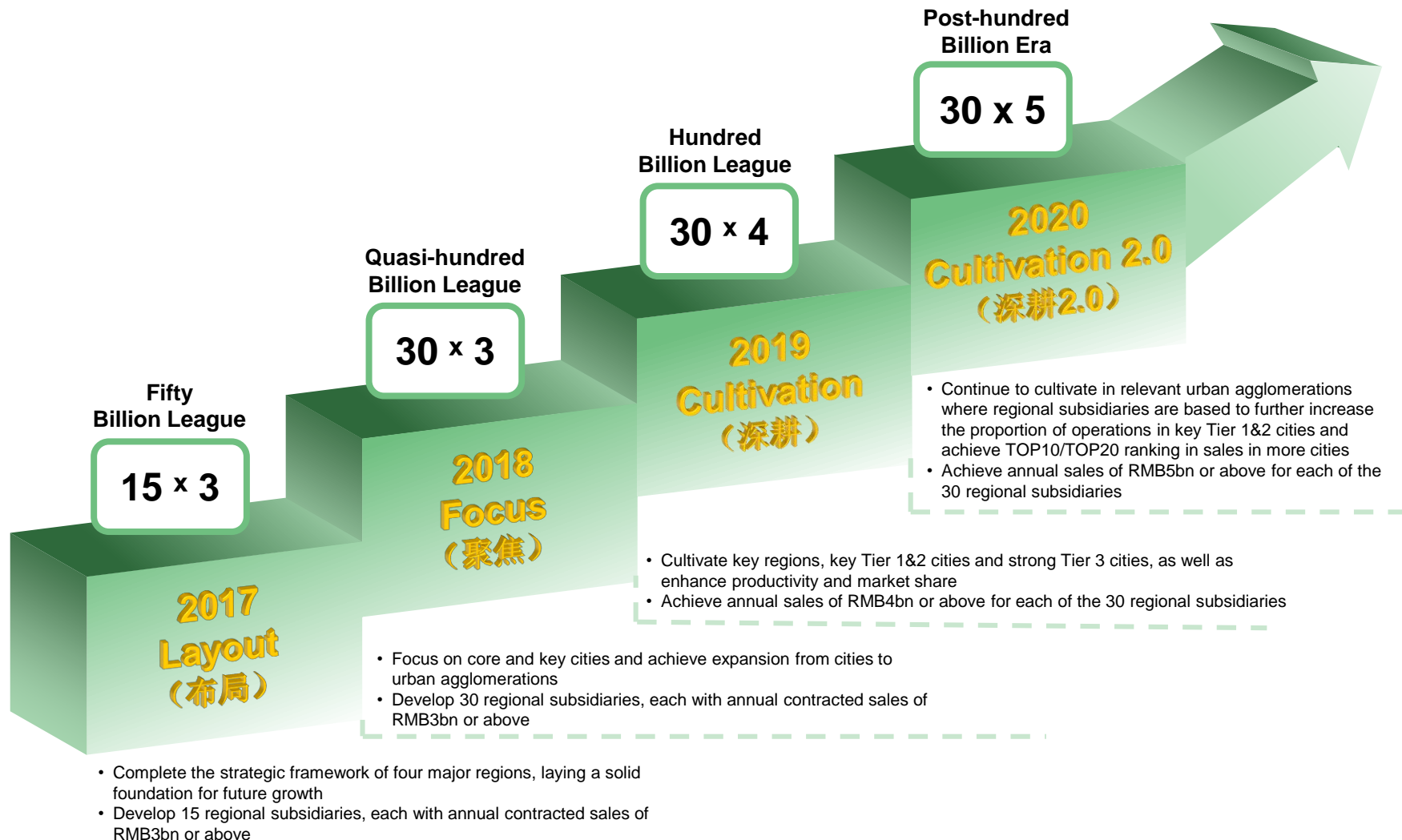


Jiangmen Aoyuan Greenland Golden Town (actual image)



Completed nationwide layout and continue cultivation in key regions

During 2017- 2019, Aoyuan completed its three-stage development, i.e. “Layout – Focus – Cultivation”, growing from a regional property developer to a developer with nationwide presence. In 2020, Aoyuan will continue its cultivation in relevant urban agglomerations where its regional subsidiaries are based, increase the proportion of operations in Tier 1&2 cities, and enhance its market share and influence



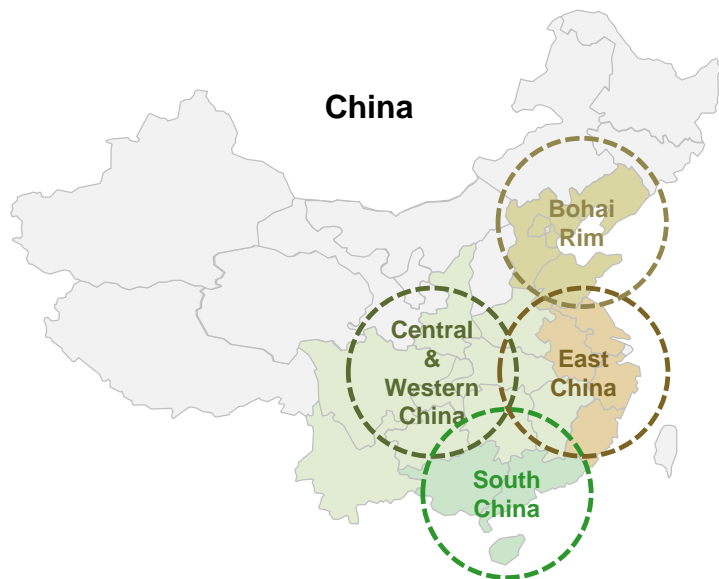


Nationwide layout with niche focus on GBA

With full coverage of all Tier 1 cities of Beijing, Shanghai, Guangzhou and Shenzhen and a niche focus on the Greater Bay Area, Aoyuan has a strategic layout in South China, core region of Central & Western China, East China and Bohai Rim

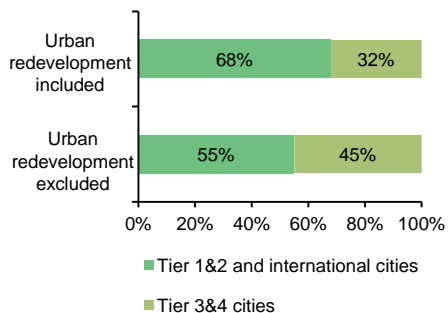
As of 31 Dec 2019, Aoyuan's projects span 85 onshore and offshore cities with total GFA of approx. 45.03mn sqm (attributable: 79%) and total saleable resources of approx. RMB458.5bn.

Total saleable resources including urban redevelopment projects⁽¹⁾ amounted to RMB684.5bn

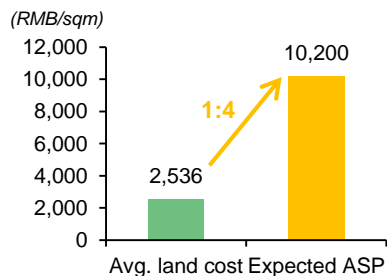


Landbank breakdown by city tiers

By saleable resources



Avg. land cost to expected ASP



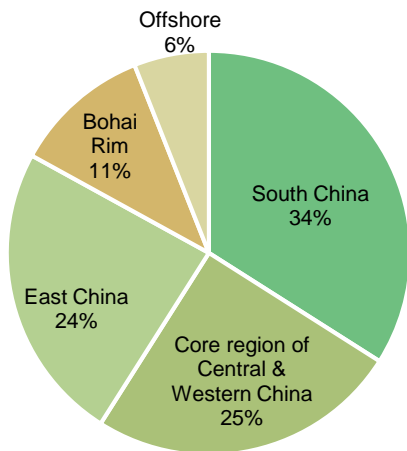
Region	Province/City	Contribution (by total GFA)	Avg. land cost (RMB/sqm)	Total GFA (000's sqm)	Total Saleable Resources (RMB bn)
South China	GBA (excl. Hong Kong, Macao)		3,108	8,271	102.4
	Guangdong (excl. GBA, Meizhou, Qingyuan, etc.)		1,299	5,764	46.1
	Guangxi (Nanning, Yulin, etc.)		1,092	4,584	31.8
	Hainan (Haikou)		3,313	163	2.5
	Subtotal	42%	2,063	18,782	182.8
Core region of Central & Western China	Chongqing		2,274	1,757	14
	Sichuan (Chengdu, Guanghan, etc.)		3,341	2,766	29
	Hunan (Changsha, Zhuzhou, etc.)		1,903	2,717	19.3
	Hubei (Wuhan, Jingzhou, etc.)		3,835	683	6.7
	Shaanxi (Xi'an)		2,987	1,607	22.5
	Henan (Zhengzhou, Kaifeng, etc.)		2,095	565	5.9
	Jiangxi (Jiujiang, Ganzhou, etc.)		1,019	1,336	8.7
	Guizhou (Bijie)		532	302	1.7
	Yunnan (Kunming)		1,866	268	2.6
	Subtotal	27%	2,419	12,001	110.4
East China	Zhejiang (Hangzhou, Ningbo, etc.)		5,244	1,688	24.7
	Jiangsu (Nanjing, Suzhou, etc.)		3,310	2,314	24.1
	Anhui (Hefei, Bengbu, etc.)		2,381	2,322	19.3
	Fujian (Fuzhou, Quanzhou, etc.)		3,443	1,454	15.2
	Subtotal	17%	3,477	7,778	83.3
Bohai Rim	Liaoning (Shenyang)		338	1,138	6.7
	Beijing		15,000	176	4
	Tianjin		8,568	140	2.3
	Hebei (Shijiazhuang, etc.)		1,937	2,360	21.7
	Shandong (Qingdao, etc.)		4,338	943	15.6
	Subtotal	10%	2,709	4,757	50.3
Offshore	Sydney, Vancouver, Toronto, Hong Kong, Macao	4%	3,808	1,714	31.7
Total		100%	2,536	45,032	458.5

Note (1) : Estimated saleable resources from urban redevelopment projects amounted to RMB226bn (please refer to page 36 for more details)

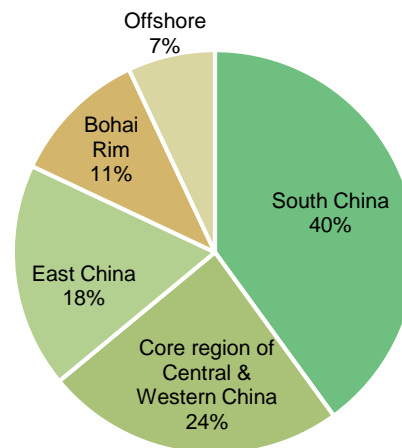


Land bank breakdown

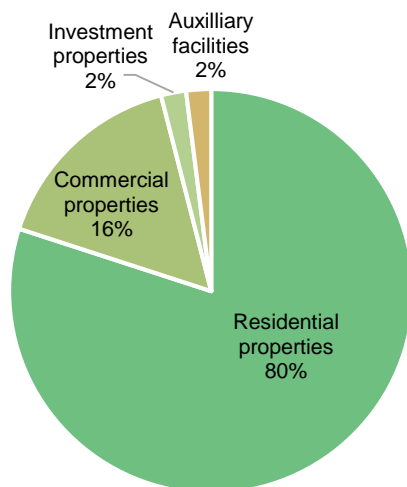
**Land bank breakdown by region
(by land cost)**



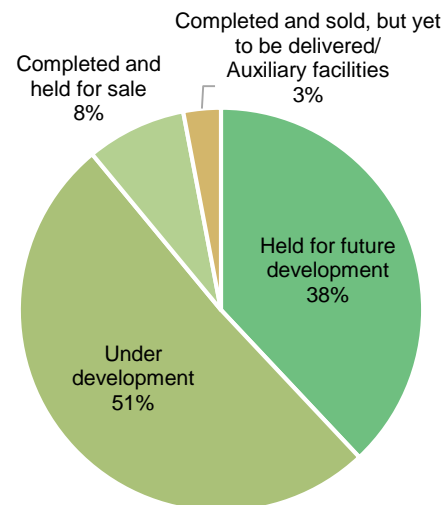
**Land bank breakdown by region
(by saleable resources)**



**Land bank breakdown by type
(by GFA)**



**Land bank breakdown by status
(by GFA)**





GBA land bank replenishment with “Three Olds” urban development

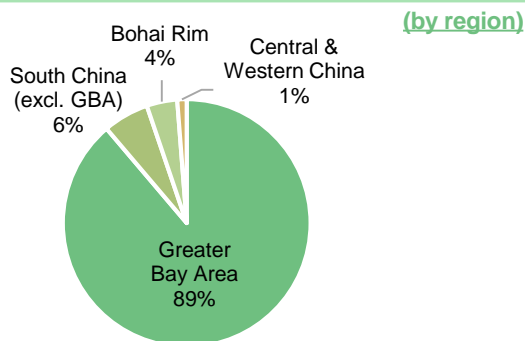
Based in the Greater Bay Area, Aoyuan has abundant local resources and experiences, including land, talents, network and capital. Aoyuan has over 30 urban redevelopment projects at different phases with planned total GFA of approx. 14.25mn sqm and saleable resources of approx. RMB226bn. Saleable resources from GBA contribute approx. RMB201.9bn.

Urban redevelopment projects can generate considerable profits through primary and/or secondary development, as well as disposal of interest at project level, making for promising profit visibility

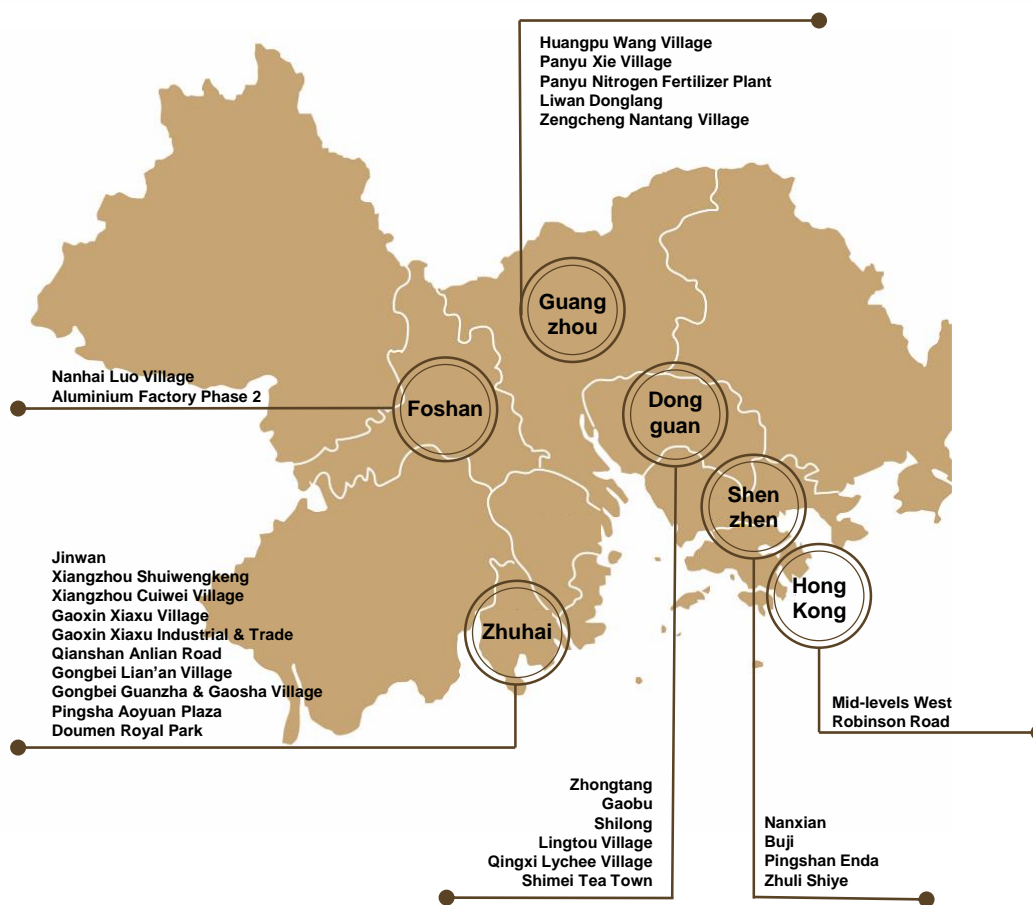
Urban redevelopment nationwide layout



Estimated saleable resources: RMB226bn



Urban redevelopment layout in the Greater Bay Area





GBA land bank replenishment with “Three Olds” urban development (cont.)

Projects	City	Type	Status	Tender	Site area (‘000 sqm)	Planned total GFA (‘000 sqm)	Estimated saleable GFA (‘000 sqm)	Estimated saleable resources (RMB mn)
Partial/full conversion of urban redevelopment								
1	Guangzhou Panyu Yixing Project ⁽¹⁾	Guangzhou, Guangdong	Old factory	Public land auction completed	Yes	-	-	-
2	Zhuhai Doumen Royal Park	Zhuhai, Guangdong	Old town	Obtained land ownership cert.	No	10	80	60
3	Zhuhai Xiangzhou Cuiwei Village	Zhuhai, Guangdong	Old village	Confirmed project implementation developer	No	270	1,650	550
4	Nanning Nantang Project	Nanning, Guangxi	Old factory	Partially converted	Yes	280	720	720
5	Hebei Langfang Xihutun Project	Langfang, Hebei	Shanty town	Obtained land ownership cert.	Yes	50	130	70
Subtotal					610	2,580	1,400	30,400
Expected conversion of urban redevelopment in 2020-2021								
6	Shenzhen Nanxian Project	Shenzhen, Guangdong	Old factory	Redevelopment plan under approval	No	10	50	40
7	Shenzhen Zhuli Shiye Project	Shenzhen, Guangdong	Industrial land converted to residential	Redevelopment plan under approval	No	30	160	130
8	Shenzhen Buji Project	Shenzhen, Guangdong	Old village	Redevelopment plan under approval	No	70	440	240
9	Guangzhou Panyu Nitrogen Fertilizer Plant	Guangzhou, Guangdong	Old factory	Preparing for tender	Yes	100	310	300
10	Guangzhou Panyu Xie Village	Guangzhou, Guangdong	Reserved land	Cooperation agreement signed	Yes	50	180	90
11	Guangzhou Zengcheng Nantang Village	Guangzhou, Guangdong	Old village	Agreement obtained from 80% of villagers	Yes	380	1,240	490
12	Foshan Nanhai Luo Village	Foshan, Guangdong	Old village	Redevelopment plan under approval	Yes	200	630	450
13	Zhuhai Qianshan Anlian Road	Zhuhai, Guangdong	Old factory	Implementation plan being prepared	No	10	90	80
14	Zhuhai Gongbei Lian'an Village	Zhuhai, Guangdong	Old village	Set to become project implementation developer	No	60	390	120
15	Zhuhai Gongbei Guanzha & Gaosha Village	Zhuhai, Guangdong	Old village	Obtaining agreement from villagers	No	40	390	120
16	Zhuhai Pingsha Aoyuan Plaza	Zhuhai, Guangdong	Old factory	Implementation plan being prepared	No	80	380	260
17	Zhuhai Gaoxin Xiaxu Industrial & Trade	Zhuhai, Guangdong	Old factory	Baseline survey	No	40	220	110
18	Zhuhai Gaoxin Xiaxu Village	Zhuhai, Guangdong	Old village	Baseline survey	No	90	370	120
19	Dongguan Shimei Tea Town	Dongguan, Guangdong	Old village	Under confirmation as redevelopment developer	No	120	340	170
20	Dongguan Shilong Project	Dongguan, Guangdong	Old village	Redevelopment plan under approval	Yes	10	30	30
21	Dongguan Qingxi Lychee Village	Dongguan, Guangdong	Old village	Under demolition negotiation	Yes	120	420	320
22	Hong Kong Robison Road Project	Mid-levels, Hong Kong	Old building	Compulsory sale for redevelopment	Yes	1	5	5
23	Qingyuan Xinyi Project	Qingyuan, Guangdong	Old factory	Redevelopment plan under approval	No	40	100	100
24	Meizhou Xingning Project	Meizhou, Guangdong	Old village	Phase 1 demolition completed	Yes	180	620	490
25	Langfang Zhongsuo Project	Langfang, Hebei	Shanty town	Undergoing land transfer procedures	Yes	270	790	460
26	Xi'an Caonan Village Project	Xi'an, Shaanxi	Old village	Contract signed with project partner	Yes	30	140	100
Subtotal					1,931	7,295	4,225	107,800
Expected conversion of urban redevelopment from 2022 onwards								
Other projects (Shenzhen, Guangzhou, Foshan, Zhuhai, Dongguan, etc.)					Subtotal	1,770	4,380	2,820
					Grand total	4,311	14,255	8,445

Note (1) : The public land auction process for Guangzhou Panyu Yixing Project was completed in Dec 2019, and the relevant gain from primary development will be reflected in 2020



GBA land bank replenishment with “Three Olds” urban development (cont.)

Guangzhou Panyu Nitrogen Fertilizer Plant (Old factory redevelopment)

- **Location:** located in the north of Xinzhao Town, close to Guangzhou Higher Education Mega Centre
- **Estimated saleable GFA and resources:** approx. 300,000 sqm and RMB13.2bn
- **Status:** Preparing for tender



Zhuhai Doumen Royal Park (Old town redevelopment)

- **Location:** located in the prime location of Doumen, Zhuhai, near Huangyang River
- **Estimated saleable GFA and resources:** approx. 60,000 sqm and RMB1.2bn
- **Status:** obtained land ownership certificate



Zhuhai Xiangzhou Cuiwei Village (Old village redevelopment)

- **Location:** close to Mingzhu Station of inter-city railway, the largest urban village in Zhuhai
- **Estimated saleable GFA and resources:** approx. 550,000 sqm and RMB20bn
- **Status:** became the developer of project implementation



Zhuhai Gongbei Lian'an Village (Old village redevelopment)

- **Location:** next to Gongbei Port, Zhuhai Station of the GZ-ZH Railway, and HZMB
- **Estimated saleable GFA and resources:** approx. 120,000 sqm and RMB5.3bn
- **Status:** obtained 90% of the villagers' agreement, and set to become the developer of project implementation



Dongguan Shimei Tea Town (Old village redevelopment)

- **Location:** Dongguan's sea and land transportation hub and largest tea trading and distribution centre
- **Estimated saleable GFA and resources:** approx. 170,000 sqm and RMB4.2bn
- **Status:** Under confirmation as the redevelopment developer



Guangzhou Zengcheng Nantang Village (Old village redevelopment)

- **Location:** located in Zengcheng, Guangzhou, next to Zengcheng Station of GZ-ST High Speed Rail
- **Estimated saleable GFA and resources:** approx. 490,000 sqm and RMB10bn
- **Status:** obtained 80% of the villagers' agreement, and implementation plan set to obtain approval



(The above are CGIs)



Successful urban redevelopment projects

Case study 1: Zhuhai Aoyuan Plaza (old factory redevelopment)

- **Total GFA:** 271,000 sqm
- **Avg. land cost:** RMB2,732 per sqm
- **ASP:** RMB20,100 per sqm
- **Contracted sales:** approx. RMB4.38bn
- **Gross profit margin/ net profit margin:** 38%/ 18%
- **Redevelopment timetable:**
 - ✓ Dec 2014: Redevelopment planning application submitted
 - ✓ Mar 2015: Applied for redevelopment planning to Zhuhai City Planning Commission
 - ✓ Jun 2015: Land transfer contract signed
 - ✓ Jul 2015: Obtained land ownership certificate
 - ✓ Oct 2015: Launched for presales
 - ✓ Sep 2017: Started to deliver

Case study 2: Guangzhou Luogang Aoyuan Plaza (old factory + old village redevelopment)

- **Total GFA:** 334,000 sqm
- **Avg. land cost:** RMB4,858 per sqm
- **ASP:** RMB16,500 per sqm
- **Contracted sales:** approx. RMB4.60bn
- **Gross profit margin/ net profit margin:** 30%/ 17%
- **Redevelopment timetable:**
 - ✓ Jun 2012: Cooperation agreement with village signed
 - ✓ Dec 2012: Redevelopment plan approved
 - ✓ Jun 2013: Old village Phase 1 tendered for auction
 - ✓ Jun 2014: Launched for presales
 - ✓ Jun 2016: Started to deliver

Case study 3: Guangzhou Aoyuan Int'l Center (old village redevelopment)

- **Total GFA:** 248,000 sqm
- **Avg. land cost:** RMB6,698 per sqm
- **ASP:** RMB19,100 per sqm
- **Contracted sales:** approx. RMB2.26bn
- **Gross profit margin/ net profit margin:** 41%/ 15%
- **Redevelopment timetable:**
 - ✓ Dec 2011: Cooperation agreement with platform company of Panyu district Government signed
 - ✓ Dec 2013: Land consolidation completed
 - ✓ Jul 2015: obtained land ownership certificate
 - ✓ Mar 2016: Launched for presales
 - ✓ Dec 2017: Started to deliver



(The above are actual images)



Strategic land bank replenishment

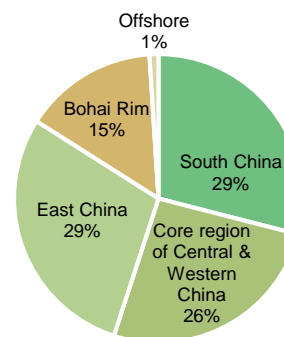


In 2019, Aoyuan acquired 87 projects with newly added GFA of approx. 16.09mn sqm (attributable: 75%), attributable land cost was approx. RMB33.9bn with newly added saleable resources of over RMB186.1bn, maintaining reasonable land cost and stable margins to weather market downturn

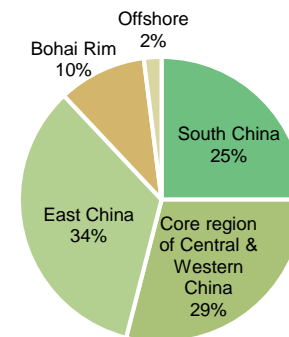
Region	Province/ City	Avg. land cost (RMB/sqm)	Total GFA (000's sqm)	Attributable GFA (000's sqm)	Attributable land cost (RMB mn)	Interest (%)
South China	GBA (Guangzhou, Shenzhen, Zhuhai, etc.)	3,929	1,593	1,452	5,113	91%
	Guangdong (excl. GBA) (Meizhou, Qingyuan, etc.)	1,572	2,100	1,565	2,169	74%
	Guangxi (Nanning, etc.)	2,064	937	531	1,107	57%
Subtotal		2,482	4,630	3,548	8,389	77%
Core region of Central & Western China	Chongqing	2,922	562	515	1,609	92%
	Sichuan (Chengdu, etc.)	3,655	1,559	1,093	4,222	70%
	Hunan (Changsha)	7,267	77	77	559	100%
	Hubei (Xianning, Xiaogan)	1,215	250	202	230	81%
	Henan (Kaifeng, etc.)	2,890	325	227	600	70%
	Shaanxi (Xi'an)	5,580	443	284	1,574	64%
	Jiangxi (Shangrao, etc.)	1,289	946	782	875	83%
Subtotal		3,084	4,162	3,180	9,669	76%
East China	Zhejiang (Hangzhou, etc.)	7,923	775	651	2,732	84%
	Jiangsu (Nanjing, etc.)	3,408	1,652	1,191	4,357	72%
	Anhui (Hefei, Bengbu, etc.)	2,881	1,586	1,040	2,944	66%
	Fujian (Fuzhou, etc.)	5,246	682	330	1,626	48%
Subtotal		4,242	4,695	3,212	11,659	68%
Bohai Rim	Shandong (Qingdao)	5,238	470	235	1,232	50%
	Hebei (Shijiazhuang, etc.)	1,849	2,058	1,886	2,230	92%
Subtotal		2,479	2,528	2,121	3,462	84%
Offshore	Australia (Sydney)	12,510	77	57	718	75%
Grand total		3,199	16,092	12,118	33,897	75%

Regional distribution

(by GFA)

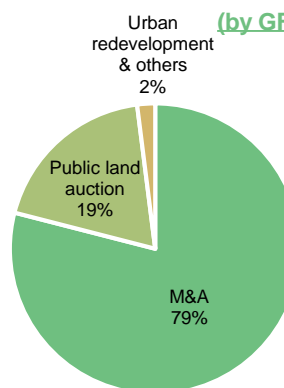


(by land cost)



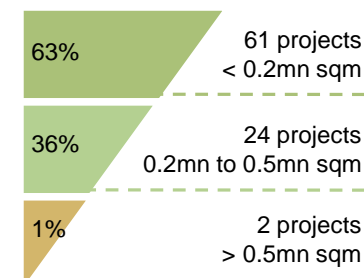
Acquisition channels

(by GFA)



Project scale

(by land cost)



- In 2019, Aoyuan capitalized on its traditional M&A strengths of "solid track record, resourceful networking, strong team and efficient decision-making". M&A accounted for 79% in terms of newly acquired projects by GFA, public land auction accounted for 19%, while urban redevelopment and others accounted for 2%
- In 2019, Aoyuan strengthened collaboration with various notable property developers and top local corporates including Sunac, Shimao, Jinke, China Fortune Land, Nimble, Dafa, Haier etc., joining hands to share operational risks and achieve resource integration and win-win cooperation

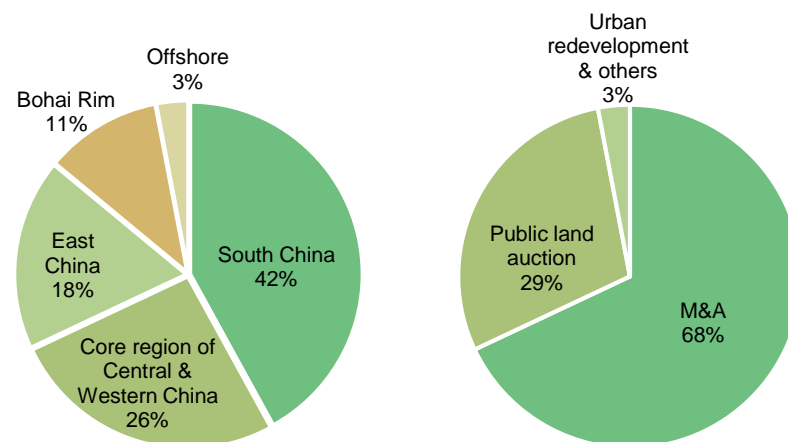


Strategic land bank replenishment (cont.)

High-quality projects successfully acquired since IPO

	No.	Avg. land cost (RMB/sqm)	Total GFA (‘000 sqm)	Total cost (RMB mn)
2008	2	369	341	126
2009	4	876	3,583	3,138
2011	7	2,933	1,268	3,721
2012	8	2,178	1,875	4,084
2013	8	2,245	2,233	5,013
2014	8	1,715	2,657	4,557
2015	13	2,312	2,492	5,761
2016	17	3,170	3,139	9,950
2017	58	2,446	12,861	31,458
2018	64	2,418	12,584	30,432
2019	87	3,199	16,092	51,472
Total	276	2,532	59,125	149,712

Breakdown of land bank acquired since IPO (by GFA)



- With completion of a nationwide layout, Aoyuan is focusing on cultivation of key regions particularly Tier 1&2 cities, and concurrently keeping track of Tier 3&4 cities with favorable policies, stronger economic clout, and greater market capacities
- Since IPO, M&A accounted for 68% in terms of newly acquired projects by GFA, public land auction accounted for 29%, while urban redevelopment and others accounted for 3%
- Continues to capitalize traditional M&A strengths in land acquisition and track public land auction market, while proactively exploring M&A opportunities of asset portfolios, expediting conversion of urban redevelopment projects, as well as tapping into cross-industry collaboration channels, etc.

5. Appendix

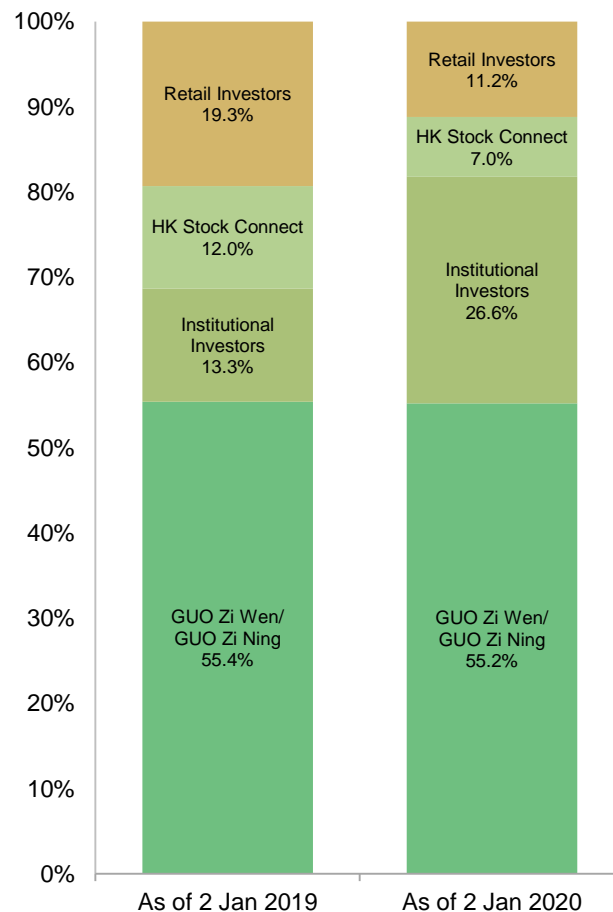
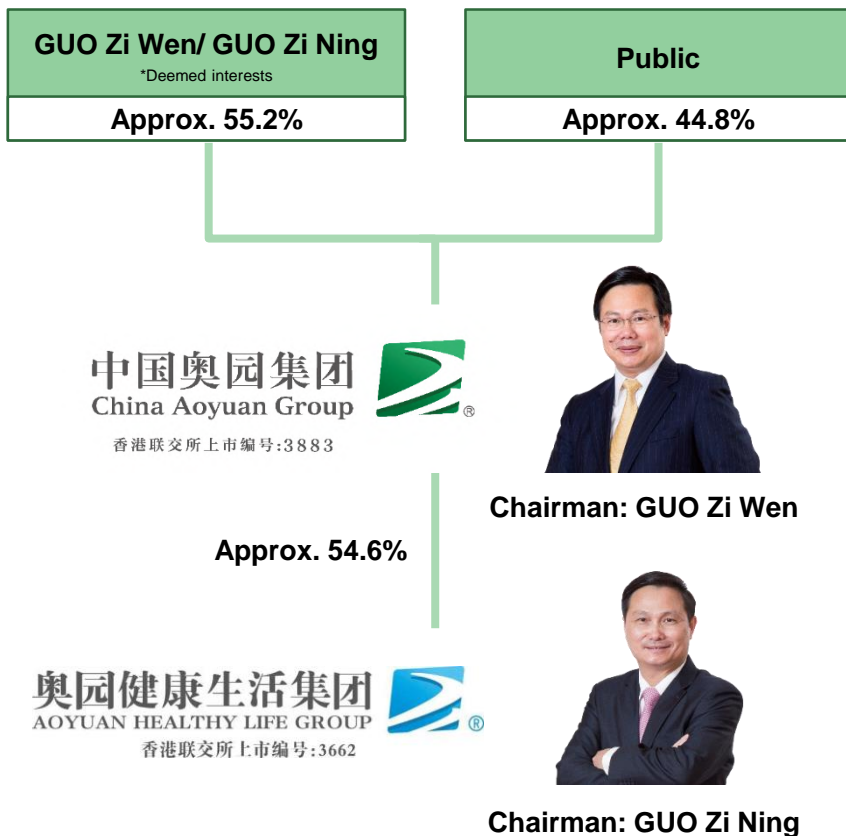




Shareholding structure

While maintaining a stable and generous dividend policy, Aoyuan and its Chairman have demonstrated strong confidence in Aoyuan's long term development through rounds of share purchases and buybacks, totalling an aggregate consideration of approx. HK\$900mn since IPO in 2007

(As of 2 Jan 2020)





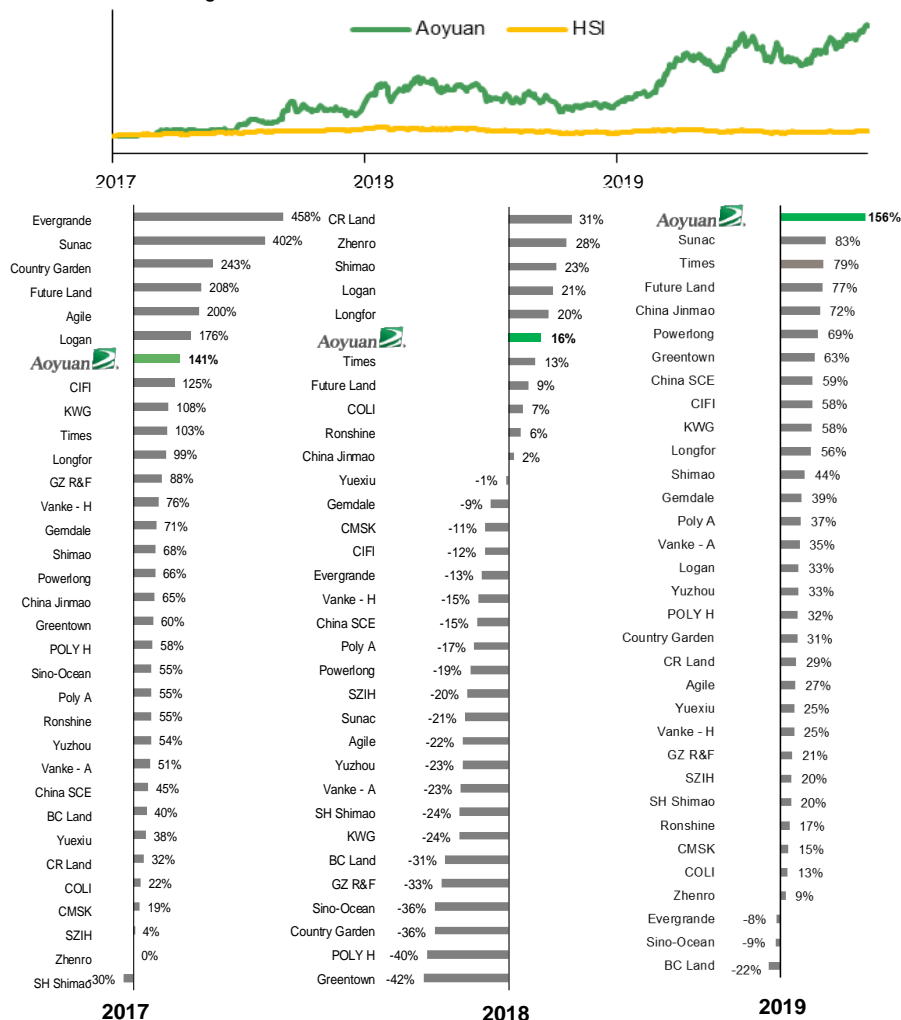
Stock performance and dividend policy



Aoyuan is a constituent of MSCI China Index, Hang Seng Composite LargeCap & MidCap Index, Hang Seng Stock Connect and Hang Seng Stock Connect Greater Bay Area Composite Index

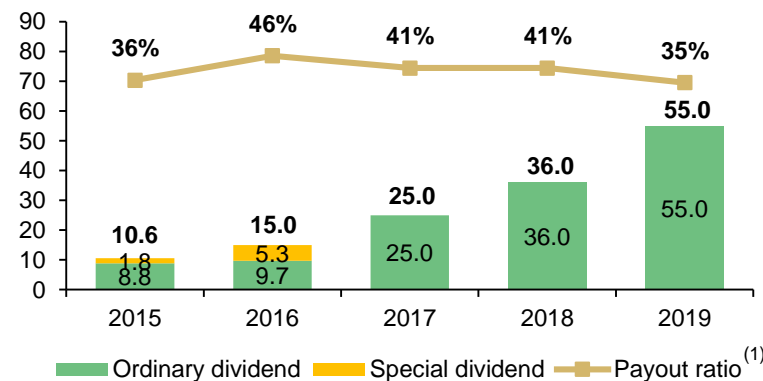
Outperforming stock price with active turnover

Source: Bloomberg



Stable and generous dividend policy

(RMB cents per share)



Note (1): Payout ratio = Total dividend / Profit attributable to shareholders

Key research coverage on Aoyuan equity^{(2) (3)}

- ✓ ABCI
- ✓ CGS-CIMB
- ✓ Credit Suisse
- ✓ GTJA
- ✓ Jefferies
- ✓ AMTD
- ✓ CICC
- ✓ CRIC Sec.
- ✓ Haitong Int'l
- ✓ MS
- ✓ BofA Sec.
- ✓ CMBI
- ✓ DBS
- ✓ Huatai Int'l
- ✓ Nomura
- ✓ BNP Paribas -Morningstar
- ✓ Citigroup
- ✓ Essence Int'l
- ✓ J.P. Morgan
- ✓ UBS

Note (2): In alphabetical order

Note (3): For details of research coverage, please refer to company website of Aoyuan – Investor Relations



Ranks among Top 30 PRC developers with quality and efficiency enhancement



Pioneer (开创)

Founded in 1996, Aoyuan first introduced the “Sports + Property” development concept partnering with China Sports under General Administration of Sport of China and successfully developed the first sports-themed community in China, namely Guangzhou Olympic Garden, establishing itself as the pioneer in composite real estate in China. Aoyuan (3883.HK) was listed on the Main Board of Hong Kong Stock Exchange in Oct 2007 with branding philosophy of “**Building a Healthy Lifestyle**” and keeps promoting composite real estate upgrades

Breakthrough (破茧)

Aoyuan received approx. HK\$3.2bn in cash and recorded a special gain of HK\$1.1bn by successfully exiting 8 Chang'an Ave Beijing project in 2012. Aoyuan started to unleash its potential and persist with further breakthroughs. In the same year, Aoyuan successfully issued its debut USD senior notes in the international capital markets. In 2013, contracted sales exceeded RMB10bn with more professional managers joining Aoyuan

Take-off (起飞)

The CAGR of contracted sales for 2016-2019 was 66% and the contracted sales for 2019 exceeded RMB100bn, rendering Aoyuan among the top 30 property developers in China. In 2019, Aoyuan's domestic corporate credit rating has been upgraded to “AAA”, the highest credit rating in PRC, by United Credit Ratings. Aoyuan's corporate rating and rating outlook were upgraded to “positive” outlook by all 3 major international rating agencies, namely Fitch, S&P and Moody's in 2016-2019. In 2019, Aoyuan also received a “BB+” global scale long-term issuer credit rating with a “stable” outlook from Lianhe Ratings Global

Upgrade (跃升)

Aoyuan is a constituent of MSCI China Index, Hang Seng composite LargeCap & MidCap Index, Hang Seng Stock Connect and Hang Seng Stock Connect Greater Bay Area Composite Index. In March 2019, its subsidiary Aoyuan Healthy Life (3662.HK) was spun off and went public on the Main Board of Hong Kong Stock Exchange. Aoyuan jumped from 485th place in 2017 to 279th place in 2019 in the “Fortune China 500” ranking and is recognized as “Fortune China Top 50 Boards of Directors”, demonstrating the strength of Aoyuan to outperform the market under the management of Aoyuan's excellent Board of Directors

Vision (愿景)

Upholding the vision of “create a joyful life” and corporate values of “**efficiency, integrity, responsibility and shared success**”, Aoyuan has strengthen its RMB100bn-scale international platform, striving to become a world-class integrated healthy lifestyle service provider and a Global 500 company



Effective Board of Directors with high standards of corporate governance

The Board of Directors is committed to upholding high standards of corporate governance and transparency, so as to ensure that Aoyuan can maintain resilience and outperform in complex environments while achieving sustainable and high-quality development

Board of Directors

GUO Zi Wen

Executive Director,
Chairman, Group Founder



TSUI King Fai

Independent Non-
executive Director



GUO Zi Ning

Executive Director,
Vice Chairman, CEO



CHEUNG Kwok Keung

Independent Non-
executive Director



MA Jun

Executive Director,
COO



HU Jiang

Independent Non-
executive Director



Jacky CHAN

Executive Director,
Senior Vice President



Aoyuan was named among “Fortune China Top 50 Board of Directors in 2019” and “The Asset Corporate Awards 2019 – Gold (Environmental, Social and Governance)”



Outstanding and stable professional management team

Aoyuan constantly attracts professionals with background in leading property developers and strengthens its professional management team as well as core competitiveness, so as to ensure that Aoyuan can maintain resilience and outperform in complex environments while achieving sustainable and high-quality development

Senior Management

Strategic Investment	Project Investment & Fund Management	Capital Group	Financial & Risk Management	Corporate Finance, Capital Markets	Operations & Safety Management	Commercial Group	Product Management & R&D	Business Development	HR & Admin, Brand Management
RUAN Yong Xi	CHEN Yong	HUANG Bang Hua	CHEN Zhi Bin	Jacky CHAN	MA Jun	ZHANG Jun	HU Hao	HU Ran	GUO Shi Guo
Assistant to President	Vice President	Vice President	Vice President, CFO	Executive Director, Senior Vice President	Executive Director, COO	Senior Vice President	Senior Vice President	Vice President	Vice President
Joined in Mar 2018	Joined in Jun 2014	Joined in Nov 2017	Joined in Aug 2014	Joined in Oct 2013	Joined in Mar 2015	Joined in Feb 2015	Joined in Mar 2019	Joined in Sep 2012	Joined in Oct 2018



6. Investor Relations



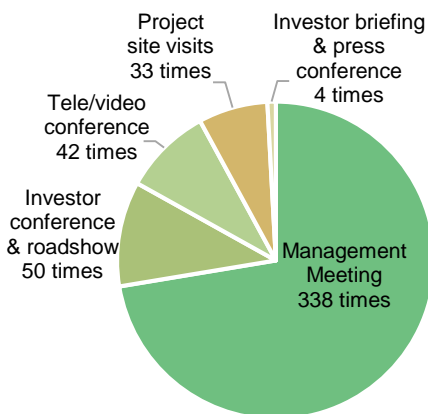


Committed to the highest standard of investor relations management, Aoyuan strives to maintain a long-term interactive relationship with investors. Aoyuan upholds an open and candid attitude to listen to the capital markets and maintains a high-level corporate transparency and corporate governance

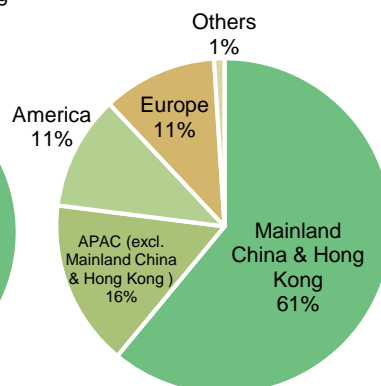
Frequent and two-way communication with investors

- ✓ Organized and participated in a total of 467 investor relations activities in 2019, including 338 management meetings, 42 telephone & video conferences, 4 investor briefings and press conferences, 33 project site visits, 50 investor conferences and investor roadshows held in Hong Kong, Singapore, New York, London, Frankfurt, Shenzhen, Shanghai, Beijing and Taipei, etc.
- ✓ Met and communicated with 1,233 institutional investors from 865 investment institutions in 2019 to raise investor's awareness of latest development in business performance, operating conditions and development strategies, to learn capital market views and provide timely feedback to top management

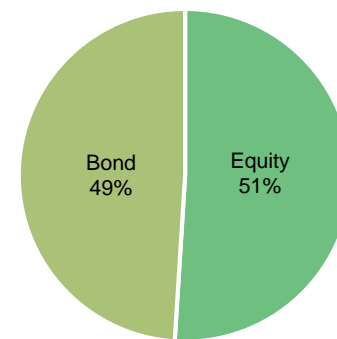
Investor relations activities in 2019



Investment institutions by region



Investment institutions by investor type



2019 Investor relations calendar

Date	Conference/ Presentation	City	Date	Conference/ Presentation	City	Date	Conference/ Presentation	City
Jan	UBS Greater China Conference 2019	Shanghai	May	UBS HK/China Property Conference 2019	HK	Sep	CICC Corporate Day	HK
Jan	DBS Pulse of Asia Conference 2019	Singapore	May	Aoyuan Annual General Meeting 2019	HK	Sep	Nomura China Investor Forum 2019	Shanghai
Jan	dbAccess China Conference 2019	Shenzhen	May	Morgan Stanley 5th Annual China Summit	Beijing	Sep	China Aoyuan 2019 Interim Results Post Results NDR	Beijing
Jan	BNP Paribas Asia Pacific Financials & Property Conference 2019	HK	May	BNP Paribas Property Corporate Day	HK	Sep	BofA 2019 Global Real Estate Conference	New York
Feb	Citi Asia Pacific Investor Conference 2019	Singapore	Jun	Haitong International Property Corporate Day	HK	Sep	FinanceAsia China Fixed Income Summit	HK
Mar	China Aoyuan 2018 Annual Results Investor Presentation	HK	Jun	Deutsche Bank 23rd Annual European Leveraged Finance Conference	London	Oct	BofA Asian High Yield Credit Conference 2019	HK
Mar	China Aoyuan AR2018 Post Results NDR	HK	Jun	China Aoyuan Non-deal Roadshow	Frankfurt	Oct	J.P. Morgan Asia Credit Conference	HK
Mar	China Aoyuan AR2018 Post Results NDR	Singapore	Jun	Deutsche Bank China Property High-yield Corporate Day	HK	Oct	Nomura China Property Corporate Day	HK
Mar	Morgan Stanley PWM China Credit Corporate Day	HK	Jun	Cathay Securities 2019 Q2 Corporate Day	Taipei	Nov	Bank of Beijing China's USD Bond Forum	Shenzhen
Apr	China Aoyuan AR2018 Post Results NDR	Beijing	Jun	Everbright Securities Interim Conference	Shenzhen	Nov	Goldman Sachs China Conference 2019	Shenzhen
Apr	China Aoyuan AR2018 Post Results NDR	Shanghai	Jun	CGS-CIMB 2019 China/HK Property Conference	HK	Nov	BofA China Conference 2019	Beijing
Apr	China Aoyuan AR2018 Post Results NDR	Shenzhen	Jun	Citi Asia Pacific Property Conference 2019	HK	Nov	Citi China Investor Conference 2019	Macao
Apr	Huatai HK Equity Property Corporate Day 2019	HK	Aug	China Aoyuan 2019 Interim Results Investor Presentation	HK	Nov	Nomura Asia High Yield Corporate Day 2019	HK
Apr	Industrial Securities Overseas Investor Conference Spring 2019	Shenzhen	Aug	China Aoyuan 2019 Interim Results Post Results NDR	HK	Nov	CMBI China Property Corporate Day	HK
Apr	Barclays China Property Week - China Property Corporate Day	HK	Aug	China Aoyuan 2019 Interim Results Post Results NDR	Singapore	Nov	Morgan Stanley 18th Annual Asia Pacific Summit	Singapore
May	15th J.P. Morgan Annual Global China Summit	Beijing	Aug	China Aoyuan 2019 Interim Results Post Results NDR	Shenzhen	Dec	Aoyuan Annual Analyst Reverse Roadshow 2019 – Management briefing	Guangzhou
May	3rd Guotai Junan International Investor Conference	Shanghai	Sep	Citi China Corporate Day	Singapore	Dec	Aoyuan Annual Analyst Reverse Roadshow 2019 – Site Visit	Singapore
May	10th Annual dbAccess Asia Conference	Singapore	Sep	China Aoyuan 2019 Interim Results Post Results NDR	Shanghai	Dec	Aoyuan Annual Analyst Reverse Roadshow 2019 – Site Visit	Shanghai



Professional IR management (cont.)

Committed to the highest standard of investor relations management, Aoyuan's reputation and influence in capital markets are increasing. Awarded "The Asset Best Investor Relations Team Award 2019" and "Institutional Investor Best Investor Relations—High Yield" (global real estate and construction sector)

Annual General Meeting



Results Briefing



Reverse Roadshow



Investor Roadshow



Results Briefing



Investor Conference



Investor Site Visit



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