

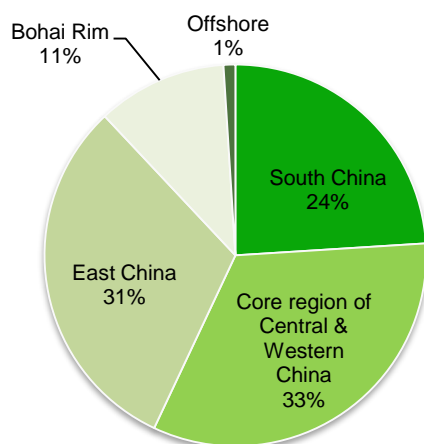
## SALES OVERVIEW

In August 2020, Aoyuan achieved property contracted sales totaling approximately RMB10.85 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,073,000 sq.m., representing y-o-y increases of 41% and 43%, respectively. The average selling price was RMB10,110 per sq.m..

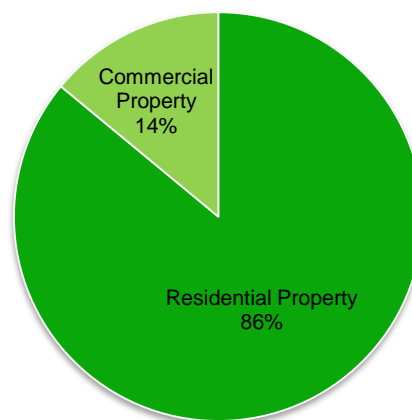
During the first eight months of 2020, the Company achieved property contracted sales totaling approximately RMB71.28 billion and contracted GFA sold approximately 7,105,000 sq.m., representing a 5% y-o-y increase for both.

### Contracted Sales from January to August 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> 33%	Chongqing	7%
	Sichuan	11%
	Hunan	3%
	Hubei	1%
	Shaanxi	5%
	Jiangxi	3%
	Henan	3%

<b>East China</b> 31%	Zhejiang	5%
	Jiangsu	14%
	Anhui	9%
	Fujian	3%
<b>Bohai Rim</b> 11%	Shandong	6%
	Liaoning	1%
	Tianjin	1%
	Hebei	3%
<b>Offshore</b> 1%	Offshore	1%

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

## COMPANY NEWS

### Aoyuan (3883.HK) Announces 2020 Interim Results Contracted Sales Growth Regains Momentum with High Earnings Sustainability

On 17 August, Aoyuan announced its 2020 Interim Results. Since full resumption of sales office and construction in late March and early April, sales momentum has regained pace. As of 30 June 2020, unbooked revenue amounted to approximately RMB180 billion, which will be gradually recognized in the next 2 years, demonstrating high earnings sustainability.

In the first half of 2020, Aoyuan attained stable revenue growth and profit margins. Revenue increased by 19% y-o-y to RMB28.24 billion. Gross profit increased by 18% y-o-y to RMB8.28 billion; gross profit margin was 29.3%. Core net profit increased by 14% y-o-y to RMB2.83 billion; core net profit margin was 10.0%. Core net profit attributable to shareholders increased by 21% y-o-y to RMB2.45 billion; core net profit margin attributable to shareholders was 8.7%.



Guangzhou Main Venue



Hong Kong Sub-venue

### Aoyuan Healthy Life (3662.HK) Announces 2020 Interim Results Core Net Profit Grows by 28.8% Y-o-Y to RMB100 Million

On 17 August, Aoyuan Healthy Life announced its 2020 interim results. In the first half of 2020, Aoyuan Healthy Life's total revenue increased by 39.5% y-o-y to RMB550 million, with property management services and commercial operational services accounting for 75.4% and 24.6% respectively. Gross profit increased by 41.5% y-o-y to RMB220 million, while net profit increased by 24% y-o-y to RMB110 million. Core net profit increased by 28.8% y-o-y to RMB100 million. Basic earnings per share increased by 8.7% y-o-y to RMB 15.29 cents. Gross profit margin was 40.4% and net profit margin was 20.4%, both at an industry-leading level.



Guangzhou Main Venue



Hong Kong Sub-venue

## COMPANY NEWS

### Aoyuan Sheraton GZ Opens as the First International Hotel in Panyu, Guangzhou

On 30 August, Aoyuan Sheraton GZ officially opened, marking a milestone as the first international brand hotel setting foot in Panyu, Guangzhou.

Located in Wanbo CBD, Panyu, the hotel is adjacent to Aoyuan's headquarter with national 5A grade Guangzhou Chimelong Tourist Resort in proximity. Funded and built by Aoyuan, the hotel is run by Marriott International. The collaboration marries the strengths of both parties and is set to advance tourism industry and auxiliary facilities in Southern Guangzhou.



## COMPANY NEWS

### Aoyuan Garners “Best Corporate Governance of PRC Property Developers 2020” and “PRC Companies with Exemplary Urban Redevelopment 2020”

On 26 August, Aoyuan garnered two awards in the 3rd Leju Finance Annual Forum held in Shanghai, namely “Best Corporate Governance for PRC Property Developers 2020” and “PRC Companies with Exemplary Urban Redevelopment 2020”, recognizing Aoyuan’s outstanding performance in corporate governance and urban redevelopment.



### Aoyuan Garners Multiple Accolades Ranking 23rd among “Top PRC Property Developers in Comprehensive Strength” and 19th among the “Most Valuable PRC Property Developer Brands”

On 19 August, EH Consulting announced the results of the “Enterprise Research 2020 – Top 200 PRC Property Developers in Comprehensive Strength”. With its comprehensive strength and solid reputation among customers, Aoyuan swept three accolades. It ranked 23rd among “Top PRC Property Developers in Comprehensive Strength”, 19th among “Most Valuable PRC Property Developer Brand” and 5th among “PRC Property Developers – Most Valuable Commercial Properties.” Moreover, it was also included in nine sub-category lists, including “PRC Property Developers 2020 – Top 10 in Urban Redevelopment”, “PRC Property Developers – Top 15 Employer Brands” and “Top 5 Most Innovative PRC Commercial Property Developers”.

The research selected over 400 PRC property developers for assessment in terms of size, solvency, growth, profitability, social responsibility and innovation capability.



## 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>

## IR CONTACT

**Mr. Jacky Chan**  
Executive Director,  
Group Senior Vice President

(852) 3622 2122  
jackychan@aoyuan.net

**Dr. Emma Qi**  
Head of Corporate Finance & Investor  
Relations

(852) 2180 9566  
emmaqi@aoyuan.net

**Ms. Heng Tam**  
Investor Relations Manager

(852) 2180 9556  
hengtam@aoyuan.net

**Ms. Athena Fu**  
Investor Relations Officer

(852) 2180 6983  
athenafu@aoyuan.net