

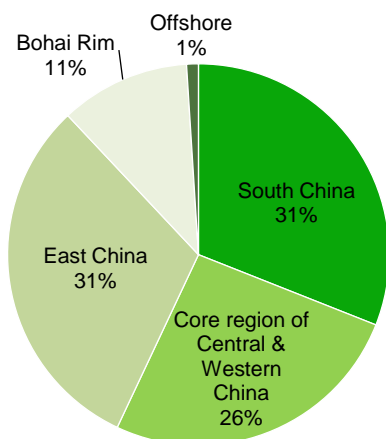
SALES OVERVIEW

In the first nine months of 2021, the Company achieved property contracted sales totaling approximately RMB98.5 billion and contracted gross floor area (GFA) sold totaling approximately 8,836,000 sq.m., representing y-o-y increases of 18% and 6%, respectively. The average selling price was RMB11,148 per sq.m..

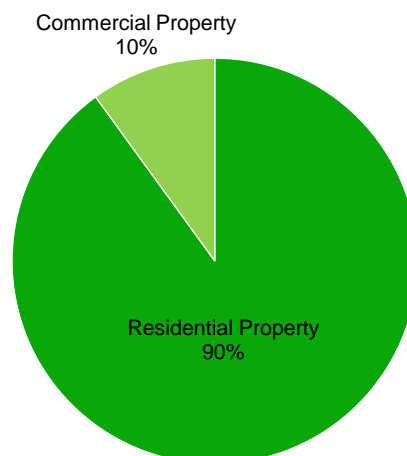
In September 2021, Aoyuan achieved property contracted sales totaling approximately RMB10.95 billion. During the “National Day Golden Week” in October 2021, Aoyuan recorded sales of approximately RMB5 billion.

Contracted Sales from January to September 2021

Region



Product Type



Note 1: Contracted sales by province and city

South China 31%	Guangdong	27%
	Guangxi	4%
	Chongqing	2%
	Sichuan	10%
Core Region of Central & Western China 26%	Hunan	5%
	Hubei	1%
	Shaanxi	4%
	Jiangxi	2%
	Henan	2%

East China 31%	Zhejiang	5%
	Jiangsu	11%
	Anhui	7%
	Fujian	4%
Bohai Rim 11%	Shanghai	4%
	Shandong	9%
Offshore 1%	Hebei	2%
	Offshore	1%

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

COMPANY NEWS

Aoyuan Redeems On Time RMB1.5 Billion Domestic Corporate Bond Values Corporate Credibility and Completes Redemption of All Domestic Corporate Bonds and Offshore US Dollar Bonds due in 2021

On 12 October 2021, Aoyuan redeemed on time RMB1.5 billion domestic corporate bond due October 2021. In this connection, Aoyuan has redeemed all the domestic corporate bonds due in 2021, and there are no domestic corporate bonds due in 2022. Aoyuan has also completed redemption of all offshore US dollar bonds due in 2021.

Aoyuan will continue optimizing its credit indicators and accelerating capital recycling through stepping up sales and cash collection to ensure fund safety, underpinning the drive for quality and sustainable development.

Chairman Guo Zi Wen of Aoyuan and Chairman Lee Ka Kit of Henderson Land Personally Subscribe for New Shares of Aoyuan for HK\$1 Billion Introduction of Strategic Investor Broadens Shareholder Base and Demonstrates Confidence in Prospect of Aoyuan

On 27 September, Aoyuan and Successful Lotus, an investment company wholly-owned by Dr. Lee Ka Kit, have entered into a subscription agreement, where Successful Lotus will subscribe for 107,875,000 new shares of Aoyuan at HK\$3.708 per share for a total consideration of approximately HK\$400 million.

On the same day, Mr. Guo Zi Wen, Chairman of the Company, will subscribe for 161,813,000 new shares of Aoyuan at HK\$3.708 per share for a total consideration of approximately HK\$600 million. The subscription shares of Successful Lotus and Chairman Guo will account for approximately 3.64% and 5.46% of the total enlarged issued shares, respectively. It is expected that the net proceeds from the above subscriptions will amount to approximately HK\$998 million, which will be utilized as the Company's working capital and for general corporate purposes.

COMPANY NEWS

Chairman Guo Zi Wen of Aoyuan Increases his Shareholding Twice in September for a Total Consideration of Over HK\$35 Million Demonstrating Confidence in the Group's Future Prospects

On 9 September, Chairman Guo Zi Wen of Aoyuan increased his shareholding in the Company by acquiring 4,850,000 shares, at an average price of HK\$4.1596 per share for a total consideration of HK\$20.17 million. On 14 September, Chairman Guo Zi Wen further increased his shareholding in the Company by acquiring 3,550,000 shares, at an average price of HK\$4.2649 per share for a total consideration of HK\$15.1 million. Immediately following the share purchase, the shareholding in the Company of Chairman Guo Zi Wen and Mr. Guo Zi Ning, CEO of Aoyuan, has become 55.61%.

The total consideration of Chairman Guo Zi Wen's increase in shareholding and the Company's share buyback year to date amounted to HK\$93.76 million.

For details regarding Chairman Guo Zi Wen's increase in shareholding, please refer to the HKEx website:

14 September 2021: [Director/Chief Executive Notice - Interests in Shares of Listed Corporation](#)

9 September 2021: [Director/Chief Executive Notice - Interests in Shares of Listed Corporation](#)

17 June 2021: [Director/Chief Executive Notice - Interests in Shares of Listed Corporation](#)

Aoyuan's New Launches in Guangzhou Record Strong Sales during Mid-autumn Festival

On 18 September, Guangzhou Aoyuan Henderson The Residence Class was launched, attracting a keen response with sales exceeding RMB1 billion in just two hours. Guangzhou Aoyuan Henderson The Residence Class belongs to one of Aoyuan's three high-end product suites. Its overall design is jointly undertaken by three internationally-respected studios. The project is surrounded by premier auxiliary facilities including renowned educational institutions, providing residents with a quality cultural lifestyle.



Guangzhou Aoyuan Henderson
The Residence Class

On 19 September, Aoyuan launched Aoyuan Academy No. 8, one of the building blocs of Guangzhou Aoyuan Yunhe Mansion under the Yunfeng Series, one of Aoyuan's three high-end product suites. The bloc recorded sales nearing RMB200 million. Located in Baiyun Smart City in Guangzhou, the projects is one of the few offering quality low-density housing in the district. Adjacent to Jiangfu Station where Metro Line 8 and Line 24 intersect, it enjoys comprehensive auxiliary facilities in proximity including Peiwen Elementary and Middle Schools of Peking University, as well as eight major commercial districts in Baiyun.



Guangzhou Aoyuan Yunhe Mansion

COMPANY NEWS

Aoyuan Garner “Top 20 Guangdong Property Enterprises with High Credit” Corporate Credibility and Comprehensive Strengths Highly Recognized

On 17 September, Aoyuan garnered “20th (2021) Guangdong Top 20 Property Enterprises with High Credit”, by virtue of its stellar credit track record, strong corporate reputation and comprehensive strengths. Aoyuan is one of four developers selected on the list for 20 consecutive years, demonstrating that its solid credit rating and comprehensive advantages are widely recognized across the industry.



This list is jointly published by the Guangdong branches of the four largest state-owned banks namely Industrial and Commercial Bank of China, Agricultural Bank of China, Bank of China and China Construction Bank, making it one of the most widely recognized and authoritative credit ratings in the industry. The selection criteria include financial condition of the enterprise, evaluation by relevant departments, as well as satisfaction of property owners and business partners. It is a comprehensive assessment of the comprehensive financial position and development capability of property developers.

Aoyuan Garner Multiple Accolades Ranks 21st in “Top PRC Property Developers in Comprehensive Strengths”

On 15 September, EH Consulting released the research results of comprehensive strengths and brand value of PRC property developers. Aoyuan came 21st in “Top PRC Property Developers in Comprehensive Strengths”, ranking solidly among the industry top 30. Aoyuan also garnered other accolades including 17th in “Most Valuable PRC Property Developer Brands”, “Top 20 PRC Property Developers with Solid Operations”, “Top 10 Most-Competitive PRC Property Developers in the Guangdong-Hong Kong-Macao Greater Bay Area” and “Top 10 Most-Competitive PRC Property Developer Brands in Southern China”.

On the same day, China Index Academy published the “2021 PRC Property Developer Brand Value Research Report”, where Aoyuan ranked 12th in the “PRC Property Developer Brand Value 2021” list and was named “PRC Property Developers with Excellent Product Capabilities 2021”.



ABOUT AOYUAN

Aoyuan focuses on Guangdong – Hong Kong – Macao Greater Bay Area, with a nationwide strategic layout covering four major regions – South China, core region of Central and Western China, East China, and Bohai Rim. Aoyuan has established an extensive urban redevelopment layout and is a top notch player of urban redevelopment in the Greater Bay Area.

Aoyuan will continue to deepen its strategy of “one core business with vertical development” through promoting two-way empowerment and synergy between Quality Living (core property business) and Joyful & Healthy Lifestyle (non-property business). Aoyuan currently owns listed companies including China Aoyuan (3883.HK), Aoyuan Healthy (3662. HK) and Aoyuan Beauty Valley (000615.SZ).

IR CONTACT

Mr. Jacky Chan
Executive Director,
Group Senior Vice President

(852) 3622 2122
jackychan@aoyuan.net

Dr. Emma Qi
General Manager of Corporate Finance
& Investor Relations

(852) 2180 9566
emmaqi@aoyuan.net

Ms. Heng Tam
Senior Manager of Corporate Finance &
Investor Relations

(852) 2180 9556
hengtam@aoyuan.net

Ms. Athena Fu
Senior Investor Relations Officer

(852) 2180 6983
athenafu@aoyuan.net