

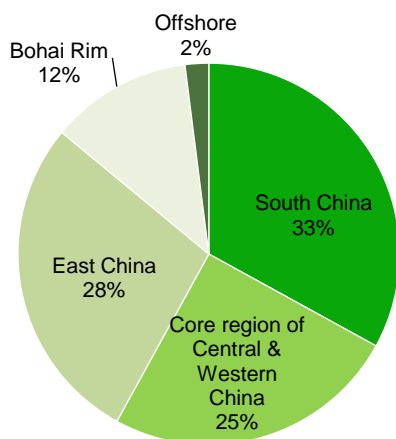
## SALES OVERVIEW

In the first eleven months of 2021, the Company achieved property contracted sales totaling approximately RMB115.78 billion, representing y-o-y increases of 2%. Contracted gross floor area (GFA) sold was approximately 10,438,000 sq.m. and the average selling price was RMB11,092 per sq.m..

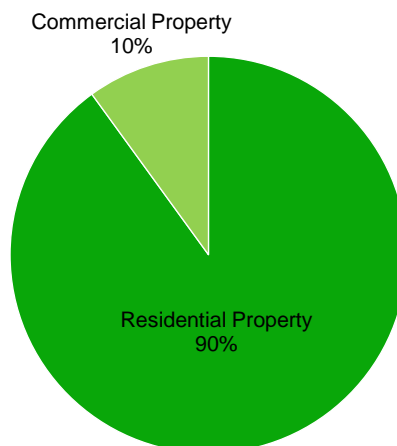
In November 2021, Aoyuan achieved property contracted sales totaling approximately RMB7.15 billion and contracted GFA sold approximately 630,000 sq.m.. The average selling price was RMB11,338 per sq.m..

### Contracted Sales from January to November 2021

#### Region



#### Product Type



Note 1: Contracted sales by province and city

<b>South China</b> 33%	Guangdong	29%	<b>East China</b> 28%	Zhejiang	5%
	Guangxi	4%		Jiangsu	10%
	Chongqing	2%		Anhui	6%
	Sichuan	9%		Fujian	4%
	Shanghai	3%		Shandong	9%
<b>Core Region of Central &amp; Western China</b> 25%	Hunan	5%	<b>Bohai Rim</b> 12%	Hebei	2%
	Hubei	1%		Tianjin	1%
	Shaanxi	4%		<b>Offshore</b> 2%	Offshore
	Jiangxi	2%			
	Henan	2%			

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

## COMPANY NEWS

### Aoyuan Garner 24 Honours at 2021 Kinpan Awards with its A+ Projects

In November, winners of the 16th Kinpan Awards were announced. With its strong product competitiveness, Aoyuan snatched 24 major awards, comprising six nationwide awards and 18 regional awards.



The Kinpan Awards is an authoritative and professional award in the PRC real estate industry and real estate design industry. With "innovation, quality, living environment and value" as judging criteria, it assesses projects on a range of metrics including positioning, innovation, construction quality, experience, layout design, floor area use, health and smart system, safety and comfort, cultural and humanity attributes, as well as investment value. Aoyuan's achievements at this year's Kinpan Awards fully reflected the industry recognition for its 5A+ products.



Shenzhen Aoyuan Emerald East Bay



Guangzhou Xintang Aoyuan City Plaza (CGI)



Dongguan Aoyuan Emerald Bay



Zhuhai Aoyuan The Residence Class



Wuhan Aoyuan Chujiang Academy



Hefei Aoyuan Longchuan Jiuzhu

(All are actual images)

## COMPANY NEWS

### Aoyuan's Projects Delivered Smoothly Stays True to Quality Commitment

Putting project delivery first, Aoyuan has always been committed to quality delivery of properties. Over 10 projects have been delivered recently, including Qingdao Aoyuan Jade Sky, Hefei Aoyuan Platinum Mansion, Nanning Aoyuan Hanlin Yu River Mansion and Shenyang Aoyuan Glorious Peak. In particular, Aoyuan's first project in Hubei — Jingzhou Aoyuan Mansion, as well as Jiangmen Aoyuan Junting Bay have recorded delivery satisfaction of over 90%, reaching the industry-leading level.

In the first 11 months in 2021, Aoyuan delivered over 70 projects in China, representing an increase of approximately 30% year-on-year. Total gross floor area delivered was over 5 million sq.m., representing an increase of 45% year-on-year.



Qingdao Aoyuan Jade Sky



Hefei Aoyuan Platinum Mansion



Nanning Aoyuan Hanlin Yu River Mansion



Shenyang Aoyuan Glorious Peak



Jingzhou Aoyuan Mansion



Jiangmen Aoyuan Junting Bay

(All are actual images)

## COMPANY NEWS

### Aoyuan Launches Fire Safety Activities Stresses Prevention and Honours Fire Safety Responsibilities

In line with the National Fire Prevention Publicity Month in November, Aoyuan actively carried out fire drills at its projects across the country. It joined hands with local education institutions and fire rescue teams to promote fire prevention education in communities, business circles and at construction sites, enhancing awareness of fire hazards and fire safety knowledge among property owners, customers and consumers.



During the year, Aoyuan projects garnered honours including “Advanced Unit”, “Demonstration Site”, etc. by local governments, recognizing Aoyuan’s fire safety efforts.

## 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](mailto:jackychan@aoyuan.net)

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

(852) 2180 9566  
[emmaqi@aoyuan.net](mailto:emmaqi@aoyuan.net)

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

(852) 2180 9556  
[hengtam@aoyuan.net](mailto:hengtam@aoyuan.net)

**Ms. Athena Fu**  
Senior Investor Relations Officer

(852) 2180 6983  
[athenafu@aoyuan.net](mailto:athenafu@aoyuan.net)