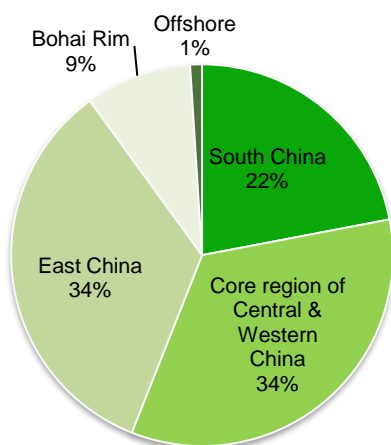


## SALES OVERVIEW

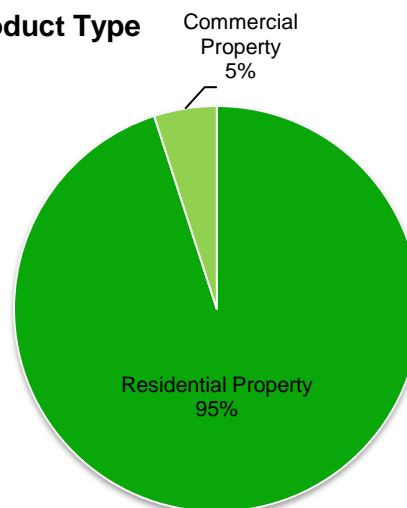
In January 2021, Aoyuan achieved property contracted sales totaling approximately RMB10.11 billion, with contracted gross floor area (GFA) sold amounting to approximately 852,000 sq.m., representing y-o-y increases of 100% and 97%, respectively. The average selling price was RMB11,861 per sq.m..

### Contracted Sales in January 2021

#### Region



#### Product Type



Note 1: Contracted sales by province and city

<b>South China</b> 22%	Guangdong	18%
	Guangxi	4%
	Chongqing	1%
	Sichuan	11%
<b>Core Region of Central &amp; Western China</b> 34%	Hunan	12%
	Hubei	1%
	Shaanxi	4%
	Jiangxi	2%
	Henan	3%

<b>East China</b> 34%	Zhejiang	16%
	Jiangsu	10%
	Anhui	5%
	Fujian	3%
<b>Bohai Rim</b> 9%	Shandong	9%
<b>Offshore</b> 1%	Offshore	1%

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

## COMPANY NEWS

### Aoyuan Issues US\$188mn 4.2% Senior Notes at Par through Exchange Offer and New Issuance Record-low Borrowing Cost among Aoyuan's Bond Issuances

On 15 January, Aoyuan has successfully issued US\$188mn 4.2% senior notes due 2022 at par through exchange offer and new issuance. The Company intends to use the proceeds to refinance its existing US\$188mn 4.8% senior notes due 2021. The Joint Global Coordinators, Joint Bookrunners and Joint Lead Managers of the new notes are J.P. Morgan and Deutsche Bank.

### Continued Cultivation in Urban Redevelopment Projects in Guangzhou and Dongguan, GBA

In January, Aoyuan became the project developer of Guangzhou Huangpu Wang Village and Liwan Donglang Village redevelopment projects.

With estimated saleable resources of approximately RMB11 billion, Guangzhou Huangpu Wang Village Project nears core districts of Sino-Singapore Guangzhou Knowledge City and Kangda Education Park, as well as stations along Guangzhou Metro Line 14 and Xinbaiguang Intercity Railway (under construction).

With estimated saleable resources of approximately RMB40 billion, Guangzhou Liwan Dong Lang Village Project nears Guangzhou's key urban redevelopment regions and enjoys a panoramic river view.

Aoyuan has also become the early-stage service provider of Shigu Guantai urban redevelopment project in Nancheng, Dongguan. With estimated saleable resources exceeding RMB8 billion, the project is situated in the core district of Dongguan and enjoys proximity to multiple thoroughfares.

As a pioneer in GBA urban redevelopment, Aoyuan has achieved full coverage of "Three Olds" urban redevelopment, including old towns, old villages and old factories. As of end-June 2020, Aoyuan has over 50 urban redevelopment projects at different phases, providing additional estimated saleable resources of approximately RMB658.7 billion, 95% of which are located in GBA.



Guangzhou Huangpu Wang Village (CGI)



Guangzhou Liwan Donglang Village (CGI)

## COMPANY NEWS

### Aoyuan GBA Smart Valley and Shanghai Aoyuan Beauty Valley Drive the Deepening of Integrated City-Industry Development

On January 25, the groundbreaking ceremony of Aoyuan GBA Smart Valley was held in Nansha, Guangzhou. With a total GFA exceeding 300,000 sq.m., the project is set to become an integrated innovative complex in GBA featuring industrial space, R&D and office space, themed commercial and community amenities. Currently, Hong Kong University of Science and Technology (Guangzhou), Guangzhou Nansha International Artificial Intelligence Industry Research Institute, etc have already set foot in Aoyuan GBA Smart Valley.

Shanghai Aoyuan Beauty Valley, located in the core area of Shanghai Lingang Free Trade Zone, is also under construction. The total GFA of the project is approximately 80,000 sq.m.. As the flagship and model of beauty and health industrial complex of Aoyuan Beauty Valley, Shanghai Aoyuan Beauty Valley aspires to become a beauty and health industrial cluster in China through investing in high-quality projects across the industry chain.

Against the backdrop of the country's transition to high-quality economic development, integrated city-industry development has become a new strategic approach for the promotion of urbanization. Through developing the two projects, Aoyuan will leverage its edge in project operation and industry chain integration to facilitate the coordination and enhancement of industrial development and urban functions.



Aoyuan GBA Smart Valley (CGI)



Shanghai Aoyuan Beauty Valley (CGI)

## COMPANY NEWS

### Aoyuan and Aoyuan Beauty Valley Garner Accolades at “4th China Excellent IR Annual Awards”

On 20 January, Aoyuan received “Best ESG Award” and “Best Information Disclosure Award” at the “4th China Excellent IR Annual Selection” while its subsidiary Aoyuan Beauty Valley garnered “Best Innovation Award”.

“China Excellent IR Annual Selection”, held annually since 2017, is host by RoadshowChina and Excellent IR. Winners are listed companies and investor relations practitioners with outstanding performance during the year, and they are selected on a professional and fair basis, with the aim of recognizing their contributions to innovation and efficiency of the industry.



**Aoyuan**  
Best ESG Award, Best Information Disclosure Award



**Aoyuan Beauty Valley**  
Best Innovation Award

## 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**  
Senior Investor Relations Manager

(852) 2180 9556  
hengtam@aoyuan.net

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

(852) 2180 6983  
athenafu@aoyuan.net