

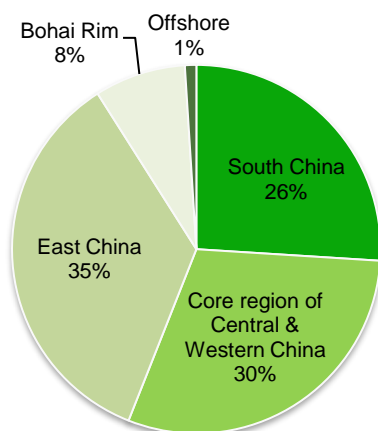
SALES OVERVIEW

During the first three months of 2021, the Company achieved property contracted sales totaling approximately RMB30.02 billion and contracted GFA sold approximately 2,675,000 sq.m., representing y-o-y increases of 110% and 94%, respectively. The average selling price was RMB11,220 per sq.m..

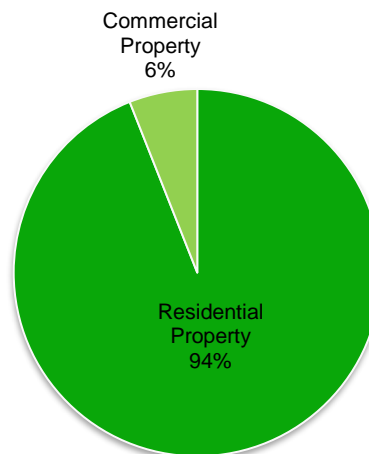
In March 2021, Aoyuan achieved property contracted sales totaling approximately RMB11.98 billion, with contracted gross floor area (GFA) sold amounting to approximately 1,126,000 sq.m., representing y-o-y increases of 65% and 51%, respectively.

Contracted Sales from January to March 2021

Region



Product Type



Note 1: Contracted sales by province and city

South China 26%	Guangdong	22%
	Guangxi	4%
	Chongqing	2%
	Sichuan	12%
Core Region of Central & Western China 30%	Hunan	6%
	Hubei	1%
	Shaanxi	4%
	Jiangxi	3%
	Henan	2%

East China 35%	Zhejiang	9%
	Jiangsu	15%
	Anhui	7%
	Fujian	4%
Bohai Rim 8%	Shandong	7%
	Hebei	1%
Offshore 1%	Offshore	1%

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

COMPANY NEWS

Aoyuan Announces 2020 Annual Results

On 30 March, Aoyuan announced its annual results for the year ended 31 December 2020. In 2020, Aoyuan's property contracted sales increased by 13% y-o-y to RMB133 billion, completing its full year target and ranking solidly among top 30 PRC developers. As of 31 December 2020, unbooked revenue amounted to RMB196 billion, demonstrating high earnings sustainability.

During the year, revenue increased by 34% y-o-y to RMB67.8 billion; net profit increased by 35% y-o-y to RMB7.1 billion; net profit attributable to shareholders increased by 41% y-o-y to RMB5.9 billion. Earnings per share increased by 40% y-o-y to RMB218.8 cents per share. During the year, urban redevelopment achieved satisfactory profit from primary development. In addition, with 2021 marking the 25th anniversary of Aoyuan, the Board of Directors recommended a final dividend per share of RMB66 cents and a special dividend per share of RMB11 cents, making up a total dividend per share of RMB77 cents, up 40% year-on-year, maintaining a stable and generous dividend policy.



Guangzhou Main Venue



Hong Kong Sub-venue

Aoyuan Healthy Life Announces 2020 Annual Results

On 30 March, Aoyuan Healthy Life announced its annual results for the year ended 31 December 2020. Total revenue was RMB1.41 billion, up 56.3% y-o-y. Gross profit was RMB481 million, up 42.8% y-o-y. Net profit was RMB253 million, up 55.1% y-o-y. Net profit margin was about 18%. Earnings per share was RMB34.48 cents per share, up 45% y-o-y. The Board of Directors recommended a final dividend per share of RMB14 cents, up 55.6% y-o-y.



Guangzhou Main Venue



Hong Kong Sub-venue

COMPANY NEWS

Aoyuan Partially Repurchases Senior Notes due 2025, 2026 and 2027 for a Total Principal Amount of US\$3 Million

On 9 April, Aoyuan has repurchased senior notes in the open market for a total principal amount of US\$3 million, comprising: (i) 5.98% senior notes due 2025 of US\$1 million in aggregate principal amount, (ii) 6.2% senior notes due 2026 of US\$1 million in aggregate principal amount, and (iii) 5.88% senior notes due 2027 of US\$1 million in aggregate principal amount.

For details please refer to the HKEx website:

[Overseas Regulatory Announcement – Partial Repurchase of Senior Notes](#)

Aoyuan Secures an Aggregate of HK\$1.8 Billion Three-Year Syndicated Loan Sound Financial Management with Continuous Debt Structure Optimization

On 8 March, Aoyuan has secured an aggregate of approximately HK\$1.8 billion three-year offshore syndicated loan, with Bank of China (Hong Kong), Bank of East Asia, Barclays Bank, Chong Hing Bank, CMB Wing Lung Bank, Deutsche Bank, Hang Seng Bank, Nanyang Commercial Bank and Tai Fung Bank (in alphabetical order). The syndicated loan will bear an interest rate of HIBOR/LIBOR plus 4.30% per annum.

For details please refer to the HKEx website:

[General Disclosure Under Rule 13.18 of the Listing Rules](#)

Aoyuan Garner Four Major Awards Including “Top 30 Real Estate Developers” and “Top 8 China Real Estate Developers in Urban Redevelopment”

On March 16, “Top 500 China Real Estate Developers 2021” ranking series were announced. With consistently stable and high-quality operational and development standards, Aoyuan ranked 24th on “2021 China Real Estate Developers by Comprehensive Strengths“. It was also named among “Top 8 China Real Estate Developers by Comprehensive Strengths in Commercial Real Estate Development 2021” and “Top 8 China Real Estate Developers in Urban Redevelopment 2021”. In addition, Aoyuan’s high-end product “Yunfeng series” earned its place among “Best Product Lines of China Real Estate Developers 2021”.



In its 13th year, the “Top 500 China Real Estate Developers 2021” ranking series is an important measurement of the comprehensive strength and industry standing of real estate developers.

COMPANY NEWS

More Good News from Aoyuan's Urban Redevelopment Projects across Cities

In March, a number of Aoyuan's urban redevelopment projects has seen new progress:

Aoyuan unveiled the plaque for Shenzhen Longgang Dapu Urban Redevelopment Project. With approx. RMB14 billion of saleable resources, the project is in Baolong, Longgang, boasting rich natural resources. It is close to thoroughfares, expressways and Longdongcun Station on Metro Line 16. The unveiling of the plaque symbolizes the accelerating conversion of Aoyuan's urban redevelopment projects in Shenzhen.

Aoyuan became an early-stage service provider of Foshan Chancheng Shen Village Urban Redevelopment Project. With approx. RMB18 billion of saleable resources, the project is in the core area of Chancheng, enjoying a well-connected transportation network with Shen Village Metro Station in proximity and Guangzhou South Railway Station just 30 minutes away.

Aoyuan became an early-stage cooperation enterprise of Nanning Yongning Urban Redevelopment Project. With approx. RMB15 billion of saleable resources, the project is in the core area of Pumiao, Yongning, enjoying spectacular view of Yong River. It has easy access to thoroughfares and comprehensive auxiliary facilities.

Aoyuan has achieved full coverage of "Three Olds" urban redevelopment, namely old towns, old villages and old factories. As of end-December 2020, it had 60 urban redevelopment projects at different phases with planned total saleable resources of approx. RMB673 billion, of which RMB655.2 billion are located in Greater Bay Area, accounting for 97%.



Shenzhen Longgang Dapu Project



Foshan Chancheng Shen Village Project



Nanning Yongning Project

LAND BANK

As of 31 December 2020, Aoyuan's landbank had a total GFA of approx. 57.18mn sqm (attributable:71%) across 95 onshore and offshore cities and total saleable resources of approx. RMB620.8bn. Total saleable resources including urban redevelopment projects amounted to RMB1293.8bn.

For details on the Aoyuan's strategic layout, please click on the following link:

<http://aoyuan.com.cn/about/about.aspx?strm=114012>

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