

## Contracted Sales

### First Eight-month contracted sales rose 23% to RMB119.0 bn, firmly retaining a position among Top 20 developers

- From January to August 2021, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB119.0 billion, representing a YoY increase of approximately 23% and contracted GFA of approximately 9,452,200 sq.m., representing a YoY increase of approximately 22%. Contracted average selling price was approximately RMB12,600 per sq.m..
- In August 2021, the Group achieved contracted sales of approximately RMB12.0 billion. Contracted GFA was approximately 958,700 sq.m with contracted ASP of RMB12,500 per sq.m.
- Ranked 20<sup>th</sup> in CRIC's Top 100 Chinese Real Estate Enterprises by first 8 months sales, firmly retaining a position among Top 20 developers.

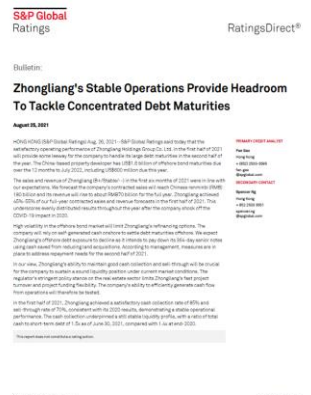
## News Updates

### Zhongliang Announced its Interim Results with Balanced Growth in Key Operation Indicators

- On 24 August, 2021, Zhongliang Holdings announced its interim results, achieved contracted sales of RMB95.0 billion, representing a year-on-year increase of 40.3% and has completed 53% of annual sales target of RMB180.0 billion for 2021. Total revenue was RMB32.91 billion, representing a year-on-year increase of 39%. The Group proactively responded to the government's real estate policies, exercised strict discipline, actively deleveraged with stabilized debt, remained in the "Yellow" camp with the net gearing ratio further decreased to 56.1%. The declared interim dividend was HK18.4 cents per share, representing a year-on-year increase of 13%, continuing to reward shareholders.

### S&P Global Ratings Points to Zhongliang's Stable Operations

- On 25 August, 2021, S&P Global Ratings issued Zhongliang's results bulletin, pointing out that Zhongliang's stable operations provide headroom to tackle concentrated debt maturities. In the first half of 2021, Zhongliang achieved a satisfactory cash collection rate of 85% and sell-through rate of 70%, consistent with its 2020 results, demonstrating a stable operational performance.



## News Updates

(Cont'd)

### BNP Paribas, Morgan Stanley and BOCI Issued Credit Reports

- BNP Paribas, Morgan Stanley and BOCI Issued Credit Reports about Zhongliang Holdings. BNP Paribas refers to the Group's decent pre-sales and reasonable land resources; slight improvement in balance sheet; potentially more buybacks. BOCI refers to the Group's healthy operating metrics, continued deleveraging, bolstered by disciplined debt growth; land acquisitions focused on small to medium sized projects and megapolis regions to diversify risks.

### CGS-CIMB, CCBI, DBS, Haitong, Guotai Junan and Jefferies Issued Reports post Results

- CGS-CIMB, CCBI, DBS, Haitong, Guotai Junan and Jefferies issued results reviews of Zhongliang, all affirmed with "Outperform" or "Buy" ratings. They see Zhongliang's 1H21 results as solid; proactive land acquisition with relatively low gearing ratio, reflecting a prudent and flexible land acquisition strategy; plus an attractive dividend payout ratio.

### Zhongliang Continued to Rank Top 8 on the 2021 Shanghai Top 100 Private Enterprises List

- On 26 August, 2021, 2021 Shanghai Top 100 Private Enterprises list was announced. With the comprehensive strength of steady development and excellent operation and service capability, Zhongliang was ranked No. 8 in 2021 Shanghai Top 100 Private Enterprises.



**中梁國際**  
BOCI

**中銀國際固定收益研究**  
Fixed Income Research

2021.08.27

Zhongliang Holdings Group Co. Ltd. 中梁控股

Healthy Operating Metrics, Continued Deleveraging - Zhongliang (RMB458880)

**Key Highlights**

- Healthy Operating Metrics. 1H aggregate contracted sales rose 46% to 1,042 million RMB, supported by a strong pipeline. The 2H operations showed solid performance with 2H RMB sales of 500 million RMB, exceeding 2020 H2 sales of 470 million RMB. The 1H RMB sales of 1,042 million RMB, exceeding 2020 H1 sales of 970 million RMB. The 1H RMB sales of 1,042 million RMB, exceeding 2020 H1 sales of 970 million RMB.
- Continued deleveraging. Bolstered by disciplined debt growth, the Group's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021. The Group's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021.



**Jefferies**

Zhongliang Holdings Group Company Limited (2772.HK)

**Zhongliang**

Balance Sheet Improvement On Track

27 August 2021

**Key Takeaways**

- Zhongliang reported solid 1H21 results that beat the Street's expectations. We expect the company's continued balance sheet improvement and strong delivery to support a 15% EPS CAGR and credit upgrade in the medium term.
- Strong results beat. Zhongliang reported strong 1H21 results with 1H operating income growth of 180% (vs. 17% ahead of our estimates), driven by improved delivery. The company has also shown good progress in credit metrics improvement with net operating loss down 83% (vs. non-operational loss for the prior year) and a credit addition to total assets of 75%. In addition, the company's management is highly well prepared and disclosed a strong dividend of 0.025 RMB per share (vs. 0.02 RMB per share in 2020). For results details, please refer to page 3.
- Continued rapid balance sheet improvement. Thanks to its proactive deleveraging, Zhongliang has managed to lower its net debt to EBITDA ratio to 1.5x in 2021 (vs. 1.8x in 2020) and 0.5x in 2021 (vs. 0.7x in 2020). The Group's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021. The Group's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021.
- Proactive deleveraging and low leverage. The company's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021. The Group's net debt to EBITDA ratio declined from 1.8x in 2020 to 1.5x in 2021.

**Rating** Outperform

**Target Price** HK\$12.00

**Current Price** HK\$10.50

**Upside Potential** 13%

**Dividend Yield** 2.4%

**Key Metrics**

2021E	2022E	2023E	2024E	2025E
Revenue	1,100	1,200	1,300	1,400
Operating Profit	150	180	210	240
EPS	0.35	0.45	0.55	0.65
Dividend	0.025	0.03	0.035	0.04
P/E	30	23	19	16
P/B	1.8	1.5	1.2	1.0

**Our report contained sales to pay 17% of 2021 EBITDA**

**We forecast 17% average CAGR in the 5Y period**

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**中梁控股集团**

热烈祝贺  
中梁集团

2021上海民营企业100强

TOP

2021年上海民营企业100强  
上海民营企业100强榜单  
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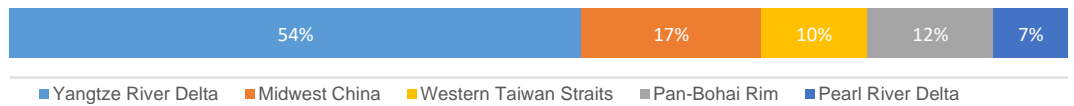
**ZHONGLIANG**

中梁控股集团  
2021.9.24

## Land Acquisition

- From January to August in 2021, the Group added a total of **83** land parcels, with an aggregate land premium of approximately RMB **51.4** billion.
- In August 2021, the Group added a total of **7** land parcels, with land premium of approximately RMB **5.2** billion.

### Land Acquisition By Economic Region



Project	City	City level	Province	Region	Land Cost (RMB10,000)	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Average Land Cost (RMB/sq.m.)
<b>Land Acquisition from January to August 2021</b>								
P (2020) 01 Plot, Dongcheng District, Xiaogan	Xiaogan	Fourth-tier	Hubei	Midwest China	46,674	65,509	189,975	2,457
Second phase plot of Guobin No.1 in the old town of Enshi	Enshi	Fourth-tier	Hubei	Midwest China	4,829	16,942	55,909	864
Plot on the south side of Wenchang Road, south of Xinghua	Taizhou	Third-tier	Jiangsu	Yangtze River Delta	44,062	31,036	62,071	7,099
Block 2020-20, Northwest Area, Wuxue City, Wuhu	Wuhu	Third-tier	Anhui	Yangtze River Delta	58,000	81,041	137,770	4,210
Plot on the northeast side of the intersection of Suxi Avenue and Longqi Road, Suxi Town	Jinhua	Third-tier	Zhejiang	Yangtze River Delta	150,020	47,709	124,043	12,094
Plot 1 south of Beier Road and east of Kangyang Road, Dongcheng District, Dongying	Dongying	Third-tier	Shandong	Pan-Bohai Rim	43,000	122,265	146,718	2,931
Lot G21014, Chengbei Plate, Daye	Huangshi	Fourth-tier	Hubei	Midwest China	22,520	39,238	121,639	1,851
DEA2020074 plot in downtown area of Shangrao	Shangrao	Fourth-tier	Jiangxi	Western Taiwan Straits	129,200	88,643	212,743	6,073
Block B-5-03 and B6-1-03, Standard Zone B, Yunzhushan District, Banan District, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	61,500	84,367	126,551	4,860
Plot TP030218, Chengdong Street	Zhangzhou	Third-tier	Zhejiang	Yangtze River Delta	9,300	4,458	8,916	10,431
Plot on the east side of Shengting Garden, Xiting Town, Nantong	Nantong	Third-tier	Jiangsu	Yangtze River Delta	38,367	35,723	57,157	6,712
South Block of Wuyue Plaza, North Lake Block, New District, Changchun	Changchun	Second-tier	Jilin	Pan-Bohai Rim	32,029	31,134	37,835	4,115
Lot 2021-2, Lucheng District, Luohu	Luohu	Fourth-tier	Henan	Midwest China	53,921	53,729	188,075	2,867
YDXG-2010 plot of Yanhu District, Yuncheng	Yuncheng	Third-tier	Shansi	Midwest China	53,868	55,966	167,899	3,208
Plot No. 2021JC-1 and No. 2 in Nanchuan Industrial Park, Xining	Xining	Third-tier	Qinghai	Midwest China	136,113	140,452	351,131	3,876
Tai'an Tianning Street Linhai, Taizhou	Tai'an	Third-tier	Shandong	Pan-Bohai Rim	37,597	62,262	75,194	5,000
Block 2020-14, Yingzhou District, Fuyang	Fuyang	Fourth-tier	Anhui	Yangtze River Delta	86,055	101,718	244,123	3,525
P (2020) 02 Lot, Dongcheng District, Xiaogan	Xiaogan	Fourth-tier	Hubei	Midwest China	41,137	54,306	157,487	2,612
Block 55, Chengbei, Shangyu District, Shaoxing	Shaoxing	Third-tier	Zhejiang	Yangtze River Delta	143,470	62,591	101,398	14,149
Plot on south side of Zhongyang Avenue and the east side of Guorui Hospital, Longhu District, Shantou	Shantou	Third-tier	Guangdong	Pearl River Delta	108,800	62,425	249,652	4,358
Block B-1-13 (40 acres) on the north side of Guilui Road, Chengzhong District, Liuzhou	Liuzhou	Third-tier	Guangxi	Midwest China	23,245	26,836	53,671	4,331
Plot D-21, Huichanghe Unit, Core Area of Wenzhou City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	99,290	15,939	44,789	22,169
Block D18-1-A, Chengdong New District, Kunyang Town, Pingyang County	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	45,261	35,736	74,970	6,037
Block D18-1-B, Chengdong New District, Kunyang Town, Pingyang County	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	45,379	37,611	75,222	6,033
Block 20-12, Jiangnan Street Linhai, Taizhou	Taizhou	Third-tier	Zhejiang	Yangtze River Delta	78,610	69,164	104,962	7,489
Changsha County, Changsha City [2020] 022 Lot	Changsha	Second-tier	Hunan	Midwest China	20,607	37,799	113,398	1,817
27 acres east of Guizhou Avenue, Cang County, north of Tianjin Road	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	12,918	17,793	33,908	3,810
61 acres of land on the south side of Yuhua West Road, Taocheng District, Hengshui	Hengshui	Fourth-tier	Hebei	Pan-Bohai Rim	22,988	53,773	135,479	1,697
54 acres on the east of Guizhou Avenue and south of Xining Road, Cang County	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	29,792	36,310	80,478	3,702
North Plot of Yongji Road, Jingjiang Chengnan Park	Taizhou	Third-tier	Jiangsu	Yangtze River Delta	87,832	70,210	140,420	6,255
Dengzhou DT [2021] No. 3	Nanyang	Third-tier	Henan	Midwest China	21,021	63,701	159,252	1,320
Lot LC-05-07, East of Jingchuan Avenue, Old Town, Jing County	Xuancheng	Third-tier	Anhui	Yangtze River Delta	44,480	69,716	111,545	3,988
Lianjiang County, Fuzhou [2021] Lot 01	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	48,500	25,699	59,108	8,205
Shucheng Lot 2021-04	Lu'an	Third-tier	Anhui	Yangtze River Delta	18,224	53,054	75,887	2,290
56 acres of land of China Fortune Land Development in Hangfu Town, Shucheng County	Lu'an	Third-tier	Anhui	Yangtze River Delta	10,558	37,438	67,388	1,567
Xinyang Road North, North Block, Yancheng	Yancheng	Third-tier	Jiangsu	Yangtze River Delta	73,433	27,755	72,163	10,176
West Block of Beihai Road, Economic Development Zone, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	19,323	45,520	122,904	1,572
Block G10-02/02-1, Huaiyuan New District Group, Tongliang District, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	30,366	61,345	92,018	3,300
Plot H12-2/02, Shuangfu New District, Jiangjin District, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	33,100	51,249	102,498	3,229
Block T08-2-04, Block T, Division T, Banan Jieshi Group, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	32,901	47,039	70,559	4,663
Block 543-2/01, 543-3/01, 541-3/01, 548-1/01 Block S, Division S, Banan Jieshi Group, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	79,993	94,061	179,036	4,468
Block C, East of Huajin South Road, Yijiang District, Wuhu	Wuhu	Third-tier	Anhui	Yangtze River Delta	101,375	65,773	131,547	7,706
Ciguan Haiwei I 201906-A plot Ningbo	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	112,327	74,956	164,903	6,812
Bengbu City High-speed Rail Plate (2021) Lot 14	Bengbu	Fourth-tier	Anhui	Yangtze River Delta	60,400	148,904	260,891	2,315
Fujing 2021 Lot -03 Lot	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	67,800	25,835	67,171	10,094
Plot A north of Yuqing West Street and east of Yiyuan Road, Weicheng District, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	32,423	51,588	128,970	2,514
107 acres of land on the west of Longgang Street and the south of Bohai Road, Bohai New District, Cangzhou	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	14,550	71,362	102,268	1,423
Block J2020P03 on the south side of Xiamen Jimei Women and Children	Xiamen	Second-tier	Fujian	Western Taiwan Straits	188,000	19,978	59,900	31,385
Plot 1 of Xindai West Road South and Shanghai Road East, Xinyi Development Zone	Xuzhou	Third-tier	Jiangsu	Yangtze River Delta	34,068	49,034	122,585	2,781
Plot 3 of Xindai West Road South and Shanghai Road East, Xinyi Development Zone	Xuzhou	Third-tier	Jiangsu	Yangtze River Delta	32,340	45,440	113,600	2,847
68 acres of Swallow Nest, Shunqing District, Nanchong	Nanchong	Third-tier	Sichuan	Midwest China	38,481	45,567	82,021	4,692
77 acres of Swallow Nest, Shunqing District, Nanchong	Nanchong	Third-tier	Sichuan	Midwest China	48,342	51,155	112,542	4,295
South of Yancheng Chengbei Hardware & Electrical City	Yancheng	Third-tier	Jiangsu	Yangtze River Delta	181,000	65,428	170,113	10,640
Block A above Wangfuzhuang, Huaiyin District, Jinan	Jinan	Second-tier	Shandong	Pan-Bohai Rim	101,500	145,869	204,217	4,970
Plot on the east side of the intersection of Shangcheng Road and Shangfo Road, Shangxi Town	Jinhua	Third-tier	Zhejiang	Yangtze River Delta	94,000	34,986	90,963	10,334
Zhonghong Block, Hetu East Road, Mengjin County, Luoyang	Luoyang	Third-tier	Henan	Midwest China	15,323	48,552	121,305	1,263
Lot TD2021(NH)WG0016 in the "Dakeng Bridge" area of Shijie Village, Guanyao Social Management Office, Shishan Town, Foshan	Foshan	Third-tier	Guangdong	Pearl River Delta	76,341	43,166	107,915	7,074
Qidu Shenli Land, Wujiang District, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	47,843	62,991	113,383	4,220
Plot on the south side of Zhennan Road, Zhenze Town, Wujiang District, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	47,992	57,622	86,433	5,553



(Cont'd)

Project	City	City level	Province	Region	Land Cost (RMB10,000)	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Average Land Cost (RMB/sq.m.)
East Block of Beiguan North Road, Tianqiao District, Jinan	Jinan	Second-tier	Shandong	Pan-Bohai Rim	42,945	28,190	53,130	8,083
Plot 2021-WG-17-1, Shaxi Town, Taicang	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	21,057	18,533	37,066	5,681
Plot 2021-WG-17-2, Shaxi Town, Taicang	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	23,620	20,821	41,641	5,672
TD2021 (SD) WG0018 plot, Hengsan Road, Lecong Town, Shunde District, Foshan	Foshan	Third-tier	Guangdong	Pearl River Delta	187,166	95,209	223,294	8,382
Plot 2021P06, Miantaoshan, North New Town, Ningde	Ningde	Third-tier	Fujian	Western Taiwan Straits	43,700	45,135	112,838	3,873
Plot on the east side of Xunhua Road, Xuancheng City Center	Xuancheng	Third-tier	Anhui	Yangtze River Delta	110,561	153,118	317,824	3,479
Lot BH202102	Hefei	Second-tier	Anhui	Yangtze River Delta	65,737	25,186	50,372	13,050
West of Zhonghe Road and North of Qinxin Road, Jianye District, Nanjing City (26-7) Plot 2021G25	Nanjing	Second-tier	Jiangsu	Yangtze River Delta	108,000	10,742	30,078	35,907
Lot of Hetangli, Jinqing, Kuiwen District, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	31,087	41,450	79,677	3,902
Lot [2021] 038, Changsha County, Changsha	Changsha	Second-tier	Hunan	Midwest China	25,562	31,140	59,167	4,320
Plot on the southeast side of the intersection of Changzhou Road and Changjiang Road in the east plate of Chuzhou	Chuzhou	Fourth-tier	Anhui	Yangtze River Delta	59,300	103,892	207,784	2,854
Plot 2021-103, Xujialou Street, Taishan District, Tai'an	Tai'an	Third-tier	Shandong	Pan-Bohai Rim	20,761	29,448	67,730	3,065
North Taiqing Hexi Block, Donghua Road, Huashi Town, Jiangyin	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	58,553	57,947	104,305	5,614
Ziguang No. 7 plot	Tianjin	Second-tier	Tianjin	Pan-Bohai Rim	93,919	79,659	167,285	5,614
Jiangyin Mianshan Bay [Chengdi No. 2021-C-1] Plot	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	189,769	181,930	218,316	8,692
2020-39/2007-10A plot in Zhili Town, Huzhou	Huzhou	Third-tier	Zhejiang	Yangtze River Delta	58,577	46,775	84,772	6,910
27 acres of land on the south side of Chengbei Road and west side of Kuangzhong Road, Kaiping District, Tangshan	Tangshan	Third-tier	Hebei	Pan-Bohai Rim	13,700	18,267	45,432	3,016
Lot 69-3, Chengbei, Shangyu District, Shaoxing	Shaoxing	Third-tier	Zhejiang	Yangtze River Delta	179,400	78,901	149,912	11,967
Xibei Town Jingsheng Road Plot	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	97,250	77,181	138,926	7,000
Plot ZS-PT-19-01-01, Dagan Unit, Putuo, Zhoushan	Zhoushan	Third-tier	Zhejiang	Yangtze River Delta	35,355	31,791	69,940	5,055
Lot DKA2021011, Chengbei District, Xinyu	Xinyu	Third-tier	Jiangxi	Western Taiwan Straits	30,868	25,437	71,225	4,334
111.09 Mu Project, No. 13 Beihai Road South, Huanghua, Cangzhou	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	46,000	74,059	137,835	3,337
Block GC2020-109 (Huguangguang Mansion) on the east of Pingle Avenue and south of Zhenliang Avenue, Liangqing District, Nanning	Nanning	Second-tier	Jiangxi	Midwest China	81,909	65,007	238,939	3,428
Lot 4, Fuchunshan Health City, Tonglu County, Hangzhou	Hangzhou	Second-tier	Zhejiang	Yangtze River Delta	47,400	28,404	34,085	13,906
Total					5,144,602	4,696,090	9,808,235	5,245

## Company profile

Headquartered in Shanghai, Zhongliang Holdings is large-scale nationwide real estate enterprise with annual contracted sales over RMB100 billion, and has been ranked as a Top 20 Real Estate Developer in China by China Real Estate Association and China Real Estate Evaluation Center of E-House Real Estate Research Institute in 2019, 2020 and 2021.

We focus on developing residential housing and in recent years have expanded our scope of business to commercial property development, operations, and management. We offer three standardised product series, targeting first-time home buyers, second-time home buyers and recurrent home buyers. With approximately 20 years of experience in China's real estate industry and a regional expansion strategy, we had total attributable land bank of about 66.0 million sq.m. as at 30 June 2021 across five core economic zones in China, namely, the Yangtze River Delta, the Midwest China, the Bohai Economic Rim, West Coast Economic Zone and the Pearl River Delta, covering 155 cities of 25 provinces and municipalities.

### Disclaimer

All information contained in this newsletter is meant for your own reference only, and is not intend to, nor should it, constitute any investment advice. Any information contained in this newsletter, including those relating to contracted sales or land bank of Zhongliang Holdings Group Co. Ltd. (the "Group"), are management date without being audited. It may be subject to change as a result of changes in our development, sales and investment processes and may not be consistently reflected in our financial reports. The Group expressly disclaims any liability for any of your loss or damaged howsoever arising from or in reliance upon the contents of this newsletter.

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