

## Contracted Sales

**Achieved RMB13.8 bn contracted sales in January 2021, up 86% YoY and ranked 19<sup>th</sup> among developers**

- In January 2021, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB13.8 billion, representing a YoY increase of 86% with contracted GFA of approximately 1,107,000 sq.m., representing a YoY increase of 52%. Contracted average selling price was increased by 23% YoY to approximately RMB 12,500 per sq.m., the steadily increasing ASP reflected the fruitful impact from the Group's operating strategy of shifting to the second tier and strong third tier cities in recent years.
- Ranked 19<sup>th</sup> in "2021 CRIC's Top 100 Chinese Real Estate Enterprises", firmly retaining a position among Top 20 developers.

## News Updates

**Zhongliang Holdings Retaped US\$200 Million Senior Notes with More than 10x Over-subscription**

- On January 6, 2021, Zhongliang Holdings successfully retaped US\$200 million 9.5% senior notes due in July 2022. It was eventually oversubscribed by more than 10 times, with the peak order book exceeding US\$2.1 billion and the final interest rate settled at 8.625%. Among bond subscription investors, international professional investors and institutions accounted for more than 80%, affirming the market's recognition of the bonds and investment value of Zhongliang Holdings.

**Zhongliang Holdings Issued US\$250 Million Senior Notes with Interest Rate Down to a Historical Low of 7.5%**

- On 26 January, Zhongliang Holdings successfully issued US\$250 million senior notes due in 2022 at an interest rate of 7.5% per annum, down to a historical low, affirming investors' recognition in the Group. Fitch Ratings has assigned the senior notes a "B+" rating which is consistent with the Group's issuer rating. Fitch indicated that Zhongliang's rating is supported by its scale of contracted sales, which is comparable with "BB" category homebuilders.

**Zhongliang Holdings Awarded "Outstanding Chinese Issuer of Offshore Bonds - Real Estate Category"**

- On January 8, the "Golden 97" Chinese Offshore Bonds Global Summit 2020 jointly held by 97Caijing and Guotai Junan International concluded successfully in Shenzhen. The Summit attracted participation of over thousands of companies. Relying on its past performance growth, industry rankings, corporate governance, business model, market influence and outstanding performance in the capital market, as well as its high recognition in the bond capital market, Zhongliang Holdings was awarded "Outstanding Chinese Issuer of Offshore Bonds - the Real Estate Category".

## News Updates

(Cont'd)

### **Zhongliang Holdings Won “The 4th Excellent IR Best Capital Market Communication Award”**

- On January 20, Zhongliang Holdings won “The 4th Excellent IR Best Capital Market Communication Award” by maintaining good communication with buyers and sellers by providing comprehensive and accurate information, that received positive feedback from investors.



### **Zhongliang Holdings Won the “Best PR Team Award” of Golden Hong Kong Stocks for high recognition of its professional performance**

- On January 6, the “Zhitong Finance & Tonghuashun Capital Market Forum and the Fifth Golden Hong Kong Stock Awards Ceremony” jointly sponsored by Zhitong Finance and Tonghuashun Finance was held in Shenzhen. With excellent professional capabilities, Zhongliang Holdings successfully won the “Best PR Team Award”, reflecting the industry’s full affirmation of Zhongliang’s brand value communication, media relations and investor relations maintenance.



### **Zhongliang Holdings Awarded “2020 Real Estate Branding Breakthrough Award”**

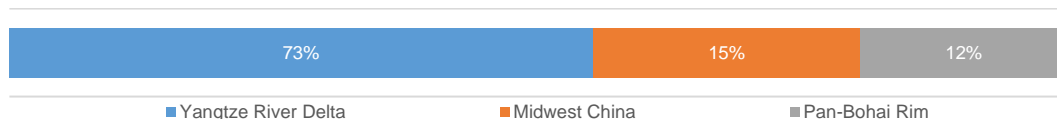
- On January 22, the 2021 Housing Rejuvenation Conference and Unbounded Brand Alliance Establishment Salon with the theme of "Good Housing and Boundless Life" organized by NetEase News was held in Shanghai. Zhongliang Real Estate stood out from many participating companies with its continuous improvement of brand strength, and successfully won the “2020 Real Estate Branding Breakthrough Award”.



## Land Acquisition

- In January 2021, the Group added a total of **6** land parcels, with an aggregate land premium of approximately RMB **3.5** 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 Acquisitions in January 2021</b>								
Plot on the northeast side of the intersection of Suxi Avenue and Longqi Road, Suxi Town	Yiwu	Third-tier	Zhejiang	Yangtze River Delta	150,020	47,709	124,043	12,094
Plot on the south side of Wenchang Road, Chengnan, Xinghua	Xinghua	Third-tier	Jiangsu	Yangtze River Delta	44,062	31,036	62,071	7,099
Block 2020-20, Northwest Area, Wuwei City, Wuhu	Wuhu	Third-tier	Anhui	Yangtze River Delta	58,000	81,041	137,770	4,210
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
P (2020) 01 Plot, Dongcheng District, Xiaogan	Xiaogan	Fourth-tier	Hubei	Midwest China	46,674	65,509	189,975	2,457
Phase II plot of Guobin No.1, Old Town, Enshi	Enshi	Fourth-tier	Hubei	Midwest China	4,829	16,942	55,909	864
<b>Total</b>					<b>346,585</b>	<b>364,502</b>	<b>716,486</b>	<b>4,837</b>

## Company profile

Headquartered in Shanghai, Zhongliang Holdings is a fast-growing real estate developer with annual contracted sales over RMB100 billion. We are rooted in the Yangtze River Delta with a national coverage. In 2019 and 2020, we were named as TOP 20 Real Estate Developer in China and ranked TOP 1 in terms of development potential by China Real Estate Association and E-house China R&D Institute China Real Estate Appraisal Center.

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 standardized 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 63 million sq.m. as at 30 June 2020. We have 504 property projects across five core economic zones in China, namely, the Yangtze River Delta, the Midwest China, the Pan-Bohai Rim, the Western Taiwan Straits and the Pearl River Delta, covering 149 cities of 23 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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