

Contracted sales

First 7 months contracted sales up 6% YoY to RMB 79.6 billion with ASP increased by 21% YoY to RMB 12,600 per sqm

- From January to July 2020, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB 79.6 billion, representing a YoY increase of approximately 6% and contracted GFA of approximately 6,343,650 sq.m., representing a YoY drop of approximately 12%. Contracted ASP was up 21% YoY to RMB 12,600 per sq.m due to upgrading to tier-2 cities and strong tier-3 cities with higher average selling prices.
- In July 2020, the Group achieved contracted sales of approximately RMB 11.9 billion, representing a YoY increase of approximately 6%; Contracted GFA was approximately 933,100 sq.m., representing a YoY drop of approximately 20%. The contracted ASP in July 2020 was approximately RMB 12,800 per sq.m.

News Updates

- Zhongliang Holdings keeps making progress while ensuring stability. The amount of contracted sales in the first 7 months was RMB79.6 billion, ranking 19th in CRIC's Top 200 Chinese Real Estate Enterprises by Sales, firmly retaining a position among Top 20.
- On July 6, Jefferies HK issued an initiation report on Zhongliang Holdings with a "Buy" and target price of HKD 8.9. Jefferies stated that Zhongliang is a national developer that mainly focuses on T2/3 cities (75% of landbank). The Group's strong execution, fast asset turnover and increasing landbank in T2 cities will re-accelerate its pre-sales growth to 25-30% y-y in 2021F. Coupled with its huge unbooked sales, Zhongliang is forecasted to deliver a 25% earnings CAGR and an attractive dividend yield of 10-17% in FY20-22F.
- On July 20, Zhongliang Holdings officially released its first Environmental, Social and Governance ("ESG") report to disclose its latest achievements in fulfilling social responsibilities in recent years to the public. The social responsibilities shouldered by Zhongliang become increasingly greater as it is expanding. Zhongliang hopes to communicate the company's efforts and practices in ESG through the first ESG report. Zhongliang has developed a comprehensive environmental protection policy and promote multiple environmental protection measures with emphasis on the product concept of "Culture, Comfort, Health, Greenness, Technology". According to the report, as of December 31, 2019, a total of 275 projects were certified or rated as green buildings and the GFA of green buildings reached 44.46 million sq.m.
- Zhongliang has kept its original aspiration in the mind, actively assuming social responsibilities and continuously promoting public welfare undertakings in various fields such as education support, targeted poverty alleviation and so on. Severe floods occurred in the Yangtze River, Huaihe River and other drainage basins in China in this summer and the flood control is very challenging. Zhongliang actively donated money and provided disaster relief, delivered supplies to the people on the front line of flood control and positively helped farmers solve the problem of unsalable agricultural products.

Land acquisition

- From January to July 2020, the Group added a total of **74** land parcels, with an aggregate land premium of approximately RMB **47** 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.)
Land Acquisitions in July 2020								
Lot KCJ2020-24, Economic Development Zone, Kunming	Kunming	Second-tier	Yunnan	Midwest China	34812	50410	141147	2466
Plot of Puhu Community, Shifan Street, No. 2020002, Yueqing	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	38000	26686	83851	5696
Plot on the east side of Huajin South Road, Yijiang District, Wuhu	Wuhu	Third-tier	Anhui	Yangtze River Delta	72999	63050	126101	5789
2020 Taorang (hanging) Lot 48, Taojiang County, Yiyang	Yiyang	Third-tier	Hunan	Midwest China	22429	57822	173467	1293
72 acres of land in the second phase of Hedong New District, Suining	Suining	Third-tier	Sichuan	Midwest China	25492	48282	72423	3520
Yindi (G)[2020]-10 Lot, Jinfeng District, Yinchuan	Yinchuan	Third-tier	Ningxia	Midwest China	50571	93715	168681	2998
Plot of Xingfu Road, Hanting District, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	32974	95576	206635	1596
The plot on the south side of Dingxiang Road and the east side of Tongzhihe East Road, Zhonglou District, Changzhou	Changzhou	Third-tier	Jiangsu	Yangtze River Delta	101900	49911	99822	10208
Plot 2019-028, Decheng District, Dezhou	Dezhou	Third-tier	Shandong	Pan-Bohai Rim	23945	20857	50058	4783
Commercial and residential plot No. LYTD-2020-28, Guangwu Avenue, Yibin District, Luoyang	Luoyang	Third-tier	Henan	Midwest China	85723	92876	278627	3077
2020-C-6, Chengdi, Xinqiao Town, Jiangyin City, Jiangsu Province	Jiangyin	Third-tier	Jiangsu	Yangtze River Delta	50984	63132	138890	3671
2020-C-7 Chengdi, Xinqiao Town, Jiangyin City, Jiangsu Province	Jiangyin	Third-tier	Jiangsu	Yangtze River Delta	33680	29085	87255	3860
Lot 2020-3, Tian'an South Road, Quanzhou	Quanzhou	Third-tier	Fujian	Western Taiwan Straits	34600	9807	38195	12630
Putian Huangshi PS Auction 2020-14 Lot	Putian	Third-tier	Fujian	Western Taiwan Straits	17300	28127	77311	2929
TD2020(NH)WG0020 plot on the west side of Qiaojin Road and the south side of Qiaoyu Road, Xiqiao Town, Nanhai District, Foshan	Foshan	Third-tier	Guangdong	Pearl River Delta	41,280	21,861	86,894	6,744
P(2020) 018 Plot, Wude District, Jingzhou	Jingzhou	Fourth-tier	Hubei	Midwest China	40500	34178	119623	3386
Yushan Chengdong DED2020046 plot	Yushan	Fourth-tier	Jiangxi	Western Taiwan Straits	18350	39824	55753	3291
Ningguo City East Block Xinning Middle Northwest Block	Ningguo	Fourth-tier	Anhui	Yangtze River Delta	30323	54932	109865	2760
Land Acquisitions From January to June 2020								
Plot 212, Future Science and Technology City, Yuhang District, Hangzhou	Hangzhou	Second-tier	Zhejiang	Yangtze River Delta	490,154	97,535	214,577	22,843
No. 2017-3, Huayuan Street, Kecheng District, Quzhou	Quzhou	Third-tier	Zhejiang	Yangtze River Delta	39,650	43,329	73,659	5,383
Block C of Lukang North Plant	Jining	Third-tier	Shandong	Pan-Bohai Rim	19,843	30,716	61,433	3,230
Plot on the east side of Heyi Road, Higher Education Park, Huaian	Huaian	Third-tier	Jiangsu	Yangtze River Delta	35,380	68,362	150,397	2,352
Plot DEA2019159 in Shangrao City Center	Shangrao	Fourth-tier	Jiangxi	Western Taiwan Straits	71,250	53,928	129,427	5,505
Lot 2 of Huahua Avenue, Fancheng District, Xiangyang	Xiangyang	Third-tier	Hubei	Midwest China	2,897	5,517	12,138	2,386
Lot [2019] 86, High-tech Zone, Xiangyang	Xiangyang	Third-tier	Hubei	Midwest China	26,769	29,496	79,639	3,361
Plot No. [2019] 16, Western Section in National Land, Hanshan	Ma'anshan	Fourth-tier	Anhui	Yangtze River Delta	12,847	43,698	74,287	1,729
No. 034 (2019), Gong'an County, Jingzhou	Jingzhou	Fourth-tier	Hubei	Midwest China	19,080	44,367	110,917	1,720
Plots on the north side of Shunyu Road and the west side of Jinsheng North Road in Yuyao City, Ningbo	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	29,375	41,533	124,599	1,823
Land No.YB-08-D15 at Yongzhong, Yongqiang North Zone, Longwan	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	110,430	57,018	150,528	7,336
Plots T8-2-4-1 and T8-1-11 in Tangxia, Ruian City, Wenzhou	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	94,611	56,885	154,838	6,110
JCR2020-13 (Xinhui 05), Jiangmen	Jiangmen	Third-tier	Guangdong	Pearl River Delta	51,552	29,911	74,778	6,894
Intersection plot of South Shundi Road and Hibiscus Road, New Town, Ningyuan County, Yongzhou	Yongzhou	Fourth-tier	Hunan	Midwest China	12,000	48,643	150,793	796
147-acre Bai He Plot, Longquanyi District, Chengdu	Chengdu	Second-tier	Sichuan	Midwest China	120,055	98,084	176,552	6,800
Lot south of Jiganghuai Road and east of Yucai Road, Changfenggang District, Hefei City	Hefei	Second-tier	Zhejiang	Yangtze River Delta	62,759	62,635	112,743	5,567
Plot B, Qingfeng, Liangxi District, Wuxi	Wuxi	Second-tier	Jiangsu	Midwest China	61,380	27,099	60,008	13,324
Plot on Shilin 3rd Road, Jimo District, Qingdao	Qingdao	Second-tier	Shandong	Pan-Bohai Rim	86,923	106,628	213,256	4,076
Plots XXFD-JM02-135 & 139 (commercial) in Fengdong New Town, Xixian New District, Xi'an	Xi'an	Second-tier	Shanxi	Midwest China	69,100	65,529	163,383	4,229
Plot JK202001 by Nanyang Lake, Hefei Economic and Technological Development Zone, Hefei	Hefei	Second-tier	Anhui	Yangtze River Delta	272,476	133,078	266,155	10,238
Plot G2019-96 in Nanyang Hi-tech Industrial Development Zone, Nanyang	Nanyang	Third-tier	Henan	Midwest China	42,499	48,974	122,435	3,471

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Plot J.B.K.(G)2019-5 in Binhai New Area, Tianjin	Tianjin	Second-tier	Tianjin	Pan-Bohai Rim	135,280	46,030	129,122	10,477
Plot DH2019-24 in Crystal Town, Donghai County	Yancheng	Third-tier	Jiangsu	Yangtze River Delta	44,398	60,678	133,492	3,326
Plot 1 to the west of Fuyuan 2nd Road, Zaozhuang National High-tech Industrial Development Zone, Zaozhuang	Zaozhuang	Third-tier	Shandong	Pan-Bohai Rim	42,970	69,866	153,705	2,796
Plot J.B.B.(G)2019-19 in Tianjin Airport Economic Zone, Tianjin	Tianjin	Second-tier	Tianjin	Pan-Bohai Rim	192,000	103,962	166,340	11,543
Plots 2020-1 and 2020-2 in Nanxin District, Qingyang County	Chizhou	Fourth-tier	Anhui	Yangtze River Delta	34,220	75,279	150,558	2,273
Plot 2020-005 in Wangcheng District, Changsha	Changsha	Second-tier	Hunan	Midwest China	55,277	92,118	276,353	2,000
Plot K1-9-1/07 in Zone K, Nanping Group, Nan'an District, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	133,102	103,501	207,002	6,430
Plot 3, Huishan Chengtie Business District, Wuxi	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	25,600	15,020	39,051	6,556
North Lot of Shazhou West Road, Zhangjiagang, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	96,219	54,494	108,989	8,828
Plot 2019G-131, Jianshe Road, Gangbei District, Guigang	Guigang	Fourth-tier	Guangxi	Midwest China	20,020	32,760	131,038	1,528
Plots north of Fengyang Road and west of Shengtang Road, Yangchenghu Town, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	78,148	49,035	88,263	8,854
Lot J04 by Longquan Corporation, Renhe Zutuan, Liangjiang New Area, Chongqing	Chongqing	Second-tier	Chongqing	Midwest China	20,600	12,400	37,200	5,538
Plot CC09-01-16a, CC09-01-16b in Jiangbei District, Ningbo	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	51,814	48,784	75,311	6,880
Lot 2019-42, Tianping Lake Area, Western area of Taian	Taian	Third-tier	Shandong	Pan-Bohai Rim	40,274	65,000	130,000	3,098
Lot 2020-01 in Xialinzhongtan, PS bid-, South Putian	Putian	Third-tier	Fujian	Western Taiwan Straits	79,400	41,857	92,685	8,567
Lot 2020003, West of Central Yulong Road, Yuquan District, Hohhot	Hohhot	Third-tier	Inner Mongolia	Midwest China	18,238	35,656	71,311	2,557
Lot Xiayangyan, Dayang Subdistrict, Linhai	Taizhou	Third-tier	Zhejiang	Yangtze River Delta	65,100	37,264	81,981	7,941
Lot at the southeastern corner, intersection of Yuanqiao Road and No. 1 Guihua Road, Huashan District, Ma'anshan	Ma'anshan	Fourth-tier	Anhui	Yangtze River Delta	57,600	90,056	198,123	2,907
Lot in the southwestern side of Hengqiang Bridge, Central Huangshan	Huangshan	Third-tier	Anhui	Yangtze River Delta	28,669	34,755	62,559	4,583
Lot No. HD-2020-03-1, Fuxing District, Handan	Handan	Third-tier	Hebei	Pan-Bohai Rim	37,800	73,012	197,133	1,917
Lot 2020-J-WY-03, Wuyi New Area, Nanping	Nanping	Third-tier	Fujian	Western Taiwan Straits	28,500	41,737	75,125	3,794
Plot on the east side of Wanshou South Road, Chengnan Plate, Rugao	Nantong	Third-tier	Jiangsu	Yangtze River Delta	92,390	76,482	183,557	5,033
Plot WG2020-304 of Xinyang High-tech Zone	Xinyang	Third-tier	Henan	Midwest China	41,198	95,855	239,636	1,719
Public transfer part of Lot 05-01, Xincheng West Unit, Ruian	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	12,101	6,882	36,634	3,303
Block B-14, Nanhu Lake, Chabai Area, Wenzhou	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	165,637	43,726	122,868.9	13,481
Commercial land plot on the east side of Shuangze Road, south of Zhenze South Road, Zhenze Town, Wujiang District, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	53,521	84,020	140,692	3,804
Lot CF202009, Shuangdun Town, Changfeng County	Hefei	Second-tier	Anhui	Yangtze River Delta	48,026	44,405	79,929	6,008
Plot of Urban Village Reconstruction Project of Rentian Village, Qiaotou Town, Yongjia County, Wenzhou	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	39,467	30,100	90,300	4,371
Block AB, North of Anshun Gas, Yanshan New District, Liyang	Liyang	Third-tier	Jiangsu	Yangtze River Delta	96,780	89,426	160,967	6,011
Changfu Lot No. 2020P07 in Chengdong District of Zhangzhou	Zhangzhou	Third-tier	Fujian	Western Taiwan Straits	139,600	82,551	214,632	6,504
Plot No. 06-1, YXTC (2006), Hongta District, Yuxi City	Yuxi	Third-tier	Yunnan	Midwest China	53,300	49,450	98,900	5,389
Plot No. 3 of Furong New City, Changtu Net, Wuling District, Changde	Changde	Third-tier	Hunan	Midwest China	68,100	106,998	288,007	2,365
Lot C-29, Lengshuitan District, Yongzhou City	Yongzhou	Fourth-tier	Hunan	Midwest China	19,246	35,152	123,032	1,564
Bengbu Bengshan Bengshan (2019) No. 65	Bengbu	Fourth-tier	Anhui	Yangtze River Delta	62,742	123,251	246,502	2,545
Lot No. 2020-17.18 in Jieshou Old Town	Jieshou	Fourth-tier	Anhui	Yangtze River Delta	31,226	78,172	156,345	1,997
Total					4,695,454	4,202,830	9,564,540	4,909

Company profile

Headquartered in Shanghai, based in the Yangtze River Delta Economic Region with a national footprint, Zhongliang Holdings is a fast - growing comprehensive nationwide real estate developer with 100 billion contracted sales. In 2020, we are recognized 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 the development of residential properties and strive to become one of the leading comprehensive real estate developers in China.

We principally focus on developing quality residential properties and offers 3 standardized product series, targeting first-time purchasers, first-time upgraders and recurrent upgraders. By virtue of approximately 20 years of experience in China's real estate industry and regional expansion strategy, we have total attributable land bank of about 57 million sq.m as at 31 December 2019. By the end of December 2019, we have a product portfolio of 458 projects across five core economic zones in China, namely, Yangtze River Delta, the Midwest China, the Pan-Bohai, the Western Taiwan Straits and the Pearl River Delta, covering 142 cities in 23 provinces and municipalities.

Disclaimer

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