

## **Contracted Sales**

### **Market shows signs of recovery with May contracted sales increased by 64% MoM to RMB15.1bn, while first five months contracted sales was RMB 43.0bn**

- In May 2020, the Group achieved contracted sales of approximately RMB15.1 billion, representing a MoM increase of 64% and a YoY increase of approximately 3%. Contracted GFA achieved approximately 1,450,400 sq.m., representing a YoY drop of approximately 7%. The contracted ASP was approximately RMB 10,400 /sq.m.
- From January to May 2020, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB43.0 billion, representing a YoY drop of approximately 18% and contracted GFA of approximately 3,877,400 sq.m., representing a YoY drop of approximately 20%; contracted ASP was approximately RMB11,100/sq.m.

## **News Updates**

- "The Forbes Global 2000", one of the most influential global rankings published its 2020 results on 13 May, 2020. Leveraging its solid results performance with outstanding growth and quality development after listing, Zhongliang Holdings is included in the global rankings for the first time with ranking of 1,211th , it ranked the 2nd among newly included enterprises from Mainland China.
- On 26 May, China Real Estate Association and CRIC China Real Estate Evaluation Center jointly released "2020 China Real Estate Listed Companies Appraisal Results ". With its steady growth and excellent performance in the capital market, Zhongliang holdings awarded "2020 China Real Estate Listed Top 30 in Companies Comprehensive Strength" and "2020 China Real Estate Listed Companies Top 5 in Operating Performance.
- "XIAN·ZHONGLIANG THE ONE MANSION" was awarded the 2019 Architecture Award from Outstanding Property Award London (OPAL) by the world's prestigious Farmani Group. The recognition reflects market recognition of the Group's product quality with gradually enhanced the exposures in higher-tier cities.

## Land Acquisition

From January to May in 2020, the Group added a total of **44** land parcels, with an aggregate land premium of approximately RMB 31.5 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 May 2020</b>								
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, West 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	Linhai	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 Hengjiang 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 City	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
<b>Land Acquisitions From January to April 2020</b>								
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 City	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 Development Zone	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 City	Xiangyang	Third-tier	Hubei	Midwest China	2,897	5,517	12,138	2,386
Lot [2019] 86, High-tech Zone, Xiangyang City	Xiangyang	Third-tier	Hubei	Midwest China	26,769	29,496	79,639	3,361
Plot No. [2019] 16, Western Section in National Land, Hanshan County No. 034 (2019), Gong'an County, Jingzhou City	Ma'anshan	Fourth-tier	Anhui	Yangtze River Delta	12,847	43,698	74,287	1,729
Plots on the north side of Shunyu Road and the west side of Jinsheng North Road in Yuyao City, Ningbo	Jingzhou	Fourth-tier	Hubei	Midwest China	19,080	44,367	110,917	1,720
Land No.YB-08-D15 at Yongzhong, Yongqiang North Zone, Longwan	Yuyao	Third-tier	Zhejiang	Yangtze River Delta	29,375	41,533	124,599	1,823
Plots T8-2-4-1 and T8-1-11 in Tangxia, Ruian City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	110,430	57,018	150,528	7,336
JCR2020-13 (Xinhui 05), Jiangmen City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	94,611	56,885	154,838	6,110
Intersection plot of South Shundi Road and Hibiscus Road, New Town, Ningyuan County, Yongzhou City	Jiangmen	Third-tier	Guangdong	Pearl River Delta	51,552	29,911	74,778	6,894
147-acre Bai He Plot, Longquanyi District, Chengdu City	Yongzhou	Fourth-tier	Hunan	Midwest China	12,000	48,643	150,793	796
Lot south of Jiganghuai Road and east of Yucai Road, Changfenggang District, Hefei City	Chengdu	Second-tier	Sichuan	Midwest China	120,055	98,084	176,552	6,800
	Hefei	Second-tier	Zhejiang	Yangtze River Delta	62,759	62,635	112,743	5,567

(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.)
Plot B, Qingfeng, Liangxi District, Wuxi City	Wuxi	Second-tier	Jiangsu	Midwest China	61,380	27,099	60,008	13,324
Plot on Shilin 3rd Road, Jimo District, Qingdao City	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	Second-tier	Shanxi	Midwest China	69,100	65,529	163,383	4,229
Plot JK202001 by Nanyan Lake, Hefei Economic and Technological Development Zone	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 City, approved by an official document of Nanyang City (W.G.H.)	Nanyang	Third-tier	Henan	Midwest China	42,499	48,974	122,435	3,471
Plot J.B.K.(G.)2019-5 in Binhai New Area, Tianjin City	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	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	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 City	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 District	Chongqing	Second-tier	Chongqing	Midwest China	133,102	103,501	207,002	6,430
Plot 3, Huishan Chengtie Business District, Wuxi City	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	25,600	15,020	39,051	6,556
North Lot of Shazhou West Road, Zhangjiagang City	Zhangjiagang	Third-tier	Jiangsu	Yangtze River Delta	96,219	54,494	108,989	8,828
Plot 2019G-131, Jianshe Road, Gangbei District, Guigang City	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
<b>Total</b>					<b>3,149,848</b>	<b>2,548,566</b>	<b>5,691,135</b>	<b>5,535</b>

## 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:

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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