

Contracted Sales

First ten months contracted sales increased by 14% to RMB 130.7 bn while contracted ASP increased to RMB 12,500 per sq.m., firmly retaining a position among Top 20 developers

- From January to October 2020, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB 130.7 billion, representing a YoY increase of 14% and contracted GFA amounted to approximately 10,424,100 sq.m, representing a YoY drop of 5%. Contracted ASP was increased by 20% to RMB 12,500 per sq.m. The Group's 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 20th in CRIC's Top 200 Chinese Real Estate Enterprises by first 10 months sales, firmly retaining a position among Top 20 developers
- In October 2020, the Group achieved contracted sales of approximately RMB 16 billion, representing a YoY increase of 14%. Contracted GFA decreased by 3% to approximately 1,256,200 sq.m with contracted ASP increased by 17% to approximately RMB 12,700 per sq.m.

News Updates

- On 21 October, Zhongliang Holdings issued US\$200 million senior notes due 2022. The initial price guideline was 10.5%, and the final price set at 9.5%, representing a significant decrease against 11.5%, the price of the first two-year USD senior note issued in 2019. The peak orderbooks reached over US\$1.4 billion, reflecting the highly recognition of international investors. Since its listing, Zhongliang Holdings' offshore bond issuance totaled US\$1.1 billion (excluding the bond issuance this time), and the prices have shown an overall downward trend.
- On 23 October, "Starting from the heart, creating the future", Zhongliang 4.0 product release was held in Shanghai. More than 300 people have participated the superior event, including the Chairman of Zhongliang Holdings, the management in real estate segment, representatives of partners and media friends. In the post-epidemic era, people pay more attention to the all-age multifunctional communities based on health, greenness, wisdom and safety. Based on the analysis of property-owners' needs and future trends, Zhongliang 4.0 product once again clarified the product concept of "people-oriented". Starting from the three dimensions of "scene iteration", "health exploration" and "wisdom empowerment", and based on the sample of "9+N Community beauty module", Zhongliang 4.0 product has completed 113 specialized advancement, giving customers the ultimate experience of a better life. At present, Zhongliang 4.0 product has been initially launched in Tianjin, Chengdu, Qingdao, Changzhou and other cities, and will be promoted nationwide in the future.



News Updates

(Cont'd)

- In early October, the brand-new “Lion Cub Liang” finally met everyone, accompanying you all the way forward as the IP of Zhongliang. In the future, the lovely Lion Cub Liang will meet you on different occasions, continuing to follow the footsteps of “Zhongliang Book Reading” to travel around the country and send warmth to the places in need; probably showing up for communities in various places to surprise and bring benefits to customers. Lion Cub Liang will walk with you together in the forthcoming future.



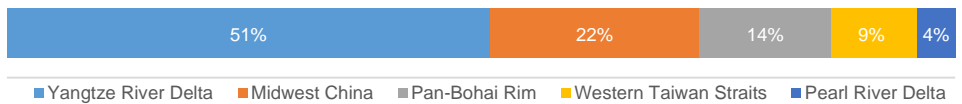
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Lion Cub Liang

Land acquisition

- From January to October in 2020, the Group added a total of **101** land parcels, with an aggregate land premium of approximately RMB **62** 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 From January to October 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 T8-2-4-1 and T8-1-11 in Tangxia, Ruian City, Wenzhou	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	29,375	41,533	124,599	1,823
Land No.Y8-08-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 Nanyan 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
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

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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.)
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	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	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
Lot KCJ2020-24, Economic Development Zone, Kunming	Kunming	Second-tier	Yunnan	Midwest China	34,182	50,410	141,147	2,466
Plot of Puhu Community, Shifan Street, No. 2020002, Yueqing	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	38,000	26,686	83,851	5,696
Plot on the east side of Huajin South Road, Yijiang District, Wuhu	Wuhu	Third-tier	Anhui	Yangtze River Delta	72,999	63,050	126,101	5,789
2020 Taorang (hanging) Lot 48, Taojiang County, Yiyang	Yiyang	Third-tier	Hunan	Midwest China	22,429	57,822	173,467	1,293
72 acres of land in the second phase of Hedong New District, Suining	Suining	Third-tier	Sichuan	Midwest China	25,492	48,282	72,423	3,520
Yindi (G)[2020]-10 Lot, Jinfeng District, Yinchuan	Yinchuan	Third-tier	Ningxia	Midwest China	50,571	93,715	168,681	2,998
Plot of Xingfu Road, Hanting District, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	32,974	95,576	206,635	1,596
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	101,900	49,911	99,822	10,208
Plot 2019-028, Decheng District, Dezhou	Dezhou	Third-tier	Shandong	Pan-Bohai Rim	23,945	20,857	50,058	4,783
Commercial and residential plot No. LYTD-2020-28, Guangwu Avenue, Yibin District, Luoyang	Luoyang	Third-tier	Henan	Midwest China	85,723	92,876	278,627	3,077
2020-C-6, Chengdi, Xinqiao Town, Jiangyin City, Jiangsu Province	Jiangyin	Third-tier	Jiangsu	Yangtze River Delta	50,984	63,132	138,890	3,671
2020-C-7 Chengdi, Xinqiao Town, Jiangyin City, Jiangsu Province	Jiangyin	Third-tier	Jiangsu	Yangtze River Delta	33,680	29,085	87,255	3,860
Lot 2020-3, Tian'an South Road, Quanzhou	Quanzhou	Third-tier	Fujian	Western Taiwan Straits	34,600	9,807	38,195	12,630
Putian Huangshi PS Auction 2020-14 Lot	Putian	Third-tier	Fujian	Western Taiwan Straits	17,300	28,127	77,311	2,929
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	40,500	34,178	119,623	3,386
Yushan Chengdong DED2020046 plot	Yushan	Fourth-tier	Jiangxi	Western Taiwan Straits	18,350	39,824	55,753	3,291
Ningguo City East Block Xinning Middle Northwest Block	Ningguo	Fourth-tier	Anhui	Yangtze River Delta	30,323	54,932	109,865	2,760
Plot D-4-14, Qianku Town (Plot C-1-08A)	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	17,215	42,688	139,901	1,483
Sanjiangkou Lot 2020-35, Cangshan District, Fuzhou	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	121,000	37,140	112,336	14,165
2020WR028 Plot, Wangniudun Town, Dongguan	Dongguan	Second-tier	Guangdong	Pearl River Delta	14,339	6,848	21,341	10,469
Plot 15-3 (government bidding and listing), New District, Cangnan County, Wenzhou	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	108,240	42,634	93,796	11,540
DAJ2020023 Block, Nanchang County, Nanchang	Nanchang	Second-tier	Jiangxi	Western Taiwan Straits	60,708	49,780	109,510	5,543
Plot HGT-16-05, Municipal Administrative Center Section of Mengzi	Mengzi	Third-tier	Yunnan	Midwest China	17,778	45,468	136,402	1,303
Plot of Yifeng Corduroy Factory in Fushan District, Yantai	Yantai	Third-tier	Shandong	Pan-Bohai Rim	33,530	42,678	85,356	3,928
46 acres of land in the old town of Suining	Suining	Third-tier	Sichuan	Midwest China	26,802	30,808	92,424	2,900
West of Yinshan Road and North of Zhujiang Road, Tongshan District, Xuzhou	Xuzhou	Third-tier	Jiangsu	Yangtze River Delta	248,640	142,721	313,987	7,919
Zibo High-tech Zone 2017 (incremental)-Kai 019 plot	Zibo	Third-tier	Shandong	Pan-Bohai Rim	25,298	42,520	123,308	2,052
Bengbu High-speed Rail Plate (2020) No. 24	Bengbu	Fourth-tier	Anhui	Yangtze River Delta	39,500	67,781	135,563	2,914
157 acres of land, No. 15-01-A15-01-B, Zhaochu, Zhaotong	Zhaotong	Fourth-tier	Yunnan	Midwest China	49,618	104,459	313,377	1,583
Lot 045, Changsha County, Changsha	Changsha	Second-tier	Hunan	Midwest China	119,250	80,802	242,405	4,919
Blocks of East Jinghu East Road and West Shili West Road, Quanshan District, Xuzhou	Xuzhou	Third-tier	Jiangsu	Yangtze River Delta	91,200	39,574	110,410	8,260
Plot 2019-025, Decheng District, Texas	Texas	Third-tier	Shandong	Pan-Bohai Rim	66,045	52,866	142,739	4,627
Cangzhou Huanghua No. 3 Lot A in 2020	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	30,340	58,892	117,607	2,576
Lot B-08-02, North of Area A, Old Railway Station Area, Old Jiaotong University, Lunan District, Tangshan	Tangshan	Third-tier	Hebei	Pan-Bohai Rim	68,006	56,111	67,333	10,100
Lot B-07-02, North of Area A, Old Railway Station Area, Old Jiaotong University, Lunan District, Tangshan	Tangshan	Third-tier	Hebei	Pan-Bohai Rim	22,956	16,892	30,405	7,550

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Plot E06-02 of High-speed Rail, New Town, Chifeng	Chifeng	Third-tier	Nei Mongol	Midwest China	54,774	53,678	118,092	4,638
High-speed rail GTD-02-05 plot in Songshan District, Chifeng	Chifeng	Third-tier	Nei Mongol	Midwest China	19,881	26,547	61,057	3,256
72 acres of land in Jingan Road, Jingbian County, Yulin	Yulin	Third-tier	Shaanxi	Midwest China	6,500	48,302	135,246	481
Block 2020-50, Chengnan New District, Linquan County	Fuyang	Fourth-tier	Anhui	Yangtze River Delta	20,970	53,359	117,339	1,787
92 acres of plot of bamboo garden in Xindu District, Chengdu	Chengdu	Second-tier	Sichuan	Midwest China	81,546	61,221	122,441	6,660
Block D-6-1-2, Shangwangpian, Central Group, Ruian	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	26,142	9,655	35,983	10,028
Part of G-a13 plot in downtown area of Yueqing	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	12,468	6,933	18,979	8,427
Plot G28-2020-0083, Xierwei, Nanlang Town (Starting Area of Cuiheng New District), Zhongshan	Zhongshan	Third-tier	Guangdong	Pearl River Delta	113,600	103,770	406,428	11,772
Lot F3-14, Xingzhi South Road, Yan'an New District	Yan'an	Fourth-tier	Shaanxi	Midwest China	12,943	39,507	47,408	2,730
Total					6,204,743	5,566,461	13,015,714	4,767

Company profile

Headquartered in Shanghai, Zhongliang Holdings is a fast-growing real estate developer with RMB100 billion's worth of annual contracted sales. 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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