

Contracted Sales

Achieved RMB114.5B in First Ten Months of 2019, up approx. 40% YoY Completed 88% of Full Year Sales Target

- From January to October 2019, the Group achieved contracted sales (including those from joint ventures and associated companies) of approximately RMB114.5 billion, representing a YoY increase of approximately 40% and contracted GFA of approximately 10,949,500 sq.m., representing a YoY increase of approximately 36%. From January to October 2019, contracted ASP was approximately RMB10,500 /sq.m.
- In October 2019, the Group achieved contracted sales of approximately RMB14.0 billion, representing a YoY increase of approximately 79% and contracted GFA of approximately 1,291,600 sq.m., representing a YoY increase of approximately 31%. The contracted ASP amounted to approximately RMB10,800 /sq.m.

Land Acquisition

From January to October in 2019, the Group added a total of 115 land parcels, with an aggregate land premium of approximately RMB59.2 billion.

Land Acquisition for First Ten Months- By Economic Region



■ Yangtze River Delta ■ Midwest China ■ Western Taiwan Straits ■ Pan-Bohai Rim

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.)
New Land Acquisitions in October 2019								
Land no. HS17-03-09 at Haishu District, Ningbo City	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	258,134	51,215	148,524	17,380
Land at Phase 1, Shushiyong No. 1, Lvshunkou District, Dalian City	Dalian	Second-tier	Liaoning	Pan-Bohai Rim	36,727	61,894	107,445	3,418
Land no. L02-02/02 at the south of Chang'an Avenue, Dianjiang County, Chongqing City	Chongqing	Second-tier	Chongqing	Midwest China	32,633	164,816	296,669	1,100
Land no. SG-1961 at Xiaodian District, Taiyuan City	Taiyuan	Second-tier	Shanxi	Midwest China	29,845	13,901	69,504	4,294
Land no. FT1911 at Old Town District, Fanchang County	Wuhu	Third-tier	Anhui	Yangtze River Delta	27,420	76,785	153,570	1,786
Land no. 2 at Laojie Organic Renewal Phase I, Ersanli Street, Yiwu	Yiwu	Third-tier	Zhejiang	Yangtze River Delta	98,720	49,097	147,290	6,702
Land E at Lukang North Plant Area	Jining	Third-tier	Shandong	Pan-Bohai Rim	24,540	37,431	82,348	2,980
Land no. 081 at Gao Xin District, Ankang City	Ankang	Fourth-tier	Shaanxi	Midwest China	49,430	116,733	245,139	2,016
Land no. Bang Gua (2019) 50 at Huai Shang District, Bangbu City	Bangbu	Fourth-tier	Anhui	Yangtze River Delta	23,294	56,469	112,938	2,063
Land P(2019) 126, West Lake Road, west of Tianmen City	Tianmen	Fourth-tier	Hubei	Midwest China	10,648	46,483	120,856	881

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Land Acquisitions from January to September 2019								
Land No.2018-089 at Qingzhou, Weifang	Weifang	Third-tier	Shandong	Pan-Bohai Rim	3,078	25,651	51,276	600
Land at Northeast of Intersection of Shangfo Road and Sitong Road, Shangxi Town, Yiwu	Jinhua	Third-tier	Zhejiang	Yangtze River Delta	22,080	24,424	53,733	4,109
Land No.15 at Mingyue Xincheng, Jiangyou	Mianyang	Third-tier	Sichuan	Midwest China	15,161	63,171	189,513	800
Land No.06 at Yuzhou Commercial Circle, Chengnan	Quanzhou	Third-tier	Fujian	Western Taiwan Straits	15,800	26,195	68,107	2,320
Xinqu, Huian City								
Land No.2018-32 at West of Qifeng Avenue, Fangcheng	Nanyang	Third-tier	Henan	Midwest China	11,473	49,990	124,975	918
Residential Land No.1 at South Zone YH02, Futuristic City	Hangzhou	Second-tier	Zhejiang	Yangtze River Delta	39,109	26,094	28,703	13,625
Land No. GC2018-137 at Yongning District, Nanning City	Nanning	Second-tier	Guangxi	Midwest China	20,549	25,091	75,272	2,730
Land No.BXE036-0613, Yuhuan Xincheng	Taizhou	Third-tier	Zhejiang	Yangtze River Delta	51,200	70,000	105,000	4,876
Land No.0408 at Jinzhou Wan, Jinzhou District, Dalian	Dalian	Second-tier	Liaoning	Pan-Bohai Rim	22,620	67,287	91,510	2,472
Land No.2019-3 at West of Lu'an City	Lu'an	Third-tier	Anhui	Yangtze River Delta	16,440	58,177	104,719	1,570
Land (in area of 77.8 mu) at West of Xuefu Road, Xincheng District, Anyi County, Nanchang	Nanchang	Second-tier	Jiangxi	Western Taiwan Straits	29,130	51,893	103,786	2,807
Land No. 2018 (Jing) D Suyu at Suqian	Suqian	Third-tier	Jiangsu	Yangtze River Delta	39,205	61,047	152,617	2,569
Land No.[2019] 001 at Changsha County, Changsha City	Changsha	Second-tier	Hunan	Midwest China	33,708	87,316	165,900	2,032
Land No.2018-017 at Dazhangzhuang, Beichen District, Tianjin City	Tianjin	Second-tier	Tianjin	Pan-Bohai Rim	44,576	62,087	103,133	4,322
Land No.2018-018 at Dazhangzhuang, Beichen District, Tianjin City	Tianjin	Second-tier	Tianjin	Pan-Bohai Rim	34,500	54,988	89,311	3,863
Land (in area of 24 mu) at Jingkainan District, Suining	Suining	Third-tier	Sichuan	Midwest China	9,748	16,006	35,214	2,768
Land at South of Kangyuan Road, Xiangcheng Avenue East, Xiangcheng District, Suzhou	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	141,190	47,434	104,355	13,530
Land at South of Wangjiang Road, Binjiang Xincheng, Jingjiang	Taizhou	Third-tier	Jiangsu	Yangtze River Delta	59,800	73,286	131,915	4,533
Land No.CF201901 at Fengji Town, Changfeng County	Hefei	Second-tier	Anhui	Yangtze River Delta	67,542	69,271	124,687	5,417
Project (in area of 153 mu) at Liguang Street, Qinhan Xincheng, Xihan New District	Xi'an	Second-tier	Shaanxi	Midwest China	61,000	102,289	173,892	3,508
Land at East of Qingdao Road, Laixi City	Qingdao	Second-tier	Shandong	Pan-Bohai Rim	9,368	35,097	98,851	948
Land No. Gua Gao Zi [2019] 012 at Chentu, Beihu District, Chenzhou City	Chenzhou	Third-tier	Hunan	Midwest China	20,000	70,075	185,698	1,077
Land No.GTP-2017-11 Gaoxin District, Changzhou City	Changzhou	Third-tier	Hebei	Pan-Bohai Rim	59,000	69,928	153,841	3,835
Land at Kunsheng Xiaobang, Jiubao, Hangzhou	Hangzhou	Second-tier	Zhejiang	Yangtze River Delta	34,730	-	16,382	21,200
Land No.E1903 at Yaohai District, Hefei	Hefei	Second-tier	Anhui	Yangtze River Delta	92,848	59,233	118,466	7,838
Land No.C-14-2/03, Zone C, Lijiazutuan, Banan District, Chongqing City	Chongqing	Second-tier	Chongqing	Midwest China	8,950	7,391	14,782	6,055
Land No.2018G66 at Shangfang, Jiangning District, Nanjing City	Nanjing	Second-tier	Jiangsu	Yangtze River Delta	73,000	24,217	60,544	12,057
Land at North of Laodongzhong Road and West of Youyi Road, Tianshan District, Changzhou City	Changzhou	Third-tier	Jiangsu	Yangtze River Delta	108,000	61,134	134,495	8,030
Land No. Yi Tu Wang Pa Zi (2019) 07 at Gaoxin District, Yiyang City	Yiyang	Third-tier	Hunan	Midwest China	20,673	36,605	102,494	2,017
Land No.2018G-109 at Tantang District, Guigang City	Guigang	Fourth-tier	Guangxi	Midwest China	8,388	46,461	92,921	903
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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.)
Beishangfang Urban Renewal Project at Zhifu District, Yantai	Yantai	Third-tier	Shandong	Pan-Bohai Rim	25,663	66,667	114,000	2,251
Land at North of Qixi Xincheng Gas Station, Lanxi City	Jinhua	Third-tier	Zhejiang	Yangtze River Delta	28,758	40,850	81,700	3,520
Land at Meixi Xincheng, Mingqing	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	42,300	60,467	120,934	3,498
Land No.2019-G-4-1&2# (in area of 112.96 mu) at Dongnan Xincheng, Chuxiong City	Chuxiong	Third-tier	Yunnan	Midwest China	30,199	75,309	263,582	1,146
Land No. (19) 014 at Sanma Zone G, Yunai District, Guiyang City	Guiyang	Second-tier	Guizhou	Midwest China	49,304	27,663	69,158	7,129
Land No.YB-08-D15 at Yongzhong, Yongqiang North Zone, Longwan	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	99,400	50,068	90,122	11,029
Land No.[2019]-7 at Yingquan District, Fuyang City	Fuyang	Fourth-tier	Anhui	Yangtze River Delta	110,151	198,625	407,659	2,702
Land No. B-c1-2 at Binhai Xinqu, Leqing City	Yueqing	Second-tier	Zhejiang	Yangtze River Delta	52,050	31,677	63,354	8,216
Land No.[2019]1 at Guichi District, Chizhou City	Chizhou	Fourth-tier	Anhui	Yangtze River Delta	49,500	99,532	159,251	3,108
Land No. (2019) 03-2 at Weihui, Xinxiang City	Xinxiang	Fourth-tier	Henan	Midwest China	9,168	33,016	82,374	1,113
Land No.1901 at Dongbu Xincheng, Anqing City	Anqing	Third-tier	Anhui	Yangtze River Delta	113,700	107,731	236,900	4,799
Land No.2019 Pa-04 at North of Fuzhou City	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	31,200	33,948	101,844	3,064
Land No. Rong Gao Xin 2019-04 at Gaoxin District, Fuzhou City	Fuzhou	Second-tier	Fujian	Western Taiwan Straits	65,000	60,357	116,393	5,585
Land No. C-c25 at Core Region of Leqing City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	30,900	12,605	31,513	9,806
Land at Anle Street Cinema, Jiande, Hangzhou	Hangzhou	Second-tier	Zhejiang	Yangtze River Delta	34,000	15,462	26,595	12,784
Land No. P2018-38, South of Chidian, Jinjiang	Quanzhou	Third-tier	Fujian	Western Taiwan Straits	50,200	34,205	85,513	5,870
Land No.DAFJ2019005 at Gaoxin Area, Qingshanhu District, Nanchang City	Nanchang	Second-tier	Jiangxi	Western Taiwan Straits	118,581	102,269	204,538	5,798
Land No.2019P002 at Guixiyang, Sanming	Sanming	Third-tier	Fujian	Western Taiwan Straits	43,800	45,119	103,700	4,224
Land at South of Baida Shopping Mall, Chengnan Area, Guangde County	Xuancheng	Third-tier	Anhui	Yangtze River Delta	38,881	69,872	125,770	3,091
Land No. C - 250 - 1 at Jianshe Road Area, Gongjin District, Zigong City	Zigong	Fourth-tier	Sichuan	Midwest China	6,392	26,634	39,951	1,600
Land No.P01138 at Simao District, Pu'er	Pu'er	Fourth-tier	Yunnan	Midwest China	7,373	17,342	31,215	2,362
Land No.XXKG-DZ01-44 at Xihan Airport New City, Xi'an City	Xi'an	Second-tier	Shaanxi	Midwest China	16,538	39,375	78,750	2,100
Land No. Rong Zi Jing Gua Zi [2019] 5 at Rongcheng City, Weihai	Weihai	Third-tier	Shandong	Pan-Bohai Rim	12,554	19,240	61,588	2,038
Land No. Lou Tu Wang Gao Zi [2019] 5 at Louxing District, Loudi City	Loudi	Third-tier	Hunan	Midwest China	18,118	38,989	136,461	1,328
Land No.2018-22 at Jinjiang, Quanzhou	Quanzhou	Third-tier	Fujian	Western Taiwan Straits	48,700	126,062	317,298	1,535
Project No.2 at Zhang Village, Huishan Xincheng, Huishan District, Wuxi	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	137,909	78,576	133,250	10,350
Land at Daojiupan, West of Shengzhou	Shaoxing	Third-tier	Zhejiang	Yangtze River Delta	19,400	33,205	49,808	3,895
Land No. 2 at Jiangwan Organic Renewal Area, Yiwu Economy and Technology Development Zone	Jinhua	Third-tier	Zhejiang	Yangtze River Delta	128,405	61,839	80,390	15,973
Land Nos. 02-41, 03-05, 03-06, 03-10 and 03-11 at Binjiang Phase II, Jiangnan Xinqu, Ruian City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	79,337	114,285	300,329	2,642
Land at North of Yihao Road, Lianzhou Culture and Sports Center, Hepu County, Beihai City	Beihai	Fourth-tier	Guangxi	Midwest China	15,200	39,312	137,592	1,105

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Land at Northwest of Intersection of Dongdi Road and Haoxi Road, Beicheng Area, Lishui City	Lishui	Third-tier	Zhejiang	Yangtze River Delta	245,200	144,691	347,258	7,061
Land of East of Xinyuan Road and North of Binhe North Street, Gaoxin District, Jiyuan City	Jiyuan	Fourth-tier	Henan	Midwest China	18,881	29,758	59,336	3,182
Land at West of Gutang Street, Taicang City	Suzhou	Second-tier	Jiangsu	Yangtze River Delta	18,827	11,131	20,036	9,397
Land at Old Sierte Plant, Old City District, Ningguo City	Xuancheng	Third-tier	Anhui	Yangtze River Delta	24,675	70,000	126,000	1,958
Land No.X-C07-06/04 ay Beibu Xinqu, Yunyang County, Chongqing City	Chongqing	Second-tier	Chongqing	Midwest China	20,387	44,906	89,811	2,270
Land at Liangxin Jiayuan, Luliang Avenue West, Liangtang Xinqu, Xiushui County, Jiujiang City	Jiujiang	Fourth-tier	Jiangxi	Western Taiwan Straits	13,758	31,736	63,472	2,167
Land No.TD-A-05-03 at Yibin Airport New Area	Yibin	Fourth-tier	Sichuan	Midwest China	41,061	40,816	101,632	4,040
Land No.G18062 at Daye	Huangshi	Fourth-tier	Hubei	Midwest China	10,590	38,605	96,513	1,097
Land No. WG (2019) 14 at Huangshigang District, Huangshi City	Huangshi	Fourth-tier	Hubei	Midwest China	64,890	64,740	213,642	3,037
Land No.65 transferred openly by Huanghua Development Zone in 2018	Cangzhou	Third-tier	Hebei	Pan-Bohai Rim	29,000	48,224	96,448	3,007
Land No. WP (2019) 003 at Gedian, Ezhou	Ezhou	Fourth-tier	Hubei	Midwest China	48,061	39,962	103,901	4,626
Land No.01-26 at Shuangao Village, Ruixiang Xinqu, Ruian City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	210,177	58,930	174,433	12,049
Land No.CC13-01-13-1 at Sunhu South, Jiangbei District, Ningbo	Ningbo	Second-tier	Zhejiang	Yangtze River Delta	61,742	73,067	94,837	6,510
Land No. DDA2019023 at Chengnan Area, Jizhou District, Ji'an City	Ji'an	Fourth-tier	Jiangxi	Western Taiwan Straits	17,106	25,064	55,141	3,102
Land at East of Jindai Road and North of Fuyuan Road East, Huangai District, Taizhou City	Taizhou	Third-tier	Zhejiang	Yangtze River Delta	18,290	16,962	22,051	8,295
Land No.[2019]016 at Xinbeice, Xinxiang Jingkai District	Xinxiang	Fourth-tier	Henan	Midwest China	21,031	58,420	145,758	1,443
Land at Zhongyang Yuyuan, Kuiwen District, Weifang City	Weifang	Third-tier	Shandong	Pan-Bohai Rim	40,609	62,669	94,004	4,320
Land at Dongjiu Second Plant, West of Huichuan Avenue, Zunyi	Zunyi	Third-tier	Guizhou	Midwest China	16,400	46,522	111,653	1,469
Land at North of Yingtianhe, Chengjiang Street, Jiangyin	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	108,372	65,517	131,034	8,271
Land at South of Nongjiinyuan, Xincheng District, Boxing County, Binzhou	Binzhou	Third-tier	Shandong	Pan-Bohai Rim	17,566	45,923	91,846	1,913
Land No.G-09-01 at Binjiang Core Area, Aojiang Town, Pingyang County	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	19,783	38,084	91,402	2,164
Land No.XZQTD235 at Xinzhan District, Hefei City	Hefei	Second-tier	Anhui	Yangtze River Delta	90,558	67,834	135,669	6,675
Land No.CF201915 at Shuangfeng Development Zone, Changfeng County	Hefei	Second-tier	Anhui	Yangtze River Delta	75,125	47,927	95,851	7,838
Land No.2019-023 at North of Chengluo Road, Chenghua District, Chengdu City	Chengdu	Second-tier	Sichuan	Midwest China	132,787	38,770	96,925	13,700
Songming County + County Area + SMS2018-12	Kunming	Second-tier	Yunnan	Midwest China	8,753	37,289	93,223	939
Land no. 2019-21 at Chengxi Area, Chaohu City	Chaohu	Fourth-tier	Anhui	Yangtze River Delta	40,112	47,335	94,670	4,237
Land of Federation of Supply and Marketing at Huangdao Area, Qingdao City	Qingdao	Second-tier	Shandong	Pan-Bohai Rim	24,800	6,667	20,667	12,000
Land at South of Zhuxiashu Road and East of Longjiangzhong Road, Zhonglou Area, Changzhou City	Changzhou	Third-tier	Jiangsu	Yangtze River Delta	133,000	83,642	184,012	7,228
Land at South of Feng' an Henan and West of Shuntong Road, Hengli Town, Economic Development Zone, Changzhou City	Changzhou	Third-tier	Jiangsu	Yangtze River Delta	58,900	67,402	148,284	3,972
Land no. AJ2019J-42 at Chengbei, Anji County	Huzhou	Third-tier	Zhejiang	Yangtze River Delta	45,860	65,378	98,067	4,676
Land no. AJ2019J-43 at Chengbei, Anji County	Huzhou	Third-tier	Zhejiang	Yangtze River Delta	7,015	10,261	15,392	4,558

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Land C at Hanshan, Quanshan Area, Xuzhou City	Xuzhou	Third-tier	Jiangsu	Yangtze River Delta	172,400	64,322	141,509	12,183
Land at Beiyuan Thermal Power Station, Jinjishan, Chengzhong, Zhuji	Shaoxing	Third-tier	Zhejiang	Yangtze River Delta	54,018	64,135	83,376	6,479
Land no. D-13 at Hongshan Area, Chifeng City	Chifeng	Third-tier	Inner Mongolia	Midwest China	33,100	44,179	88,358	3,746
Land no. DB200603 at East New District, Wenling City	Taizhou	Third-tier	Zhejiang	Yangtze River Delta	18,300	48,331	96,662	1,893
Land no. LYTD-2019-27 at Zimei Street, Luolong District, Luoyang City	Luoyang	Third-tier	Henan	Midwest China	87,628	60,288	210,655	4,160
Land no. LYTD-2019-28 at Letian Street, Luolong District, Luoyang City	Luoyang	Third-tier	Henan	Midwest China	88,442	60,103	210,017	4,211
Land project at Xiangshan Road, Xinwu District, Wuxi	Wuxi	Second-tier	Jiangsu	Yangtze River Delta	51,576	23,115	62,411	8,264
Land no. T05-14a at Taohuadiao Area, Binjiang Commercial District, Wenzhou City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	174,100	39,608	134,667	12,928
Land no. 2018G-99 at Gangbei District, Guigang City	Guigang	Fourth-tier	Guangxi	Midwest China	7,559	16,789	50,366	1,501
Resettlement land at Nanyang Village, Shencheng Street, Ruian City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	52,885	22,106	52,809	10,015
Demonstration Area G2019-53 in Nanyang City	Nanyang	Third-tier	Henan	Midwest China	59,500	56,600	141,499	4,205
Land no. A8-4-1/01 at Zone A, Xinglonghu Area, Yongchuan District, Chongqing City	Chongqing	Second-tier	Chongqing	Midwest China	36,298	74,406	171,134	2,121
Land no. 43-5-B at Taishang Town, Cangnan County, Wenzhou City	Wenzhou	Second-tier	Zhejiang	Yangtze River Delta	21,940	16,580	32,060	6,843
Land no. LYTD-2019-26 at Tanke Road, Jianxi District, Luoyang City	Luoyang	Third-tier	Henan	Midwest China	101,304	95,525	286,057	3,541
Total					5,919,205	6,121,282	13,466,451	4,396

*Note: Subject to land bidding, investment cooperation agreements, land grant contracts and equity cooperation agreements



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 2019, 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 have recently started to develop, operate and manage commercial properties.

We offer three standardized product series, namely, the Shanti, the Glory and the Royal series (「香」系列、「御」系列及「國」系列), targeting first-time purchasers, first-time upgraders and second-time upgraders. By virtue of approximately 19 years of experience in China's real estate industry and regional expansion strategy, we have a product portfolio of 385 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 139 cities in 23 provinces and municipalities, our total land bank reached 53 million sq.m as at 30 June 2019.

Disclaimer:

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