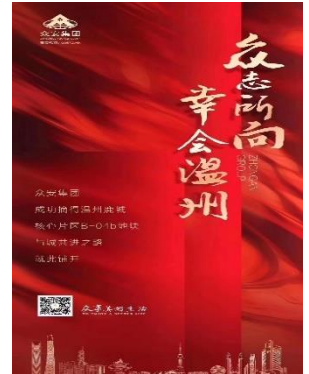


## Land Information

- On 21 November 2019, Zhong An Group, through public auction, successfully acquired a plot in Longwan district, **Wenzhou city, Zhejiang province**, at a total consideration of 928 million. The plot, with a site area of 43,630 sq.m and a planned GFA of 109,074 sq.m, is for residential and commercial purposes.
- On 17 January, 2020, Zhong An Group successfully acquired a plot in core area of **Wenzhou city, Zhejiang province**, at a total consideration of 1.12 billion through public auction. The plot, with a site area of 30,236 sq.m and a planned GFA of 84,964 sq.m, is for residential purpose.
- On 3 February, 2020, Zhong An Group successfully acquired a plot in Fuyang district, **Hangzhou city, Zhejiang province**, at a total consideration of RMB1.12 billion. The plot, with a site area of 54,493 sq.m and a planned GFA of 130,783 sq.m, is for residential purpose.
- On 24 February, 2020, Zhong An Group successfully acquired a plot in **Wenzhou city, Zhejiang province**, at a total consideration of 1.14 billion. The plot, with a total site area of 36,230sq.m and a planned GFA of 144,793 sq.m, is for residential purpose.
- On 5 March, 2020, Zhong An Group successfully acquired a plot in Beilun District, **Ningbo city, Zhejiang province**, at a total consideration of 984 million. The plot, with a site area of 36,230 sq.m and a planned GFA of 79,706 sq.m, is for residential purpose.
- On 24 March, 2020, Zhong An Group successfully acquired a plot in **Shaoxing city, Zhejiang province**, at a total consideration of 1.113 billion. The plot, with a site area of 43,412 sq.m and a planned GFA of 52,528 sq.m, is for residential purpose.



乐居买房

### 杭州土拍播报

银湖48号地块-2020.2.3

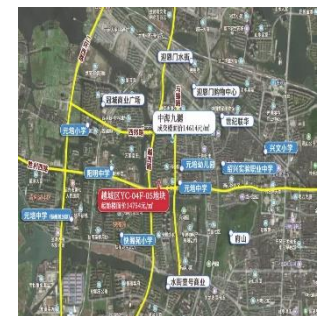
| 竞得者 | 成交价   | 溢价率    |
|-----|-------|--------|
| 众安  | 7627万 | 11.14% |

商品房屋限价要求

| 毛坯最高均价                | 毛坯最高均价                |
|-----------------------|-----------------------|
| 17500元/m <sup>2</sup> | 19250元/m <sup>2</sup> |
| 精装均价                  | 精装最高均价                |
| 3000元/m <sup>2</sup>  | 20500元/m <sup>2</sup> |

成交总价: 99750万元  
 出让面积: 54493平方米  
 容积率: 2.4  
 土地性质: 二类居住用地(含配套公建)

成交总价: 99750万元; 容积率: 2.4; 土地性质: 二类居住用地(含配套公建)



## IR Contacts

Tel: (852) 2877 6991  
 Fax: (852) 2877 6990  
 Email: ir@zafc.com

## Annual Results

- On 31 March, 2020, the board of Zhong An Group announced the annual results for year 2019:
  - Recognised sales revenue: RMB 6.205 billion, increased by 20.0% as compared to year 2018; Contracted sales amount: RMB12.432 billion, increased by 113.5% as compared to year 2018;
  - Gross Profit: about RMB2.789, Gross Profit Margin 44.9%, increased by 64.2% and 12.1ppt as compared to year 2018;
  - Core Profit: about RMB994 million, increased by 171.7% as compared to year 2018;
  - Ending cash balance was RMB4.059 billion, increased by 89.6% as compared to year 2018;
  - Asset/Liability rate and net gearing ratio was about 65.1% and 30.1%, better than the industry level;
  - Final dividend: HKD 2 cents, 2018 None;
  - Newly acquired 5 land parcels in 2019, total GFA is about 657,322 sq.m, and average floor price is about RMB6,097/sq.m.
- Total land bank for the Group is about 8.08 million sq.m.

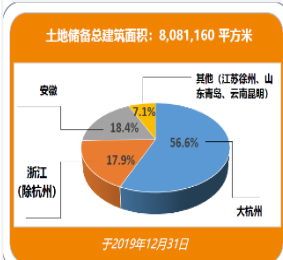
## COVID-19

- Affected by the new coronavirus pandemic, sales offices across the country had been closed for about 30 days. Recently all the sales offices resumed normal business hours, customer started to visit and transaction gradually returned to normal.

- All site areas of the Group had been approved to resume work, construction workers have already been on duty and resumed to normal production order step by step.

- Marketing depart actively launched online programs and other innovative models to promote both online and offline siates.

- On 28 January, 2020, the Group, together with Zhejiang Zhongan Charity Foundation (浙江众安慈善基金会), set up a special fund of RMB10 million for the prevention and control of the novel cononavirus pandemic in Huaibei, Zhejiang and other areas with severe epidemic situation.



## Zhong An Charity

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