



Pre-sales Overview

In July 2022, the Greentown Group (including Greentown China Holdings Limited and its subsidiaries, together with its joint ventures and associates) launched 25 new self-investment projects in whole or in phases, with a total saleable area of approximately 600,000 sqm.

Greentown Group sold 5,572 units of self-investment projects with a saleable area of approximately 750,000 sqm in July 2022. Monthly sales* reached approximately RMB23.0 billion, with an approximate average selling price of RMB30,661 per sqm. From January to July 2022, Greentown Group recorded a saleable area of 4,050,000 sqm, with a contracted sales amounting to approximately RMB105.2 billion; of which approximately RMB56.3 billion was attributable to the Greentown Group. As at 31 July 2022, in addition to contracted sales, Greentown Group recorded subscription sales of RMB7.6 billion, of which approximately RMB4.2 billion was attributable to Greentown Group.

In July 2022, the total saleable area of the properties sold under Greentown Group project management business using the “Greentown” brand name (non-self-investment projects, referred to as “projects under project management”) achieved approximately 530,000 sqm, with a total contracted sales amount of approximately RMB7.0 billion. From January to July 2022, the total contracted sales of the projects under project management reached approximately RMB34.9 billion, with a total saleable area of approximately 2,530,000 sqm.

Taking into account all of the above, for the seven months ended 31 July 2022, Greentown Group recorded a total saleable area of approximately 6,580,000 sqm, with a total contracted sales of approximately RMB140.1 billion.

* Monthly sales included contracted sales and subscription sales of the month.

** All figures in this newsletter are unaudited.

Share Information

Stock Code:

03900.HK

FYE: 31 Dec

Share Price :

HK\$14.84*

Shares Outstanding:

2,517M

52-week Share Price:

HK\$8.55 – HK\$17.46

Market Cap:

HK\$37,355M*



Other Highlights

Industrial Securities Raises Target Price, Maintains “Buy” Rating for Greentown China

- On July 7, Industrial Securities issued a research coverage report on Greentown China affirming the Company’s current multifaceted development covering sales, investment and operations. It is expected that the Company will benefit from potential market recovery in the second half of the year. Industrial Securities has raised the target price and maintained a “Buy” rating for the Company.

CITIC Securities Raises Target Price, Maintains “Buy” Rating for Greentown China

- On July 7, CITIC Securities issued a research coverage report on Greentown China. According to the report, the Company has the advantages of low financing cost and a flexible decision-making system. With more projects set to be launched in the second half of the year, sales is expected to accelerate, and the market share and profitability are expected to increase. CITIC Securities raised the target price and maintained a “Buy” rating for the Company.

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Other Highlights

HSBC Issues a Research Report Lauding Greentown China as Market Leader

- On July 11, HSBC released a research report on China's real estate industry and selected eight real estate companies, including Greentown China, as market leaders, citing their healthy balance sheets and stable growth outlook.

Customer Satisfaction of Greentown China Improves

- On July 4, China Index Academy released the Customer Satisfaction Survey Report of China Real Estate 2022. The overall satisfaction score of Greentown China increased by 1.5 points to 90.2 compared to the previous year, which exceeded both the average score of the Top 10 companies and industry average. In addition, Greentown China was ranked 1st in terms of overall satisfaction across 15 cities and 1st in terms of overall loyalty across 10 cities.

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