

# **ZTO Express, Inc.**

Fact Sheet

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# ZTO EXPRESS

## QUICK REFERENCE

ZTO Express, Inc.  
NYSE: ZTO  
Outstanding Shares: 787,966,142  
Website: [www.ZTO.com](http://www.ZTO.com)

## BUSINESS SUMMARY

ZTO Express is a leading express delivery company in China and one of the largest express delivery companies globally.

ZTO provides express delivery service as well as other value-added logistics services through its extensive and reliable nationwide network in China covering over 96% of China's cities and counties as of December 31, 2016. ZTO is both a key enabler and a direct beneficiary of China's fast-growing e-commerce market and has established itself as one of the largest express delivery service providers for millions of online merchants and consumers transacting on leading Chinese e-commerce platforms, such as Alibaba and JD.com. Globally, ZTO provides delivery services in key overseas markets through its business partners as it expands coverage of international express delivery by collaborating with international industry players.

ZTO has over 300,000 employees and 9,400 network partners. ZTO's delivery network spans over 28,900 pickup/delivery outlets and 79 sorting hubs that cover more than 97.69% of the cities and counties and 81.5% of the towns in China. ZTO has more than 4,410 line-haul vehicles and over 1,920 line-haul routes between sorting hubs. ZTO serves as a key enabler of e-commerce. Where there is Internet, ZTO will be there to help people build a beautiful life.

## Q4 2019 Results

- Revenues were RMB6,846.5 million (US\$ 983.4 million), an increase of 21.7% from RMB5,627.5 million in the same period of 2018.
- Gross profit was RMB1,996.1 million (US\$ 286.7 million), an increase of 28.8% from RMB1,550.2 million in the same period of 2018.
- Net income was RMB2,316.8 million (US\$ 332.8 million), an increase of 81.2% from RMB1,278.9 million in the same period of 2018.
- Adjusted EBITDA was RMB2,343.9 million (US\$ 336.7 million), an increase of 32.7% from RMB1,766.0 million in the same period of 2018.
- Adjusted net income was RMB1,631.5 million (US\$ 234.4 million), an increase of 26.5% from RMB1,289.7 million in the same period of 2018.
- Basic and diluted earnings per American depository share ("ADS"4) were RMB2.98 (US\$0.43) and RMB2.97 (US\$0.43), an increase of 84.0% and 83.3% from RMB1.62 in the same period of 2018, respectively.
- Adjusted basic and diluted earnings per American depository share<sup>5</sup> attributable to ordinary shareholders were RMB2.10 (US\$0.30), an increase of 28.8% from RMB1.63 in the same period of 2018.
- Net cash provided by operating activities was RMB 2,260.4 million (US\$ 324.7 million), compared with RMB1,802.3 million in the same period of 2018.

## CONTACT INFORMATION

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# ZTO Express Inc. <> ZTO

## Recent Press Releases (Headlines and Excerpts)

### ZTO Reports Fourth Quarter and Fiscal Year 2019 Unaudited Financial Results

**12.1 Billion Annual Parcels, Grew 42.2%**

**19.1% Market Share, Rose 2.3 points**

**RMB5.3 Billion Adjusted Net Income, Increased 26.0%**

**US\$0.30 per Share Dividend Announced for 2019**

March 16, 2020 — ZTO Express (Cayman) Inc. announced its unaudited financial results for the fourth quarter and fiscal year ended December 31, 2019. The Company beat expectations for parcel volume and adjusted net income for 2019 by growing parcel volume 16.9 percentage points above the industry average, and achieving adjusted net income of RMB5.3 billion. Net cash generated by operating activities increased 43.1% to RMB6.3 billion for 2019.

#### Fiscal Year 2019 Financial Highlights

- Revenues were RMB22,109.9 million (US\$3,175.9 million), an increase of 25.6% from RMB17,604.5 million in 2018.
- Gross profit was RMB6,621.2 million (US\$951.1 million), an increase of 23.4% from RMB5,364.9 million in 2018.
- Net income was RMB5,671.3 million (US\$814.6 million), an increase of 29.2% from RMB4,387.9 million in 2018.
- Adjusted EBITDA<sup>2</sup> was RMB7,635.2 million (US\$1,096.7 million), an increase of 30.3% from RMB5,858.4 million in 2018.
- Adjusted net income<sup>3</sup> was RMB5,292.4 million (US\$760.2 million), an increase of 26.0% from RMB4,201.1 million in 2018.
- Basic and diluted earnings per American depositary share (“ADS”<sup>4</sup>) were RMB7.24 (US\$1.04) and RMB7.23 (US\$1.04), an increase of 24.2% and 24.2% from RMB5.83 and RMB5.82 in 2018, respectively.
- Adjusted basic and diluted earnings per American depositary share<sup>5</sup> attributable to ordinary shareholders were RMB6.75 (US\$0.97), an increase of 21.0% from RMB5.58 in 2018.
- Net cash provided by operating activities was RMB 6,304.2 million (US\$ 905.5 million), compared with RMB4,404.1 million in 2018.
- Gross profit margin decreased to 29.9% from 30.5% in 2018, which resulted mainly from volume increase, cost productivity gain absorbing part of the ASP decline.

The board of directors has approved a special dividend of US\$0.30 per ADS for 2019, which is expected to be paid on April 20, 2020 to shareholders of record as of the close of business on April 8, 2020.

### ZTO Express Holds 2019 Year-end Network Partner Convention

Jan. 13, 2020 – ZTO Express (Cayman) Inc. today held its 2019 year-end network partner convention at Company headquarters in Shanghai.

At the convention, the management team reviewed operational performance for the year.

In 2019, ZTO delivered 12.1 billion parcels, growth of 42.2%. The Company achieved its volume target while maintaining its leadership position in service quality and overall customer satisfaction. ZTO's results reflect its sound strategy and effective execution, which is the result of joint effort by everyone under the ZTO brand, including network partners.

### Webcast of ZTO Express’s Inaugural Investor Day

Nov 25, 2019 -- ZTO Express (Cayman) Inc. is hosting its inaugural investor day today on Monday, November 25, 2019 in Shanghai, China.

Live webcast of presentation can be accessed through the below link:

[https://play.yunxi.tv/livestream/9530f8c7e6e2411082e6211e93b306d9?utm\\_source=message&utm\\_campaign=yunxi&utm\\_medium=wechat&openId=oY3TsvrU47xNq7z\\_x75bQn7jti2s&from=groupmessage](https://play.yunxi.tv/livestream/9530f8c7e6e2411082e6211e93b306d9?utm_source=message&utm_campaign=yunxi&utm_medium=wechat&openId=oY3TsvrU47xNq7z_x75bQn7jti2s&from=groupmessage)

go to **[www.zto.com](http://www.zto.com)** for link to the Investor Day

This Company Fact Sheet is distributed by Andrew Barwicki, Investor Relations. Contact info: 516-662-9461 / [andrew@barwicki.com](mailto:andrew@barwicki.com)  
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