



ZTO Express

Q2 of Fiscal Year 2020

Investor Relations

Presentation

Aug 13, 2020



This presentation contains “forward-looking” statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements include but are not limited to our unaudited results for the second quarter of 2020, our management quotes and our financial outlook for 2020.

Our forward-looking statements are not historical facts but instead represent only our belief regarding expected results and events, many of which, by their nature, are inherently uncertain and outside of our control. Our actual results and other circumstances may differ, possibly materially, from the anticipated results and events indicated in these forward-looking statements. Announced results for the second quarter of 2020 are preliminary, unaudited and subject to audit adjustment. In addition, we may not meet our financial outlook for 2020 and may be unable to grow our business in the manner planned. We may also modify our strategy for growth. In addition, there are other risks and uncertainties that could cause our actual results to differ from what we currently anticipate, including those relating to the development of the e-commerce industry in China, our reliance on the Alibaba ecosystem, risks associated with our network partners and their employees and personnel, intense competition which could adversely affect our results of operations and market share, any service disruption of our sorting hubs or the outlets operated by our network partners or our technology system. For additional information on these and other important factors that could adversely affect our business, financial condition, results of operations, and prospects, please see our filings with the U.S. Securities and Exchange Commission.

All information provided in this presentation is as of the date of the presentation. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, after the date of this release, except as required by law.

Market Opportunity

- Significant growth opportunity driven by strong growth of China e-commerce
- Favorable government policies and industry regulations supporting growth
- Largest market share in terms of parcel volume of 21.5% by 2Q 2020

Strategy

- A scaled platform with superior efficiency supporting nationwide outlets that are grassroots yet highly profitable

Business Model

- Owned and operated sorting & transit network/platform integrated with network-partner outlets
- “Shared-success” system provides fairness by aligning interests and equalizing disparities
- Scale, automation and lean management enabling operational efficiency and cost leadership

Team/People

- Highly experienced team with thought leadership and long-term vision
- Effective execution and empowering organizational structure
- Stable partner network connecting hundreds of thousands of courier entrepreneurs

Scale Innovation

- Highest nationwide coverage with flagship presence in strategic locations
- Early-mover investments in infrastructure and innovative automation and digitization
- High barriers to entry, and solid track record of economies of scale

Operational Excellence

- Centralized planning and monitoring and real-time data analytics
- Leading I.T. capabilities in automation, ecosystem connectivity
- Process management and outcome measurement driving efficiencies and productivities

Financial Performance

- Superior profitability on back of robust growth
- Industry-leading margins and strong cash generation
- Value investment opportunity with strong upside potential

Our Competitive Advantages



Shared Success System

- Key regional managers are also shareholders of ZTO
- ZTO provides a well-established network partner entry and exit mechanism
- Accountability and high level of decentralization at sorting hubs



Early Built-out Infrastructure

- Highest capital expenditure among peer players in past 6 years securing land use rights & constructing to unique designs
- Early investments and innovation in sorting automation and IT solutioning



Superior Service Quality

- Industry leading service quality in overall customer satisfaction¹, 72-hour punctuality rate² and customer complaint rate²



Operating Efficiency

- Standardized design and layout of sorting hubs to accommodate high capacity vehicles
- Increasing use of cost advantageous self-owned fleet, particularly large capacity trailer trucks



Stable Network

- Sophisticated last-mile delivery fee and transit fee mechanisms tailored to local market to balance and counter-balance profit among network partners in different regions
- The highest last-mile delivery fee among peer players to ensure competitive rates for couriers

Notes:

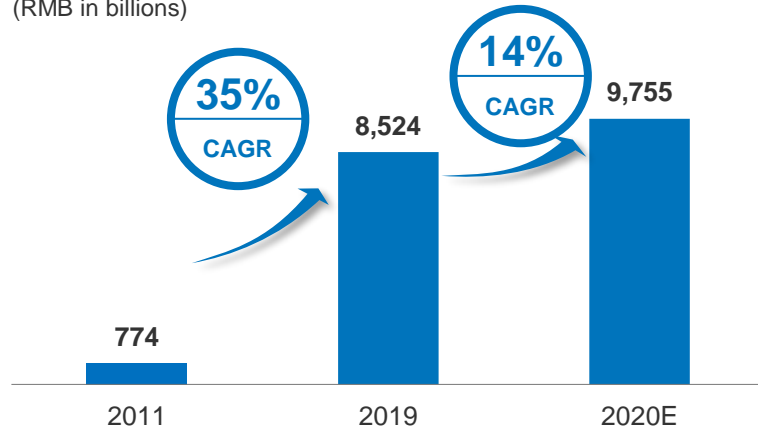
1. According to Horizon Consulting Group and State Post Bureau for 2016, 2017, 2018 and 2019

2. According to State Post Bureau for 2016, 2017, 2018 and 2019

Market Opportunities

Online Retail Sales (GMV) in China Maintaining Robust Growth

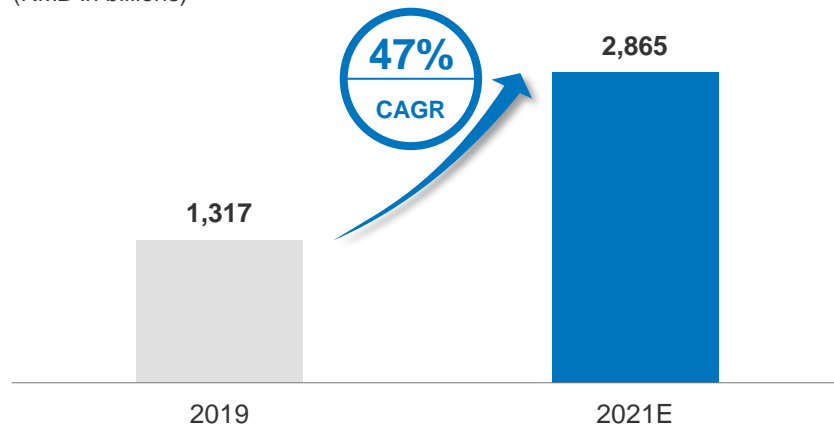
(RMB in billions)



Source: National Bureau of Statistics

China Social E-commerce⁽¹⁾ Industry Demonstrating High Growth Potential

(RMB in billions)

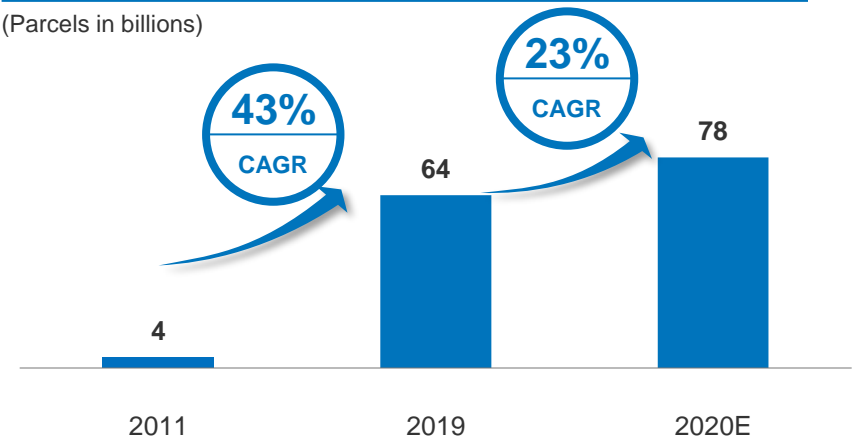


Source: iResearch

Express Delivery Industry

Express Delivery Parcel Volume in China Benefiting from E-Commerce Growth

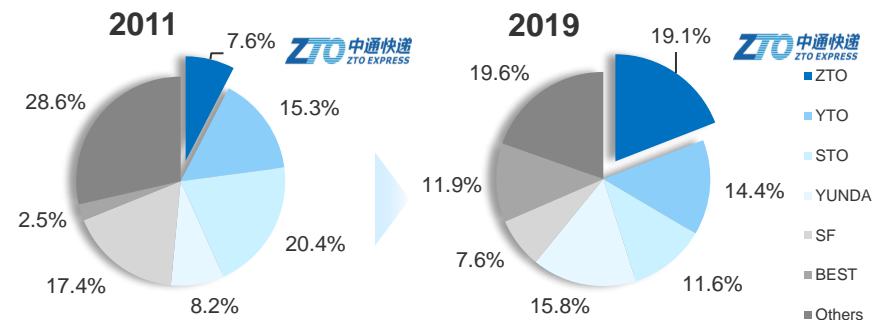
(Parcels in billions)



Source: State Post Bureau

Express Delivery Market in China Becoming More Consolidated

(In terms of parcel volume)

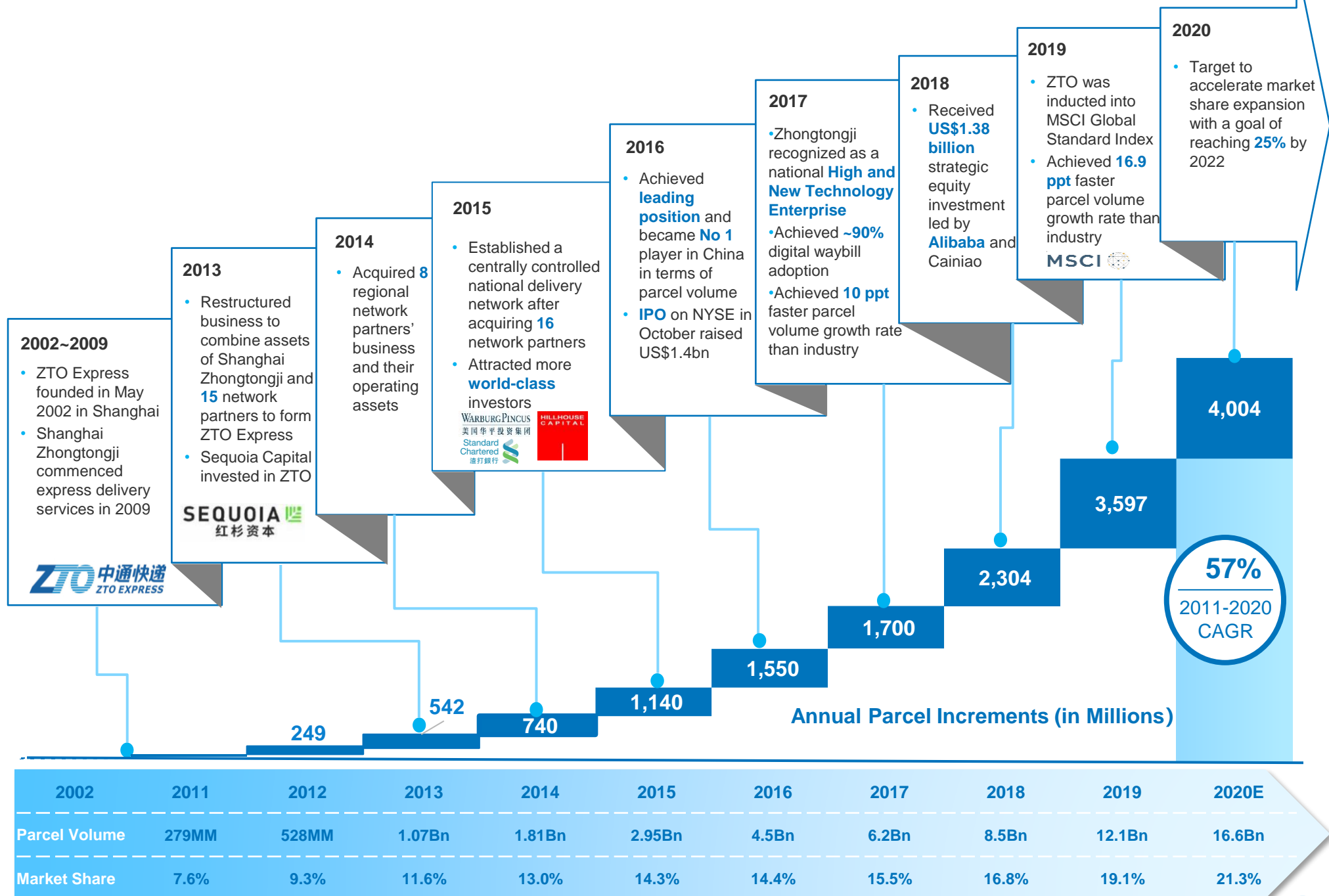


Source: Companies' Annual Report

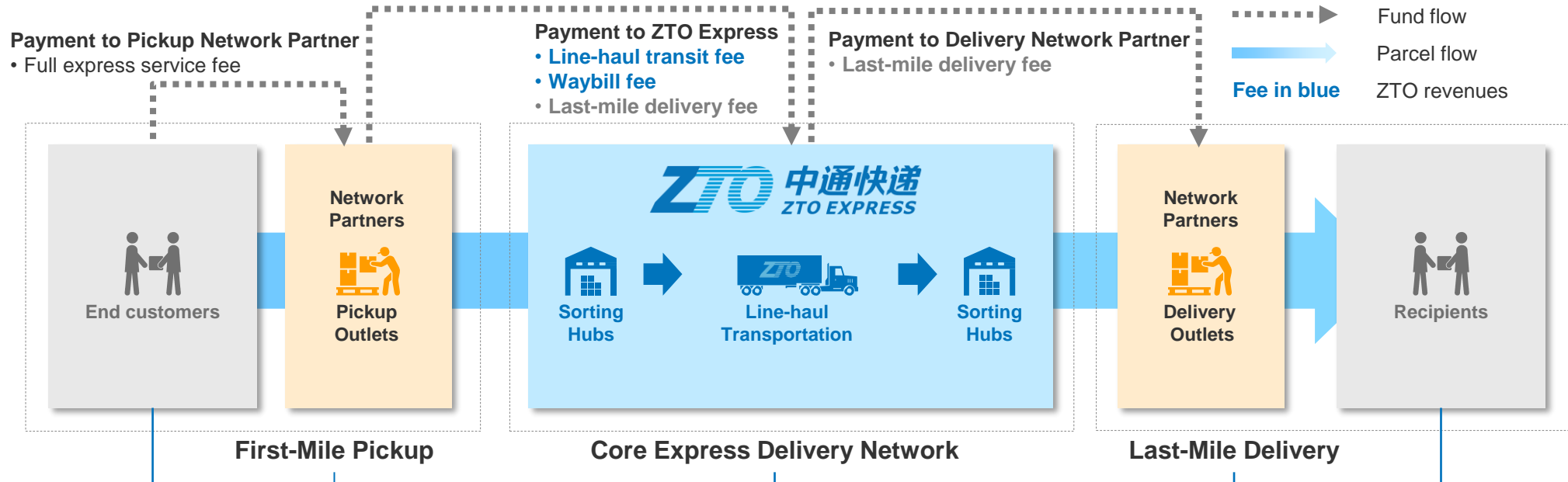
Note:

1. Social E-Commerce is the use of social media, online media that supports social interaction to promote and sell products and services

Our History and Key Milestones



Our Distinctive Network Partner Business Model (“NPM”)



Our End-Customers

- E-Commerce merchants
- Enterprise clients
- Individual consumers

Our Network Partners

- Our network partners provide pickup and last-mile delivery services
- Our network partners are also our direct customers, paying us a fee for each parcel transited through our network
- ~5,000 Direct Network Partners¹
- ~30,000 Pickup/Delivery Outlets

Our Core Network

- 90 Sorting Hubs²
- 9,900+ Line-haul Vehicles³
- 3,400+ Line-haul Routes⁴
- >99% Cities and Counties Covered

Our Business Scale

- The largest express delivery company in China by market share since 2016
- 4,595M Parcels⁵ in 2Q 2020

Notes:

- Conduct business relationship through corporation agreement
- Includes 81 self-operated sorting hubs, and 9 sorting hubs operated by our network partners
- Includes around 9,050 self-owned vehicles and over 850 vehicles owned and operated by Tonglu Tongze Logistics Ltd., an entity majority owned by our employees
- Only includes line-haul routes between sorting hubs as of Jun 30, 2020
- “Parcel volume” in any given period is defined as the number of parcels collected by our network partners using our waybills

Network Partner Model Widely Adopted

- Explosive growth of e-commerce in China demands scalability and flexibility
- Network partner players gaining market share from direct model players;
- ZTO network partner model offers the most stability than peers

Network Partner Model Best Suited to Enable E-commerce Growth



Network Scalability



Network Flexibility



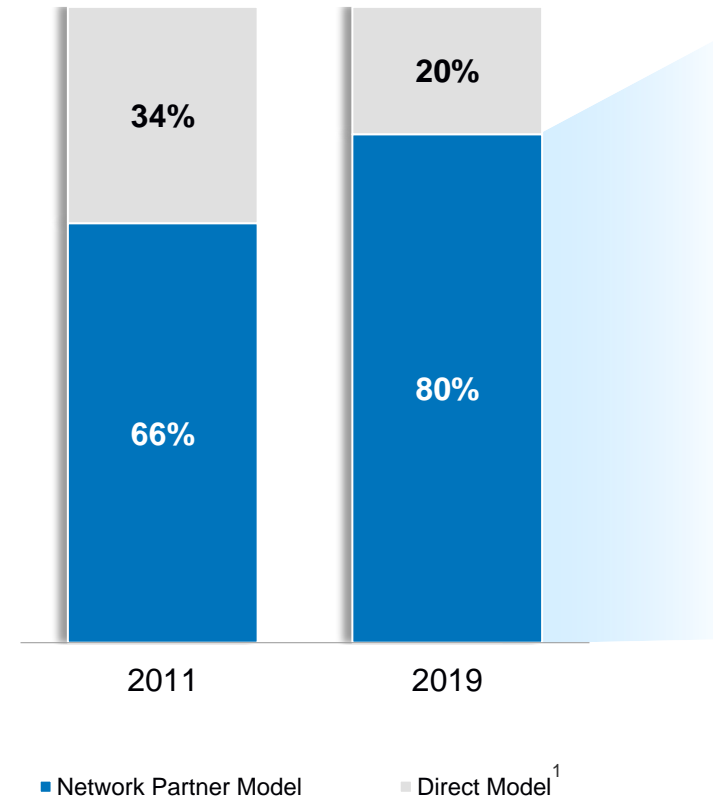
Cost and Capital Efficiency



Network Value Appreciation

Network Partner Model Has Become a Predominant Model in Industry

(In terms of parcel volume)



Note:

1. Include SF, EMS, China Post, JD, and other express delivery companies that use direct model. JD market share based on assumptions

Our Experienced Management Team



Meisong Lai

*Founder, Chairman
& Chief Executive
Officer*

- 18 years of experience in express delivery industry
- Deputy chairman of the China Express Delivery Association



Jianfa Lai

*Co-founder,
Director and Vice
President of
operations*

- 18 years of experience in express delivery industry
- Former executive director of ZTO Supply Chain Management Co. Ltd.



Jilei Wang

*Director and Vice
President of
Infrastructure
Management*

- 13 years of experience in infrastructure management
- Former deputy general manager of ZTO's network partner in Beijing



Huiping Yan

*Chief Financial
Officer*

- Over 28 years of experience in corporate and financial management
- 11 years at GE in US and Asia, 8 years in public accounting and tax consulting
- 5 years in large Chinese hotel chain management and 4 years in TMT/logistics



Renqun Jin

*Vice President of
Development
Research Center*

- 27 years of experience in express delivery industry
- Former vice president of TTK Express and STO Express



**Technology
Innovation**



**Shared
Success**



**Strong
Execution**



**Lean
Management**

Our Superior Service Quality

Superior Service Quality Indicated by Cainiao Index



Leading position in **Cainiao Index¹**,
a highly regarded set of metrics in express
delivery industry



Speed

- Completion rate and certainty of Next Day Delivery
- Completion rate of Third Day Delivery
- Timely pick-up rate



Service

- Rating of negative review on courier
- Rating of negative review on delivery
- False receipt complaint rate



Information

- Timeliness of information feed
- Completeness of information provided
- Accuracy of information

Consistent High Level of Customer Satisfaction

1

Highest
Among Tongdas⁴

Customer Satisfaction Score
(2014 – 2020Q2)²

Monthly average
effective complaint rate **<1** per million
Effective Customer Complaint Rate
In consecutive two years

Comprehensive Quality Control Framework

- ✓ Call centers in 28 provinces with 1600+ customer service representatives across China
- ✓ Local hires with relevant knowledge of distinctive local market conditions
- ✓ 7 days/week real-time access to customer service during business hours with mobile app. assistant after business hours
- ✓ Constant monitoring of KPIs, such as response time, customer complaint rate
- ✓ Performance-based reward system and comprehensive training & operational support

Notes:

1. According to Cainiao Index 2Q 2020 ranking
2. According to Horizon Consulting Group
3. According to State Post Bureau
4. Tongdas refer to ZTO Express, YTO Express, STO Express and Yunda Express, all of which are major express delivery companies in China that adopt the network partner model

Scale and Nationwide Network Create High Entry Barriers and Strong Network Effects

99%+ County-level city coverage

90 Sorting hubs¹

~30,000 Service outlets



- ✓ **Nationwide** Network Coverage
- ✓ Critical Scale at Right Locations Leads to **High Barriers** to Entry
- ✓ **Network Effect** Reducing Unit Costs
- ✓ **Standardized** Customer Services at the Last Mile
- ✓ **Global** Connectivity Capturing **Cross Border e-Commerce** Demand

Note:

1. 81 self-operated sorting hubs and 9 network partner-operated sorting hubs as of Jun 30, 2020

Centralized IT System

- Integrated IT system to monitor each service outlet
- Customized IT solutions to equip network partners and outlets with the best management practice
- Tailored mobile app to connect all delivery personnel

Performance-based Incentives

- Comprehensive and results-driven KPIs based on parcel volume, service quality and profitability
- Well established rewards system
- Elimination of weak performers to ensure the competitiveness of service outlets

Quality Control and Monitoring

- Over 1600 customer service representatives across the country to ensure service quality
- Real-time monitoring and analysis of parcel volumes
- Frequent reviews with regional management

Training and Advancement

- Comprehensive training to improve operational efficiency and service quality of network partners
- Consistent training on new systems and products for service outlets
- Field visits to help service outlets improve operational management

Stable Network

Network partner turnover rate less than 5.0% in 2019

Green Packaging

E-waybills



A single-sheet e-waybill can save **~45%** thermal paper consumables compared with a two-sheet e-waybill

equivalent to saving **~ RMB 60 million** in the use of paper consumables in 2019 for the whole company

- ZTO has been promoting e-waybills throughout the whole network since 2014.
- By the end of 2019, the adoption rate of e-waybills in ZTO's whole network had reached 99.85%.
- The e-waybill has evolved from four sheets to three and two over time. Single-sheet e-waybill was introduced in 2019.

Eco-friendly Packaging Bags



Eco-friendly bags can be reused for more than **~ 100** times compared with traditional disposable woven bags

equivalent to saving **~ 50%** cost per usage

- In 2019, ZTO upgraded its original eco-friendly bags.
- During 2019 singles day, 1 million recyclable packaging bags with RFID were put in use among 91 sorting hubs and outlets across the country.
- The eco-friendly bags put in use in 2019 replaced more than 100 million disposable woven bags, avoiding the generation of about 16,000 tons of waste.

Environmental Protection

Green Development

Green Transportation

- Increase use of high capacity trailer trucks with better fuel efficiency, reducing fuel consumption per parcel by **~55%** and pollutant emissions by **~70%**.
- Increase the scale of green fleet powered by electricity, hybrid electricity, and fuel cell across the whole network.



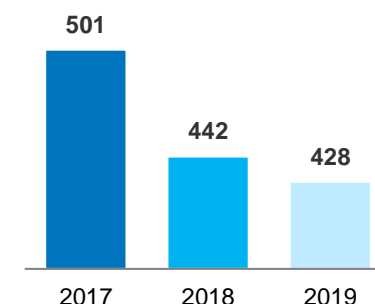
CO₂ emission reduced by **~ 73,000** tons in 2019 by owning **~ 4,650** high-capacity trailer trucks



Decreasing Carbon Intensity

Carbon Intensity

Unit: kg CO₂/RMB 10,000 revenue



Green Objectives

- ZTO takes an active role and has set up the overall green development objective for 2020 based on the requirements of State Post Bureau.

| Brand | ZTO |
|---|-----------|
| The number of recyclable packaging bags planned to put in use | 9 million |
| The number of recyclable document bags planned to put in use | 6 million |
| Proportion of packaging with "slim tape" below 45mm | >90% |
| Utilization rate of recyclable bags | >90% |
| The number of new waste recovery facilities | 20,000 |
| Utilization rate of single-sheet e-waybill | >40% |
| Proportion of e-commerce postal/express items without secondary packaging | >70% |

Environmental Protection & Corporate Governance

Stringent Corporate Governance

Strict Internal Control

- Board of Directors has clear duties pertaining to corporate governance related issues. 5 independent directors out of 9 directors providing objective oversight.
- ZTO prohibits political involvement of any kind on the Company's behalf, bribery, or exchanging political donations for interests.
- ZTO established a diversified supervision and reporting channel, including whistleblowing letter box, 24/7 complaint hotlines, etc.
- The Discipline Supervision Committee, as the supreme body for publicizing and implementing the Code of Conduct for Honest Practice, investigates reported matters, generates reports, and makes recommendations.

Shareholder Interests Protection

- ZTO pays high attention to the maintenance and management of investor relations, and strictly abides by the information disclosure obligations under the U.S. securities and exchange rules, the NYSE Listing Requirements and other applicable laws and regulations.
- In 2019, the Company published over 50 press releases, announcements and related documents, hosted meetings with over 900 institutional investors, and participated in more than 20 roadshows.
- On November 25, 2019, ZTO held its inaugural Investor Day at the Company's headquarters, attracting over 100 investors.

Note:

1. ESG data as of fiscal year end of 2019; full 2019 ESG report can be downloaded from <http://zto.investorroom.com>

Fighting Against COVID-19



● Support Community & Guarantee Necessities

ZTO opened free green channels to key areas in Hubei Province at the beginning of the outbreak. By March 2020, ZTO had delivered over 700 tons of medical and rescue supplies to Hubei Province.



● Protect Employees' Health

ZTO implemented strict epidemic prevention and control measurements. After the outbreak, a special fund of RMB 100 million for COVID-19 prevention & control was set up for employees.

Social Responsibility

Safeguarding Labor Rights



● Career Development

The company organized a series of talent echelon training and business support training, and initiated the Management Trainee Program to cultivate future leaders.

● Equality & Diversity

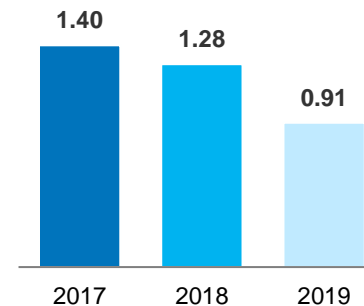
By referring to the conventions of the International Labour Organization (ILO), ZTO's employee policy promotes:

- Gender equality
- Equal pay for equal work
- Freedom of association
- Diversified employment, etc.



LTIR

Unit: per 200,000 labor-hours



● Working Safety

The company implemented work safety policy with comprehensive management. The company's lost time incident rate (LTIR) has declined for two consecutive years, demonstrating great effort in improving working safety.

Sustainable R&D capabilities enabling end-to-end digitization of processes and user experience

Connectivity & Visibility



- Real time data **synchronized** at **centralized** data repository
- **Connecting all users** through digital devices, mobile apps and desktop suits:
 - Pickup & Delivery personnel
 - Network partners & outlets
 - Vehicles and drivers
 - Senders & recipients

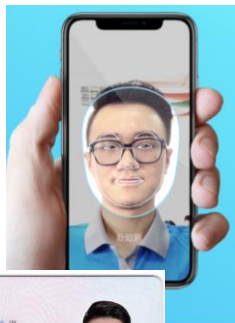
Automation & AI Solution

- **Proprietary AI algorithm** for addresses recognition, codification and location-based computing
- Deployed **automatic sorting equipment** with integrated embedded **sensory system** to record weight and size



Integrated IT R&D Platform

Progressive & Transformative



- **In-house R&D capability** with over 1,370 tech. talents
 - 163 software copyrights and 50 patent as of 2Q 2020
- **Advanced technologies** e.g. facial recognition & machine learning

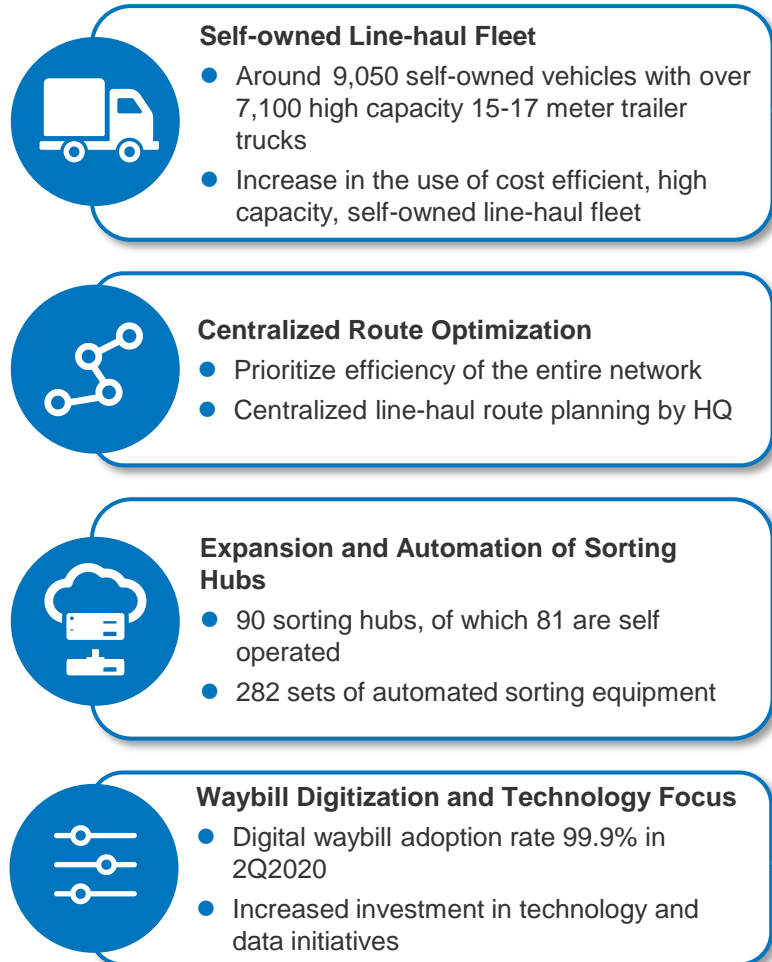
Openness & Empowerment

- Customer-centric data-driven open platform enabling **operational ease & fair allocation of profits**, e.g.:
 - For network partners: proprietary SaaS customized with data analytics against **best practice benchmark**
 - For couriers: transparent pickup & delivery fee, verified for competitiveness



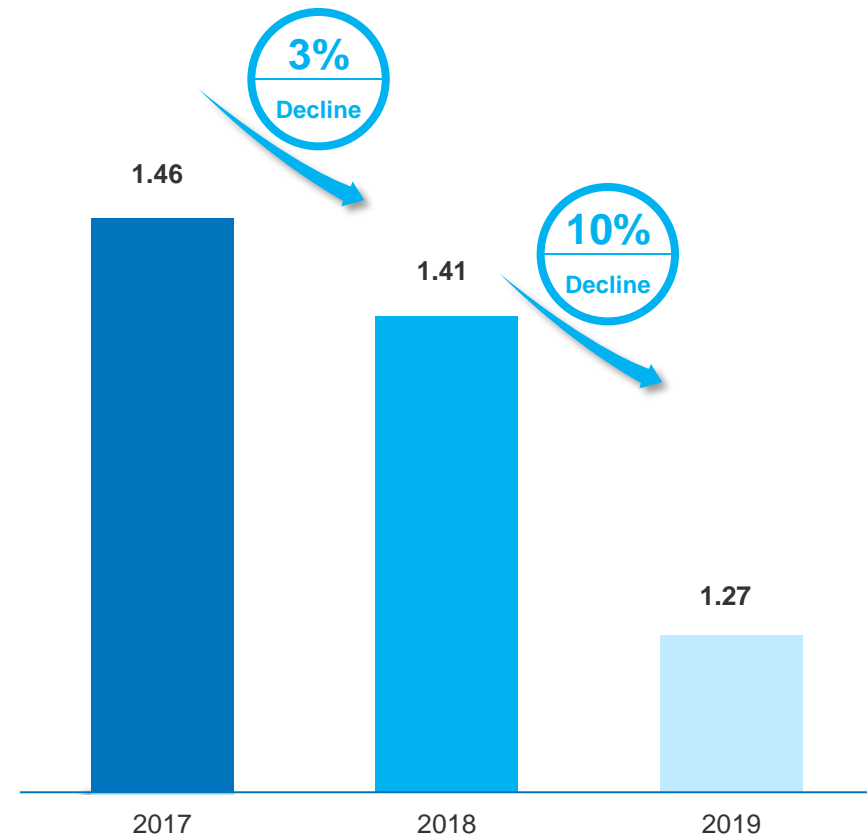
Our Strong Operational Efficiency and Cost Leadership

Continued Operational Improvements



Significant Cost Productivity

Unit cost ⁽¹⁾⁽²⁾ (RMB per parcel)

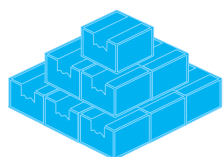


Notes:

1. Sum of cost of revenues and total operating expenses of the applicable period divided by total parcel volume during the same period
2. Excluding COE business which was acquired by company in 4Q 2017

2Q 2020 Key Highlights

Stable Operations



4,595m parcel volume
+47.9% higher than
industry growth of 36.7%¹
21.5% market share



RMB6,402m
revenue,
+18.0%



RMB1,647m
operating profit,
+10.3%

Continuous Profitability



RMB1,454m
net income,
+6.5%,
with net margin rate of
22.7%



RMB1,454m
Adjusted net income,
+5.6%,
with margin rate of
22.7%



RMB1.85
basic earnings per ADS,
+6.9%

Significant Scale



9,900+
Line-haul Vehicles²



~30,000
Pickup/Delivery
Outlets



90
Sorting Hubs³

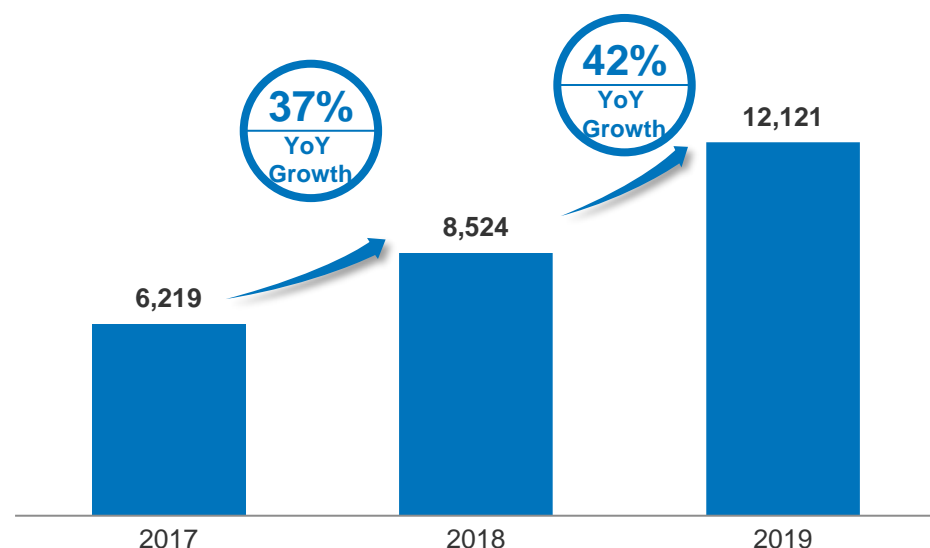
Notes:

1. Average industry parcel volume growth rate for 2Q 2020 according to State Post Bureau
2. Includes around 9,050 self-owned trucks (an increase from over 6,800 as of Mar 31, 2020) among which 7,100+ were high capacity 15-17 meter trailer trucks
3. Includes 81 self-operated sorting hubs and 9 sorting hubs operated by our network partners

Robust Recovery in 2Q2020 to Achieve All-Time High Quarterly Parcel Volume

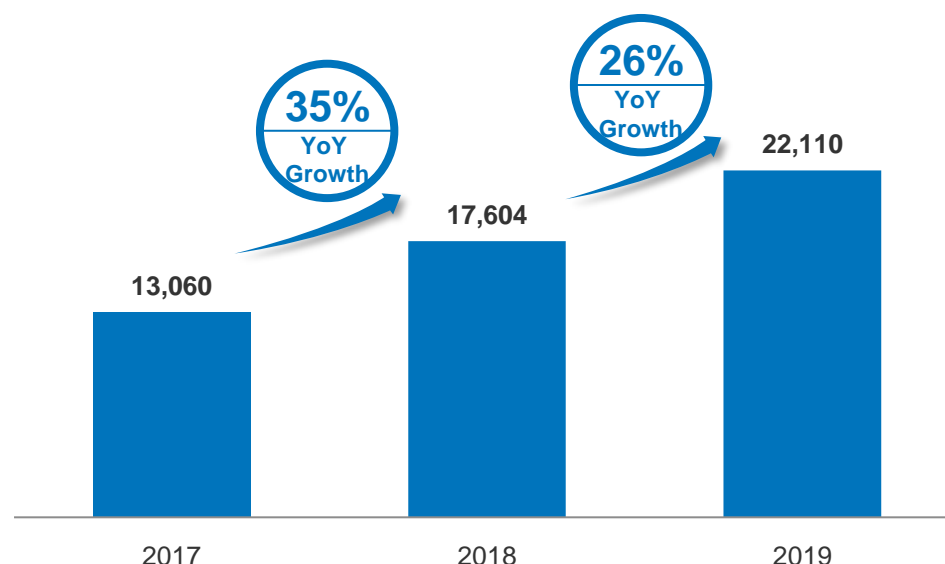
Parcel Volume

(Parcel volume in millions)



Total Revenue

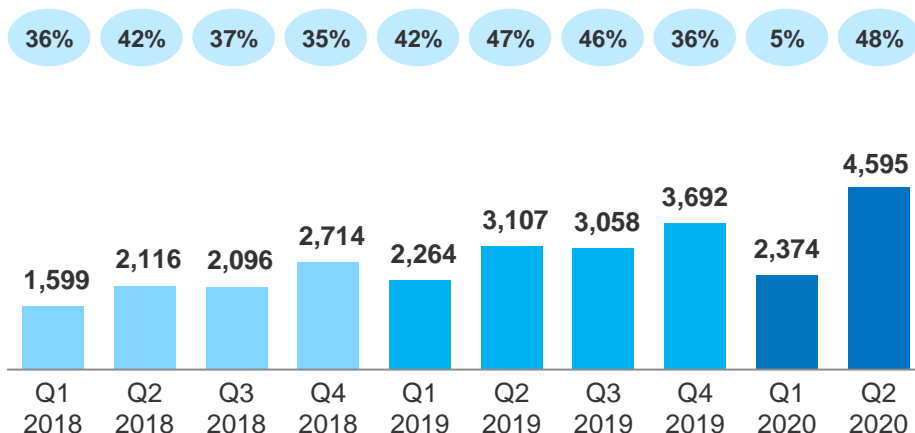
(RMB million)



Quarterly Parcel Volume

(Parcel volume in millions)

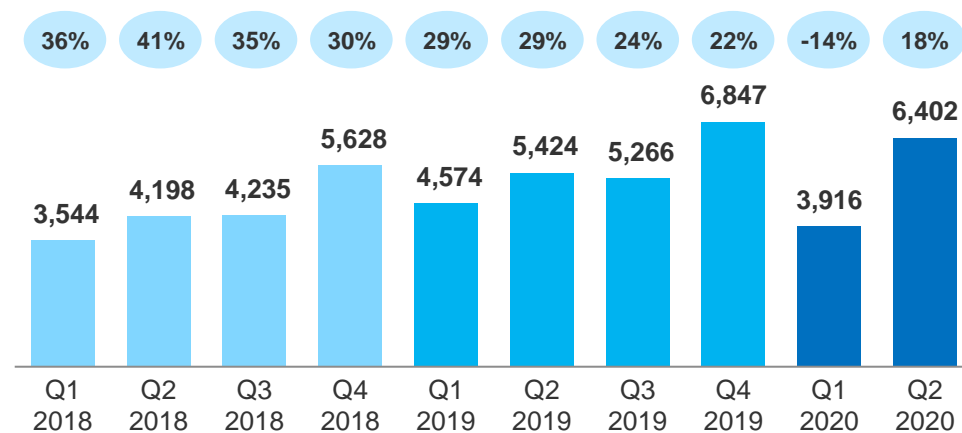
Year-over Year Growth



Quarterly Revenue

(RMB million)

Year-over Year Growth

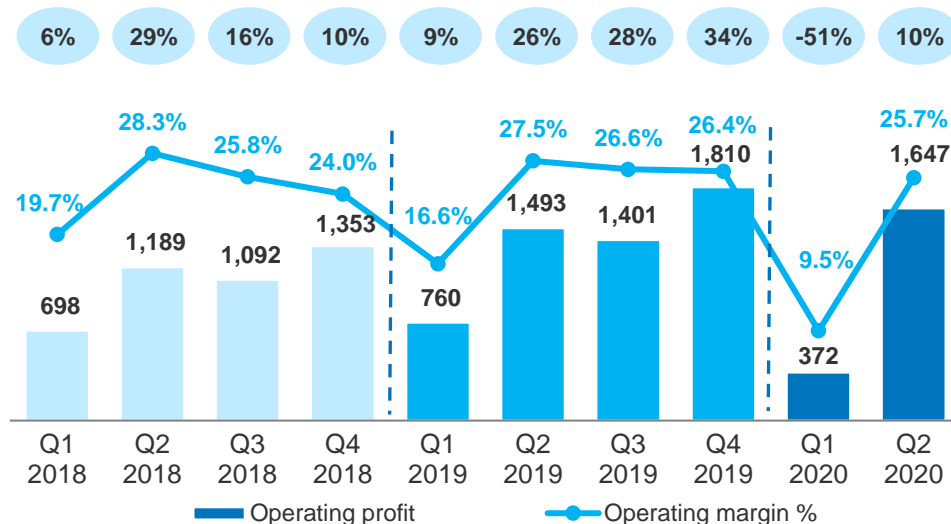


Profitability and Margins Back on Track

Income from Operations and Margin

(RMB million)

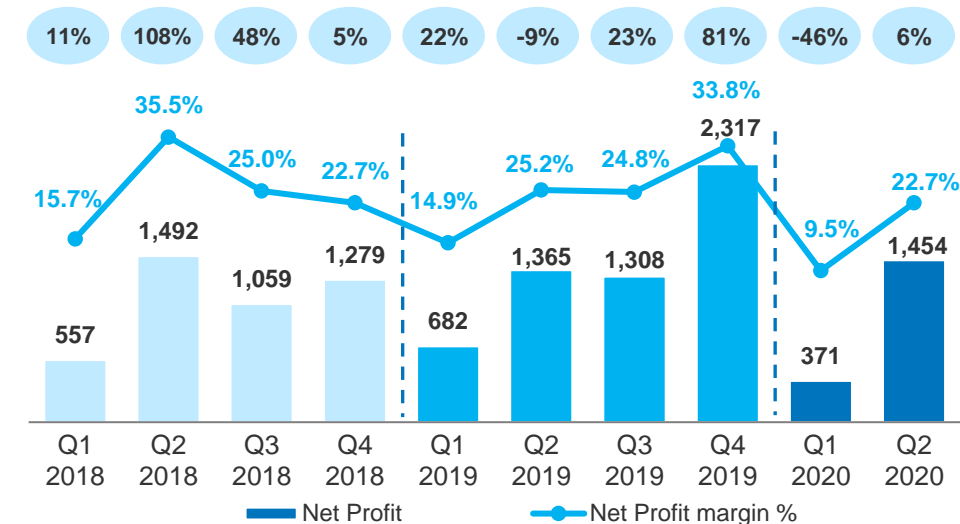
Year-over-Year Growth



Net Income and Margin

(RMB million)

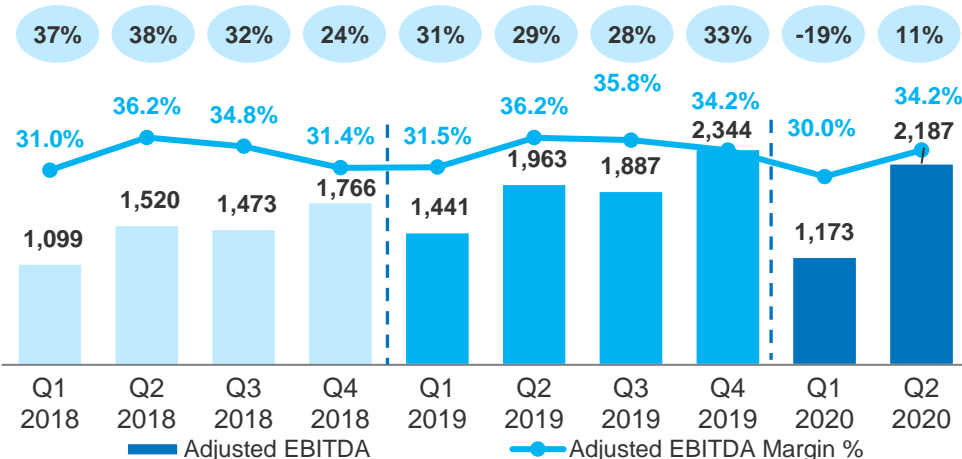
Year-over-Year Growth



Adjusted EBITDA¹ and Margin

(RMB million)

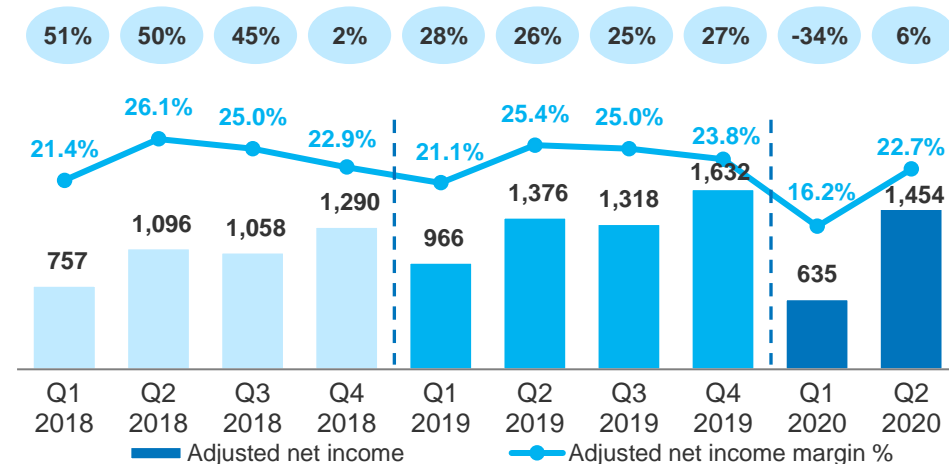
Year-over-Year Growth



Adjusted Net Income² and Margin

(RMB million)

Year-over-Year Growth



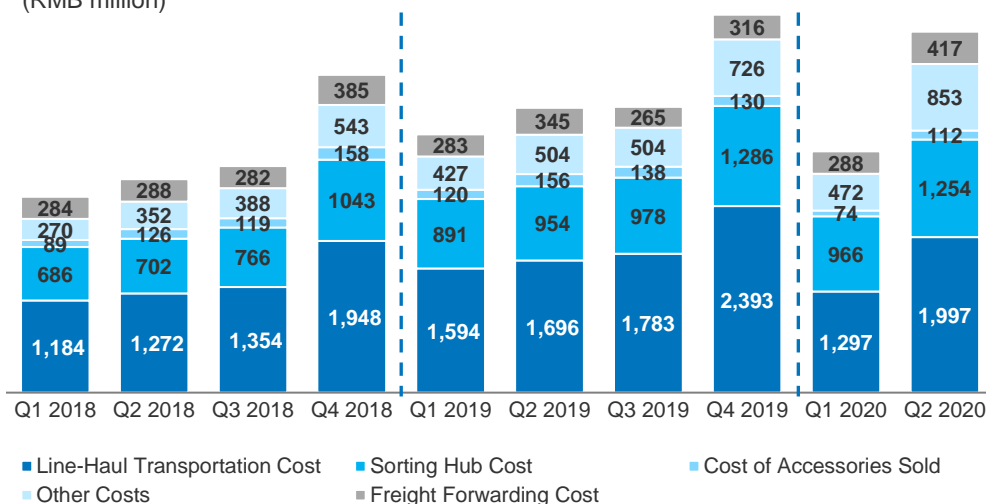
Notes:

- Adjusted EBITDA is a non-GAAP financial measure, which is defined as net income before depreciation, amortization, interest expenses and income tax expenses, and further adjusted to exclude (i) shared-based compensation expense; (ii) gain on disposal of equity investees, (iii) impairment of equity investments and (iv) unrealized gain from investment in equity investee
- Adjusted net income is a non-GAAP financial measure, which is defined as net income before (i) share-based compensation expense, (ii) gain on disposal of equity investees and (iii) impairment of equity investments and (iv) unrealized gain from investment in equity investee

Cost Efficiencies and Productivity

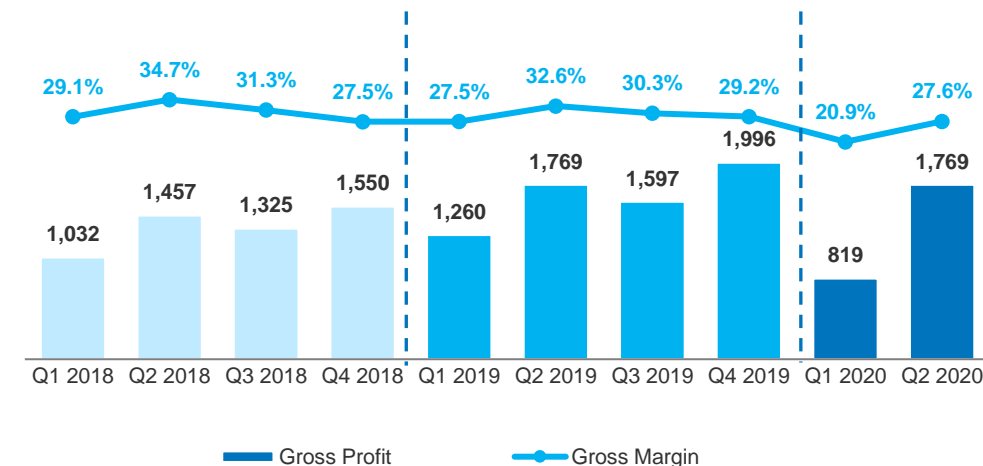
Cost of Revenues - Breakdown

(RMB million)



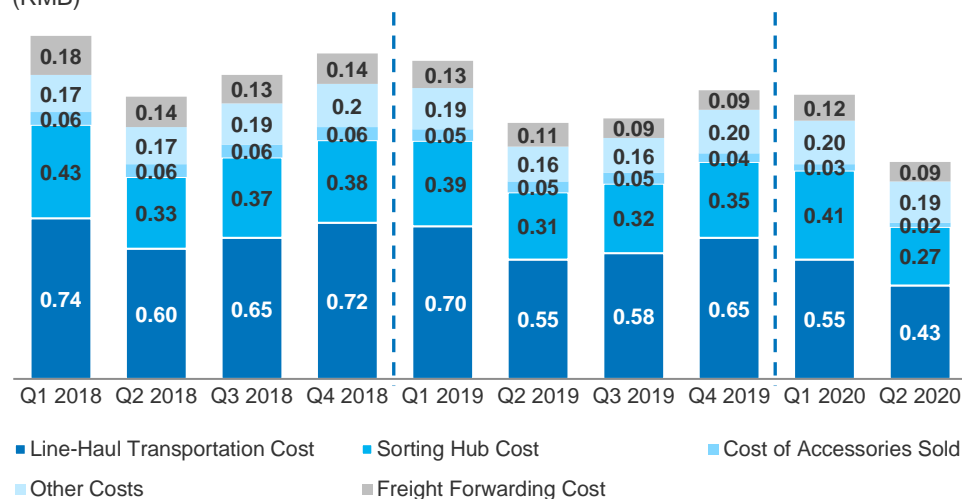
Gross Profit and Margin

(RMB million)



Cost of Revenues per Parcel¹

(RMB)



Key Observations on 2Q 2020 Results

- **Line-haul transportation cost –**
 - Higher usage of self-owned vehicles with increasing number of higher-capacity trailer trucks
 - National toll-free policy from mid-February to early-May
 - Decreased domestic diesel price due to decline in global oil demand triggered by the COVID-19 outbreak
- **Sorting hub cost–**
 - Increased number of automated sorting equipment with higher utilization
 - Optimized usage of human resources in sorting centers
- **Cost of accessories sold per parcel –**
 - Increased usage of lower-cost single-sheet digital waybills
- **Gross margin decrease** due to combined effects of (i) strong volume growth, (ii) unit cost productivity gain, and (iii) competition-led ASP decline

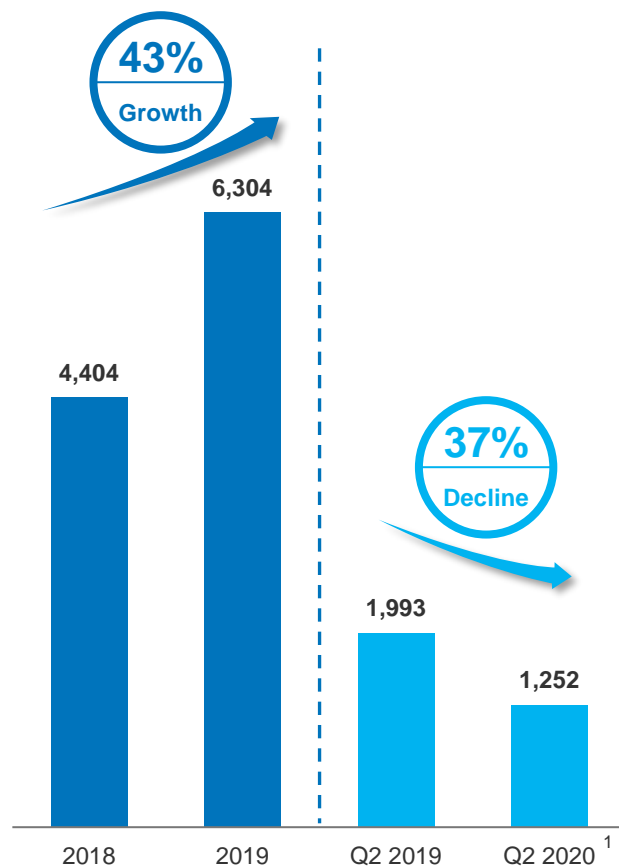
Note:

1. Cost of revenues per parcel is calculated based on costs of revenues divided by the number of parcels handled in a given quarter

Abundant Cash Reserves and Continued Investment in Capacity Expansion

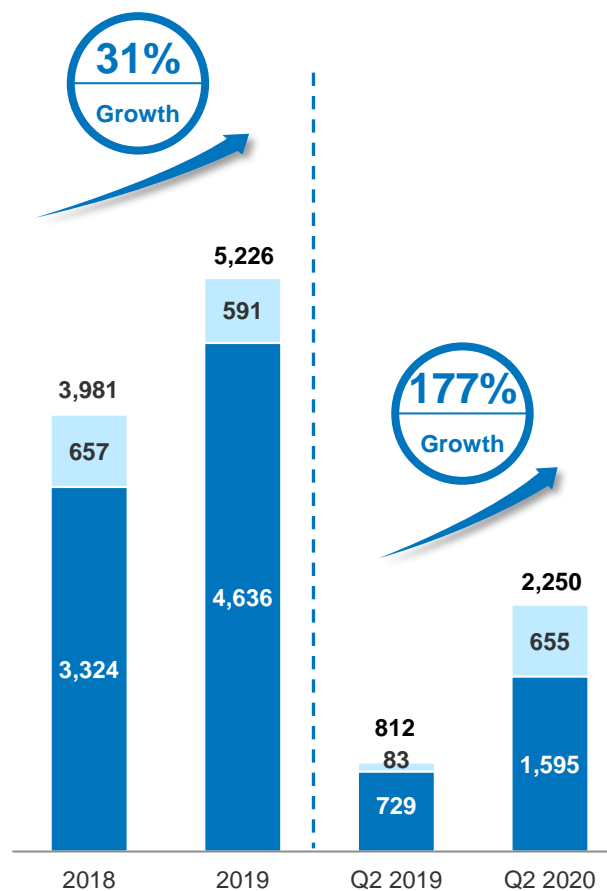
Operating Cash Flow

(RMB million)



Capital Expenditure

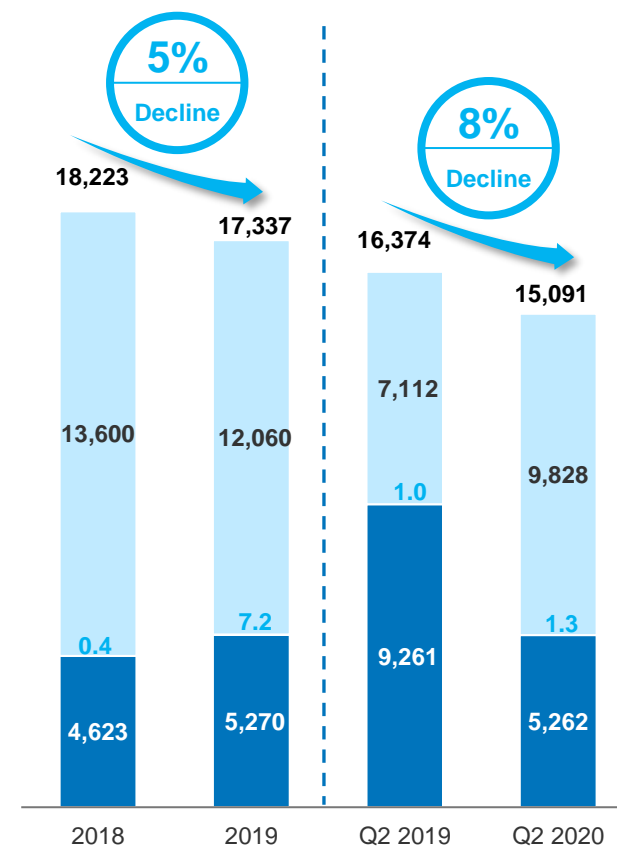
(RMB million)



■ Purchases of Land Use Rights
■ Purchases of Property, Equipment and Vehicles

Cash and Cash Equivalent²

(RMB million)

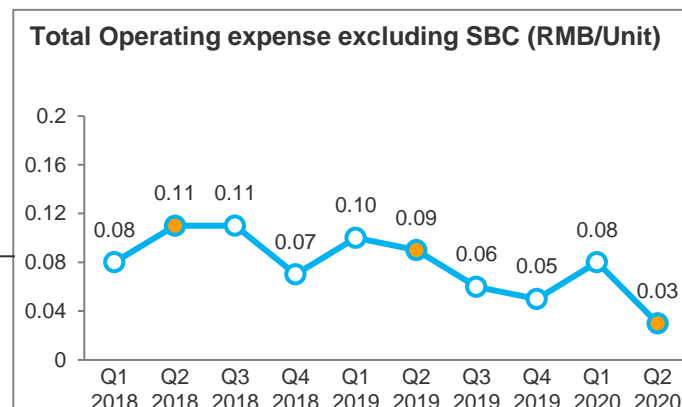
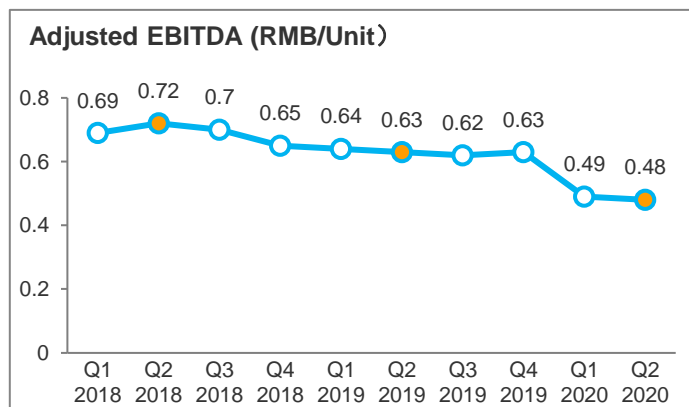
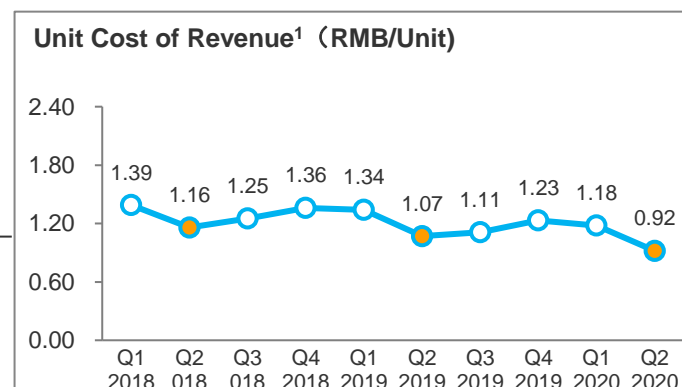
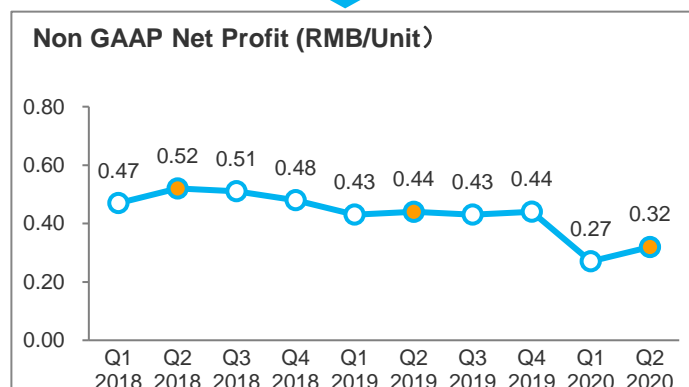
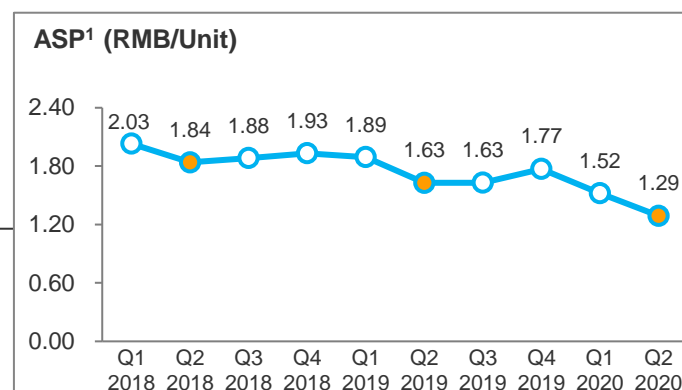
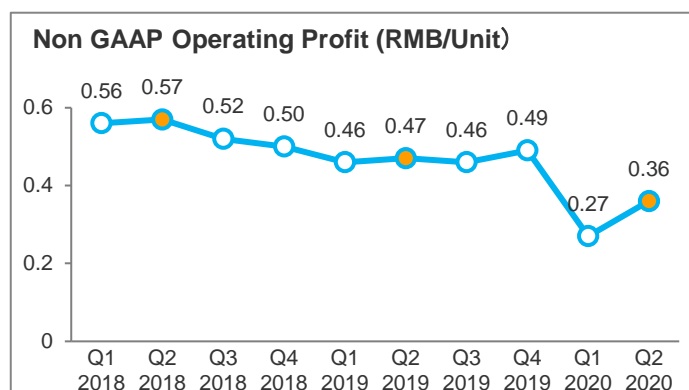


■ Short-term & long-term investments
■ Restricted cash
■ Cash and cash equivalents

Notes:

- Operating cash flow declined mainly due to 1) financial loans to network partners and 2) prepaid fuel and toll costs associated with increased self-owned fleet
- Including cash and cash equivalents, restricted cash and short-term & long-term investments

Per Parcel Unit Economics



Notes:

1. Excluding freight forwarding business
2. Numbers may not add up due to rounding

Reconciliation of GAAP to Adjusted / Non-GAAP Measures



For the Three Months Ended

| | Jun 30, 2019 | Jun 30, 2020 |
|--|--------------|--------------|
| | RMB million | RMB million |
| Adjusted EBITDA | | |
| Net Income | 1,365 | 1,454 |
| Add: Depreciation | 283 | 408 |
| Add: Amortization | 15 | 18 |
| Add: Interest Expenses | - | 9 |
| Add: Income Tax Expenses | 289 | 298 |
| EBITDA | 1,952 | 2,187 |
| Add: Share-based Compensation Expense | 11 | - |
| Impairment of investment in equity investee | - | - |
| Less: Gain on disposal of equity investees and subsidiary, net of income taxes | - | - |
| Unrealized gain from investment in equity investee | - | - |
| Adjusted EBITDA | 1,963 | 2,187 |
| Adjusted EBITDA margin | 36.2% | 34.2% |
| Adjusted Net Income | | |
| Net Income | 1,365 | 1,454 |
| Add: Share-based Compensation Expense | 11 | - |
| Impairment of investment in equity investee | - | - |
| Less: Gain on disposal of equity investees and subsidiary, net of income taxes | - | - |
| Unrealized gain from investment in equity investee | - | - |
| Adjusted Net Income | 1,376 | 1,454 |
| Adjusted Net Margin | 25.4% | 22.7% |

Reconciliation of GAAP to Adjusted / Non-GAAP Measures



| | Jun 30, 2017 | Sep 30, 2017 | Dec 31, 2017 | Mar 31, 2018 | Jun 30, 2018 | Sep 30, 2018 | Dec 31, 2018 | Mar 31, 2019 | Jun 30, 2019 | Sep 30, 2019 | Dec 31, 2019 | Mar 31, 2020 | Jun 30, 2020 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Adjusted EBITDA | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 |
| Net Income | 716,923 | 717,230 | 1,221,874 | 557,455 | 1,492,227 | 1,059,377 | 1,278,854 | 681,647 | 1,365,095 | 1,307,681 | 2,316,844 | 370,973 | 1,453,572 |
| Add: Depreciation | 127,083 | 138,757 | 135,002 | 176,197 | 186,200 | 202,669 | 243,940 | 271,423 | 283,409 | 288,818 | 366,459 | 392,580 | 408,426 |
| Add: Amortization | 8,702 | 8,455 | 12,760 | 10,670 | 12,693 | 11,709 | 9,641 | 11,293 | 14,676 | 13,882 | 14,606 | 15,648 | 17,602 |
| Add: Interest Expenses | 5,029 | 2,479 | 2,452 | 773 | 3 | 4 | - | - | - | - | - | 291 | 9,134 |
| Add: Income Tax Expenses | 233,323 | 237,670 | 8,759 | 154,280 | 350,858 | 201,355 | 222,639 | 191,858 | 288,803 | 266,297 | 331,337 | 129,772 | 298,302 |
| EBITDA | 1,091,060 | 1,104,591 | 1,380,847 | 899,375 | 2,041,981 | 1,475,114 | 1,755,074 | 1,156,221 | 1,951,983 | 1,876,678 | 3,029,246 | 909,264 | 2,187,036 |
| Add: Share-based Compensation Expense | 13,492 | 13,492 | 13,492 | 199,744 | 27,983 | 10,876 | 10,876 | 284,264 | 10,800 | 10,800 | 10,800 | 264,154 | - |
| Add: Impairment of the investments | - | - | 30,000 | - | - | - | - | - | - | - | 56,026 | - | - |
| Less: Gain on Deemed Disposal of Equity Method Investments | - | - | - | - | 549,733 | 12,904 | - | -529 | - | - | -2,330 | - | - |
| Unrealized gain from investment in equity investee | - | - | - | - | - | - | - | - | - | - | 754,468 | - | - |
| Adjusted EBITDA | 1,104,552 | 1,118,083 | 1,424,339 | 1,099,119 | 1,520,231 | 1,473,086 | 1,765,950 | 1,441,014 | 1,962,783 | 1,887,478 | 2,343,934 | 1,173,418 | 2,187,036 |
| Adjusted EBITDA margin | 37.17% | 35.57% | 32.89% | 31.01% | 36.21% | 34.79% | 31.38% | 31.50% | 36.19% | 35.84% | 34.24% | 30.00% | 34.16% |
| Adjusted Net Income | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 | RMB '000 |
| Net Income | 716,923 | 717,230 | 1,221,874 | 557,455 | 1,492,227 | 1,059,377 | 1,278,854 | 681,647 | 1,365,095 | 1,307,681 | 2,316,844 | 370,973 | 1,453,572 |
| Add: Share-based Compensation Expense | 13,492 | 13,492 | 13,492 | 199,744 | 27,983 | 10,876 | 10,876 | 284,264 | 10,800 | 10,800 | 10,800 | 264,154 | - |
| Add: Impairment of the investments | - | - | 30,000 | - | - | - | - | - | - | - | 56,026 | - | - |
| Less: Gain on Deemed Disposal of Equity Method Investments | - | - | - | - | 424,520 | 11,756 | - | -529 | - | - | -2,330 | - | - |
| Unrealized gain from investment in equity investee | - | - | - | - | - | - | - | - | - | - | 754,468 | - | - |
| Adjusted Net Income | 730,415 | 730,722 | 1,265,366 | 757,199 | 1,095,689 | 1,058,497 | 1,289,730 | 966,440 | 1,375,895 | 1,318,481 | 1,631,532 | 635,127 | 1,453,572 |
| Adjusted Net Margin | 24.58% | 23.25% | 29.22% | 21.36% | 26.10% | 25.00% | 22.92% | 21.13% | 25.37% | 25.04% | 23.83% | 16.22% | 22.70% |

Note: Numbers may not add up due to rounding



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