



## Contracted Sales

- From January to November 2012, the Group achieved contracted sales and contracted GFA of approximately RMB 8.54 billion and 932,000 sq.m., respectively. Contracted ASP from January to November 2012 was RMB9,160/sq.m.
- The Group's contracted sales and contracted GFA in the first 11 months of 2012 have already surpassed the full year contracted sales and contracted GFA in 2011 by 57% and 72%, respectively, and have also exceeded our full year sales target for the current year.
- In November 2012, the Group achieved contracted sales of approximately RMB 1.03 billion and contracted GFA of approximately 105,000 sq.m. Contracted ASP in November 2012 was RMB9,810/sq.m.

## Land Acquisition

In November 2012, the Group successfully purchased the following new projects through public auctions:

| City     | Project                                   | Intended primary use   | Site area (sq.m.) | Planned GFA (sq.m.) | Consideration (RMB) | Avg. land cost (RMB/sq.m.) |
|----------|---|------------------------|-------------------|---------------------|---------------------|----------------------------|
| Tianjin  | Binhai Tourism Zone G2012-08 Site         | Industrial office park | 168,538           | 168,538             | 55,000,000          | 326                        |
| Shanghai | Jiading District Nanxiang Town 37-01 Site | Commercial and office  | 10,630            | 26,575              | 99,000,000          | 3,725                      |
| Shanghai | Jiading District Nanxiang Town 37-02 Site | Commercial and office  | 10,825            | 27,063              | 73,070,000          | 2,700                      |

### Disclaimer:

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### Investor Relations Contacts:

**CIFI Holdings (Group) Co. Ltd.**

Mr. Albert YAU, CFO

Tel: +852 2156 1316

Email: [ir@cifi.com.cn](mailto:ir@cifi.com.cn)

**Hill + Knowlton Strategies Asia**

Daphne Chan / James Wong

Tel: +852 2894 6217 / 2894 6216

Email: [cifi@hkstrategies.com](mailto:cifi@hkstrategies.com)

