

## Contracted Sales

- From January to December 2013, the Group achieved contracted sales and contracted GFA of approximately RMB 15.32 billion and 1,428,000 sq.m., respectively. Contracted ASP from January to December 2013 was approximately RMB 10,730/sq.m. During the period, breakdowns of the Group's contracted sales were as follow:

By Region	RMB'billion	% of total
Yangtze River Delta	8.85	58%
Pan Bohai Rim	4.67	30%
Central Western Region	1.80	12%

By Product	RMB'billion	% of total
Residential	11.87	77%
Office	3.45	23%

- The Group's contracted sales in the first twelve months of 2013 represented a year-on-year increase of approximately 61% over the contracted sales in the same period in 2012, surpassing the Group's full year 2013 contracted sales target of RMB 14 billion.
- In December 2013, the Group achieved contracted sales of approximately RMB 1.07 billion with contracted GFA of approximately 92,000 sq.m. Contracted ASP in December 2013 was approximately RMB 11,630/sq.m. The Group's contracted sales for December 2013 represented a year-on-year increase of approximately 7% (compared to December 2012).



## Land Acquisition

- In December 2013, the Group successfully purchased the following new projects:

City	Project	Group's Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA Excluding Carpark (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (RMB/sq.m.)
Shanghai	Ginshan District New Town Project	50%	Residential	108,400	195,100	352,005,000	3,608
Changsha	Yuhua District Hualing Project	100%	Residential, Office and Commercial	95,400	267,100	984,924,593	3,687

### Disclaimer:

All information contained in this newsletter is meant for your own reference only, and is not intended to, nor should it, constitute any investment advice. Any information contained in this newsletter, including those relating to contracted sales or land bank of CIFI Holdings (Group) Co. Ltd. (the "Company"), may be subject to change as a result of changes in our development, sales and investment processes and may not be consistently reflected in our financial reports. The Company expressly disclaims any liability for any of your loss or damage howsoever arising from or in reliance upon the contents of this newsletter.

### Investor Relations Contacts:

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

Albert Yau (CFO) /

Lawrence Leung (Director of IR)

Tel: +852 2156 1316 / 2156 1320

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

**Hill + Knowlton Strategies Asia**

Daphne Chan / Samantha Wang

Tel: +852 2894 6217 / 2894 6266

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

