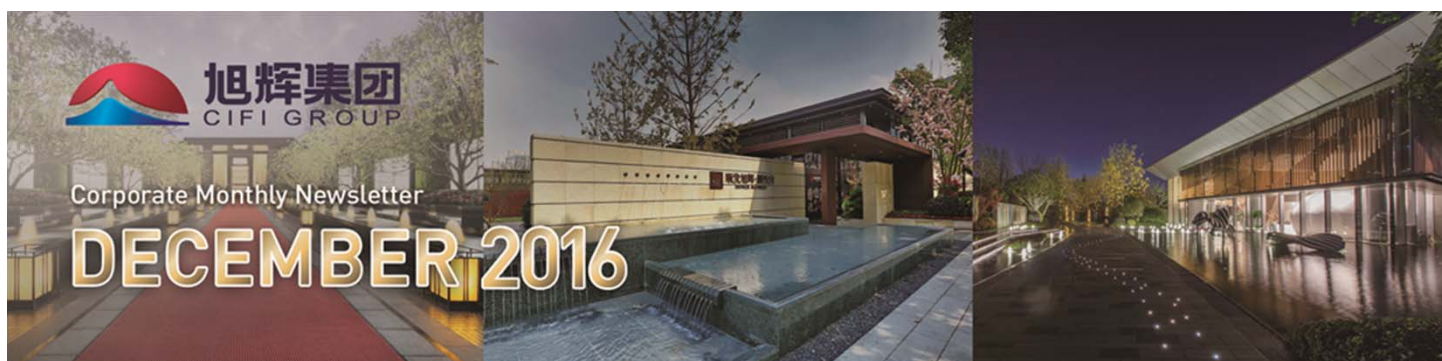




## Contracted Sales – 2016 Contracted Sales Increased 75% YoY to RMB 53.0 B, Exceeded FY Sales Target by 21%

- ◆ The Group's total contracted sales in the full year of 2016 represented a year-on-year increase of approximately 75% over the total contracted sales in 2015, exceeded the Group's 2016 full year contracted sales target of RMB43.8 billion by 21%.
- ◆ For the full year of 2016, the Group's total contracted sales achieved RMB 53.0 billion , representing a YoY increase of 75%. Contracted GFA amounted to approximately 2,916,300 sq.m., representing a YoY increase of 42%. Contracted ASP from January to December 2016 was approximately RMB 18,200/sq.m., representing an increase of 24% over contracted ASP in 2015.
- ◆ For the full year of 2016, the Group's attributable contracted sales amounted to approximately RMB29.50 billion, representing a year-on-year increase of approximately 45%
- ◆ In December 2016, the Group achieved contracted sales of approximately RMB2.9 billion , with contracted GFA of approximately 139,700 sq.m., Contracted ASP in December 2016 was approximately RMB 20,800/sq.m.
- ◆ During 2016, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Shanghai	10.20	19.2%
Suzhou	8.79	16.6%
Beijing	8.75	16.5%
Hefei	7.19	13.6%
Hangzhou	5.12	9.7%
Nanjing	4.00	7.5%
Tianjin	2.87	5.4%
Wuhan	1.88	3.5%
Changsha	1.68	3.2%
Shenyang	1.01	1.9%
Chongqing	0.51	1.0%
Langfang	0.41	0.8%
Zhenjiang	0.35	0.7%
Jiaxing	0.24	0.4%



(Cont'd)

By Region	RMB (billion)	% of total
Yangtze River Delta	35.89	67.7%
Pan Bohai Rim	13.04	24.6%
Central Western Region	4.07	7.7%

## Land Acquisition

◆ In December 2016, the Group has successfully conducted the following acquisitions:

City	Project	Group's Current 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.)
Hangzhou	Dajiang East Project, Xiaoshan District	100%	Residential	88,494	203,536	885,090,000	4,349
Changsha	Dadi Project, Kaifu District	50%	Residential	518,697	830,354	360,205,606	868
Jinan	West Station Area Changhe Estate B6 Project, Huaiyin District	20%	Residential	72,954	218,820	153,555,580	3,509



(Cont'd)

## New Financing Activities

- ◆ In December 2016, the Company signed the following new offshore financings:
  - US\$285 million 5-year bonds at an issue rate of 5.5%; and
  - US\$530 million unsecured club loans, comprising: (i) RMB1,980 million (equivalent to approximately US\$284 million) 3-year RMB tranche with an interest rate of 4.75% per annum; and (ii) approximately US\$246 million 4-year HKD/USD tranche with an interest rate of HIBOR/LIBOR + 3.7% per annum.
- ◆ Costs of both financings are the lowest of its kinds ever executed by the Group, and will enable the Group to further optimize our debt structure and reduce our financing cost. Proceeds of these new financings will be used for re-financing of the Group's existing debts and/or general working capital.

(The End)

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### 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.

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