



## CIFI achieved substantial contracted sales YoY growth of 110% in 1Q 2017

- ◆ In March 2017, the Group achieved the contracted sales of RMB9.10 billion, representing a YoY increase of approximately 50% (compared to March 2016), contracted GFA of approximately amounted to 451,000 sq.m.
- ◆ Contracted ASP in March 2017 was approximately RMB20,200/sq.m., representing a YoY increase of approximately 15% (compared to March 2016).
- ◆ From January to March 2017, the Group achieved contracted sales of RMB23.26 billion, representing a YoY increasing of approximately 110%, contracted GFA of approximately amounted to 1,206,000 sq.m. Contracted ASP from January to March 2017 was approximately RMB19,300/sq.m., representing a YoY increase of approximately 8%.
- ◆ During the first quarter of 2017, contracted sales completed by the Group represented 35.8% of its full year target of RMB65.0 billion.
- ◆ From January to March 2017, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Shanghai	6.07	26.1%
Beijing	3.63	15.6%
Suzhou	3.02	13.0%
Hangzhou	2.53	10.9%
Nanjing	1.56	6.7%
Tianjin	1.24	5.3%
Hefei	1.21	5.2%
Chongqing	1.17	5.0%
Changsha	0.83	3.6%
Jiaxing	0.65	2.8%
Shenyang	0.56	2.4%
Wuhan	0.38	1.7%
Langfang	0.33	1.4%
Zhenjiang	0.08	0.3%



(Cont'd)

By Region	RMB (billion)	% of total
Yangtze River Delta	15.12	65.0%
Pan Bohai Rim	5.76	24.8%
Central Western Region	2.38	10.2%

## Land Acquisition

◆ In March 2017, 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.)
Shanghai	Changning District, Huashanliyuan Project	100%	Residential	N/A	10,537	788,240,000	N/A
Sanya	Xin'aoliyang Project	51%	Residential	200,000	50,000	504,900,000	19,800

### 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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