



## August Contracted Sales of RMB 5.20B, First 8M Contracted Sales of RMB 60.91B (YoY Growth of 68%), Completed 76.1% of the revised Full Year Sales Target

- ◆ In August 2017, the Group achieved the contracted sales of RMB5.20 billion, representing a YoY increase of approximately 41% (compared to August 2016), contracted GFA of approximately amounted to 335,400sq.m.
- ◆ Contracted ASP in August 2017 was approximately RMB15,500/sq.m.
- ◆ From January to August 2017, the Group achieved contracted sales of RMB60.91 billion, representing a YoY increasing of approximately 68%, contracted GFA of approximately amounted to 3,404,400 sq.m. Contracted ASP from January to August 2017 was approximately RMB17,900/sq.m., representing a YoY increase of approximately 1%.
- ◆ During the first 8M of 2017, contracted sales completed by the Group represented 76.1% of its revised full year target of RMB80.0 billion.

## Land Acquisition

- ◆ In August 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.)
Nanjing	Jiangning District, G56 Project	49%	Residential	84,000	231,500	1,822,800,000	16,069
Chongqing	Yubei District, Huayu Lijia Project	30%	Residential/Commercial	221,100	601,600	1,332,000,000	7,380
Hefei	Shushan District, W1611 Project	30%	Residential	151,400	229,700	604,050,000	8,766
Hefei	Binhu District, No.20 Project	25.4%	Residential/Commercial	178,000	387,100	706,120,000	7,181



(Cont'd)

## Major Financing Activity: Issued US\$300 Million Senior Perpetual Capital Securities at distribution rate of 5.375%

- ◆ In August 2017, CIFI completed issue of US\$300 million senior perpetual capital securities at a distribution rate of 5.375% per annum. The net proceeds from the issue will be used to refinance its existing indebtedness.
- ◆ The issue received overwhelming response from the capital market with an order book of over US\$4 billion, representing over 13x times of the issue size. Among the subscribers are renowned asset management companies in Asia and Europe, including long-term and large financial institutions.

(End)

### 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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