



**Contracted Sales of RMB15.2B in June 2018, YoY growth of 69%**  
**Contracted Sales of RMB66.03B in 1H 2018, YoY growth of 40%**  
**Completed 47% of Full Year Sales Target (RMB140.0B)**

- ◆ In June 2018, the Group achieved contracted sales of approximately RMB15.20 billion, representing a YoY increase of approximately 69% (compared to June 2017), contracted GFA amounted to approximately 1,021,600 sq.m. Contracted ASP in June 2018 was approximately RMB14,900/sq.m.
- ◆ From January to June 2018, the Group achieved contracted sales of approximately RMB66.03 billion, representing a YoY increase of approximately 40%, contracted GFA amounted to approximately 4,311,800 sq.m. Contracted ASP from January to June 2018 was approximately RMB15,300/sq.m.
- ◆ During the first 6 months of 2018, contracted sales completed by the Group represented approximately 47% of its full year target of RMB140.0 billion.
- ◆ From January to June 2018, breakdowns of the Group's contracted sales were as follow:

By City	RMB (billion)	% of total
Hefei	10.01	15.2%
Chongqing	9.21	13.9%
Suzhou	5.12	7.8%
Wenzhou	5.05	7.7%
Ningbo	4.22	6.4%
Qingdao	4.04	6.1%
Hangzhou	3.82	5.8%
Tianjin	3.66	5.5%
Shanghai	3.44	5.2%
Wuhan	2.58	3.9%
Shenyang	2.52	3.8%
Foshan	2.32	3.5%



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By City	RMB (billion)	% of total
Jiaxing	1.90	2.9%
Chengdu	1.40	2.1%
Wuxi	1.19	1.8%
Linyi	1.04	1.6%
Xi'an	1.03	1.6%
Changsha	0.90	1.4%
Zhengzhou	0.89	1.4%
Jinan	0.42	0.6%
Nanjing	0.36	0.5%
Beijing	0.35	0.5%
Nanchang	0.26	0.4%
Sanya	0.25	0.4%
Zhenjiang	0.05	*

\* Less than 0.1%

By Region	RMB (billion)	% of total
Yangtze River Delta	35.42	53.6%
Central Western Region	16.01	24.3%
Pan Bohai Rim	12.03	18.2%
South China Region	2.57	3.9%



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## Land Acquisition

◆ In first 6 months of 2018, the Group completed the following land 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.)
<b>New Land Acquisitions in June 2018</b>							
Chongqing	Banan District, Yudong Xiaonanhai 18051 Project	100%	Residential	92,000	230,000	581,670,000	2,528
Shenyang	Shenhe District, Tuanjie Road No. 59 Project	100%	Residential / Commercial	29,400	223,600	1,073,370,000	4,800
Xi'an	Changning New District 31 mu Project	50.75%	Residential	20,600	41,200	63,440,000	3,031
Hangzhou	Lin'an District, Qingshan Lake Sci-tech City Light Rail Project	50%	Residential / Commercial	120,800	333,400	887,500,000	5,325
Xuzhou	Tongshan District No.36 Project	50%	Residential	48,000	96,000	96,080,000	2,002
Jiangmen	Pengjiang District No. 4 Project	40%	Residential	60,500	166,400	458,740,000	6,894
Wuhu	Yijiang District, Yuanmutang Project	40%	Residential	124,100	272,900	594,740,000	5,448
Chongqing	Liangjiang New Area, Yuelai 18061 Project	33.3%	Residential / Commercial	162,000	444,600	815,850,000	5,510
Chongqing	Liangjiang New Area, Yuelai 18065 Project	33.3%	Residential / Commercial	161,700	387,300	772,560,000	5,990
Wenzhou	Oujiang River Estuary Area, C-03AE Project	34%	Residential	131,100	219,900	146,540,000	1,960
Wenzhou	Oujiang River Estuary Area, C-11FH Project	34%	Residential	148,400	178,100	158,440,000	2,617
Wenzhou	Oujiang River Estuary Area, C-05A Project	31%	Residential	141,800	212,700	144,460,000	2,191



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<b>Land Acquisitions from January to May 2018</b>							
Hangzhou	Linan District, Tianmushan Project	100%	Commercial	1,195,200	49,900	159,830,000	3,201
Hangzhou	Linan District, Yuqian Project	100%	Commercial	755,400	35,900	68,620,000	1,913
Hangzhou	Linan District, Qingshanhu, Keji Cheng Project	50%	Residential	63,500	158,700	881,750,000	11,113
Taizhou	Jiaojiang District, Hongjia Street Project	100%	Residential / Commercial	28,200	57,400	346,200,000	6,027
Hefei	Luyang District, No.1704 Project	100%	Residential	92,200	174,200	1,784,700,000	10,247
Zhangjiagang	Nanhu Road, No. 2013-B28-A Project	100%	Residential	69,800	73,300	609,770,000	8,317
Zhangjiagang	Jingang Avenue, No. 2013-B27 Project	100%	Residential	27,100	40,600	287,460,000	7,074
Shanghai	Yangpu District, Dinghai Community Project	50%	Office / Commercial	36,500	109,500	1,490,000,000	27,222
Beijing	Chaoyang District, Sunhe Project	50%	Residential	53,500	58,900	1,682,500,000	57,152
Qingdao	Jiaozhou City, Boguanjinan East Project	50%	Residential	13,800	21,600	47,810,000	4,427
Qingdao	Jiaozhou City, Boguanjinan West Project	50%	Residential	63,700	136,200	201,260,000	2,955
Qingdao	Huangdao District, Boguanxinghai First Phase Project	50%	Residential	18,600	58,700	74,150,000	2,528



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Qingdao	Huangdao District, Boguanxinghai Second Phase Project	50%	Residential	24,100	34,900	80,810,000	4,629
Qingdao	Chengyang District, Boguanyipin Project	50%	Residential / Commercial	32,000	34,700	77,370,000	4,455
Qingdao	Chengyang District, Dejun Fifth Phase Project	50%	Residential	106,700	70,500	86,910,000	2,466
Qingdao	Chengyang District, Shuxiangjiayuan Project	50%	Residential	87,400	44,200	152,160,000	6,892
Jinan	Shizhong District, Boguanshanyue Project	25.5%	Residential	24,900	60,300	47,360,000	3,078
Linyi	Beicheng District, Boguanxincheng East Project	35%	Residential	86,700	153,000	102,160,000	1,940
Linyi	Beicheng District, Boguanxincheng West Project	35%	Residential	59,900	221,100	105,830,000	1,391
Jiaxing	Jiashan County, No. 2012-42 Project	50%	Residential	25,100	45,200	200,930,000	8,889
Jiaxing	Jiashan County, No. 2016-7 Project	50%	Residential	14,500	29,000	116,040,000	8,000
Jiaxing	Jiashan County, Huimin Project	50%	Residential	58,900	106,000	394,630,000	7,444
Chongqing	Jiangbei District, Dashiba Project	100%	Residential	4,500	15,700	131,000,000	8,366
Chongqing	Shapingba District, F6-1/F7 Project	100%	Residential / Commercial	8,500	27,700	212,000,000	7,650
Wuhan	Jiangxia District, Qixin Village Project	59.5%	Residential	70,200	238,400	893,520,000	6,300



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Hangzhou	Xiaoshan District, Shushan Project	50%	Residential	26,600	71,800	635,650,000	17,700
Shenyang	Tiexi District, Dongyang Zhigang Project	40%	Residential / Commercial	99,500	199,100	525,580,000	6,600
Jiaxing	Jiashan County, No. 34 Project	51%	Residential	35,600	89,100	321,680,000	7,080
Jiaxing	Jiashan County, No. 35 Project	49%	Residential	48,400	120,100	416,660,000	7,080
Wuxi	Jiangyin City Project	100%	Residential	126,300	220,000	1,565,580,000	7,117
Zhengzhou	Zhengdong New Area, Baisha 5A Project	70%	Residential	46,800	154,000	387,980,000	3,600
Ningbo	Yuyao City, No.24 Project	50%	Residential	73,800	96,000	337,690,000	7,038
Ningbo	Yuyao City, No.25 Project	50%	Residential	65,800	105,300	381,440,000	7,247
Ningbo	Yuyao City, No.26 Project	50%	Residential	30,800	76,900	266,140,000	6,924
Ningbo	Yuyao City, No.27 Project	50%	Residential	13,800	22,100	67,180,000	6,084
Zhongshan	Nantou Town, Suixi Village No.162-163 Project	33%	Residential	39,800	99,400	174,570,000	5,322
Qingdao	Huangdao District, Shuxiang pancheng F2 Project	27.5%	Residential	31,600	47,400	35,970,000	2,762



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Quanzhou	Shishi City, Baogai Town No. 2017S-40 Project	100%	Residential	68,000	169,900	1,075,000,000	6,327
Nantong	Gangzha District, No. R18013 Project	100%	Residential	56,500	78,400	849,750,000	10,839
Xuchang	Dongcheng District Project	100%	Residential	55,300	159,800	601,100,000	3,762
Chongqing	Banan District, Yu Dong No. 18032 Project	50%	Residential	200,200	389,500	810,000,000	4,159
Zibo	High-tech Zone, Huabei Road Project	45%	Residential	33,600	67,300	54,360,000	1,795
Nanchang	High-tech Zone No. 49 Project	34%	Residential	28,000	50,400	50,090,000	2,925
Zhenjiang	Jurong City, Baohua Mudan Road West Side Project	33%	Residential	52,400	131,000	260,960,000	6,038
Zhongshan	Nantou Town, Suixi Village No. W02-17-0135 Project	33%	Residential	11,000	33,100	49,130,000	4,500
Zhongshan	Nantou Town, Suixi Village No. W02-17-0137 Project	22%	Residential	34,300	85,700	71,820,000	3,810
Changzhou	Tianning District, Changgaoji South Project	100%	Residential	68,000	149,600	1,530,000,000	10,288
Foshan	Shunde District, Beijiao No. 005 Project	100%	Residential	81,500	203,600	1,980,000,000	9,723
Jining	High-tech Zone, Fangyuanxinju South Project	100%	Residential	58,400	64,200	139,540,000	2,173
Quzhou	Kecheng District, Railway Station Wanda East Project	100%	Residential / Commercial	97,600	182,100	911,000,000	5,002



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Xuzhou	Gulou District, Huanghe North Road Project	100%	Residential / Commercial	62,600	163,500	1,560,000,000	9,540
Xuzhou	Xingshanzi Industrial Park, Dasanjiao Project	50%	Residential	57,400	160,800	381,300,000	4,742
Jiangmen	Heshan City, Fangyuanyuedao Shoufu Project	49%	Residential	51,200	153,700	435,730,000	5,786
Weifang	Kuiwen District, Jinma Road Project	40%	Residential	68,800	151,500	248,670,000	4,105
Nanjing	Jiangning District, Jiulong Lake G58 Project	33%	Office / Commercial	26,700	133,300	202,950,000	4,612
	<b>1H2018 in total</b>				<b>8,690,300</b>	<b>29,192,410,000</b>	<b>RMB 6,100/sq.m.</b>

- ◆ During the first 6 months of 2018, the Group entered more than 13 quality first- and second-tier cities and third-tier cities, and acquired 67 new projects, which provided ample saleable resources for 2H2018 and 2019.





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## CIFI: Voted as “Most Honored Company” in “2018 All-Asia Executive Team Rankings” by *Institutional Investor*

- ◆ On 26 June 2018, CIFI was voted as a “**Most Honored Company**” and received several top rankings in the property sector in “**2018 All-Asia Executive Team Rankings**” by the international financial magazine, *Institutional Investor*.
  - 2018 “**Asia Most Honored Company**”
  - 2018 “**Asia’s Best CFO**” (Property Sector) - Top 1: Overall / Buy-side / Sell-side
  - 2018 “**Asia’s Best IR Professional**” (Property Sector)- Top 1 : Overall / Buy-side / Sell-side
  - 2018 “**Asia’s Best Investor Relations Program**” (Property Sector)- Top 3: Sell-side
  - 2018 “**Asia’s Best Analyst Day**” (Property Sector)- Top 3: Overall
- ◆ “2018 All-Asia Executive Team Rankings” is designed to recognize the outstanding companies and management team in Asia and is authoritative and recognized by the industry. This year a record total of 3,538 buy-side analysts and 982 sell-side analysts participated in the survey.

## Controlling shareholders increased their shareholdings by an aggregate of 25.8M shares of CIFI at a total consideration of approximately HK\$155 million.

- ◆ From 28 May, 2018 to 3 July, 2018, the controlling shareholders increased their shareholdings by an aggregate of 25,812,950 shares of CIFI for a total consideration of approximately HK\$155 million.
- ◆ As at 3 July 2018, the controlling shareholders held approximately 56.08% of the shares of the Group. The controlling shareholders are confident about the future prospects of the Group and believe that there will be continued growth and development of the Group. The controlling shareholders do not rule out the possibility of further increasing shareholding in the Group when appropriate in the future, subject to compliance with applicable legal and regulatory requirements.

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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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