



Contracted Sales of RMB13.00B in November 2018, YoY growth of 42%

Contracted Sales of RMB130.86B in First 11M 2018, YoY growth of 49%

Completed 94% of Full Year Sales Target (RMB140.0B)

- ◆ In November 2018, the Group achieved contracted sales of approximately RMB13.00 billion, representing a YoY increase of approximately 42% (compared to November 2017), contracted GFA amounted to approximately 764,700 sq.m. Contracted ASP in November 2018 was approximately RMB17,000/sq.m.
- ◆ From January to November 2018, the Group achieved contracted sales of approximately RMB130.86 billion, representing a YoY increase of approximately 49%, contracted GFA amounted to approximately 8,184,400 sq.m. Contracted ASP from January to November 2018 was approximately RMB16,000/sq.m.
- ◆ During the first 11 months of 2018, contracted sales completed by the Group represented approximately 94% of its full year target of RMB140.0 billion.

Land Acquisition

- ◆ In November 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.)
Nanning	Xixiangtang District, Xiu'an Road 39 acres Project	50%	Residential	26,300	65,800	157,440,000	4,782

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Investor Relations Contacts:

CIFI Holdings (Group) Co. Ltd.

Albert Yau / Lawrence Leung / Steven Peng

Tel : +852 2156 1316

Email: ir@cifi.com.cn

iPR Ogilvy & Mather

Gary Li / Koey Tam / Eudice Law

Tel : +852 2136 6185

Email: cifi@iprogilvy.com