

2019

Corporate Monthly Newsletter

**JUNE**

## Record-High Contracted Sales of RMB22.34B in June 2019, up approx. 50% YoY Completed 47% of Full Year Sales Target (RMB190.0B)

- ◆ In June 2019, the Group achieved contracted sales of approximately RMB22.34 billion, representing a YoY increase of approximately 47% (compared to June 2018). Contracted GFA amounted to approximately 1,235,200 sq.m. Contracted ASP was approximately RMB18,100/sq.m. in June 2019, up almost 22% YoY (compared to June 2018).
- ◆ From January to June 2019, the Group achieved contracted sales of approximately RMB88.44 billion, representing a YoY increase of approximately 34%. Contracted GFA amounted to approximately 5,088,200 sq.m. Contracted ASP was approximately RMB17,400/sq.m. from January to June 2019, with a YoY increase of about 14%.
- ◆ During the first six months of 2019, contracted sales completed by the Group represented approximately 47% of its full year target of RMB190.0 billion.
- ◆ From January to June 2019, breakdowns of the Group's contracted sales were as follows:

By City	RMB (billion)	% of total
Beijing	10.57	12.0%
Hangzhou	7.97	9.0%
Chongqing	6.26	7.1%
Shanghai	5.72	6.5%
Suzhou	5.09	5.8%
Wenzhou	4.64	5.2%
Wuxi	4.60	5.2%
Hefei	3.49	3.9%
Jiaxing	3.41	3.9%
Wuhan	2.77	3.1%
Xi'an	2.68	3.0%
Ningbo	2.63	3.0%
Jinan	2.58	2.9%
Shenyang	2.57	2.9%
Nanjing	2.47	2.8%

2019  
 Corporate Monthly Newsletter

**JUNE**

(Cont'd)

By City	RMB (billion)	% of total
Fushan	1.90	2.1%
Linyi	1.69	1.9%
Xuzhou	1.69	1.9%
Guangzhou	1.62	1.8%
Tianjin	1.62	1.8%
Chengdu	1.55	1.8%
Hong Kong	1.42	1.6%
Changsha	1.21	1.4%
Changzhou	1.18	1.3%
Qingdao	1.15	1.3%
Quzhou	0.88	1.0%
Nantong	0.84	0.9%
Weifang	0.51	0.6%
Jinhua	0.44	0.5%
Wuhu	0.41	0.5%
Others	2.88	3.3%

By City	RMB (billion)	% of total
Yangtze River Delta	45.52	51.5%
Pan Bohai Rim	21.17	23.9%
Central Western Region	15.56	17.6%
South China Region	6.19	7.0%

2019  
 Corporate Monthly Newsletter

**JUNE**

(Cont'd)

## Land Acquisition

◆ In first half of 2019, 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 2019</b>							
Nanjing	Jurong City, 2019-J1-1-01 to 06 Project	100%	Residential	257,700	496,600	2,276,160,000	4,583
Changsha	Yuelu District, No. 037 Project	70%	Residential / Commercial	27,900	147,900	286,850,000	2,771
Taizhou	Jiaojiang District, Xiachen Project	100%	Residential	103,400	186,100	708,200,000	3,805
<b>Land Acquisitions from January to May 2019</b>							
Suzhou	Wuzhong District, Xukou Town, No. 2018-WG-32 Sunwu Road Project	100%	Residential	45,200	76,800	719,130,000	9,368
Suzhou	Wuzhong District, Mudu Town, No. 2018-WG-41 Jinmao Road Project	70%	Residential	46,600	102,600	1,018,920,000	14,194
Suzhou	Wuzhong District, Luzhi Town, No. 2018-WG-43 North Yanli Project	100%	Residential	45,100	99,200	1,113,220,000	11,217
Wuhan	Hanyang Village, Shuguang Village Project	84%	Residential	100,100	521,600	3,407,810,000	7,784
Changsha	Changsha County, No. 081 Project	50%	Residential	63,900	191,600	382,310,000	3,990
Shenyang	Huanggu District, West Rail Yard Project	100%	Residential	6,500	19,600	85,110,000	4,350
Shanghai	Pudong New Area, Yangjing Sub-district, C000204 Project	50%	Commercial	3,700	3,000	30,950,000	20,870
Kunming	Economic and Technological Development Zone, KCJ2018-5 Project	51%	Residential	71,800	179,500	217,000,000	2,371

2019  
 Corporate Monthly Newsletter

**JUNE**

(Cont'd)

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.)
Tianjin	Binhai New Area, Tanggu Bay Project	50%	Residential	41,600	62,400	166,500,000	5,337
Nanchang	Honggutan New District, 2019003 Project	50%	Residential	96,100	211,500	302,800,000	2,864
Shanghai	Pudong New Area, Pujiang Overseas Chinese Town Project	30%	Office/ Commercial	38,100	95,900	371,130,000	12,900
Hefei	Feixi County, No. 2018-26 Project	100%	Residential/ Commercial	142,100	307,100	1,766,120,000	5,751
Hefei	Xinzhan District, XZQTD237 Project	50%	Residential	54,800	82,200	267,070,000	6,500
Tianjin	Xiqing District, Jinwu Town, West Binshui Road Project	51%	Residential/ Commercial	142,400	287,800	1,855,380,000	12,640
Qingdao	Huangdao District, Guzhenkou, Lingxi Bay Project	51%	Residential/ Commercial	232,500	302,200	558,380,000	3,623
Tianjin	Ninghe District, Liangku Project	50%	Residential	28,700	57,300	134,500,000	4,692
Tianjin	Binhai New Area, Tanggu Bay No. 7 Project	50%	Residential	34,500	51,800	131,200,000	5,067
Xi'an	Weiyang District, Chanba Road 1 Project	100%	Residential	92,000	299,800	1,234,000,000	4,117
Chengdu	Xindu District, 123 acres Project	100%	Residential/ Commercial	82,500	273,800	619,030,000	2,261
Chengdu	Jiayang City, Hedong New Area, 77 acres Project	60%	Residential	51,700	206,600	696,750,000	5,620
Hefei	Binhu Area, No. 2019-12 Project	100%	Residential	50,600	119,000	1,730,750,000	14,550
Hefei	Yaohai District, No. E1805 Project	33%	Residential	49,500	109,000	214,600,000	5,966

2019  
 Corporate Monthly Newsletter

**JUNE**

(Cont'd)

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.)
Taiyuan	Jiancaoping District, Sanjiopian Area, SP1919-SP1928 Project	35%	Residential	672,700	2,520,000	1,695,750,000	1,923
Fuzhou	Jinan District, Qianyu Village Project	100%	Residential	30,600	79,600	988,000,000	12,405
Ningbo	Yinzhou District, Zhanyu Town ZQ01-02-h2a, ZQ01-02-h4 Project	100%	Residential	61,200	97,900	422,800,000	4,320
Changzhou	Jingkai District, Weilan Tiandi West Project	100%	Residential	58,400	133,300	1,170,000,000	8,779
Changzhou	Jingkai District West Minguifang West Project	100%	Residential	26,700	58,800	480,000,000	8,169
Wuxi	Jiangyin City, Shanghaihui Project	100%	Residential	16,400	32,800	315,370,000	9,624
Zhangzhou	Longhai City, Jiaomei Town, 2019P01 Project	100%	Residential	23,900	71,600	718,000,000	10,030
Chongqing	Airport Development Area, 19049 Project	50%	Residential	94,700	134,500	369,600,000	5,500
Chongqing	Airport Development Area, 19058 Project	50%	Residential	50,400	70,500	193,890,000	5,500
	<b>1H2019 in total</b>				<b>7,690,900</b>	<b>26,647,280,000</b>	<b>RMB 4,847/sq.m.</b>

- 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.

**Investor Relations Contacts:**
**CIFI Holdings (Group) Co. Ltd.**

Lawrence Leung / David Yang / Steven Peng  
 Tel : +852 2156 1316  
 Email: ir@cifi.com.cn

**iPR Ogilvy**

Gary Li / Cathy Chen / Koey Tam / Dorothy Wong  
 Tel : +852 2136 6185  
 Email: cifi@iprogilvy.com