



2019
Corporate Monthly Newsletter
DECEMBER

CIFI's Contracted Sales of RMB22.80B in December 2019, YoY Growth of 8% Contracted Sales of RMB200.60B in FY2019, YoY Growth of 32%, Exceeding Full Year Sales Target (RMB190.0B) by 106%

- ◆ In December 2019, the Group achieved contracted sales of approximately RMB22.80 billion, representing a YoY increase of approximately 8% (compared to December 2018). Contracted GFA amounted to approximately 1,341,400 sq.m. and contracted ASP was approximately RMB17,000/sq.m. in December 2019.
- ◆ For the full year of 2019, the Group achieved contracted sales of approximately RMB200.60 billion, representing a YoY increase of approximately 32%. Contracted GFA amounted to approximately 12,035,500 sq.m. and contracted ASP was approximately RMB16,700/sq.m. in 2019.
- ◆ In 2019, the Group exceeded its 2019 full year contracted sales target of RMB190.0 billion by approximately 106%.
- ◆ In 2019, breakdowns of the Group's contracted sales were as follows:

By City	RMB (billion)	% of total
Beijing	20.09	10.0%
Hangzhou	15.36	7.7%
Chongqing	12.98	6.5%
Suzhou	11.79	5.9%
Wenzhou	10.03	5.0%
Hefei	9.69	4.8%
Nanjing	9.61	4.8%
Wuxi	8.80	4.4%
Shanghai	8.61	4.3%
Wuhan	7.77	3.9%
Jinan	6.74	3.4%
Shenyang	6.44	3.2%
Jiaxing	6.25	3.1%
Tianjin	6.06	3.0%
Foshan	5.23	2.6%



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By City	RMB (billion)	% of total
Ningbo	5.01	2.5%
Chengdu	4.16	2.1%
Changsha	3.60	1.8%
Guangzhou	3.60	1.8%
Hong Kong	3.58	1.8%
Qingdao	3.57	1.8%
Xi'an	3.44	1.7%
Linyi	3.01	1.5%
Xuzhou	2.74	1.4%
Changzhou	2.35	1.2%
Quzhou	1.60	0.8%
Dongguan	1.53	0.8%
Nantong	1.43	0.7%
Wuhu	1.24	0.6%
Taiyuan	1.17	0.6%
Weifang	1.13	0.6%
Yinchuan	1.08	0.5%
Guiyang	1.05	0.5%
Fuzhou	1.02	0.5%
Other*	8.85	4.4%

* Less than 0.5%

By Region	RMB (billion)	% of total
Yangtze River Delta	96.92	48.3%
Pan Bohai Rim	50.36	25.1%
Central & Western Region	35.86	17.9%
Southern China Region	17.46	8.7%



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Land Acquisition

◆ In December 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 (Excluding Carpark) (RMB/sq.m.)
Hangzhou	Xiaoshan District, Puyang Town Centre Project	100%	Residential	77,300	139,200	632,280,000	4,541
Hefei	Feixi County, No. 2019-18 Project	100%	Residential	119,500	239,000	1,807,050,000	7,560
Ürümqi	Saybag District, Laoman City Project	100%	Residential	70,500	118,800	466,000,000	3,921
Weifang	Hi-Tech Zone, G17 Project	100%	Residential	61,800	154,500	566,450,000	3,666
Shanghai	Minhang District, Pujiang Town, Pujiang Major Residential Area Expansion 39-01 Project	51%	Residential	30,200	60,400	499,800,000	16,232
Zhengzhou	Gongyi City, No. 2019-139 Project	51%	Residential	60,700	145,800	148,690,000	2,000
Wuhan	Qiaokou District, Fantasia Hanzheng Street Project	50%	Residential/Commercial	50,400	239,800	1,875,000,000	15,635
Luoyang	Yibin District, No. 2019-55 Project	50%	Residential	73,200	219,500	374,810,000	3,422
Changsha	Changsha County, Renmin East Road Project	34%	Residential	72,700	216,600	136,050,000	1,847
Beijing	Shunyi District, Shunyi New Town Project	33%	Residential	66,500	133,000	1,485,000,000	33,847



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CIFI: 2019 Global Fixed-Income Executive Team Ranking

- ◆ In “2019 Global Fixed-Income Executive Team ranking” of *Institutional Investor*, the American authoritative financial magazine, CIFI won:
 - 2019 “Best Use of Debt” - High Yield (Real Estate and Construction)
 - 2019 “Best Investor Relations” - High Yield (Real Estate and Construction)

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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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