

2020

Corporate Monthly Newsletter

FEBRUARY

CIFI's Contracted Sales of RMB2.50B in February 2020 and RMB12.30B in First Two Months

- ◆ In February 2020, the Group achieved contracted sales of approximately RMB2.50 billion and contracted GFA of approximately 137,900 sq.m.. Contracted ASP was approximately RMB18,100/sq.m. in February 2020.
- ◆ From January to February 2020, the Group achieved contracted sales of approximately RMB12.30 billion and contracted GFA of approximately 764,300 sq.m.. Contracted ASP was approximately RMB16,100/sq.m. from January to February 2020.
- ◆ In addition, sales offices in different regions have gradually reopened with adequate preventive measures implemented. As at March 5, outside Hubei Province, CIFI has reopened 176 sales offices, representing approximately 88% of total sales offices. Meanwhile, CIFI has launched a marketing campaign with the theme of "CIFI, For A Quality Life" in 75 cities across the nation, introducing flexible policies to cater for local market conditions. CIFI required the local teams to pay close attention to cash collection while safeguarding business performance.
- ◆ To ensure all the sales offices were reopened in compliant with local regulations, the Marketing Department of the Group established 25 standards to guide the epidemic-prevention work in sales offices. CIFI also worked with Ever Sunshine Lifestyle Services to set out guidance for epidemic prevention, providing the visitors with a comprehensive understanding and safe experiencing of CIFI's products. It was also the best on site demonstration of CIFI's attentive service.

Resumption Progress of Construction Projects:

As at March 5, 2020, 81% of the Group's construction projects had resumed/obtained government's approval to resume operations. Some cities and regions including Zhejiang, Changsha, Chengdu, Fujian, Zhengzhou and Shenzhen have resumed 100% of their operations. With the progressive control of the epidemic and more workers were returning to work, it was expected that all construction projects (except for those projects in Wuhan) would be fully resumed by the end of March.

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Land Acquisition

1. In February 2020, the Group has successfully acquired 7 projects.
2. The average equity interest in the newly acquired projects were above 90%. Average land cost was approximately RMB5,890/sq.m. with an average land premium rate of about 12%. For more information, please refer to the table below:

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.)
Shanghai	Jiading District, Anting Town, 03-01A Project	100%	Residential	29,600	68,100	953,000,000	14,000
Changsha	Yuhua District, No. 115 Project	100%	Residential	122,400	489,600	2,546,000,000	5,200
Chongqing	Shapingba District, F-2/03 Project	50%	Residential, Commercial	3,100	10,200	29,000,000	5,737
Fuzhou	Jin'an District, Houpu Country 2020-02 Project	100%	Residential	20,700	45,500	542,000,000	11,903
Nanning	Wuxiang Zongbao District, Yin Hai Da Dao 147 Acres Project	100%	Residential	98,200	392,700	1,532,000,000	3,900
Wenzhou	The Oujiang River Estuary Area, Bandao Qibu District, A-02 Project	100%	Residential	30,100	87,400	339,000,000	3,878
Taicang	High-tech Zone, Science and Education New Town, 2020-WG-1-1 Project	100%	Residential	63,700	114,600	1,147,000,000	10,006

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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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