

2021
Corporate Monthly Newsletter
JUNE

CIFI's contracted sales grew 69% year on year to RMB136.15 billion in the first half of 2021, completed 51.4% of its RMB 265.0 billion full year sales target

- ◆ In June 2021, the Group achieved contracted sales of approx. RMB26.09 billion, representing a YoY increase of approx. 4 % (compared to June 2020). Contracted GFA amounted to approx. 1,478,600 sq.m. and contracted ASP was approx. RMB 17,600 / sq.m. in June 2021.
- ◆ From January to June, the Group achieved contracted sales of approx. RMB 136.15 billion, representing a YoY increase of approx. 69%. Contracted GFA amounted to approx. 7,973,300 sq.m.. Contracted ASP was approx. RMB 17,100 / sq.m. during the period from January to June 2021.
- ◆ In the first half of 2021, the Group's contracted sales by city and region are as below:

City	RMB (Billion)	Percentages of total sales
Beijing	9.21	6.8%
Suzhou	8.46	6.2%
Chongqing	7.40	5.4%
Changsha	7.29	5.4%
Wenzhou	6.96	5.1%
Wuhan	6.93	5.1%
Hefei	6.19	4.5%
Wuxi	6.06	4.4%
Hangzhou	5.68	4.2%
Xiamen	5.12	3.8%
Nanjing	4.30	3.2%
Ningbo	4.16	3.1%
Fuzhou	3.37	2.5%
Xi'an	3.20	2.3%
Shanghai	3.10	2.3%
Qingdao	3.00	2.2%
Tianjin	2.84	2.1%
Jinhua	2.67	2.0%

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City	RMB (Billion)	Percentages of total sales
Chengdu	2.59	1.9%
Zhuhai	2.22	1.6%
Shaoxing	2.13	1.6%
Jinan	2.07	1.5%
Wuhu	1.94	1.4%
Changzhou	1.90	1.4%
Huzhou	1.59	1.2%
Guangzhou	1.48	1.1%
Foshan	1.38	1.0%
Zhengzhou	1.35	1.0%
Shenyang	1.24	0.9%
Luoyang	1.15	0.8%
Yinchuan	1.13	0.8%
Taiyuan	1.10	0.8%
Nanchang	1.02	0.7%
Kunming	0.99	0.7%
Nantong	0.91	0.7%
Dongguan	0.84	0.6%
Huizhou	0.76	0.6%
Urumqi	0.68	0.5%
Linyi	0.66	0.5%
Taizhou	0.65	0.5%
Fuyang	0.63	0.5%
Others	9.84	7.2%

Region	RMB (Billion)	Percentages of total sales
Yangtze River Delta	60.31	44.3%
Pan Bohai Rim	22.07	16.2%
Central & Western Region	35.50	26.1%
Southern China Region	18.26	13.4%

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Land Acquisition

◆ In June 2021, the Group completed the following land acquisitions:

City	Project	Group's Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA (Excl. Carpark) (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (Excl. Carpark) (RMB/sq.m.)
Hefei	Shushan District, Canal New City SS, No. 202106, 90 acres project	100%	Residential	59,900	99,300	749,540,000	7,548
Luoyang	Xigong District, No. 38 & 43 (D5, D6) of Shijiatusun No. 2 project	100%	Residential, Ground-Level Shops	57,300	200,700	717,160,000	3,573
Xuzhou	Jiawang District, Pengcheng Avenue project	52%	Residential, Ground-Level Shops	204,800	450,600	127,820,000	545
Foshan	Chancheng District, both sides of Wisdom Road project	50%	Residential	47,200	117,900	719,440,000	12,204
Chengdu	Xinjin District, Huayuan 95 acres project	50%	Residential	63,600	95,400	314,740,000	6,598
Jining	High-tech Zone, Guang'an Road project	50%	Residential, Ground-Level Shops	34,400	75,600	152,320,000	4,030
Liaocheng	Dongchangfu District, 2019-09 Dongguan International East project	41%	Residential	51,300	128,300	336,580,000	6,398
Huizhou	Huicheng District, Xiaojinkou, TC04-02-10 project	40%	Residential, Ground-Level Shops	34,200	95,600	256,200,000	6,700

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City	Project	Group's Equity Interest	Intended Primary Use	Site Area (sq.m.)	Total Planned GFA (Excl. Carpark) (sq.m.)	Group's Attributable Consideration (RMB)	Average Land Cost (Excl. Carpark) (RMB/sq.m.)
Changsha	Yuelu District [2021], Changsha City, No. 029 Project	34%	Residential, Ground-Level Shops	117,500	360,300	597,300,000	4,876
Yancheng	Tinghu District, Yulong Road South, Yingbin Road West, Chunhua Road North project	27%	Residential, Ground-Level Shops	23,300	68,500	165,780,000	8,964
Xuancheng	Xuanzhou District, Guotou No. 1913 project	24%	Residential	142,500	227,900	198,150,000	3,623

Company News

- ◆ In June 2021, CIFI Holdings (Group) Co., Ltd.'s (hereinafter referred to as "CIFI Holdings", stock code: 884.HK) major shareholders Lin's Family increased their shareholdings again, of which Lin's Family, Chairman of the board of directors Lin Zhong and Vice Chairman of the board of directors Lin Wei increased their holding by 1.0 million shares each respectively, and CEO Lin Feng increased his holding by 596,000 shares. Since the beginning of the year, the Lin's Family and the individual family members have accumulated and purchased over 10.0 million CIFI's shares. The frequent increase in shareholdings conveys their strong confidence in CIFI's long-term development and room for future increases in stock price.
- ◆ On 11 June 2021, CIFI Holdings released its Environmental, Social and Governance (ESG) Report 2020, demonstrating the "Green Competitiveness" that has been built as a centennial enterprise in terms of green buildings, integrity governance, green finance, and corporate social responsibilities. In May, CIFI Holdings issued US\$500 million of green bonds, with coupon rate of 4.45% and a maximum maturity of 7 years, marking the longest tenor of offshore US bonds issued by CIFI. [【Report】](#)

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Company News

- ◆ On 30 June 2021, CIFI Holdings has won multiple awards for the fifth consecutive year in the "All-Asia Executive Team Rankings 2021" under the category of property sector organized by Institutional Investor, an international financial magazine and has been ranked third in the "Honored Companies" in Asia. The list celebrates the outstanding companies and management teams in Asia and was voted by a total of 3,503 buy-side analysts and 581 sell-side analysts. On the same day, Deloitte China, "Harvard Business Review" and other institutions jointly released the list of the third "China Best Management Company Program" (hereinafter referred to as BMC). CIFI has won the title of "China Best Management Company" for two consecutive years. BMC is the only program that conducts a comprehensive evaluation on the corporate governance of private enterprises in China. It mainly evaluates the four aspects of the company, including strategy, capability, commitment and financial strength.
- ◆ In June 2021, Nanchang CIFI Center won the highest level of five-star award in the 2021 International Property Awards - Asia Pacific Regional Awards and the "Best Commercial Project in China" award. The project is also the nominations solicited for the Asia-Pacific Region" and will compete with other top projects in the world for the "Best in the World" award. The International Property Awards was established in 1993 with strict selection criteria, which covers design, quality, service, innovation, originality and sustainable development concepts. The judging committee composed of 70 top international experts in the industry, including members of the House of Lords of the British Parliament. The commercial project of Nanchang CIFI Center includes the deputy construction of a city park of approximately 190,000 sq.m. and a cultural and a sports center of approximately 40,000 sq.m., as well as a 90,000 sq.m. CIFI Plaza, which integrates a large comprehensive development of residential, leisure, parks, cultural and sports, and business districts.



Nanchang CIFI Center



Nanchang CIFI Center

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Company News

- ◆ Midea CIFI City is a large-scale commercial and residential project jointly developed by Midea and CIFI. It is located in Oujiangkou New District, Wenzhou City, with a total gross floor area (GFA) of more than 500,000 sq.m. The project is located in a superior location, which is close to the Oujiangkou Station of the light rail S1 line, and near the exhibition center. It only takes 30 minutes and 10 minutes to reach the downtown area and Longwan Airport travelled by the light rail line respectively. The project is adjacent to Deheng New Times Square with a GFA of more than 400,000 sq.m., Dalton School founded by American educator Helen Parkhurst and Wenzhou Foreign Language School and other high-quality complementary facilities. The project was first launched in September 2020 and has been well received by the market, with 7 additional launches within 9 months. The 8th phase of the project was launched on June 28 and 312 units were sold within one hour with a sell-through rate of approximately 80%.



Wenzhou Midea CIFI City

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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"), June be subject to change as a result of changes in our development, sales and investment processes and June 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 / Cherry Lin / Steven Peng / Clara He
Tel : +852 2156 1316
Email: ir@cifi.com.cn

iPR Ogilvy
Gary Li / Ada Chew / Rainbow Sum
Tel : +852 2136 6185
Email: cifi@iprogilvy.com