

2021
Corporate Monthly Newsletter
S e p t e m b e r
CIFI's contracted sales grew by 25% YoY to RMB193.05 billion in the first nine months of 2021

- ◆ In September 2021, the Group achieved contracted sales of approx. RMB16.00 billion. Contracted GFA amounted to approx. 918,500 sq.m. and contracted ASP (excluding carparks and storage rooms) was approx. RMB18,300/sq.m. in September 2021.
- ◆ From January to September, the Group achieved contracted sales of approx. RMB193.05 billion, representing a YoY increase of approx. 25%. Contracted GFA amounted to approx. 11,026,200 sq.m. Contracted ASP (excluding carparks and storage rooms) was approx. RMB18,000/sq.m. during the period from January to September 2021.
- ◆ In the first three quarters of 2021, the distribution of the Group's contracted sales:

City	RMB (Billion)	Percentages of total sales
Beijing	15.57	8.1%
Suzhou	15.31	7.9%
Hangzhou	10.76	5.6%
Changsha	9.54	4.9%
Wenzhou	9.52	4.9%
Chongqing	9.00	4.7%
Wuhan	8.18	4.2%
Xiamen	7.72	4.0%
Shanghai	7.41	3.8%
Hefei	7.15	3.7%
Wuxi	6.72	3.5%
Ningbo	6.22	3.2%
Nanjing	5.70	3.0%
Tianjin	4.21	2.2%
Fuzhou	3.83	2.0%
Qingdao	3.80	2.0%
Chengdu	3.62	1.9%
Xi'an	3.34	1.7%
Zhuhai	3.29	1.7%

2021

Corporate Monthly Newsletter

September

(Cont'd)

City	RMB (Billion)	Percentages of total sales
Jinan	2.96	1.5%
Jinhua	2.77	1.4%
Shaoxing	2.48	1.3%
Changzhou	2.12	1.1%
Wuhu	2.05	1.1%
Taiyuan	1.95	1.0%
Kunming	1.79	0.9%
Zhengzhou	1.79	0.9%
Guangzhou	1.75	0.9%
Huzhou	1.74	0.9%
Shenyang	1.72	0.9%
Foshan	1.70	0.9%
Urumqi	1.40	0.7%
Lianyungang	1.35	0.7%
Yinchuan	1.35	0.7%
Nanchang	1.29	0.7%
Luoyang	1.28	0.7%
Huizhou	1.22	0.6%
Zibo	1.17	0.6%
Linyi	1.14	0.6%
Nantong	1.10	0.6%
Guiyang	1.01	0.5%
Harbin	0.98	0.5%
Others	14.05	7.3%

Region	RMB (Billion)	Percentages of total sales
Yangtze River Delta	88.15	45.7%
Pan Bohai Rim	37.09	19.2%
Central & Western Region	43.78	22.7%
Southern China Region	24.03	12.4%

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Land Acquisition

◆ In September 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.)
Changde	Wuling District, Chang Guo Chu (2021) No.18, Chengdong New District, the third batch of projects	100%	Residential	11,300	30,500	66,500,000	2,180
Jinan	Tianqiao District, Biaoshan Phase II B1 Project	51%	Residential	66,900	194,000	435,690,000	4,404
Tianjin	Nankai District, Lingyin Nanli Project	49%	Residential, ground-level shops	19,500	48,800	719,320,000	30,082

Company News

◆ On 10 September 2021, CIFI Holdings (Group) Co. Ltd.'s (hereinafter referred to as "CIFI Holdings") completed the public issuance of the third batch of domestic corporate bonds with an issuance size of RMB1,875 million, at a coupon rate of 3.90% per year, and a maturity of 4 years (2+2). The issuance was oversubscribed by 1.73x by professional investors and received a credit rating of AAA and stable outlook from Lianhe Credit Rating. The coupon rate of this issuance was further reduced compared with the previous two issuances this year despite the current highly uncertain environment in the industry, which fully demonstrates its core competence in low-cost financing. During the same month, CIFI redeemed "16 CIFI 02" corporate bonds and "16 CIFI 03" corporate bonds, two private placements issued in 2016 with a total principal and interest of RMB4,238 million as scheduled. After the completion of this issuance, CIFI Holdings has completed the refinancing of all onshore and offshore debts due this year.

2021

Corporate Monthly Newsletter

September

(Cont'd)

Company News

- ◆ In September 2021, the major shareholder of CIFI Holdings, the Lin's Family increased their equity stake in CIFI Holdings by 14 million shares in total from September 7 to September 20. Since the beginning of the year, the Lin's Family has purchased an aggregate of approx. 143.8 million shares of CIFI Holdings through the secondary market and the scrip dividend scheme. The major shareholder's frequent increase in shareholdings conveys their strong confidence in CIFI's long-term development.
- ◆ On 17 September 2021, Wuxi City Liangxi Economic Development Investment Group Company and CIFI Lingyu signed the strategic cooperation for the Sanyang Plaza project and the Science & Technology City project in Wuxi. Both parties will leverage on their respective resources and advantages to carry out in-depth cooperation in various aspects such as lease management, operations and maintenance, and property services, to satisfy the housing needs of talents. The Sanyang Plaza project, which is located at the Chong'an commercial district and the central business district of the city, targets the white-collar workers in the surrounding areas as potential tenants. The project is close to the Sanyang Square Station of the Metro Rail S1 and S2 lines and surrounded with shopping malls, schools and medical facilities. The Science & Technology City project, which is located at the Beitang District of Liangxi, is planned to attract high-tech talents and is positioned to be the hub for high-technology industrial sectors in the city.



Photo-realistic rendering of Liangxi International Talent Apartment

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Company News

- ◆ On 1 October 2021, Huayu CIFI Splendid Plaza, which has a total gross floor area of 267,000 sq.m. and commercial area of 42,000 sq.m. launched its grand opening in Chengdu. The plaza is located at Longtan Economic Headquarters of Chenghua District, which is 15 minutes away from Jianshe Road commercial area and 20 minutes away from Chengdu East Railway Station. There are numerous residential estates, industrial parks and office buildings in the surrounding areas. There are over 200,000 residents and 40,000 white-collar workers within 3 kilometers of the project. The current occupancy rate is 97%, with supermarkets, cinemas, theme-based restaurants, etc. accounted for 45% of the tenants, while food and beverage, children-oriented businesses and retail services accounted for 23%, 19% and 9% of the tenants respectively. On the first three days of operations, the mall has attracted over 439,000 foot traffic and achieved concessionary sales of CNY 11.46 million.



Huayu CIFI Splendid Plaza

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Disclaimer:

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