

CIFI's contracted sales grew by 20% YoY to RMB209.25 billion in the first ten months of 2021

- ◆ In October 2021, the Group achieved contracted sales of approx. RMB16.20 billion. Contracted GFA amounted to approx. 1,084,900 sq.m. and contracted ASP (excluding carparks and storage rooms) was approx. RMB15,500/sq.m. in October 2021.
- ◆ From January to October, the Group achieved contracted sales of approx. RMB209.25 billion, representing a YoY increase of approx. 20%. Contracted GFA amounted to approx. 12,111,100 sq.m. Contracted ASP (excluding carparks and storage rooms) was approx. RMB17,800/sq.m. during the period from January to October 2021.

Land Acquisition

- ◆ In October 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.)
Wenzhou	Dongtou County Peninsula Phase 1, E-07-04, E-07-06, E-11-01 project	49%	Residential, ground-level shops	199,500	554,100	1,525,860,000	5,620
Guangzhou	Nansha District, Hengli Island, Zhongzhouyong South project	16%	Residential, ground-level shops	34,700	131,700	289,700,000	13,587

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Company News

- ◆ On 15 October 2021, Cifi Ever Sunshine Services Group Limited (hereinafter referred to as “Ever Sunshine”, stock code: 1995.HK) announced that it has reached an equity strategic cooperation with Red Star Macalline Group Corporation Limited (stock code: 1528.HK), and the two parties will jointly operate Shanghai Macalline Property Management Services Limited (hereinafter referred to as “Macalline Property”). Macalline Property will undertake the property management of Red Star Macalline’s self-operated shopping malls. The two parties have started the preliminary cooperation in commercial properties since March this year. With this agreement, the customers’ experience of Red Star Macalline’s shopping malls will be greatly enhanced. In the future, the two parties will jointly explore ways, from the early stage property development to the delivery of new homes, to provide the one-stop services from home purchase to home decoration and furniture, and to enhance the “full life cycle” service capabilities of both parties in the industry.
- ◆ CIFI organized a 4-day reverse roadshow from 19th to 22th October 2021. Nearly 70 analysts and investors from major financial institutions visited Beijing, Tianjin and Shanghai to explore the key projects of CIFI in greater depth, including Huaxi CIFI LIVE · Wukesong and Park City in Beijing, Century One Mile and Henderson CIFI The Roof in Shanghai, the experience halls and display areas of CIFI’s Transparent Factory in various projects, allowing investors to fully acknowledge the customized design of CIFI’s projects and the Group’s commitment to product quality. Mr. Lin Zhong, Chairman of the board of directors, and Mr. Yang Xin, CFO of CIFI, together with senior executives of the Group met with analysts and investors and carried out communications to clearly state that the Group will continue to build long-term competitiveness around financial stability, operational efficiency and sustainable development. With the on-site visits and communication, analysts and investors have acknowledged the comprehensive strength of CIFI as a “city integrated operator” and fully affirmed CIFI’s high-quality and steady development.



CIFI Reverse Roadshow 2021

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Company News

- ◆ CIFI announced that as of 2 November 2021, the annual cash collected exceeded RMB200 billion, and the cash collection ratio exceeded 95%. Most of the regional subsidiaries performed well with more than RMB40 billion, RMB30 billion and RMB20 billion cash collected in the South-eastern region, the Jiangsu region and the Northern China region respectively. Cash collection in Shanghai, Anhui and Jiangxi, the South-western region, Wuhan and Shandong CIFI Yinshengtai Platform Company all exceeded RMB10 billion. CIFI has always upheld the business strategy of quality sales. On one hand, 85% of its land bank is located in the first- and second-tier city clusters and metropolitan areas, which would ensure a high sell-through rate after the launch of projects. On the other hand, each region has a dedicated cash collection team to coordinate with the marketing and finance activities in order to attain the cash collection target.
- ◆ Chao Young City, located at Wocheng Area of the Southern Xiaoshan District in Hangzhou was co-developed by Ronshine, Binjiang and CIFI. It is located at the core area of the district with a total gross floor area of 285,000 sq.m. Chao Young City is about 200 meters away from Chaoyang Station of Metro Line 2 and is interchangeable to Line 5 to multiple places, such as Binjiang High-tech Zone and Hangzhou South Station, etc. There is a 37,000 sq.m. green landscape and a 1,400 sq.m. commercial street in the project. It is also close to the Chaoyang commercial complex and the headquarters of the Second Affiliated Hospital, Zhejiang University School of Medicine with an investment of more than RMB6.5 billion. The last round of sales was launched in October and all 107 residential units were sold out. All residential units in the project were completely sold out for approximately RMB7.8 billion in less than 12 months since its first launch.



Chao Young City in Hangzhou

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Company News

- ◆ CIFI Tower, located at the core area of Shanghai, launched its grand opening in late October. The total gross floor area is approximately 80,000 sq.m., including a 36,000 sq.m. office space, which received three green certifications, namely International LEED gold pre-certification, WELL gold pre-certification and national 2-star Green Building, and a 20,000 sq.m. of retail commercial space. CIFI Tower is located at the junction of Changde Road and Changshou Road, above the Metro Lines 7 and 13, and just two stations away from Jing'an commercial district. The commercial space consists of three floors above ground and two basement floors. On the first day of opening, the mall has achieved an occupancy rate of 100% and an opening rate of 98%. Dining, retail and experimental zone accounted for 70%, 20% and 10% of the gross-floor area respectively.



CIFI Tower in Shanghai

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