

**2021**
**Corporate Monthly Newsletter**
**December**
**CIFI's full year contracted sales grew by 7% YoY to RMB247.25 billion in 2021**

- ◆ In December 2021, the Group achieved contracted sales of approx. RMB21.50 billion. Contracted GFA amounted to approx. 1,341,600 sq.m. and contracted ASP (excluding carparks and storage rooms) was approx. RMB18,300/sq.m. in December 2021.
- ◆ For the full year of 2021, the Group achieved contracted sales of approx. RMB247.25 billion, representing a YoY increase of approx. 7%. Contracted GFA amounted to approx. 14,487,300 sq.m. Contracted ASP (excluding carparks and storage rooms) was approx. RMB17,700/sq.m. in 2021.
- ◆ In 2021, the distribution of the Group's contracted sales:

City	RMB (billion)	Percentage of total sales
Suzhou	21.57	8.7%
Beijing	19.80	8.0%
Changsha	13.57	5.5%
Ningbo	12.17	4.9%
Wenzhou	11.49	4.6%
Hangzhou	11.29	4.6%
Shanghai	9.70	3.9%
Wuhan	9.68	3.9%
Chongqing	9.48	3.8%
Nanjing	8.94	3.6%
Hefei	8.71	3.5%
Wuxi	8.26	3.3%
Xiamen	8.24	3.3%
Tianjin	5.72	2.3%
Chengdu	5.21	2.1%
Qingdao	4.57	1.8%
Jinan	4.51	1.8%
Xi'an	4.19	1.7%
Fuzhou	4.16	1.7%

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City	RMB (billion)	Percentage of total sales
Zhuhai	3.81	1.5%
Wuhu	3.43	1.4%
Changzhou	3.04	1.2%
Taiyuan	2.98	1.2%
Jinhua	2.82	1.1%
Urumqi	2.79	1.1%
Shaoxing	2.61	1.1%
Kunming	2.30	0.9%
Foshan	2.24	0.9%
Guangzhou	2.09	0.8%
Zhengzhou	2.07	0.8%
Shenyang	1.85	0.7%
Huzhou	1.79	0.7%
Huizhou	1.69	0.7%
Zibo	1.66	0.7%
Luoyang	1.61	0.7%
Harbin	1.61	0.7%
Yinchuan	1.54	0.6%
Nanchang	1.51	0.6%
Linyi	1.49	0.6%
Lianyungang	1.45	0.6%
Shijiazhuang	1.29	0.5%
Nantong	1.26	0.5%
Others	17.06	7.4%

Region	RMB (billion)	Percentage of total sales
Yangtze River Delta	115.42	46.7%
Pan Bohai Rim	48.86	19.8%
Central & Western Region	55.29	22.4%
Southern China Region	27.68	11.1%

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## Land Acquisition

◆ In December 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.)
Linyi	Luozhuang District, Xiaobaizhuang North project	80%	Residential, ground-level shops	189,100	446,600	908,320,000	2,542
Wuhan	Hongshan District, Fenghuo Village K12 project	65%	Residential, ground-level shops	28,300	94,500	522,110,000	8,500
Luoyang	High-tech Industrial Development Zone, Sunqitun Reconstruction project of Sunshi Road	25%	Residential, ground-level shops	69,600	201,800	247,850,000	4,913
Beijing	Miyun District, Shuiyuan Road South MY00-0104-6016 project	10%	Residential	103,300	200,200	207,000,000	10,340

## Company News

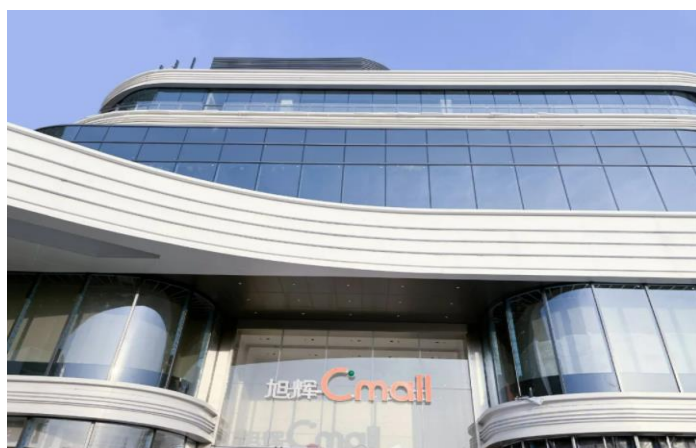
◆ On 19 December 2021, S&P Global Ratings (hereinafter referred to as "S&P") issued a report, reaffirming CIFI Holdings (Group) Co. Ltd. (hereinafter referred to as "CIFI Holdings", stock code: 884.HK) "BB" long-term issuer credit rating with a "stable" outlook. The report stated that CIFI's position in the industry and brand recognition in major first- and second-tier cities will help mitigate the impact of weak market sentiment. CIFI's abundant cash, diversified financing channels, and a manageable maturity profile will support its liquidity during market volatility. Moreover, between 4 November 2021 to 17 December 2021, CIFI Holdings repurchased its 5.5% senior notes due in January 2022 in an aggregate principal amount of US\$4.6 million. An aggregate principal amount of US\$79.9 million of the senior notes has been repurchased and cancelled, representing 13.66% of the aggregate principal amount of the senior notes originally issued.

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## December

### Company News

- ◆ On 24 and 25 December 2021, Chengdu Xindu CIFI Cmall and Hefei Feixi CIFI Cmall successfully opened, respectively. Chengdu Xindu CIFI Cmall spans 90,000 sq.m. and is adjacent to the Sichuan Conservatory of Music, therefore the Cmall is positioned as the first's "music themed trendy shopping mall" in Southwest China with music restaurants, bars, music training centers and other music-related businesses. On the opening day, it achieved an occupancy rate of 98% and an opening rate of 97% and attracted over 230,000 visits, with sales amount exceeding RMB10 million. Hefei Feixi CIFI Cmall has a gross floor area of 100,000 sq.m. and is positioned as a "regional family-focus trendy lifestyle center". There are over 200 tenants in the mall with over half of the brands are firstly introduced in Feixi. On the first day, it attracted over 240,000 visits, with sales amount exceeding RMB12,000,000 and achieved an occupancy rate of 98% and an opening rate of 96%.
- ◆ On 28 December 2021, CIFI Holdings announced the results of the rights issue and successfully raised HK\$1.67 billion. The rights issue has achieved a high percentage of 94.29% subscription and was oversubscribed due to the additional applications received from its major shareholders, the Lin's Family, and several long-term shareholders. A total of 822 million rights shares have been applied for, which is equivalent to 1.97 times the total number of rights shares available for subscription. It indicates that CIFI's rights issue scheme has received wide recognition and support from its shareholders. The proceeds will be used for additional capital reserves, enabling CIFI Holdings to better seize industry opportunities. In additions, CIFI Holdings announced that it has achieved RMB240 billion\*\* in cash collection, of which cash collected from Southeast region exceeded RMB50 billion, and cash collected from the Jiangsu region exceeded RMB35 billion.



Chengdu Xindu CIFI Cmall



Hefei Feixi CIFI Cmall

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## Company News

- ◆ Located in Binjiang New Town, Yuelu District, Changsha River has a total GFA of more than 424,000 sq.m. It consists of 11 residential buildings, four single-storey apartments, one super 5A graded office building and ground-level shops. It is located in the only provincial-level financial center in Hunan Province and has a panoramic view of the Xiang River. The project is in close proximity to Changsha station of Metro Line no. 4 and is transferable to Metro Line no. 6 at Liugoulong station with directly access to the airport and the high-speed railway station. Nearby facilities include Capitamall One, Fisherman's Wharf, AUX Plaza and other shopping malls, the High School Attached to Hunan Normal University, Lushan International Experimental School and other prestigious schools, and the famous Third Class Xiang-ya Third Hospital of Central South University and other premium supporting facilities. The project launched 325 residential units for pre-sales in December and all the units were sold out for approximately RMB2.14 billion.



Changsha



Changsha

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**Disclaimer:**

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