

2022

Corporate Monthly Newsletter

February

**CIFI's contracted sales were RMB 8.30 billion in February 2022**

- ◆ In February 2022, the Group's contracted sales (including contracted sales by joint ventures and associated companies) amounted to approximately RMB8.30 billion with contracted GFA of approximately 576,000 sq.m.. Contracted average selling price\* in February 2022 was approximately RMB14,600/sq.m..
- ◆ From January to February 2022, the Group's aggregated contracted sales (including contracted sales by joint ventures and associated companies) amounted to approximately RMB16.74 billion with contracted GFA of approximately 1,126,300 sq.m., respectively. Contracted average selling price\* from January to February 2022 was approximately RMB15,900/sq.m. In additions, the Group achieved a cash collection of RMB26.94 billion from sales in the first two months of 2022, which remained the same comparing with the same period last year.

Region	RMB (Billion)	Percentage of total sales
Yangtze River Delta	2.50	30.12%
Pan Bohai Rim	1.98	23.85%
Central Western	3.04	36.63%
South China	0.78	9.40%

**Land Acquisition**

- ◆ In February 2022, 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 & Storage Rooms) (sq.m.)	Group's Attributable land price (RMB)	Average Land Cost (Excl. Carpark & Storage Rooms) (RMB/ sq.m.)
Beijing	Pinggezhuang old village redevelopment project in the 5th Avenue of Shunyi New Town	100%	Residential	40,739	75,359	1,407,000,000	18,670

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(Cont'd)

## Company News

- ◆ On 9 February 2022, CIFI Lingyu joint venture involved by, the rental segment of CIFI Holdings (Group) Co. Ltd. ("CIFI", HKEx stock code: 884), sold its all 30% equity holding in the "Shanghai Pujiang Overseas Chinese Town Youmi Community" project, accomplishing an investment exit from this rental community project. The project commenced construction in December 2018, covering a site area of more than 63,000 sq.m. . The project has achieved an expected return on investment for just 16 months. It obtained a customer satisfaction rate of up to 91% and maintained a satisfactory occupancy rate of over 98%. After the completion of the share transfer, CIFI Lingyu will continue to manage the project as an asset manager, providing a quality living experience for tenants, also a stable and sustainable returns for asset owners. This transaction accomplished the first project going through the whole asset management cycle of 'Investment-financing-construction-management-exit'. It will also be an important step for CIFI Lingyu to be an expert in asset management of rental housing.
- ◆ On 20 February 2022, Morgan Stanley released a report on the China property industry. The broker stated a significant policy relaxation that would be likely to drive property stocks up 10-30%. The quality stocks continue to offer upside, which will also benefit high-quality private property developers as CIFI. In addition, Citi and Daiwa Capital Markets also published a China property industry report before, stating CIFI as one of the top picks. Citi foresaw that CIFI Holdings would improve to the Green camp in the "three red lines" policy meanwhile its future rental income will grow at a CAGR of 50% . Expecting the gross margin of long-term development properties to be improved.
- ◆ On 24 February 2022, CIFI announced that 旭輝集團股份有限公司 (CIFI Group Co., Ltd.\*) ("CIFI PRC"), a wholly-owned subsidiary of the Company incorporated in the People's Republic of China (the "PRC"), received a "Notice of Acceptance of Registration (接受註冊通知書)" (Zhong Shi Xie Zhu [2022] No. MTN87 (中市協注[2022] MTN87號)) (the "Notice") dated 11 February 2022 issued by the National Association of Financial Market Institutional Investors (中國銀行間市場交易商協會) (the "NAFMII") regarding the acceptance of registration of medium-term notes (the "MTN") proposed to be issued by CIFI PRC with an aggregate principal amount up to RMB5 billion in the PRC.



Shanghai Pujiang Overseas Chinese Town Youmi Community



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## Company News

- ◆ On February 17, 2022, the first round of centralized land supply in Beijing was completed. According to media reports, CIFI, as the only private property developer, acquired No.6046 and 6045 plots of Pinggezhuang in Shunyi New Town, at a low premium of RMB 1.407 billion. This project is an old village redevelopment project in Shunyi District, Beijing. The land cost of saleable residential GFA this parcel of land is about RMB 19,700/ sq.m., with a premium of 0.5%, and the government guidance selling price is RMB 44,400/sq. m. The land auction market is the wind vane of the real estate industry. In terms of land acquisition, the media are generally optimistic about CIFI's well financial condition as the only private property developer to successfully bid the land in this auction, also reflecting CIFI's advantage of land resources.
- ◆ From 8 February to 24 February 2022, CIFI further repurchased a total principal amount of RMB29 million of its 6.7% senior notes due April 2022( the "Note") representing approximately 1.81% of the amount issued. As at the date of the 25 February 2022, an aggregate principal amount of CNY49,000,000 of the Notes (the "Repurchased Notes") has been repurchased, representing approximately 3.06% of the issue size. The Repurchased Notes will be cancelled in accordance with the terms and conditions of the Notes. After cancellation of the Repurchased Notes, the outstanding amount of the Notes is CNY1,551,000,000, representing approximately 96.94% of the issue size. The company maintains close communication with major international rating agencies, CIFI's the current rating and outlook remain stable.

MOODY'S

FitchRatings

S&P Global

聯合評級國際  
Lianhe Ratings Global

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### Disclaimer:

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