

2022

Corporate Monthly Newsletter

July

**CIFI's contracted sales were RMB 16.10 billion in July 2022**

- ◆ In July 2022, the Group's contracted sales amounted to approximately RMB16.10 billion with contracted GFA of approximately 1,136,600 sq.m. Contracted ASP (excluding car parks and storage rooms) in July 2022 was approximately RMB 15,100 /sq.m.
- ◆ From January to July 2022, the Group's aggregated contracted sales amounted to approximately RMB79.24 billion with contracted GFA of approximately 5,281,200 sq.m. Contracted ASP (excluding car parks and storage rooms) from January to July 2022 was approximately RMB 15,800 /sq.m.
- ◆ From January to July 2022, the Group's contracted sales breakdown was as follows:

Region	RMB (billion)	Percentage of total contracted sales
Yangtze River Delta	5.13	31.9%
Pan Bohai Rim	3.84	23.8%
Central Western China	5.04	31.3%
South China	2.09	13.0%

**Land Acquisition**

- ◆ In July 2022, the Group completed the following land acquisition:

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.)
Suzhou	Xiangcheng District, Lumu projects *	10%	Residential/Commercial	42,301	63,451	117,000,000	18,471

\*Suzhou Xiangcheng Lumu Project: Deeply cultivating in Xiangcheng District, the Group has started coordination with a territorial state-owned enterprise Suzhou Xiangcheng Gaoxin Holdings Group for the first time. Through the minority-interest holding, the Group has introduced and implemented its Boyue series products to further develop quality projects by leveraging its brand awareness, product capability and operational advantages.

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**July**
**Company News**

- ◆ On 4 July 2022, CIFI Holdings (Group) Co. Ltd. ("CIFI Holdings" which, together with its subsidiaries, is collectively referred to as "the Group" or "CIFI"; HKEx stock code 884), the Group's several projects were listed in the "2022 Half-year Delivery Satisfaction Ranking" launched by the Leju New Media, in relations to the Group's excellent home delivery performance. There are total of 11 CIFI projects on the list. Among them, 4 projects entered the top 20, which are one of the most outstanding property development companies.
- ◆ Recently, Citibank, HSBC, China Securities, CIMB Securities, Haitong International and many other well-known investment banks and securities companies have given positive and recommendations to CIFI, recognizing its financial management, capital financing, sales performance etc., and maintain "Buy" or "Overweight" ratings.



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# July

### Company News

- ◆ On 12 July 2022, the 2022 Fortune China 500 List was announced. CIFI (00884.HK) has been on the list for 10 consecutive years, and the ranking has been continuously improved. In 2022, CIFI was ranked 128th on the list, up 31 places from last year. The Group's development strength and stable operation is recognized by the market again.
- ◆ From January to June 2022, CIFI delivered a total of nearly 40,000 new homes in 34 cities, 16 provinces across the country. 11 projects of CIFI were listed in the "2022 Half-year Delivery Satisfaction Ranking" with outstanding results, launched by Leju New Media. In addition, more than 30 CIFI transparent factories have completed project delivery. According to a third-party organization, Saiwei Consulting, the average customer satisfaction in the CIFI Transparent Factory and project delivery in the first half of 2022 scored 94 points, 17 points higher than the industry average. Quality products and project delivery of CIFI have gradually recognized by customers and the markets.
- ◆ Year to date, the major shareholders of CIFI have purchased an aggregate of 12.03 million CIFI shares from the open market. Only in this month, they have purchased six times to support the Company. In addition, several senior executives and employees have also purchased at least 8.55 million CIFI shares from the open market, between 7 to 14 July 2022. In July, Mr. Zhang Yongyue and Ms. Lin Caiyi, the independent non-executive directors of the Company, respectively purchased 350,000 and 200,000 CIFI shares from the open market as well. Under the unprecedented challenges in the industry, the Group's attitude of unity and solidarity fully demonstrate the cohesion of the CIFI team, showing their strong confidence on the Company's long-term development.
- ◆ On 26 July 2022, CIFI granted a share option scheme and proposed to grant 300 million share options to approximately 300 senior executives and business experts of the company at an exercise price of HK\$2.51 per share. Together with the increased CIFI share holdings by major shareholders and issue of share option scheme, it demonstrated strong confidence on the CIFI's stock performance and support about stable future development of CIFI.
- ◆ Ehouse and CRIC jointly launched "Top 10 Research Results on Profitability of Chinese Rental Housing Enterprises in 2022". CIFI Lingyu was ranked at first place among Chinese rental housing companies relying on its outstanding performances on "asset-light and asset-heavy dual business model".
- ◆ CIFI Lingyu and Jinjiang Real Estate, a subsidiary of Chengdu Jinjiang Development which have reached a business cooperation. Both companies will join hands to build the first affordable rental housing community project in Chengdu Huangjing Building, with 1,540 units of the affordable rental housing. As of today, CIFI Lingyu has more than 30 rental housing community projects under its self-owned operation or management, and receives strong recognition from its business partners.

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## Company News

- ◆ CIFI has believed that management trainees are not only the corporate strategic direction and future but also the cornerstone of CIFI's sustainable development and business foundation. Despite the tremendous changes in the industry, CIFI continues to recruit management trainees and puts full effort in organizing three large-scale training and orientation seminars to nearly 700 management / executive trainees under CIFI and CIFI-Ever Sunshire, who are about to join the Group this year, and having all fresh graduates to have a "first lesson" in their career.



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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"), may 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.

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