

Central China Real Estate Limited is one of the leading Henan-based property developers, focusing on developing high-quality residential properties. With 30 years of development history, CCRE is the pioneer in adopting a “Provincial Strategy” and has achieved full coverage in Henan province with presence in 18 prefecture cities and 104 county-level cities in 2019. Known for its outstanding product quality, strong brand and experienced management team, CCRE ranked 298th in Fortune China 500 among the 12 listed companies in Henan and ranked 398th in the Top 500 China enterprises in 2022.

LATEST NEWS

✓ **CCRE Achieved Contracted Sales of RMB2.26 billion in December 2022, Up 107.8% m-o-m**

In the month of December 2022, CCRE achieved property contracted sales of RMB2,263 million, representing a m-o-m increase of 107.8%, with a contracted sales gross floor area GFA of 352,869 sq.m., representing a m-o-m increase of 129.2%, and with the average selling price ASP amounted to RMB6,412 /sq.m. representing a m-o-m decrease of 9.3%.

For the full year of 2022, CCRE achieved total property contracted sales of RMB24,049 million, representing a y-o-y decrease of 60.0%. The total contracted sales GFA achieved 3,448,656 sq.m., representing a y-o-y decrease of 57.8%. The ASP for the full year of 2022 was RMB6,973 /sq.m., representing a y-o-y decrease of 5.3%.

- ✓ **The People's Bank of China and the China Banking and Insurance Regulatory Commission Establish Dynamic Adjustment Mechanism for First-Home Mortgage Rate**
- ✓ **Henan Government Issue 90 Measures to Stabilize the Economy**
- ✓ **Zhengzhou City Government Raise RMB13 billion for Guarantee Housing Delivery Projects with 95% Resumed Operation Rate**
- ✓ **Zhengzhou City Government Invest RMB250 million to Launch New Year and Chinese New Year Consumption Promotion**
- ✓ **CCRE Deliver over 8,000 Units during New Year Holiday**

Stock Data (as at 16 January 2023)

Price/share: HK\$ 0.410	Market Cap: Approximately HK\$1,245.9 mn	52-Week Range: HK\$0.19 – HK\$1.01	Shares Outstanding: 3,039 mn shares
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Contracted Sales in December were Supported by:

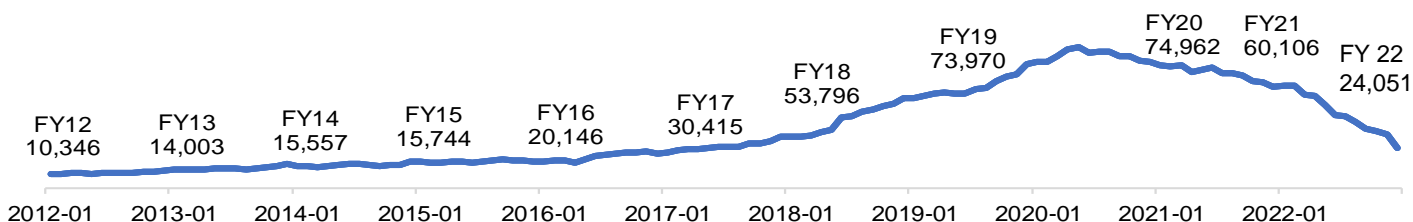
- Zhengzhou projects accounted for approximately 5% of the sales;
- Tier 3 & 4 cities projects in Henan accounted for 69% of the sales;
- County level cities projects in Henan contributed 26% of the sales;
- Contracted sales continue to be diversified, with sales contribution from 212 projects/phases located in the tier 2,3,4 cities and county level cities in Henan;
- In December, 92% of contracted sales came from projects unaffected by HPR (HPR only in Zhengzhou)

Summary Breakdown of the Contracted Sales in December 2022:

City	Project Name	Contracted Sales (RMB mn)	Contracted Area (sq. m.)	ASP (RMB/ sq. m.)
Zhengzhou	Zhengzhou Jianye Taihong	121	19,474	6,239
Xinxiang	Xinxiang Xinfei Jianye Palace	64	7,881	8,079
Shangqiu	Shangqiu Jianye Chengyuan	49	7,337	6,671
Luohe	Luohe Jianye Zhongliang Art Mansion	47	6,728	6,974
Luohe	Luohe Jianye Longhu Shuxiang Palace	47	7,204	6,468
Nanyang	Nanyang Jianye Longyue City	43	6,770	6,363
Shangqiu	Yongcheng Jianye Liangmeng Dongwang	32	3,288	9,690
Shangqiu	Shangqiu Yuelong Palace	30	4,257	7,134
Luoyang	Luoyang Jianye Zhonghong City	30	2,741	10,883
Zhoukou	Huaiyang Jianye Binhe Yuanzi	29	5,076	5,798
Shangqiu	Shangqiu Jianye Chinoiserie Palace	25	4,399	5,787
Zhumadian	Zhumadian Jianye Chinoiserie Palace	25	3,126	8,084
Zhoukou	Fugou Jianye New City	25	4,967	5,036
Anyang	Anyang Jianye Chinoiserie Palace	25	3,245	7,582
Luohe	Linying Jianye Forest Peninsula	22	3,754	5,753
Puyang	Puyang Jianye Sky Mansion Project	22	1,479	14,568
Hainan	Hainan Jianye Shiji Dongwang	20	1,618	12,205
Shangqiu	Zhecheng Jianye Lianmeng Dongwang	19	3,879	5,022
Luohe	Luohe Jianye Central Garden	19	2,992	6,358
Shangqiu	Shangqiu Jianye Art Mansion	19	2,379	7,830
	Others	1,550	250,275	6,193
Total		2,263	352,869	6,412

12-Month Rolling Heavy Assets Contracted Sales Trend

Unit: RMB mn



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Major Project Launch

In the month of December, CCRE launched 4 new projects/phases. The aggregate saleable resources of the new launch is RMB274 mn. The first day of launch achieved an average sales/subscription rate of 8%, with sales subscription to be converted into contracted sales over the coming months.

A Summary of the Major Projects Launched in December 2022 is Provided Below :

Project	Launch Date	Saleable Contracted Sum (RMB Mn)	Amount Sold in the First Day of Launch (RMB Mn)	Sales / Saleable (%)	Saleable GFA (sq.m.)	GFA Sold in the First Day (sq.m.)	GFA Sold / Saleable (%)
Huangchuan Dingcheng Palace	17/12/2022	14	3	20%	3,150	630	20%
Xinfei Jianye Palace	18/12/2022	91	12	13%	11,339	1,546	14%
Boai Spring Time	24/12/2022	15	2	11%	3,837	415	11%
Taikang Jianye Palace	27/12/2022	154	5	3%	16,667	884	5%
Total		274	21	8%	34,993	3,475	10%

Henan Property Market Sales Down 20.0% y-o-y in 11M22, while CCRE Achieves Market Share 3.8%

In the first eleven months of 2022, the Henan real estate market contracted sales was down 20.0% y-o-y to RMB601.62 bn (11M21: RMB752.40 bn), according to Henan Provincial Bureau of Statistics. CCRE's contracted sales (without light asset) for the first eleven months of 2022 reached RMB22.72 bn, representing a market share of 3.8%¹ for the total Henan real estate market.

Henan transaction volume in the first eleven months of 2022 reached 99.40 mn sq.m., representing a y-o-y decrease of 13.0% (11M21: 114.28 mn sq.m.). In terms of contracted GFA (without light asset), as at the end of November 2022, CCRE accounted for 3.3%² of the overall Henan real estate market. The average transacted price for property sales in Henan for the first eleven months of 2022 was RMB6,053 /sq.m., down 8.1% y-o-y (11M21: ASP RMB6,584 /sq.m.).

¹CCRE's contracted sales as at 30 November 2022/ Total contracted sales of Henan Province as at 30 November 2022 from Henan Provincial Bureau of Statistics;
²CCRE's contracted GFA as at 30 November, 2022/ Total contracted GFA of Henan Province as at 30 November 2022 from Henan Provincial Bureau of Statistics.

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Land Acquisition

In December 2022, the Company acquired a total of 1 new land plot in Sanmenxia city with a total land premium of RMB96 mn. The estimated total GFA was 86,000 sq.m.; land premium attributable to CCRE was RMB33 mn and estimated attributable GFA was 30,100 sq.m.. The average land cost was RMB1,111 /sq.m..

For the full year of 2022, the Company acquired a total GFA of 972,418 sq.m. in 2022, with land premium of RMB1,415 mn. The land premium attributable to CCRE was RMB691 mn and estimated attributable GFA was 443,633 sq.m.. The average land cost was RMB1,455 /sq.m..

A Summary of the Land Acquisition in 2022 is Provided Below:

Date	Project Name	City	Land Acquisition Method	Project Type (Residential=R, Commercial=C, Carpark=K)	Ave. GFA Land Cost (RMB/sq.m.)	Total GFA (sq.m.)	Attr. Land Premium (RMB Mn)	Attributable GFA (sq.m.)	CCRE Int (%)
06/01/2022	Xiping Spring Time	Zhumadian Xiping County	Cooperation	R, K	1,047	9,165	5	5,041	55%
17/01/2022	Shangqiu Huasheng Road Project	Shangqiu	Cooperation	R, K	1,578	367,258	296	187,302	51%
10/02/2022	Zhumadian Chinoiserie Palace Phase III	Zhumadian	Cooperation	R, K	1,304	358,327	241	184,538	52%
06/04/2022	Lianmeng 7 Mu Land	Zhengzhou Shangqiu	Land Auction	R, K	7,296	10,142	74	10,142	100%
13/04/2022	Yongcheng Lianmeng Dongwang	Yongcheng County	Land Auction	R, K	1,332	141,526	75	56,610	40%
18/12/2022	Sanmenxia Bayi Road Project	Sanmenxia County	Cooperation	R, K	1,111	86,000	33	30,100	35%
Total					1,455	972,418	691	443,633	

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