



Central China Real Estate Limited is one of the leading Henan-based property developers which focuses on developing high-quality residential properties. With 27 years of development history, CCRE has adopted the “Provincial Strategy” and gradually expanded into prefecture and county-level cities in Henan. As of 31 December 2019, the Company had achieved full coverage with presence in 18 prefecture cities and 104 county-level cities and over 10% market share in Henan province. Known for its outstanding product quality, strong brand and experienced management team, the Company ranked 32nd on the “China Real Estate Listed Company Ranking List”, according to “Evaluation and Research Report on the Listed Real Estate Companies in the PRC in 2019” jointly published by China Real Estate Association and China Real Estate Appraisal. CCRE also ranked 4th among Hong Kong-listed mainland Chinese property companies in terms of performance and remains the top real estate developer in Henan province.

LATEST NEWS

CCRE Achieved Total Contracted Sales of RMB5,838 mn in the first two months of 2020, down 18.3% y-o-y.

	Jan - Feb 2020	Jan - Feb 2019	Y-o-Y change
Heavy Assets Sales	4,178	4,098	2.0%
Light Assets Sales	1,660	3,051	-45.6%
Contracted Sales Total (RMB mn)	5,838	7,149	-18.3%
Heavy Assets GFA	448,635	595,726	-24.7%
Light Assets GFA	299,336	571,925	-47.7%
Contracted Sales GFA Total (sq.m.)	747,971	1,167,651	-35.9%
Heavy Assets ASP	9,314	6,879	35.4%
Light Assets ASP	5,547	5,334	4.0%
Average Selling Price per sq.m. Total (RMB)	7,806	6,123	27.5%

For the first two months of 2020, the contracted sales of Group’s heavy asset segment was RMB 4,178 million, representing a y-o-y increase of 2.0%. The Group’s heavy asset contracted sales gross floor area (“GFA”) amounted to 448,635 sq.m., representing a y-o-y decrease of 24.7%. The average heavy assets selling price (“ASP”) is RMB 9,314/sq.m., representing a y-o-y increase of 35.4%.

In the month of February 2020, the Group achieved property contracted sales of Group’s heavy asset segment was RMB 908 mn.

Stock Data (as at 11 March 2020)

Price/share: HK\$ 4.62	Market Cap: Approximately HK\$12.55 bn	52-Week Range: HK\$2.98 – HK\$5.11	Shares Outstanding: 2,740 mn shares
----------------------------------	--	--	---



The monthly heavy assets contracted sales in February were supported by:

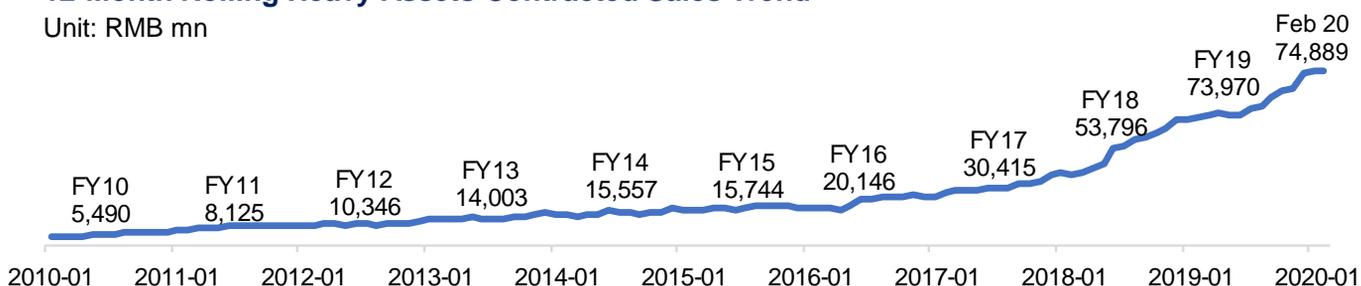
- Zhengzhou projects accounted for approximately 7% of the sales;
- Tier 3 & 4 cities projects in Henan accounted for 72% of the sales;
- County level cities projects in Henan contributed 21% of the sales;
- Contracted sales continue to be diversified, with sales contribution from 150 projects located in the 2nd, 3rd, 4th tier cities and county level cities in Henan;
- 92% of contracted sales came from projects unaffected by HPR (HPR only in Zhengzhou)

Summary Breakdown of the Heavy Assets Contracted Sales in February 2020:

City	Project Name	Contracted Sales (RMB mn)	Contracted Area (sq. m.)	ASP (RMB/ sq. m.)
Sanmenxia	Jianye City	66	11,605	5,692
Luoyang	Yanshi Forest Peninsula	40	7,876	5,086
Pingdingshan	Ruzhou Sweet Scented Osmanthus	38	8,078	4,744
Pingdingshan	Spring Time	38	7,725	4,957
Zhengzhou	Wonder Land	36	4,864	7,388
Luoyang	Luanzhou Palace	33	4,353	7,487
Zhengzhou	Zhengxi U-Town	30	5,408	5,614
Xinxiang	Chinoiserie Palace	30	2,992	10,027
Luoyang	Dingding Palace	29	3,416	8,554
Sanmenxia	Jianye Forest Peninsula	26	5,079	5,138
Shangqiu	Hill Water Lake City	25	4,732	5,203
Xuchang	Xiangcheng CCRE Mall	23	7,309	3,171
Sanmenxia	Honour mansion	21	4,085	5,152
Pingdingshan	18 Cities	21	2,907	7,166
Shangqiu	Blossom Garden	20	2,955	6,766
Zhoukou	Chinoiserie Palace	18	2,779	6,484
Shangqiu	Chinoiserie Palace	17	3,126	5,445
Xinxiang	Jianye Beverly Manor	16	2,569	6,188
Kaifeng	Qixian Blossom Garden	15	2,169	7,112
Xinxiang	Hui Xian Gong Cheng Dong Wang	13	2,292	5,889
	Others	352	74,505	4,724
Total		908	170,824	5,317

12-Month Rolling Heavy Assets Contracted Sales Trend

Unit: RMB mn



Henan Property Market sales up 11.9% yoy in the FY2019, CCRE Achieves Market Share of 11.2%

In the full year of 2019, the Henan real estate market achieved strong growth with contracted sales of RMB900.99 bn, up 11.9% y-o-y (FY2018: RMB805.53 bn), according to Henan Provincial Bureau of Statistics. CCRE's contracted sales (included heavy asset and light asset) for the full year of 2019 reached RMB101.15 bn, representing a market share of 11.2%¹ for the total Henan real estate market.

Henan transaction volume in the full year of 2019 reached 142.78 mn sq.m., representing a y-o-y increase of 2.1% (FY2018: 139.91 mn sq.m.). In terms of contracted GFA, as at the end of 2019, CCRE accounted for 10.0%² of the overall Henan real estate market. The average transacted price for property sales in Henan for the full year of 2019 was RMB6,311 /sq.m., up 9.6% y-o-y (FY2018: ASP RMB5,758 /sq.m.).

Notes: ¹CCRE's contracted sales as at 31 December 2019 / Total contracted sales of Henan Province as at 31 December 2019 from Henan Provincial Bureau of Statistics;

²CCRE's contracted GFA as at 31 December 2019 / Total contracted GFA of Henan Province as at 31 December 2019 from Henan Provincial Bureau of Statistics.

Land Acquisition

In accordance with our development strategy, in February 2020, the Company acquired a total of 1 new land plot in Anyang with a land premium attributable to CCRE of RMB59 mn and an estimated attributable GFA of 25,002 sq.m. with average land cost of RMB2,357/sq.m..

A Summary of the Land Acquisition in 2020 (as at 29 February 2020) 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.)	Attributable Total Land Premium (RMB Mn)	Attributable GFA (sq.m.)	CCRE Int (%)
02/01/2020	Shijawan Xi Project	Luoyang	Land Auction	R, C, K	2,274	244,487	556	244,487	100%
02/01/2020	Er Bang Land	Luoyang	Equity Cooperation + Land Auction	R, C, K	2,281	241,704	336	147,439	61%
02/01/2020	Fengqiu No.15	Xinxiang Fengqiu County	Land Auction	R, C, K	766	91,466	70	91,466	100%
02/01/2020	Taiqing Road Project	Zhoukou	Equity Cooperation	R, C, K	1,109	644,427	708	637,983	99%
03/01/2020	Pijiu Chang Project	Zhumadian	Equity Cooperation + Land Auction	R, K	1,008	222,489	114	113,469	51%
06/01/2020	Qi County Weier Road	Hebi Qi County	Land Auction	R, C, K	646	144,497	93	144,497	100%
20/01/2020	Xiayi Tianlonghu Project	Shangqiu Xiayi County	Equity Cooperation + Land Auction	R, C, K	599	415,000	127	211,650	51%
20/01/2020	Kaifeng High Speed North Land	Kaifeng	Equity Cooperation	C	3,066	23,970	47	15,286	64%
01/02/2020	Anyang Junlin Grand Courtyard	Anyang	Equity Cooperation	R, K	2,357	82,651	59	25,002	30%
Total					1,292	2,110,691	2,110	1,631,279	

Land Bank Summary as at 29 February 2020

As at 29 February 2020, the estimated total land reserve GFA for new development is approximately 53.04 mn sq.m., (with attributable GFA of 40.42 mn sq.m.) at an average cost of RMB1,281/sq.m..

(Note: estimated total land reserved GFA for new development may vary depending on the projects' final design)



Light-Asset Model Project

In accordance with the Group's "Blue Ocean Strategy" and to further promote the company's transformation into light-asset operating model.

As at the end of December 2019, there are a total of 172 light-asset projects under CCRE's Management Entrustment Contracts, with a total expected GFA of approximately 23.35 mn sq.m.. Under the management contracts agreement, CCRE will be entitled to a guaranteed base royalty/branding fee and a performance fee subject to the success of the projects.

A Summary of the Light-Asset Projects Added in 2H2019 is Provided Below:

Signing Date	Project	Expected GFA (Sqm)	
1	19/07/2019	Wuzhi High-speed Railway Station Project	139,113
2	19/07/2019	Luoning Xingning House Project	75,000
3	19/07/2019	Yichuan Luoyi House Project	140,581
4	26/07/2019	Sheqi County Changxing Road Project	114,000
5	26/07/2019	Luohe Green Diamond International Project	54,062
6	26/07/2019	Xinxian Shangcheng Impression Project	94,398
7	26/07/2019	Jun County Xiaohe Road Project	219,797
8	12/08/2019	Zhenping Construction Avenue Project	188,416
9	23/08/2019	Luyi Weizhen Road Project	86,040
10	23/08/2019	Luyi Zhiyuan Road Project	128,071
11	23/08/2019	Change City Getian Avenue Project	80,100
12	12/09/2019	Xiping County Construction Road Project	107,425
13	23/09/2019	Jia County Longshan Avenue Project	157,959
14	23/09/2019	Yiyang County Binhe North Road Project	163,925
15	23/09/2019	Huangchuan County Xiangyang Road Project	50,448
16	24/09/2019	Xi'an Ankang Project	223,522
17	18/10/2019	Shangshuiwei Third Road Project	127,047
18	18/10/2019	Hua County Hua County Avenue Project	243,556
19	01/11/2019	Yishuiwan Project	146,912
20	04/11/2019	Nanyang City Xuefeng Road Project	94,811
21	04/11/2019	Xinan Tieta Shan Project	240,073
22	11/11/2019	Yuanyang Wenyuan Road Project	125,982
23	18/11/2019	Keche Chang Project	71,769
24	29/11/2019	Yucheng zhichengqilu Project	173,330
25	29/11/2019	Yanzhou County Zhongzhou Road Project	143,398
26	29/11/2019	Henan Ribao Project	230,559
27	04/12/2019	Jianye Longcheng Project	306,500
28	17/12/2019	Huaiyang District Linghou Road Project	54,767
29	19/12/2019	Liyang City Lvcheng Road Project	230,547
30	19/12/2019	Weishi County Jianshi Road Project	100,296
31	19/12/2019	Huaiyang County Yudai Road Project	150,729
32	19/12/2019	Huichi County Huimeng Road Project	93,405
33	19/12/2019	Nanle County Changzhou Road Project	110,064
34	20/12/2019	Luohe City Huanghe Road Project	153,291
35	27/12/2019	Anyang South First Road Project	129,175
36	27/12/2019	Hebi City Jingtingshan Road Project	96,772
37	30/12/2019	Biyang Binhe North Road Project	173,710
38	30/12/2019	Xinyang Longjiang Dadao Project	65,000
39	30/12/2019	Hainan Danzhou Nada Project	52,737
40	31/12/2019	Wuzhi Anzhi Fang Project	66,666
Total		23,353,197	



Company News in February 2020

CCRE Expects An Increase in Profit Attributable to the Shareholders of Not Less Than 70%

On 5 March 2020, CCRE announced that it expects to record an increase in profit attributable to the Shareholders of not less than 70% for the year ended 31 December 2019 (“FY2019”) as compared to the profit attributable to the Shareholders recorded in the consolidated financial statements of the Company for the year ended 31 December 2018 (“FY2018”).

This was primarily attributable to, for the FY2019 as compared to the FY2018, (i) an increase in gross profit arising from the increase in revenue; and (ii) an increase in profit on changes in shareholding of the Group’s project companies.

Contact Us

Ms. Hazel Chan Investor Relations Manager

Tel 852 2992 7905

Fax 852 2620 5221

Email hazelchan@centralchina.com

Ms. Christine Yang Investor Relations Analyst

Tel 852 2992 7911

Fax 852 2620 5221

Email christine@centralchina.com

Follow us on WeChat:





DISCLAIMER

This document has been prepared by Central China Real Estate Limited (the "Company") and is subject to change without notice. The information contained in this newsletter has not been independently verified. No representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented. The Company, its affiliates, or any of their directors, officers, employees, advisers and representatives accept no liability whatsoever for any losses arising from any information contained in this presentation or otherwise arising in connection with this document.

This newsletter does not constitute or form part of, and should not be construed as, an offer to sell or a solicitation of an offer to buy any securities in the United States or any other jurisdictions in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction, and no part of this presentation shall form the basis of or be relied upon in connection with any contract or commitment. No securities may be offered or sold in the United States absent registration or an applicable exemption from registration requirements. Any public offering of securities to be made in the United States will be made by means of a prospectus. Such prospectus will contain detailed information about the Company making the offer and its management and financial statements. No public offering of any securities is to be made by the Company in the United States. Specifically, this presentation does not constitute a "prospectus" within the meaning of the U.S. Securities Act of 1933, as amended.

This newsletter contains statements relating to the Company's financial condition, results of operations and business, the Company's strategies and future prospects and information about the real estate industry and Chinese economy and global economy which are forward-looking. Such forward-looking statements are only predictions and are not guarantees of future performance. You are cautioned that any such forward-looking statements are and will be, as the case may be, subject to both known and unknown risks, uncertainties and factors relating to the operations and business environments of the Company and the real estate industry and market and economic conditions that may cause the actual results of the Company to be materially different from any future results expressed or implied in such forward-looking statements. All forward-looking statements that are made in this newsletter speak only as of the date of such statements. The Company expressly disclaim a duty to update any of the forward-looking statements.

The information herein is given to you solely for your own use and information, and no part of this document may be copied or reproduced, or redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization/firm) in any manner or published, in whole or in part, for any purpose. The distribution of this document may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.