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花样年控股集团有限公司
FANTASIA HOLDINGS GROUP CO., LTD.



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2017 Annual Results Presentation March 2018

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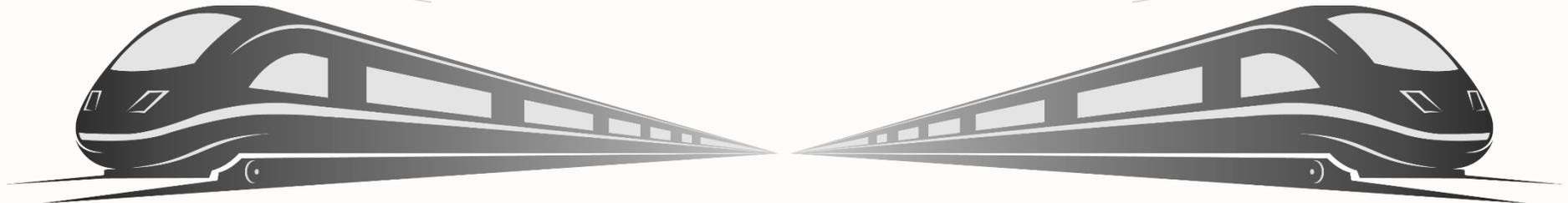
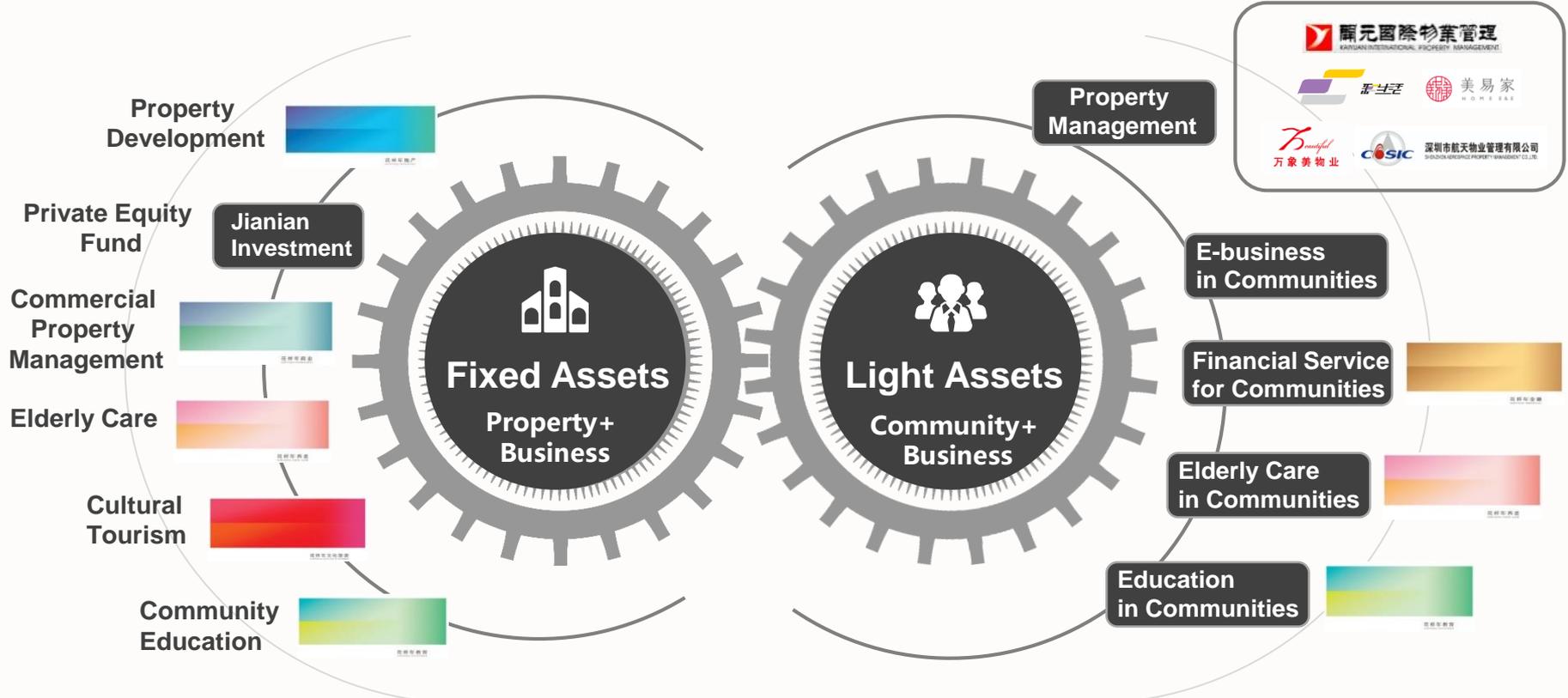
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Building an “industrial & financial group” of community-based integrated businesses, driven by two “locomotives” in the form of fixed assets & service businesses with asset-light model



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Contracted sales in FY2017

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- ✓ Recorded contracted sales of RMB20.16 billion, a significant increase of 65.2% and exceeded the full-year target of RMB15.0 billion
- ✓ Recorded contracted GFA of 1,909,998 sq.m., a significant increase of 44.1%

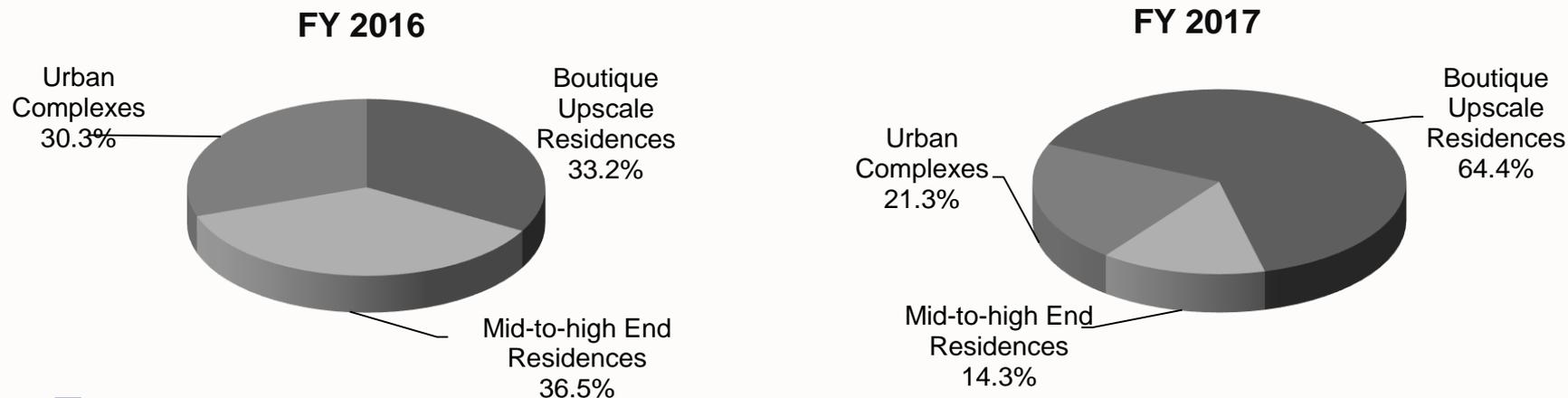
	Amount		GFA	
	(RMB million)	%	(sq.m.)	%
Pearl River Delta	6,814.5	33.8	656,343	34.4
Chengdu-Chongqing Economic Zone	3,809.4	18.9	507,561	26.6
Beijing-Tianjin Metropolitan Area	191.0	0.9	25,401	1.3
Yangtze River Delta Region	4,146.8	20.6	361,780	18.9
Central China	4,408.1	21.9	352,478	18.5
Overseas	794.5	3.9	6,435	0.3
Total	20,164.3	100	1,909,998	100

Diversified revenue



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Contracted sales breakdown -- by products



Contracted sales revenue breakdown -- by regions



High-quality land bank

- During the reporting period, the Group continued to adhere to its prudent investment strategy and development direction of acquiring land in first-and-second-tier cities, such as Beijing, Shanghai, Shenzhen, Chengdu and Wuhan which enjoy strong market potential and deliver good investment returns.
- As at 31 December 2017, the Group's land bank totaled approximately 19.79 million sq.m. in planned GFA. In which 15.61 million sq.m. was attributable to Fantasia Property Group, including 6.63 million sq.m. of planned GFA of properties under framework agreements. Land bank in first-tier cities⁽¹⁾ accounted for 25.9%, while second-tier cities accounted for 65.8% of the total land bank. Planned GFA of 4,187,233 sq.m. was attributable to the Parent Company's Fund⁽²⁾.

City Type	GFA (sq.m.)	%
First-tier cities	4,016,702	25.8
Second-tier cities	10,273,828	65.8
Third-tier cities	1,316,684	8.4
Total	15,607,211	100.00

Parent Co's Fund Projects	GFA (sq.m.)
Chengdu Ximei Project	357,950
Shanghai Guangfa Apartment	13,580
Qingdao Jiaozhou Project	1,764,538
Qingdao Jimo Project	2,051,165
Total	4,187,233

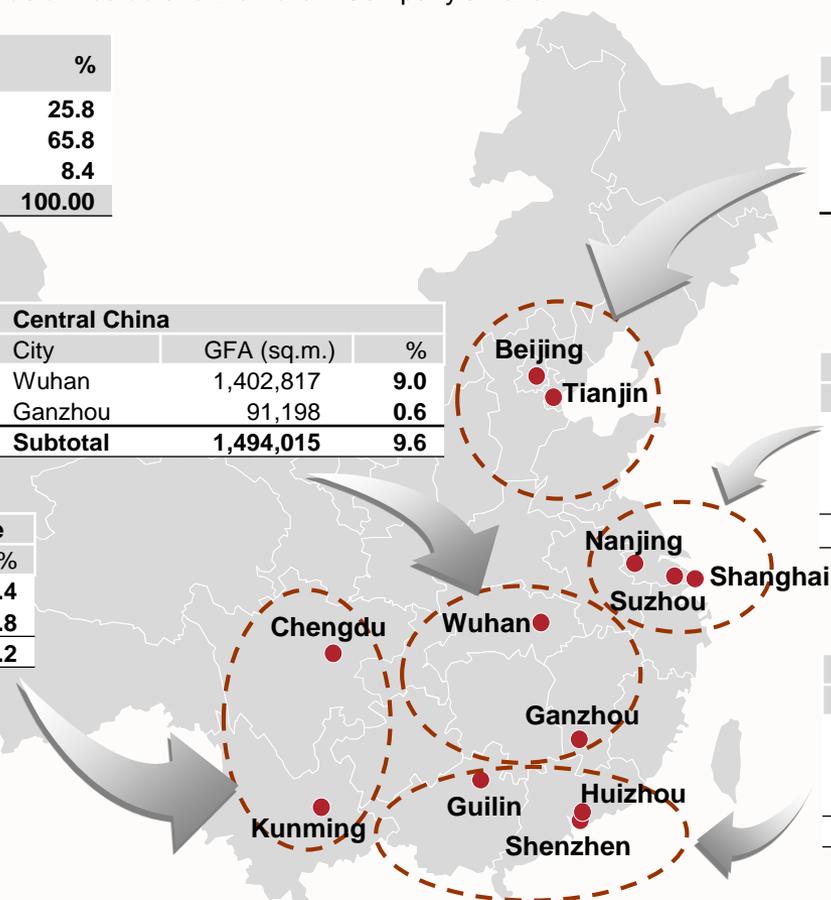
Central China		
City	GFA (sq.m.)	%
Wuhan	1,402,817	9.0
Ganzhou	91,198	0.6
Subtotal	1,494,015	9.6

Chengdu-Chongqing Economic Zone		
City	GFA (sq.m.)	%
Chengdu	6,623,422	42.4
Kunming	269,317	1.8
Subtotal	6,892,738	44.2

Beijing-Tianjin Metropolitan area		
City	GFA (sq.m.)	%
Beijing	309,433	2.0
Tianjin	462,368	2.9
Subtotal	771,801	4.9

Yangtze River Delta region		
City	GFA (sq.m.)	%
Suzhou	508,730	3.3
Shanghai	5,766	0.1
Nanjing	1,007,174	6.3
Subtotal	1,521,669	9.7

Pearl River Delta region		
City	GFA (sq.m.)	%
Shenzhen	2,135,176	13.7
Huizhou	1,566,327	10.0
Guilin	1,225,486	7.9
Subtotal	4,926,988	31.6

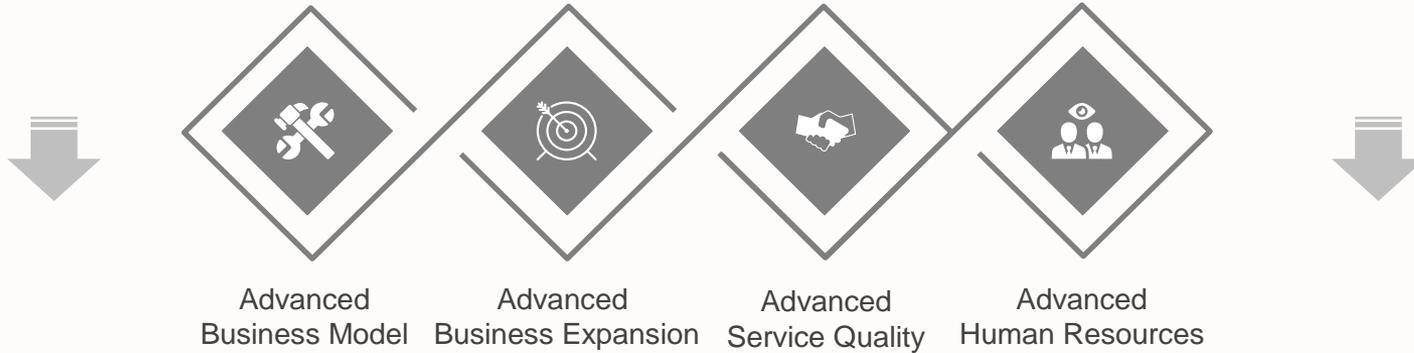


(1) First-tier cities include Beijing, Shanghai and Greater Shenzhen (including projects in Huizhou)
 (2) Projects which are not included in the balance sheet

The world's largest community services provider



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Establish the community service ecosystem with comprehensive range of community-based services

Home E&E



Established in 2012, Home E&E mainly engaged in commercial properties and was listed on NEEQ in 2015 (delisted now). As of mid-2017, the contracted GFA under management was over **35 million sq.m.**

Colour Life(1778)



Established in 2002, Colour Life has become the world's largest community services operator after over 10 years of development. As of end-2017, contracted GFA area under management was over **440 million sq.m.**

Aerospace Property



In 2017, Home E&E acquired Aerospace Property Management, which operates and manages schools, industrial parks, government offices, cultural exhibition halls, hospitals, airports and wetland parks, etc., The contracted GFA under management is over **12 million sq.m.**

Kaiyuan International



Kaiyuan International set the paragon of high-end residential property management, possessing more than **170** property management projects

Wanxiangmei (formerly Wanda Property)

In 2016, Fantasia acquired the office buildings, residential and commercial properties of Wanda Property (excluding shopping malls) with combined area of more than **40 million m²** under property management

Colour Life's successful consolidation of Wanxiangmei

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Colour Life *(As at 31 Dec 2017)*

Revenue	1,628,698
Gross Profit	730,678
GP Margin	44.9%
Net Profit	350,649
<i>(RMB'000)</i>	

Wanxiangmei *(As at 31 Oct 2017)*

Revenue	1,235,986
Gross Profit	412,224
GP Margin	33.4%
Profit Before Tax	235,029
<i>(RMB'000)</i>	

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Key financial highlights

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Profitability

Gross Profit
RMB2.898 billion

Gross Profit Margin
29.6%

Net Profit
RMB1.410 billion

Financial Position

Cash on Hand
RMB16.442 billion

Net Gearing⁽¹⁾
76%

2017 Financing Activities

- On 23 Jan 2017: Early redeemed USD300 million 10.625% senior notes due 2019
- On 6 Jun 2017: Issued USD350 million 5.5% senior notes due 2018
- On 28 Jun 2017: Issued USD300 million 7.95% senior notes due 2022
- On 21 Dec 2017: Colour Life completed its first share placement since listing with proceeds of HKD435 million

(1) (total interest bearing liabilities – restricted bank deposits and bank balances and cash) / total equity

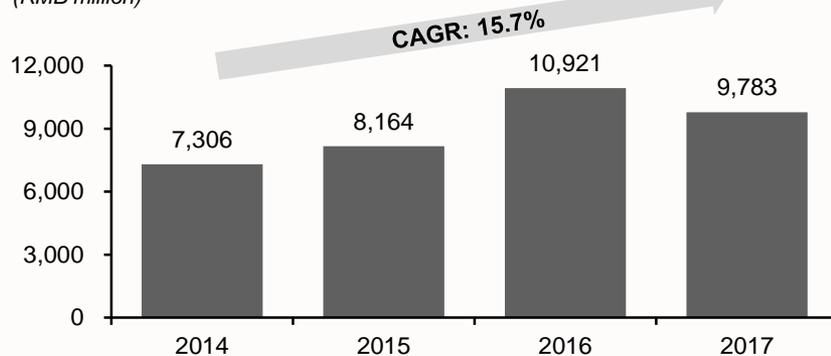
Steady & healthy financial track record



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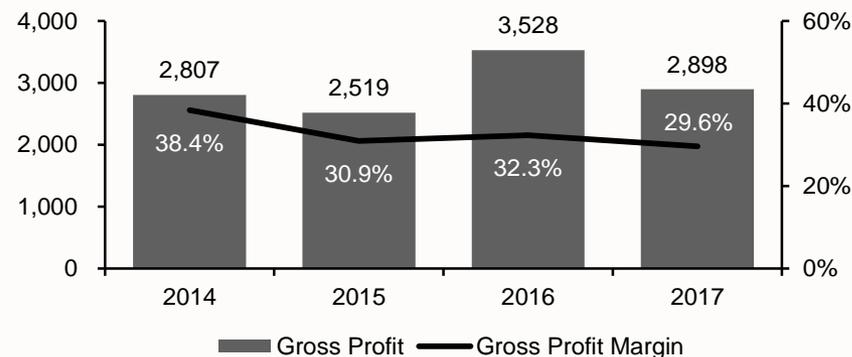
Revenue

(RMB million)



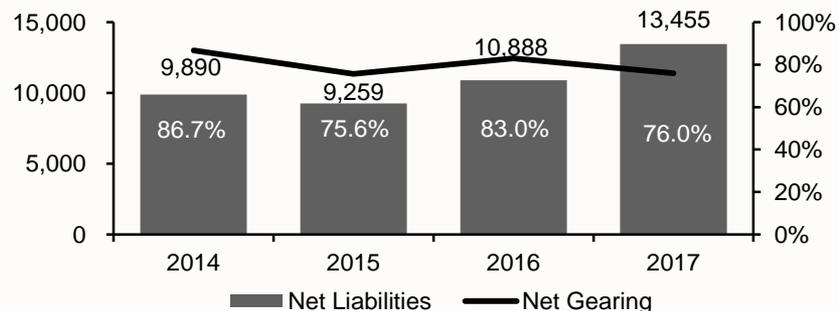
Gross profit & margin

(RMB million)



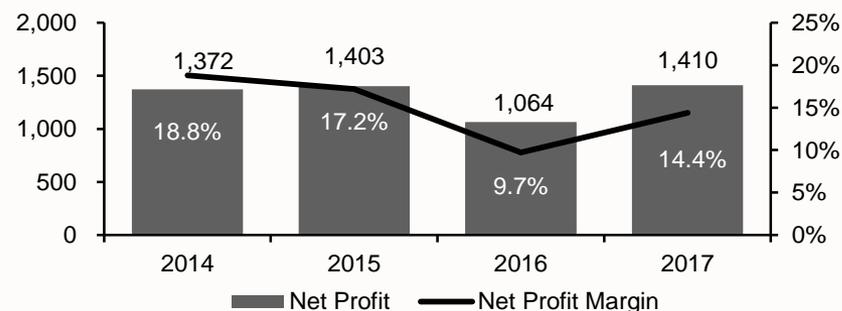
Net liabilities & net gearing

(RMB million)



Net profit & margin

(RMB million)



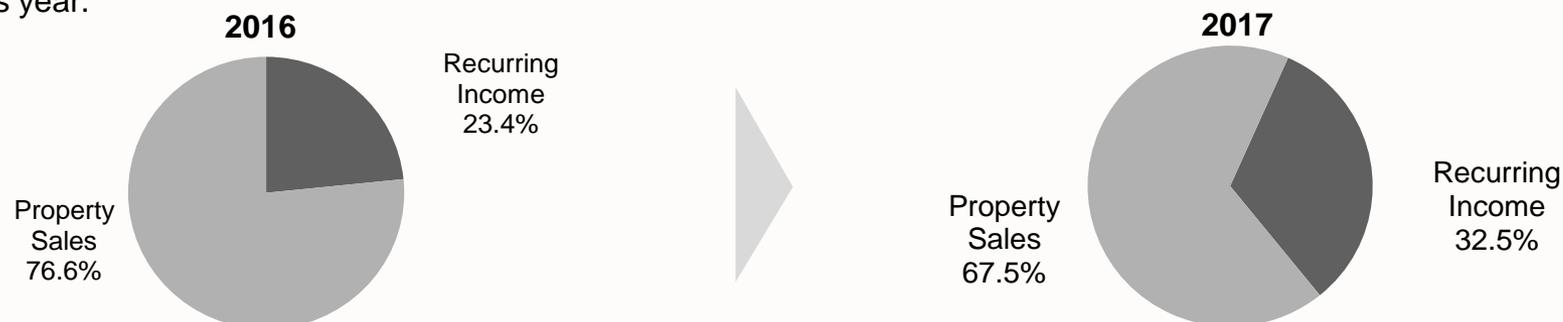
Sustained growth in property management service & operation capabilities



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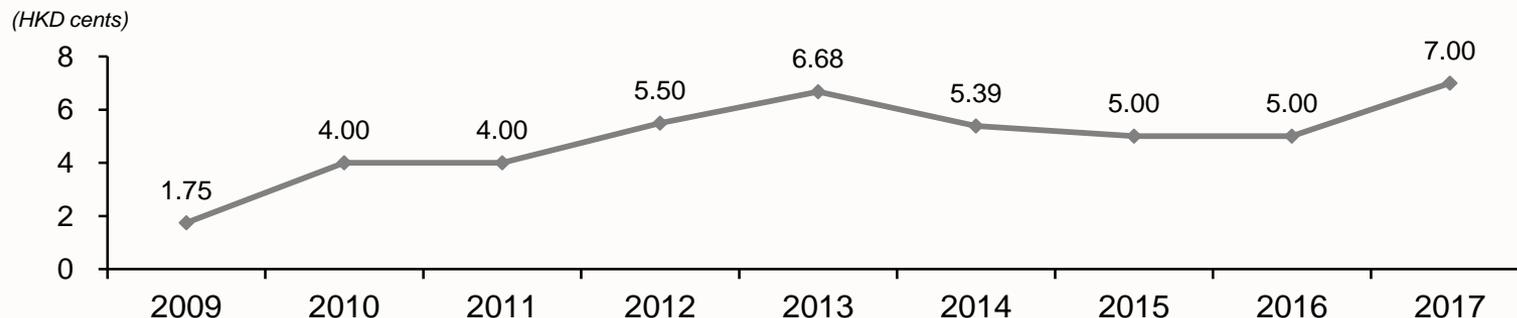
Recurring income from rental income, hotels and community services

In 2017, business segments (such as the operation of properties and hotels) which generated recurring income continued the growth momentum of the first half of the year well into the rest of the year, accounting for about one third of the Group's total revenue. The proportion represented an increase of 9.1 percentage points compared with that for the previous year.



Stable dividend payment since its HKEx listing

Maintained dividend payment every year since its listing on HKEx in 2009. Proposes the payment of a final dividend of 7 HKD cents per share in 2017.



Capital structure & debt position



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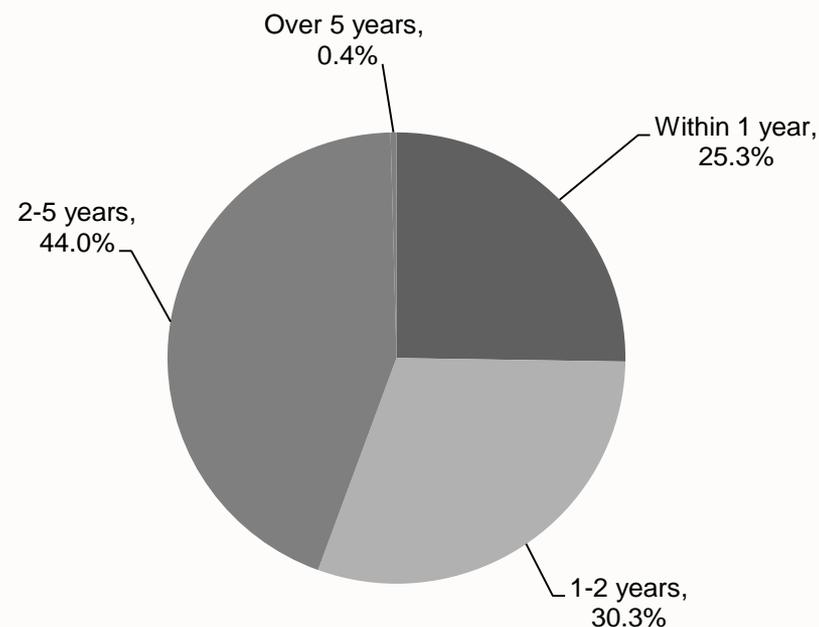
Capital structure as at 31 Dec 2017

RMB million	Actual amount	% of total capital
Cash and cash equivalent ⁽¹⁾	16,442	
Borrowings due within 1 year	3,022	
Borrowings with maturity beyond 1 year	6,842	
Senior notes ⁽²⁾ & onshore bonds	19,805	
Asset-backed securitization	228	
Total long-term debts	22,347	55.8
Total debts	29,896	74.7
Total equity	17,698	44.2
Total capital ⁽³⁾	40,045	

Net gearing at end-2017 was 76.0%, a significant decrease of 13 percentage points compared to first half 2017.

Maintained healthy financial position and debt management

Debts by maturity



(1) Cash and cash equivalents included restricted bank deposits of RMB2.107 billion

(2) Senior notes refer to 2012 senior notes, Jan 2013 senior notes, 2015 senior notes, May 2016 senior notes, Oct 2016 senior notes and Jun 2017 short-term senior notes

(3) Total capital includes total long-term debts and total equity

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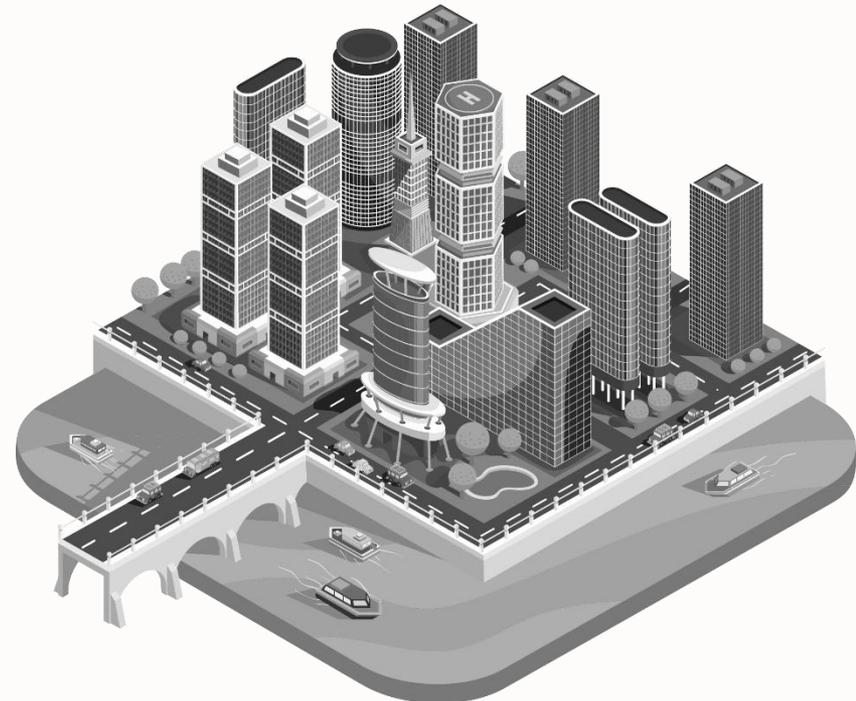
Fixed assets: “Real Estate+” business that form a closed-loop system for real estate development



Pilot projects for real estate development



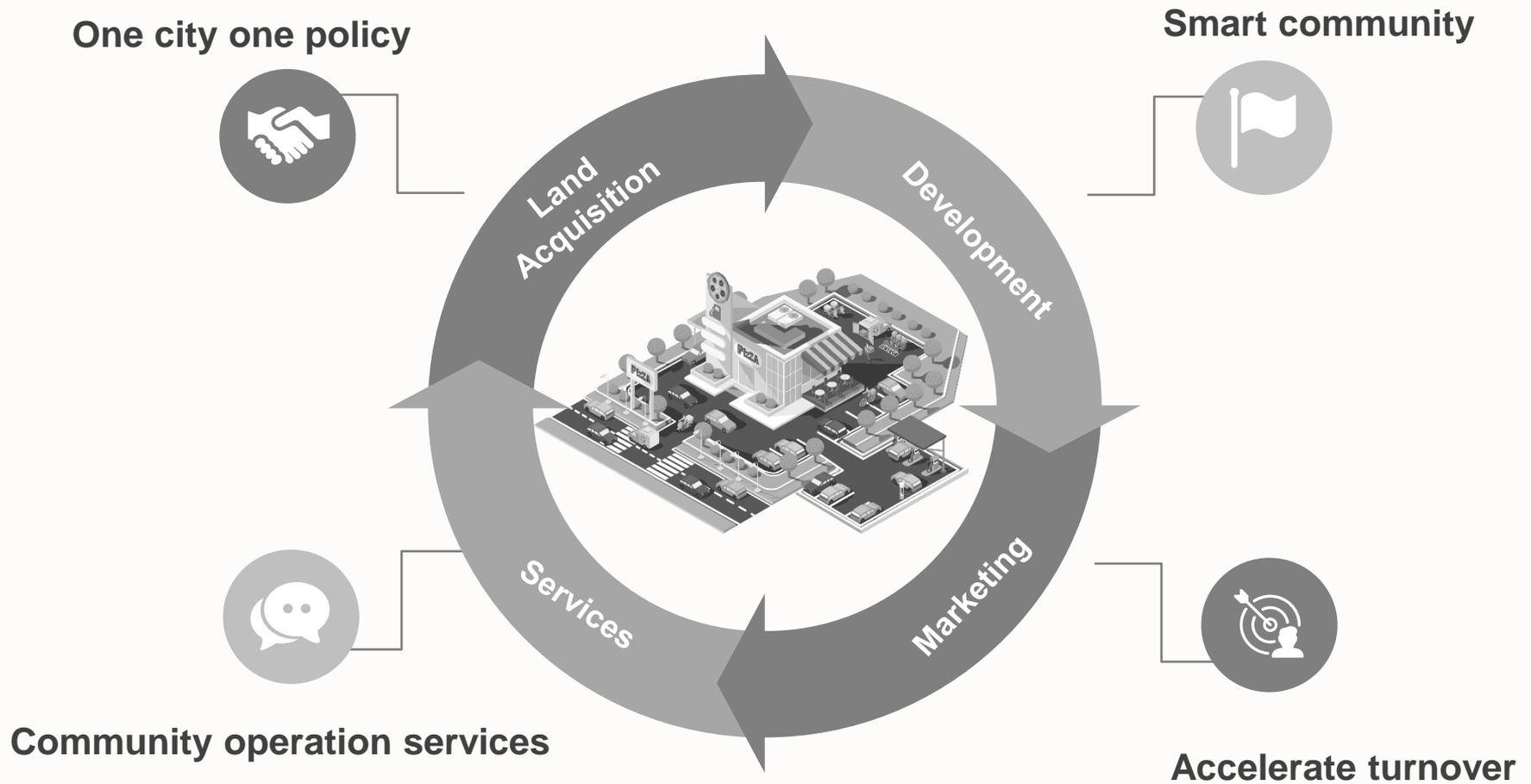
- ▶ Smart community / Integration of various types of businesses into property development / Small towns with distinguishing features, etc.



Fixed assets: “Real Estate+” business that form a closed-loop system for real estate development



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Asset-light model: “Community+” business, building a closed-loop system of community-based services



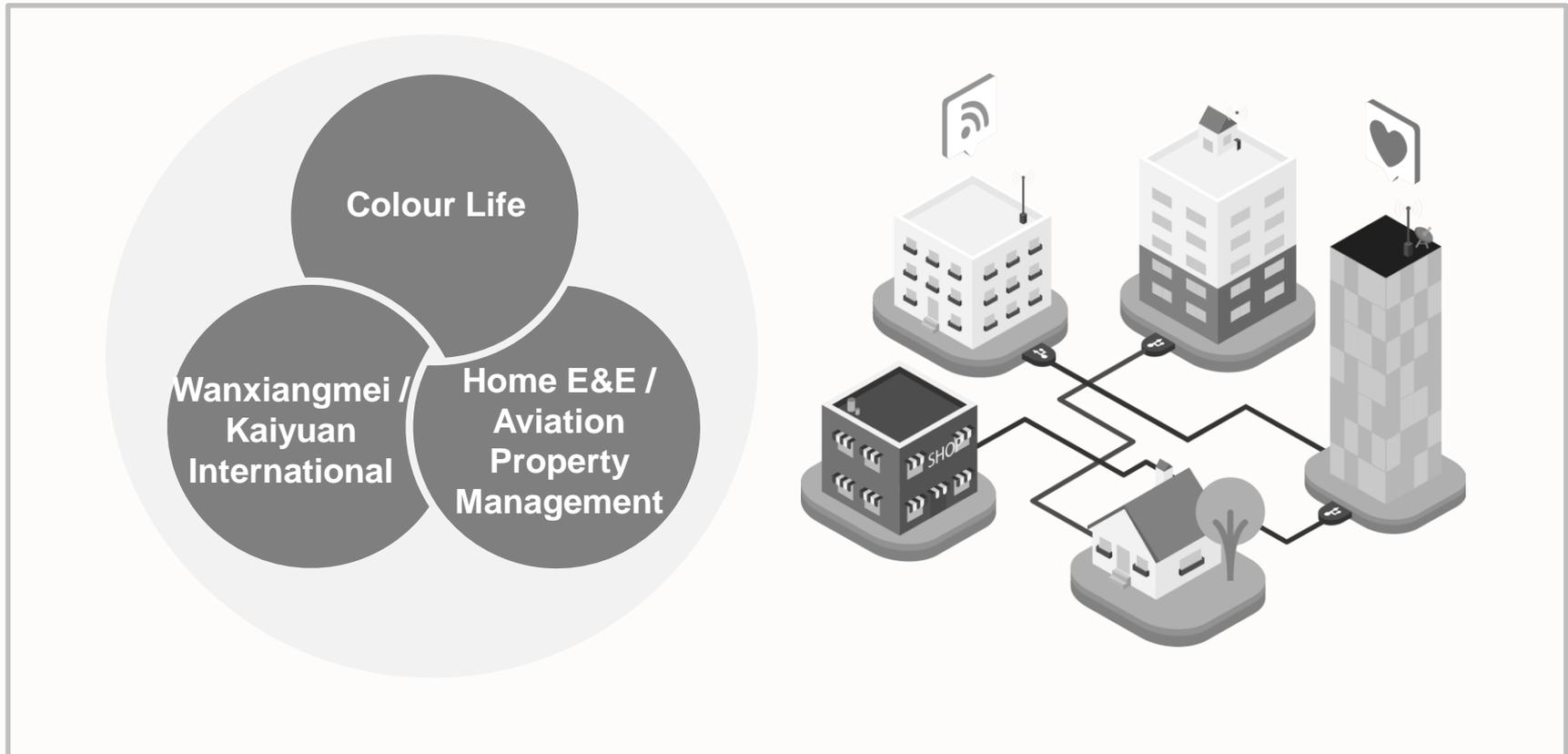
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Properties with community-based services as pilot projects

Online community ecosystem /
offline service brand system



Elderly care, community business,
education, etc.



Asset-light model: “Community+” business, building a closed-loop system of community-based services



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O2O community service platforms



Offline services



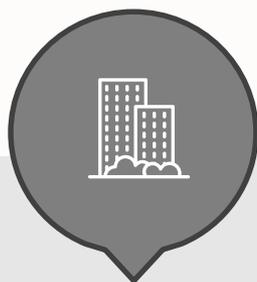
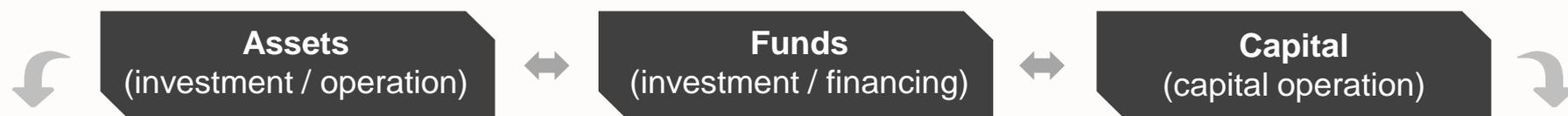
Online platforms

Building up capabilities to operate internationalized businesses through integration of assets, financing & capital operation



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Capabilities to operate internationalized businesses



Investment in
& operation of
properties



Asset
management
business



Aviation &
tourism
business



Assets & capabilities
for providing
community-based
services

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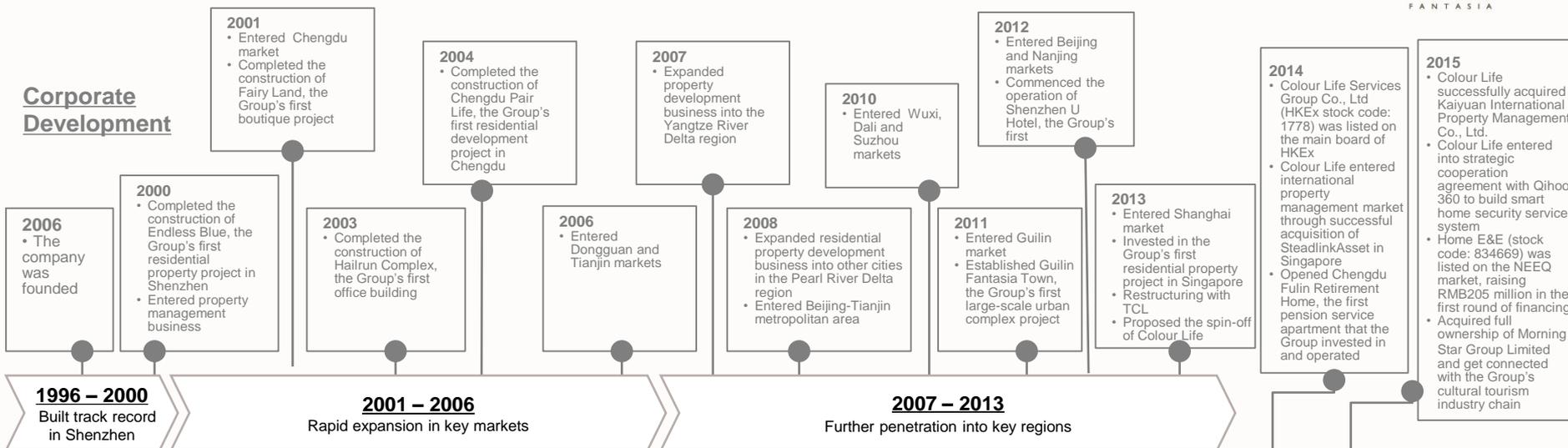
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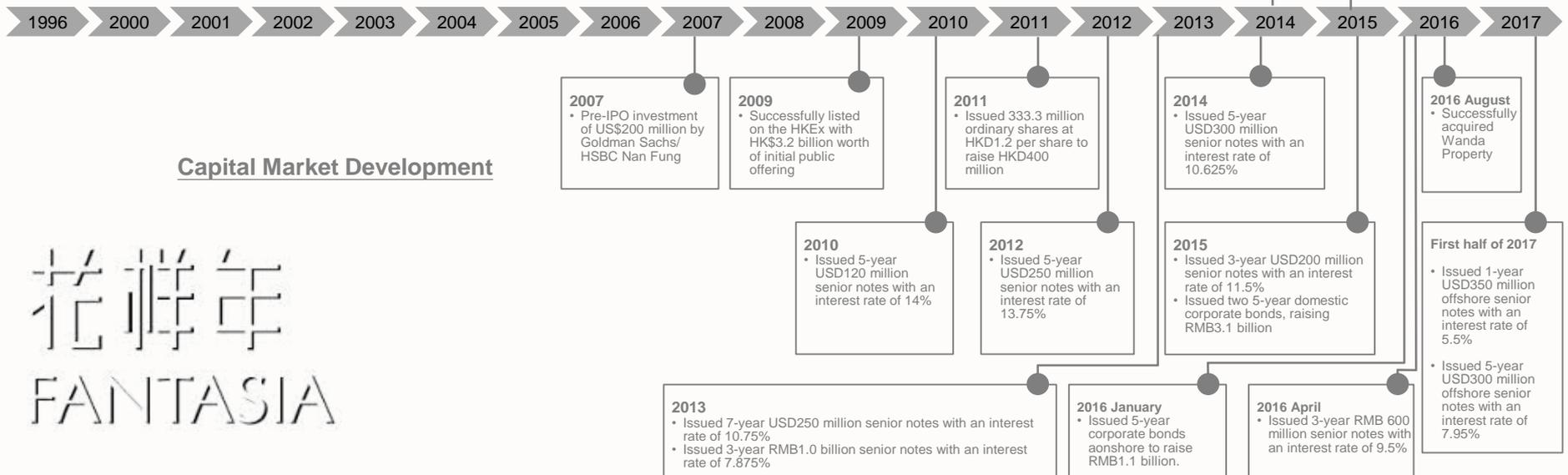
Appendix 1: key milestones

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Corporate Development



Capital Market Development



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Appendix 2: high-quality land bank

Land bank under development

City	Project	GFA (sq.m.)	Land Use
Shenzhen			
	Jiatianxia	64,241	Residential & Commercial
Huizhou			
	Huizhou Kangchengsiji	171,108	Residential & Commercial
Guilin			
	Guilin Lakeside Eden	501,521	Residential & Commercial
Chengdu			
	Grand Valley	20,208	Residential & Commercial
	Longnian International Center	134,117	Residential & Commercial
	Xiangmendi	323,248	Residential & Commercial
	Shuangliu Jiatianxia	332,864	Residential & Commercial
Tianjin			
	Love Forever	2,679	Residential
	Huaxiang	15,916	Residential
Suzhou			
	Lago Paradise	152,006	Residential
	Taicang Taigucheng	63,741	Commercial/ Office
	Ningbo Cixi Yue Fu	236,729	Residential
Wuhan			
	Jinxiu Town	235,746	Residential & Commercial
Nanjing			
	Hailrun Complex	206,029	Commercial
	Love Forever	274,999	Residential & Commercial
Ganzhou			
	Yunding Mansion	91,198	Residential & Commercial
Total		2,926,349	

Appendix 2: high-quality land bank (cont'd)

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Land bank held for future development

City	Project	GFA(sq.m.)	Land Use
Shenzhen			
	Jiatianxia	187,240	Residential & Commercial
	Huaxing Industrial Project	75,130	Commercial & Financial
Huizhou			
	Remaining of Kangchengsiji	25,806	Residential & Commercial
	Qiuchang Project	188,967	Residential
	Zijin Hua Fu	80,546	Residential
Shanghai			
	Guobang Huayuan	5,766	Office
Guilin			
	Lakeside Eden	723,965	Residential & Commercial
Chengdu			
	Belle Epoque	397,204	Residential, Commercial & Ancillary
	Grande Valley	667,737	Residential & Commercial
	Xiangmendi	166,752	Residential & Commercial
	Jiatianxia	456,354	Residential & Commercial
	Longnian International	23,289	Residential & Commercial
	Zhihui City	707,784	Residential & Commercial
	Ziyang Project	477,183	Residential & Commercial

Appendix 2: high-quality land bank (cont'd)

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Land bank held for future development

City	Project	GFA(sq.m.)	Land Use
Beijing			
	Yaxingke Project	268,174	Residential
Nanjing			
	Love Forever Project	78,491	Residential
	Jiatianxia	347,655	Residential & Commercial
Tianjin			
	Love Forever	37,107	Residential
	Huaxiang	238,327	Residential
	Yingcheng Lake Project	168,339	Residential, Commercial & Tourism
Wuhan			
	Hankou Xingfu Wanxiang	50,417	Commercial
	No.1 Hanzhengjie	338,700	Commercial
	Flower Garden	180,000	Residential & Commercial
	Wuhan Pair Life	55,600	Residential
	Baishazhou Jinxiu Town Phase II	107,504	Residential & Commercial
Total		6,054,036	

Appendix 3: strategic project planning & execution

Projects started in 2017

Region	Project	GFA (sq.m.)	Land Use
Yangtze River Delta Region	Gaochun Love Forever	374,999	Residential
	Taicang Taigucheng	63,741	Commercial / Office
	Suzhou Lago Paradise	152,006	Residential
	Jiangxi Ganzhou Yunding Mansion	91,198	Residential & Commercial
	Ningbo Cixi Yue Fu	236,729	Residential
Chengdu-Chongqing Economic Zone	North Xiangmendi	323,248	Residential & Commercial
	Shuangliu Jiatianxia	332,864	Residential & Commercial
	Chengdu Longnian International	59,341	Residential & Commercial
Pearl River Delta Region	Shenzhen Jiatianxia	64,241	Residential & Commercial
	Huizhong Kangchengsiji	171,108	Residential & Commercial
	Guilin Lakeside Eden	143,417	Residential & Commercial
Central China Region	Jinxiu City	235,746	Residential & Commercial
Total		2,248,638	

Appendix 4: strategic project planning & execution



Projects completed in 2017

Region	Project	GFA (sq.m.)
Yangtze River Delta Region	Suzhou Hailrun Business and Apartment Project	250,690
	Suzhou Lago Paradise	10,712
	Nanjing Hailrun	89,847
Pearl River Delta Region	Huizhou Kangchengsiji	308,711
	Guilin Lakeside Eden	73,768
Central China Region	Wuhan Fantasia Town	108,031
Chengdu-Chongqing Economic Zone	Chengdu Grand Valley	42,639
	Chengdu Longnian International	141,450
Total		1,025,848



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Fantasia Creates Value

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