

Fantasia's Accumulated Contract Sales amounted to RMB7.174 billion The Annual Sales Target of RMB7.20 billion basically completed

In November 2012, Fantasia recorded contract sales of approximately RMB982 million and contract sales area of approximately 119,540 sq.m., representing a year-on-year increase of 113% and 142% respectively, and a month-on-month increase of 29% and 11% respectively. As at the end of November 2012, the accumulated contract sales was approximately RMB7.174 billion and the accumulated contract sales area was approximately 856,060 sq.m.. Basically, the 2012 yearly target of RMB7.2 billion has been completed.

Around 47% of the Company's monthly contract sales in November came from the sales of urban complex projects and 30% of which came from the boutique upscale residence projects. Contract sales from Chengdu-Chongqing Economic Zone, the Pearl River Delta, the Yangtze River Delta and Beijing-Tianjin Metropolitan Area accounted for 41%, 40%, 12% and 7% of the total monthly contract sales respectively.

Accumulated Contract Sales Amount and Sales Area for 2012 (as at 30 November 2012)

City	Project name	Category	Sales amount (RMB'000)	Sales area (sq. m.)
Shenzhen	Funian Plaza	Urban complex	676,118	18,431
	Others		10,237	392
Chengdu	Funian Plaza	Urban complex	692,782	57,575
	Future Plaza	Urban complex	551,031	52,141
	Meinian International Plaza	Urban complex	164,204	22,278
	Grande Valley	Boutique upscale residence	67,533	7,967
	Fantasia Town	Mid-to-high end residence	527,599	122,732
	Others		99,803	11,508
Dongguan	Wonderland	Boutique	833,969	120,190

		upscale residence		
	Mont Conquerant	Boutique upscale residence	271,315	28,500
Tianjin	Future Plaza	Urban complex	413,270	36,680
	Love Forever	Boutique upscale residence	291,876	31,756
	Others		27,302	6,717
Huizhou	Fantasia Special Town	Mid-to-high end residence	570,430	100,809
	Love Forever	Mid-to-high end residence	74,411	15,552
Suzhou	Lago Paradise	Boutique upscale residence	209,020	16,584
Wuxi	Love Forever	Boutique upscale residence	277,514	39,079
	Hailrun Complex	Urban complex	142,513	13,509
Dali	Art Wisdom	Mid-to-high end residence	230,335	32,687
Guilin	Fantasia Town	Urban complex	488,140	92,486
	Lakeside Eden	Boutique upscale residence	113,125	8,681
Nanjing	Yuhuatai Project	Urban complex	442,281	19,811
Total			7,174,809	856,064

In November 2012, Chengdu Long Nian International Center (GFA: 49,295 sq.m.) and Phase 2 of Chengdu Meinian International Plaza (GFA: 341,966 sq.m.) obtained construction permit.

Review for November

Commodity house transactions showed a growing trend in November after steady sales during September and October. To keep abreast of market trends, Fantasia effectively pulled turnover up dramatically on a year-on-year basis by flexible sales strategies and expansion of customer channels. Business products still played a major role in our sales performance, with rigid demand and improved products showing better performance as well. Business products including Chengdu Funian business apartments and offices, Chengdu Long Nian International Center and Nanjing Yuhuatai Project achieved excellent sale performances. An excellent sale performance for business office in Chengdu Future Plaza signed by a single customer was recorded in November, showing that business market still attracted great attention. Dongguan Wonderland, Huizhou Fantasia Special Town Phase 3, Guilin Fantasia Town, which are rigid demand products, and Tianjin Love Forever, Guilin Lakeside Eden and Dongguan Mont Conquerant, which are improved Products, also achieved good sales performances.

In late November, the first output management project, Nanjing Project - Xingfu Wanxiang (南京 • 幸福萬象), started construction works officially, with a total GFA of approximately 100,000 sq. m.. The project is developed with a business partner, and it will combine Nanjing's long history and strong culture with modern business model. Fantasia creates stylish colorful, creative, unique and innovative experiential commercial complex on the basis of the company's business concept of providing interesting, tasteful and colourful living space and experience.

Outlook for December

As at the end of November, the total GFA available-for-sale was around 720,000 sq.m.. Implementing the company's strategy and catering for market needs, business product type was Fantasia's main focus and still accounted for a large proportion. There will be additional units in five existing projects with abundant product types to be launched in December, including newly launched shop units of Chengdu Long Nian International Center, Nanjing Yuhuatai, rigid demand products of Dongguan Mont Conquerant and Guilin Fantasia Town, and mini villa units of Chengdu Grande Valley, adding a perfect ending to the strong sales performance in 2012.

Note: The data in this monthly newsletter are subject to audit.

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