

Newsletter – April 2013

## Fantasia recorded Annual Accumulated Contract Sales of More than RMB2,440 million Keeping a Satisfactory Sales Performance

In April 2013, Fantasia recorded contract sales of approximately RMB666 million and contract sales area of approximately 84,440 sq.m., maintaining a steady performance on a month-on-month basis. As of April 2013, the annual accumulated contract sales and accumulated contract sales area recorded more than RMB2,440 million and approximately 293,565 square meters.

47% of the Company's monthly contract sales in January came from the sales of urban complex projects and 33% 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 27%, 57%, 10% and 6% of the total monthly contract sales respectively.

### **Accumulated Contract Sales Amount and Area for 2013 (as at 30 April 2013)**

City	Project name	Category	Sales area (sq.m.)	Sales amount (RMB'000)
Chengdu	Funian Plaza	Urban complex	40,541	465,334
	Long Nian International Center	Urban complex	14,164	216,161
	Future Plaza	Urban complex	14,280	149,190
	Grande Valley	Boutique upscale residence	3,936	42,123
	Fantasia Town	Mid-to-high end residence	25,149	110,631
	Others		3,448	20,489
<i>Subtotal</i>			<i>101,518</i>	<i>1,003,928</i>
Dongguan	Wonderland	Boutique upscale residence	2,119	20,649

	Mont Conquerant	Boutique upscale residence	42,038	288,348
<i>Subtotal</i>			<b>44,157</b>	<b>308,997</b>
Tianjin	Love Forever	Boutique upscale residence	12,511	96,848
<i>Subtotal</i>			<b>12,511</b>	<b>96,848</b>
Huizhou	Fantasia Special Town	Mid-to-high end residence	36,367	194,007
	Love Forever	Mid-to-high end residence	6,261	30,848
<i>Subtotal</i>			<b>42,628</b>	<b>224,855</b>
Suzhou	Lago Paradise	Boutique upscale residence	1,864	24,661
<i>Subtotal</i>			<b>1,864</b>	<b>24,661</b>
Wuxi	Hailrun Complex	Urban complex	3,201	23,501
	Love Forever	Boutique upscale residence	3,282	43,100
<i>Subtotal</i>			<b>6,483</b>	<b>66,601</b>
Dali	Art Wisdom	Mid-to-high end residence	5,408	33,303
<i>Subtotal</i>			<b>5,408</b>	<b>33,303</b>
Guilin	Fantasia Town	Urban complex	58,652	320,284
	Lakeside Eden	Boutique upscale residence	7,877	117,869
<i>Subtotal</i>			<b>66,529</b>	<b>438,153</b>
Nanjing	Yuhuatai Project	Urban complex	12,467	247,816
<i>Subtotal</i>			<b>12,467</b>	<b>247,816</b>
<b>Total</b>			<b>293,565</b>	<b>2,445,162</b>

### **Pre-sales Permits obtained by the Projects in April 2013**

No.	Project Name	Pre-sale Permits Pre-sale Area
1.	Huizhou Fantasia Special Town Phase 3	22,681 sq. m.
2.	Wuxi Love Forever Phase 3	28,447 sq. m.
3.	Dali HumanArt Wisdom	12,545 sq. m.
4.	Chengdu Grande Valley Phase 2.2	7,273 sq. m.

### **Review for April 2013**

**Contract Sales in April.** Prior to traditional peak season during the Labour Day holiday, the Company adapted to the market by proactively launching a several popular rigid-demand and commercial products and recorded a good sales

performance. Rigid-demand products like Huizhou Fantasia Special Town have sold over 150 units; sales order of residential and apartment units of Guilin Fantasia Town exceeded 200 units and achieved a new monthly sales record for the project and the relevant region; Dongguan Wonderland continued its hot selling momentum in March and recorded over 100units sales. Due to the high cost-performance value, Huizhou Love Forever enjoyed impressive attention from Hong Kong customers, followed by sales orders after its initial launching in Hong Kong. As for commercial products, Dali Human Art Wisdom received more than 90% subscription on the day when first batch of 44 shops werelaunched. Retail shops from Guilin Fantasia Town and office units from Chengdu Future Plaza made good sales performances respectively. Resort-type project like Chengdu Grande Valley recently launched “Mini villa” and, its salescontinued a growing pacethroughthe distinguished product type.

**Strategic Cooperation.** On 2 April, Fantasia signed a strategic cooperation agreement with Hubei Longxing Waterproof Material Co., Ltd. Both companies will have an extensive cooperation on the water-proof engineering projects for Fantasia’s series of product lines to upgrade product quality and strengthen unique competitivenessof product lines.

**Awards.** On 23 April, the Company was awarded as “2013 China Top 100 Real Estate Developers” jointly issued by State Council Development Research Center, Real Estate Research Institution of Tsinghua University and China Index Research Center. This is Fantasia’s five consecutive years won the award from 2009 to 2013.

**Others.** On 20 April, 7.0-magnitude earthquake stroke Ya’an, Sichuan. On the same day, Shenzhen Fantasia Public Welfare Foundation (which was founded by the Company) announced a donation of one million RMB (including supplies) to the victims located in the earthquake-stricken area in Ya’an, Sichuan, which purchased first batch of around 40 tons of emergency supplies and delivered to the hit area on 22 April.

### **Outlook for May**

May is the traditional peak season for sales in the property development industry, Fantasia will have the total of 20 projects or phases of projects launched in the market, including commercial products, resort-type products and rigid and improved residential products. During the month of May, Fantasia will launch two new projects including the rigid-demand products, including the Huizhou Fantasia Special Town and the high-rise building of Wuxi Love Forever.

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

**IR Contact:**

Executive Director and Chief Financial Officer

Mr. Tony Lam

Tel.: +86 755 8287 2496

Email: [linjt@cnfantasia.com](mailto:linjt@cnfantasia.com)

IR Department

Ms. Erica Cheng

Tel.: +852 2572 8011

Email: [zhengyy@cnfantasia.com](mailto:zhengyy@cnfantasia.com)