

Newsletter---December 2013

## Fantasia Had Accumulated Sales of RMB10.174 Billion in 2013, Fulfilling Full-year Sales Target

In December 2013, Fantasia achieved contract sales of approximately RMB2.078 billion and gross floor area ("GFA") sold of approximately 195,600 square meters, representing year-on-year increases of 147.67% and 88.43% respectively. As of 31 December 2013, Fantasia recorded accumulated contract sales of approximately RMB10.174 billion and accumulated GFA sold of 1,292,700 square meters, fulfilling its full-year sales target of RMB10 billion.

Contract sales from Chengdu-Chongqing Economic Zone, the Pearl River Delta, the Yangtze River Delta and Beijing-Tianjin Metropolitan Area plus overseas areas accounted for 66.61%, 21.29%, 8.14% and 3.96% of the contract sales in December respectively.

### Accumulated Contract Sales Amounts and Area Sold for 2013 (up to 31 December 2013)

City	Project name	Type	GFA Sold (sq.m)	Sales Amount (RMB0'000)
Shenzhen	Love Forever	Mid-to-high end residence	151	257
	Funian Plaza	Urban complex	745	2,409
Chengdu	Future Plaza	Urban complex	58,159	64,289
	Fantasia Town	Mid-to-high end residence	110,354	49,901
	Love Forever	Mid-to-high end residence	9,455	8,733
	Funian Plaza	Urban complex	65,607	69,980
	Grande Valley	Boutique upscale residence	25,374	27,945
	Mont Conquerant	Boutique upscale residence	2,829	2,118
	Long Nian International Plaza	Urban complex	45,220	48,308

	Meinian Plaza	Urban complex	69,793	116,140
	My Place	Mid-to-high end residence	50	54
	Hairun Plaza	Urban complex	268	24
Dongguan	Mont Conquerant	Boutique upscale residence	3,567	3,551
	Wonderland	Boutique upscale residence	60,899	42,205
Tianjin	Future Plaza	Urban complex	575	120
	Love Forever	Boutique upscale residence	57,652	39,072
Huizhou	Special Town	Mid-to-high end residence	156,065	82,565
	Love Forever	Mid-to-high end residence	74,342	34,973
Suzhou	Special Town	Boutique upscale residence	121,094	69,521
	Lago Paradise	Mid-to-high end residence	6,807	8,478
Wuxi	Yixing Town on the Water	Urban complex	45	38
	Love Forever	Mid-to-high end residence	31,011	22,801
	Hairun Complex	Urban complex	10,930	13,016
Dali	Art Wisdom	Mid-to-high end residence	12,573	8,622
Guilin	Fantasia Town	Urban complex	192,097	104,081
	Lakeside Eden	Boutique upscale residence	37,765	34,415
Nanjing	Yuhuatai Project	Urban complex	20,704	45,548
Ningbo	Love Forever	Mid-to-high end residence	25,838	25,504
Shanghai	Shanghai Belgravia	Boutique upscale residence	20,953	40,500
Huayi	NorthSea Mangrove	Mid-to-high end residence	71,158	44,664
Singapore	Love Forever	Boutique upscale residence	652	7,572
<b>Total</b>			<b>1,292,735</b>	<b>1,017,403</b>

### **Pre-sales Permits and Delivery Permits Obtained in December 2013**

<b>No.</b>	<b>Project Name</b>	<b>Pre-Sale Permit</b>	<b>Delivery Permit</b>
2	Wuxi Love Forever 29# building	--	46,416.91
3	Wuxi Hairun Complex	--	103,051
4	Guilin Fantasia Town 30# Building	21,646.61	--
6	Lakeside Eden D Land Parcel, 1, 3# Building	47,395.23	--
7	Dongguan Wonderland	--	71,659.66
8	Huizhou Love Forever phase 1	--	97,375.71
9	Suzhou Lake Tai Forum 4# land (1#, 2#, 19-23#, 3# basements)	--	15,147.44
10	Suzhou Lake Tai Forum 6# land (33-56#, 67-73# and basements)	--	21,042.31
11	Chengdu Fantasia Town Phase 4 and 1	--	50,865.82
12	Chengdu Funian Plaza	--	180,275.42
13	Lakeside Eden E1 Land Parcel	29,649.62	--
14	Fantasia Town Phase 1, 1#, 7#, 8#	--	149,864.88

### **Review for December**

**Summary of Sales:** In December 2013, the Company launched a large number of rigid-demand properties and commercial properties, which boosted the fast growth of the Company's results. The rigid-demand properties continued to record prominent sales in Guilin Fantasia Town, Huizhou Special Town, Wuxi Love Forever and Chengdu Fantasia Town. Commercial properties such as Future Plaza, Meinian Plaza and Funian Plaza in Chengdu and Wuxi Hairun Complex were ready or almost ready for occupancy. The well-known brand recognition has enhanced the confidence of home buyers, boosting the sales growth. The overseas project in Singapore also contributed to the good sales performance.

### **Review of 2013 and Outlook for 2014**

Early at the beginning of the year, the Company had sets its annual sales target for 2013 of RMB10 billion. With the stable performance of sales in the first half, Fantasia stepped up efforts in marketing and product development and had ultimately surpassed the goal in the second half, attributable to its flexible marketing campaigns and outstanding quality of products. In terms of marketing strategy, through resources integration between eight internal major business segments, the Company had been

able to launch rigid-demand and commercial products in due course to cater for the market needs and continuously initiate innovative various marketing activities.

In 2013, the Company had successfully issued 7-year senior notes of US\$250 million with an interest rate of 10.75% and 3-year senior notes of RMB1 billion with an interest rate of 7.875%, which ensured the funding of its existing and additional property development projects.

In respect of land acquisitions, Fantasia had successively, by means of bidding and acquisitions, secured several land parcels in Suzhou, Chengdu, Ningbo, Shanghai and Tianjin, and entered into first-tier and second-tier cities such as Ningbo, Wuhan and Shanghai in 2013. As of the end of 2013, Fantasia had already marked its footprint in 16 first-tier and second-tier cities in China and will extend its presence to more first-tier and second-tier cities with growth potentials when the opportunity arises.

As of the end of 2013, the Company had sufficient land bank in first-tier and second-tier cities and possessed over 10 projects with GFA of approximately 2.5 million square meters in Shenzhen. In addition, its inventory and available-for-sales launched in 2014 also expected to have a substantial growth compared with 2013. By grasping market opportunities, Fantasia will seek for a substantial growth in its property sales performance in 2014 through flexible online and offline marketing campaigns.

In the meantime, regarding to other 7 major business segments of the Company, the Company will, according to its strategic planning and positioning as a financial holding group, continue its asset-light strategy for these business segments, and establish a balanced organic ecosystem based on two major platforms which are finance and service provider.

*Note: Data in this monthly newsletter are subject to audit and may be adjusted from time to time*

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