



## **Fantasia's January contracted sales increased by 101.2% year on year to RMB1.62 billion**

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### **Colour Life forges ahead with strategy for development through "minority stakes" in property projects Both Fantasia and Colour life win awards from capital market**

(5 February, 2018 – Hong Kong) **Fantasia Holdings Group Co., Limited** ("Fantasia" or the Company", which together with its subsidiaries, is referred to as the "Group", HKEx stock code: 1777) announces its sales performance for January 2018. Fantasia Property Group, a subsidiary of the Group, sold properties with an aggregate of 164,776 square metres (sq.m.) in gross floor area ("GFA") and recorded contracted sales of RMB1.620 billion, which represented a year-on-year growth of 101.2%. The performance shows that the Group got off to a good start in the new year.

In terms of the geographical distribution of Fantasia's contracted sales in January, contracted sales in cities like Shenzhen, Wuhan, Chengdu and Nanjing continued to grow. In particular, property projects such as Xiang Men Di and Jiatianxia in Chengdu, Jiatianxia in Shenzhen and Hailrun Garden in Nanjing recorded significant growth in both sales volume and average selling prices ("ASP"), which are at a relatively high level in the local markets. The Group also continued to record stable growth in sales in other core markets such as central and southern China.

According to statistics, property sales in China rose by 7.7% year on year by sales value and increased by 13.7% year on year by GFA sold in January 2018, with the transaction volume hitting a new high under the state policy on the regulation and control of the property market, which was summed up in a slogan "Properties are something to live in, not to speculate on". Meanwhile, the real estate developers stepped up efforts to acquire lands for property development projects through mergers and acquisitions.

The share price of Fantasia (01777) continued the upward trend in January 2018 since the end of December last year, surging by more than 40%. The latest market capitalization of Fantasia is HK\$8.701 billion.

### **Colour Life signs contract with Darwin International Hotel Property Company and its strategy for development through minority stakes in property projects gathers steam**

On 12 January, Colour Life Services Group Co., Limited ("Colour Life") and Beijing Darwin International Hotel Property Management Limited (达尔文国际酒店物业) signed a strategic cooperation agreement. This marks Colour Life's first foray into the market of Beijing and can pave the way for the company's expansion in northern China. On the other hand, Beijing Darwin International Hotel Property Management Limited will also extend its cooperation to more different industries to form a more comprehensive community-based services system.

Colour Life's strategy for development through minority stakes in property projects has been gathering steam. In the first half of 2017, Colour Life has undertaken strategic cooperation with 28 property management companies, including Lanzhou Chengguan Property Co. Ltd. (兰州城关物业服务集团有限公司), Jiangsu Zhong Zhu Service Development Co. Ltd. (江苏中住物业服务开发) and Hubei Yunfan Property Co. Ltd. (湖北云帆物业服务服务有限公司). Colour life and those companies have achieved consensus on coordinated, joint development. Under the agreements, Colour Life would provide platforms, technologies and capital to support its business partners. Presently, Colour Life is planning to enrich its community-based services and improve their quality. It also seeks to enter stage of development where it can pursue quality growth and optimize its business mix so as to spearhead the innovation of community-based

services as part of the modern economy.

Mr. Tang Xuebin, Chief Executive Officer of Colour Life said, "Colour Life has been positioned as a company that serves the people rather than 'managing things' upon its establishment. We have been upholding this philosophy throughout the process of entering the capital market, adopting the 'Property + Internet' model, setting up Caizhiyun, the online platform for communities, and building its ecosystem of businesses for intelligent community. It also applies the philosophy when it makes the business model of 'Internet + Property' as the driving force, trying to coordinate the development of itself and its business partners in projects in which it has minority stakes. It aims to achieve this purpose by leveraging such technologies as artificial intelligence, Internet, Internet of Things and big data, etc. We work together in an all-out effort to solve the key issues in traditional industries and meet the daily needs of the communities. It is estimated that the size of China's market for online platforms for communities can grow to RMB300 trillion in the future, and as such, Colour Life's comprehensive property service platform has a bright prospect and can have sustainable profitability. Colour Life will continue to work with more business partners to jointly promote the development and advancement of the smart community."

Mr. Pan Jun, Chairman of Fantasia said, "Colour Life has maintained its leading position in the industry since its listing in Hong Kong in 2014. It has aroused the capital market's interest in the transformation of the real estate sector which, in turn, triggered off a wave of initial public offerings of property firms. Colour Life has been visionary and, at the same time, humble enough to learn from the developments in its business, including the enhancement of the quality of its community-based services, the development of its online service platform for communities, the formation of the ecosystem of businesses for intelligent communities, and the development of both itself and its business partners in projects in which it has minority equity stakes.

#### **Fantasia and Colour Life win awards**

On January 8, Fantasia won the "2017 Shenzhen-Hong Kong Stock Connect with the Most Investment Value Award" from the China Financial Market magazine. On January 18, at the Hong Kong Stocks New Value Summit Forum and the 2017 "Golden Hong Kong Stocks" Listed Company Awards Ceremony held in Shenzhen, Fantasia once again won the title of "2017 Golden Hong Kong Stocks - Listed Company with the Best Investor Relations Management" and Colour Life won the "2017 Golden Hong Kong Stocks - Most Valuable Consumption and Service Company" and the "2017 Golden Hong Kong Stocks – Listed Company with the Best Investor Relations Management ". On January 21, the 2018 Investor Relations Innovation Summit of Listed Companies and the First China Excellence IR Awards Ceremony began in Shenzhen. Fantasia won the first China Excellence IR Best Case Award, while Colour Life won the first China Excellence IR Best Case Award and Innovation Award for their outstanding performance in investor relations in 2017.

As one of the world's leading community integrated service operators, Fantasia has taken great efforts to understand the users' needs and wants and has dedicated itself to providing home owners with a wider choice of community-based services and products with a human touch. Pan Jun emphasized that fantasia had to grow together with the community service industry and make every effort to create a "community +" ecosystem of businesses as an organic whole.

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### **About Fantasia Holdings Group Co., Limited**

Founded in 1998, Fantasia was successfully listed on the Main Board of The Stock Exchange of Hong Kong in November 2009 under the stock code 1777. Having completed its business strategic layout in the upcoming era of mobile internet and customer big data, Fantasia Group has evolved into a leading financial holding group in China, with a business model driven by financial operations, anchoring on services, and supported by property development. Fantasia conducts full-range of operations and community services, covering eight major areas of value-added services in 181 cities in mainland China, namely – financial services for communities, Colour Life Residence services for communities, property development, operation of commercial properties for international business and tourism, cultural tours of communities, commercial property management in communities, elderly care and education in communities. So far, the Group has three publicly-listed companies – Fantasia Holdings Group (01777.HK), Colour Life (01778.HK) and Home E&E (834669.CC). It has become the world's largest residential community service operation provider.

Currently, Fantasia is progressing with its international business expansion plan and has established branches in Hong Kong, Taipei, Singapore and Tokyo as well as investing property development projects in Singapore, the United States of America and Taiwan.

It is committing to be the leading industry participant which provides a joyful, colourful and meaningful living space and experience and aims to deliver unique and inspiring living space and experience to value-oriented customers.

To learn more about the Company, please visit Fantasia's website at: [www.cnfantasia.com](http://www.cnfantasia.com)

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