



**Fantasia's contracted sales for the first two months of 2018 increased by 98.6% year on year to RMB3.02 billion**

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**Colour Life's proposal for consolidation of Wanxiangmei passed by 100% of votes in extraordinary general meeting**

(5 March, 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 February 2018. Fantasia Property Group, a subsidiary of the Group, sold properties with an aggregate of 136,113 square metres (sq.m.) in gross floor area (“GFA”) and recorded contracted sales of RMB1.405 billion, which represented a year on year growth of 95.7%. For the first two months of 2018, the Group sold properties with an aggregate of 300,889 sq.m. in GFA. The accumulated contracted sales reached RMB3.025 billion, which represented a year on year growth of 98.6%.

**Contracted sales increased by 95.7% year on year in February and by 98.6% year on year for the first two months of 2018**

In the beginning of 2018, China's property sales were not affected by the Spring Festival Holidays and still maintained growth momentum. The number of transactions in third-tier and fourth-tier cities generally rose because some people went back to their hometowns and bought flats there during the Spring Festival, thus becoming the driving force that sustain the property developers' sales performance in February. However, property sales were somewhat lacklustre in first- and second-tier cities as they were affected by the government's long-term property market regulation policy. Property prices in some of such cities decreased although the housing demand was still strong.

A geographical breakdown shows that, in February, Fantasia's contracted sales continued to grow in such cities as Chengdu, Guilin, Wuhan, Nanjing and Shenzhen. Notably, a boom in the Group property sales in Chengdu continued since the beginning of the year — contracted sales at the Jitianxia Project exceeded RMB732 million; “Wisdom City”, a project launched in February, recorded sales of RMB532 million which was a good result, with a high average selling price (“ASP”) by the local market's standards. The Group also continued to record steady growth in sales in other core markets such as central China, the Yangtze River Delta region and the Pearl River Delta region.

**Colour Life officially consolidates Wanxiangmei as the resolution on consolidation was passed by a large majority of votes in EGM**

On 28 February, Fantasia and Colour Life held their extraordinary general meetings (“EGM”) separately to approve Colour Life's proposal to consolidate the 100% beneficial interest in Shenzhen Xingfu Wanxiang Investment Partnership Co. and the 100% equity interest in Wanxiangmei Property Management Co., Ltd. (“Wanxiangmei”; formerly known as Wanda Property Management Co., Ltd.) from Fantasia. The proposal was passed with an overwhelming majority at 100% of votes in Colour Life's extraordinary general meeting and with that at 99.1% of votes in Fantasia's extraordinary general meeting. It means that Colour Life will consolidate Wanxiangmei officially.

Fantasia and Colour Life took more than a year to consolidate and improve Wanxiangmei's business after acquiring the latter. As a result, Wanxiangmei's corporate structure, management and operation have gradually stabilized and its revenue has grown rapidly. Wanxiangmei's unaudited after-tax profit for the first half of 2017 was approximately RMB129 million, which was far higher than the full-year after-tax profit of RMB21.73 million for 2016. The administrative expenses in the first half of 2017 decreased by 16.7% year on year while gross profit margin increased rapidly from about 21.4% in 2016 to 35.3% in the first half of 2017. Moreover, Wanxiangmei has also reported significant improvements in cash flow and some other financial indicators.

## **Colour Life's intelligent community begun to yield results and E energy is valued at RMB500 million**

Colour Life's value-added services caught up with its basic services in terms of profit in 2017. Colour Life has fostered some "unicorn" projects such as E energy, Colour Wealth Life Value-added Plan in the ecosystem of its community-based businesses. Notably, E energy is valued at RMB500 million.

E energy is a sophisticated and precise platform for energy control and meter management. Based on Colour Life's existing platforms, E energy adopts the energy management model of "Internet + artificial intelligence + big data" following the change to the community's energy sources and payment system.

E energy first got involved in more than 120 community energy management projects in Shenzhen, boosting the profit of hydropower management from RMB6 million to RMB19 million per year. During the process, the home owners do not need to pay any additional fees. The digitalized energy management made the payment method more convenient, clearer and transparent and solved the common problem of leakage with a community's energy consumption.

At the same time, E energy has set up solar panels on the rooftops, and adopted time-of-use rates to save energy. It has also set up electric vehicle charging stations so as to extend the coverage of community energy management.

According to a person in charge of E energy, the net profit of E energy was over RMB40 million in 2017.

## **Colour Life will become a platform-based enterprise with an "Internet + Property" business model**

Developing and running internet-based platforms now is the key direction of Colour Life's development. Colour Life will transform its business model thoroughly from "Property + Internet" to "Internet + Property" in the near future. As a platform service provider, Colour Life will open up a community service platform with diverse products and services to many property developers in order to boost the transformation and upgrade of traditional properties. Colour Life strives to develop community-based value-added services, actively unlocking the potential of "community +" services and to expand the scale of its value-added services.

The "Internet + Property" model adopted by Colour Life has epoch-making significance to the industry. The model enables Colour Life to capitalize on the inevitable trend towards the digitalization and computerization of the management and operation of community-based services. Based on the idea of "Deconstruction + Reconstruction", Colour Life builds a bridge between the basic property management and the services to home owners' households, thus building a B2F (business-to-family) ecosystem.

Mr. Pan Jun, Chairman of Fantasia Holdings said, "Colour Life has maintained its leading position in the industry since its listing in Hong Kong in 2014. It kindled the capital market's interest in the transformation of the property sector which, in turn, triggered off a wave of initial public offerings of property management companies. At the same time, Colour Life remains visionary and continues to learn and improve in the various aspects of its operations, including the quality enhancement of community-based services, the development of community-based platforms, 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. The plan for the geographical distribution of Fantasia's properties have become clear. Fantasia will continue to give its consolidation ability and advantage full play. Through multi-segment marketing, Fantasia will build up its multi-brand business system and expand its market share. At the same time, it will make service quality improvement an important task. Under the market segmentation and multi-brand system, Fantasia can further enhance the customer's satisfaction with its property services and thus the customer loyalty."

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. Mr. Pan 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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