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FANTASIA

## **Fantasia's contracted sales continued to grow rapidly**

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### **Colour Life won title of "The Hong Kong Stock Company with the Greatest Potential for Growth"**

(5 November 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 October 2018. Fantasia Real Estate Group, a subsidiary of the Group, sold properties with an aggregate of 244,224 square metres (sq.m.) in gross floor area ("GFA") under contracts, up by 46.77% year on year, and recorded contracted sales of RMB3.65 billion, up by 64.79% year on year. For the first ten months of 2018, the Group sold properties with an aggregate of 1,903,390 sq.m. in GFA. The **accumulated contracted sales during the period grew by 93.25% year on year** to RMB21.363 billion, which means accomplishment of 71.2% of the full-year contracted sales target of RMB30 billion.

### **Excellent sales performance at property projects Jiatianxia helped Fantasia to maintain leading position in growth rate of accumulated contracted sales**

In October, China's top 100 property developers recorded a significant month-on-month slowdown in sales. Deceleration in the year-on-year growth in their property sales continued well into October from the third quarter of 2018. The Chinese government pressed on with its policy on curbing the housing price hike under the principle of "Properties are something to live in, not to speculate on". As a result, reducing the number of receivables turnover days to secure the cash on hand has become the common goal of property developers.

Fantasia's contracted sales rose by 46.77% year on year to approximately RMB3.65 billion and its sold properties in terms of GFA increased by 64.79% year on year to 244,224 sq.m. The average selling price in October amounted to approximately RMB14,943 per square metre. Its property projects in Chengdu, Tianjin, Nanjing, Shenzhen and Wuhan were the main contributors to sales. The property projects under the brand Jiatianxia recorded excellent sales performance with aggregate sales of RMB1.361 billion, which accounted for 37.29% of the Group's total contracted sales in October. In particular, contracted sales at Jiatianxia projects in Tianjin, Nanjing, Chengdu and Shenzhen reached RMB412 million, RMB359 million, RMB329 million and RMB261 million respectively. The newly launched Hanzheng Street has become the star property project in Wuhan generating contracted sales of RMB1.578 billion in October. Also, property projects such as Chengdu Zhihui City, Grand Valley and Kunming Lakeside Eden have maintained stable performance in terms of sales results.

For the first ten months of 2018, the Group's aggregate contracted sales grew by 93.25% year on year to RMB21.363 billion, which far exceeded the average year-on-year growth rate of 41.99% at China's top 100 property developers (Data source: EH Consulting).

### **"Blossoming in Qingdao, smart communities in Biyun Bay" - Fantasia Biyun Bay Project was launched in Qingdao**

In the afternoon of 17 October 2018, Fantasia launched its project Biyun Bay in a presentation titled "Blossoming in Qingdao, smart communities in Biyun Bay" at Sheraton Qingdao Jiaozhou Hotel.

Fantasia Biyun Bay is located at the central business district ("CBD") of National Economic and Technological Development Zone in Jiaozhou, an emerging area of 1.88 million square metres which is poised to benefit from a large population and comprehensive facilities. The project will adopt the contemporary Asian architectural style that embodies elegance, and at the same time will take full advantage of the space. Fantasia also adds a human touch to the project by adopting a community-based WiFi system, facial recognition system, a community-based closed-circuit television camera system and other modern technologies in order to build an intelligent system.

Fantasia Biyun Bay appointed one of the first-class property management companies in China, Zhejiang New Century Property Management Limited ("New Century Property Management"), to provide community-based service. The team of chamberlains at Fantasia Biyun Bay will take a people-oriented approach to serving the home owners so as to allow them to fully enjoy a premium lifestyle there.

### **Colour Life entered into a partnership with Beijing Public Housing Center**

In October, Colour Life and Beijing Public Housing Center established a joint venture company, which would undertake three relocation housing projects with a total GFA of approximately 1.16 million sq.m. The two parties will work together to explore a market-oriented and professional approach to supplying and managing and public housing as part of the country's housing reform. The move is also aimed at the sustainability of the public rental housing operation and management through the business model of "Internet+" properties.

### **Colour Life Won the Title of "The Hong Kong Stock Company with the Greatest Potential for Growth" at the "Securities Times 2018 Gold Wing Award"**

On 19 October 2018, Securities Times 2018 Golden Wing Award at Hong Kong Stock Company Value Festival under the theme of "Clearing the fog and seeing the future" was held by a major financial media, Securities Times, in Shenzhen. Colour Life won the title of "The Hong Kong Stock Company with the Greatest Potential for Growth" at the "Securities Times 2018 Gold Wing Award" for its excellent overall strength. The event commends high-quality Hong Kong-listed companies eligible for trading under the Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect schemes and thus can enhance such companies brand image in the capital markets of both Hong Kong and mainland China. It also serves to promote closer cooperation and more exchanges between the A-share and Hong Kong stock markets.

### **Controlling shareholders continued to increase their equity stakes in Fantasia and Colour Life**

On 15 October, the controlling shareholder of Fantasia, Fantasy Pearl International Limited, increased its holding in Fantasia by one million shares for about HK\$780,000, or for the average price of HK\$0.7809 per share. It also increased its the stake in Colour Life by a total of 828,000 shares on 12 and 15 October for HK\$3.068 million or for the average price of HK\$3.71 per share. The moves reflected the controlling stockholder's confidence in the two companies' prospect.

### **The company's business blazes a trail with its two-pronged strategy for growth**

In 2018, Fantasia will keep abreast of the market trends, and forge ahead with its "Community+" strategy, with equal emphasis on real estate development and community-based services. Under this strategy, the Group will build intelligent communities to promote smart life. This will enrich the community-based services, thus contributing to a better future of the communities and generating better returns to shareholders.

Facing the complicated and ever-changing operating environment of the industry, real estate developers rushed to join a wave of business transformation. Yet, business transformation is a profound change that calls for serious consideration and careful planning before a company can stand a better chance of success. Fantasia has already led the industry in business transformation by making the far-sighted decision, laying a solid foundation for its rapid development in the future.

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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 strategic plan for business development 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 a full range of operations and community services, covering eight major areas of value-added services in over 200 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 two publicly-listed companies – Fantasia Holdings Group (01777.HK) and Colour Life (01778.HK). It has become the world's largest residential community service operation provider.

Currently, Fantasia is making good progress with its international business expansion plan and has established branches in Hong Kong, Taipei, Singapore and Tokyo. It has invested in property development projects in Singapore, the United States of America and Taiwan.

It is committed to providing a joyful, colourful and meaningful living space and experience as a leading industry participant 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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