



**Fantasia's contracted sales grow by over 80% year on year  
Approval obtained for issue of RMB2.9 billion worth of corporate bonds in China**

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**Colour Life expands business into Vietnam**

(5 December 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 November 2018. Fantasia Real Estate Group, a subsidiary of the Group, sold properties with an aggregate of 325,240 square metres (sq.m.) in gross floor area (“GFA”) under contracts, **up by 91.26% year on year**, and recorded contracted sales of RMB4.042 billion, **up by 80.76% year on year**. For the first eleven months of 2018, the Group sold properties with an aggregate of 2,228,630 sq.m. in GFA, up by **68.68% year on year**. The accumulated contracted sales grew by **91.15% year on year** to RMB25.405 billion during the period. This marks accomplishment of 84.68% of the full-year contracted sales target of RMB30 billion.

**Successful Fantasia Neighborhood Festival boosted sales**

In November, Fantasia's contracted sales rose by 80.76% year on year to approximately RMB4.042 billion and its sold properties in terms of GFA increased by 91.26% year on year to 325,240 sq.m. The growth was driven by the Fantasia Neighborhood Festival. The rapid month-on-month growth in sales far exceeded the average growth rate of 24.5% at China's top 100 property developers (Data source: CRIC). Its property projects in Chengdu, Shenzhen, Tianjin, Suzhou and Nanjing were the main contributors to sales. The property projects under the brand Jiatianxia continued to record excellent sales performance with aggregate sales of RMB1.104 billion, which accounted for over a quarter of the Group's total contracted sales in November. The three newly launched projects met with enthusiastic market response. In particular, the Suzhou Biluowan project recorded contracted sales of RMB468 million on the back of effective integration of resources and business referrals from existing customers. Also, property projects such as Chengdu Xiangmendi and Zhihui City, Guilin Lakeside Eden, Kunming Lakeside Eden and Cixi Yue Cheng maintained stable performance in terms of sales results.

For the first eleven months of 2018, Fantasia's accumulated contracted sales surged by 91.15% year on year to RMB25.405 billion. The growth rate far exceeded the average growth rate of 37.5% recorded by the country's top 100 property developers (Data source: CRIC).

**Approval obtained for the issue of RMB2.9 billion worth of Fantasia's corporate bonds in China**

The China Securities Regulatory Commission has recently granted approval to Fantasia Group (China) Company Limited for the public offering of RMB2.9 billion worth of corporate bonds to qualified investors. The success in obtaining the approval is attributable to Fantasia's good operating results and stable financial position. The Group will further optimize its capital structure and expand financing channels to ensure its sustainable and steady development in the future. Previously, Fantasia Group (China) Company Limited obtained a no-objection letter on August 31, 2018 from the Shanghai Stock Exchange for the non-public offering of its RMB2.7 billion worth of corporate bonds on the secondary market.

In addition, Fantasia Group (China) Company Limited also posted an announcement titled “The Public Offering of Corporate Bonds to Qualified Investors (Phase II) in 2015” on November 26, 2018 about the reselling of its bonds by investors on the Shenzhen Stock Exchange. RMB14.008 million worth of the bonds were resold by the investors, meaning that over 98.72% of the bonds issued would be held until maturity. In another announcement titled “The Public Offering of Fantasia Group (China) Company Limited's Corporate Bonds in 2015” about the reselling of such bonds by investors, and RMB43.295 million worth of such bonds were resold by the investors, meaning that more

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than 97.83% of the bonds would be held to maturity. This has demonstrated the capital market's recognition for Fantasia's performance.

### **Fantasia and China Everbright Trust signed an agreement on RMB10 billion financing to cooperate in the community-based service business**

In November, Fantasia and China Everbright Trust signed an agreement on RMB10 billion financing in Shenzhen and entered into a long-term strategic partnership in different business fields. Fantasia and China Everbright Trust had previously established a solid cooperative relationship in an urban renewal project in Shenzhen. In the future, the two parties will seek synergy and complement each other with respective resources with the aim of attaining growth.

### **Colour Life established a joint venture in Vietnam to speed up overseas expansion through the business model of "Internet + Property"**

On 19 November, the wholly owned subsidiary of Colour Life Services Group, Novel Era Holdings Limited, entered into an comprehensive agreement with Phu My Hung Development Corporation, a company under Phu My Hung Holdings Corporation ("Phu My Hung"), in Hồ Chí Minh, Vietnam to form a smart community services joint venture in the country. The joint venture will build an online platform and operate properties at a property project of Phu My Hung Development Corporation in Hồ Chí Minh.

This cooperation also marked the independent operation of Caizhiyun under Colour Life Services Group in Vietnam. Caizhiyun and Phu My Hung will work together to promote the development of the cloud-computing-enabled smart communities. They will popularize Colour Life's smart community-based services in Hồ Chí Minh and even elsewhere in Vietnam. Colour Life will authorize the joint venture to use its online platform technology, provide the latter with guidance on Cloud platform technology, and assist it in using cloud platform to develop a smart community.

### **Fantasia repurchased US\$6.74 million worth of US dollar-denominated senior notes which would expire in 2019**

On 16 November, Fantasia announced that, of the US\$300 million US dollar-denominated senior notes that it had issued with a coupon rate of 7.25% (which would expire in 2019), it repurchased US\$6.74 million worth of such notes. Repurchasing a part of the US dollar-denominated senior notes can help the Group save some interest expense and lower the gearing ratio. In the future, Fantasia will continue to manage its finance prudently and explore different financing channels in order to maintain its gearing ratio at a healthy level. This will enable the Company to enhance its financial stability and flexibility.

### **Colour Life granted 16,664,700 share options**

On 13 November, the Board of Directors of Colour Life decided to set aside an additional sum HK\$15 million to implement the Share Award Scheme which was adopted on 4 July 2016. The decision would allow Colour Life to repurchase its shares on the secondary market and grant shares to eligible participants in a timely manner as well as to motivate employees who have made outstanding contribution to the company's development.

After the acquisition of Wanxiangmei Property Management Co., Ltd. ("Wanxiangmei") in the first half of 2018, Colour Life has gradually become a platform that provides comprehensive community services to mid-range to high-end residential properties. Meanwhile, driven by the core product "Cai Hui Rensheng", Caizhiyun APP has made breakthroughs in the numbers of registered users and active users. The cumulative gross merchandise value ("GMV") at Caizhiyun APP reached RMB4.36 billion for the first half of 2018, up by 82.1% year on year, and the revenue generated by the value-added service increased by 91.7% year on year to RMB210 million. As of 31 October 2018, the total number of orders placed on Cai Hui Rensheng reached 1.201 million and the cumulative transaction value of the orders placed reached RMB55.164 million. The property management fee waived for home owners amounted

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to RMB29.281 million.

Mr. Pan Jun, Chairman of Fantasia, said, "Colour Life is not a conventional property management company, but a company that enables people and their families to live a better community life. This is also in accordance with Colour Life's original aspiration – 'bringing community-based services to every family'. Driven by this aspiration, Colour Life has had many achievements in the past 16 years. We work closely with our business partners in the ecosystem of its businesses and every family in communities to promote a better community lifestyle and to foster prosperity through its community-based businesses. Looking ahead, the Group will earn home owners' trust by transforming itself from a mere collector of management fees into a "housekeeper". It will also leverage "Cai Hui Rensheng" to diversify into various kinds of value-added services. Fantasia is determined to enable communities to live a good life by providing services for them with a human touch."

Facing the complicated and ever-changing operating environment of the industry, real estate developers rushed to join a wave of business transformation. 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. Looking ahead, 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.

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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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