

## **Fantasia: Cumulative Contracted Sales of Approximately RMB3.01 billion for January to February**

### **In 2019, Eye On Beijing-Tianjin-Hebei Up North, Radiate Greater Bay Area Down South**

On 4th March 2019, Fantasia Holdings Group Co., Limited (HKEx stock code: 1777) announced its February 2019 sales performance in Hong Kong. Shenzhen Fantasia Real Estate Group Co., Ltd, a subsidiary of the Group, achieved contracted sales area and contracted sales of 118,065 sq.m. and approximately RMB1.303 billion respectively for its real estate business. As at 28 February, the cumulative contracted sales area and contracted sales amount of Fantasia are 281,922 sq.m. and approximately RMB3.01 billion respectively for the first two months of 2019, which are basically flat with those of the same period of 2018.

Since the beginning of 2019, there have been different levels of policy loosening in nearly 20 cities nationwide, however, according to the CRIC, it has not shown any signs of recovery in markets as affected by the Chinese New Year in February, and the cities at different levels have maintained a market pattern of continuous differentiation. Nevertheless, for the first- and second-tier core cities which the property markets were adjusted fully, it is showing a sign of recovery in their property markets. During the Chinese New Year in February, some newly converted housing properties like Chengdu Fantasia.Jiatianxia and Nanjing Lishui Fantasia.Jiatianxia are launched, and have achieved a sales boom in the traditional off-season, whereby sales in Chengdu, Nanjing and Suzhou accounted for approximately 54% of its total contracted sales. At the same time, due to the home-return spree during the Chinese New Year, Fantasia seized the opportunity to achieve a certain result in its year-end sales, contributed a total of RMB650 million in contracted sales. From the perspective of regional layout, the Chengdu-Chongqing Economic Zone continued to play a leading role, and contributed a total of approximately RMB 940 million in contract sales in February, accounting for 31%.



**In 2019, Eye On Beijing-Tianjin-Hebei Up North, Radiate Greater Bay Area Down South**

## **Fantasia dedicated to the Beijing-Tianjin-Hebei integrated construction**

In the afternoon of 21 February 2019, Fantasia Group (China) Co., Limited held the strategic cooperation signing ceremony of “China-Huailai Shanggu Science Town” in Beijing with iSoftStone Holdings Limited and Zaitian (Shanghai) Investment and Management Co., Ltd. (在田(上海)投資管理有限公司). Fantasia Group acquired 348 acres of land in Huailai Shanggu Science Town through this project signing ceremony.

Huailai Shanggu Science Town is a typical demonstration region of Beijing-Tianjin-Hebei’s synergistic development. The project is located in Huailai County, Zhangjiakou, Hebei Province, with Yanqing district, Changping district and Mentougou district of Beijing as its border, and is situated in the Beijing-Tianjin-Hebei Metropolitan Area. It will only take 20 minutes from Beijing West Station to this project location after the high speed railway is in operation in 2019. At that time, Huailai will be included within the Beijing Half-Hour Living Circle with direct access to the Beijing International Pan-Financial Area. At the same time, the construction completion of Xingyan Highway and Yanchong highway also opens the way between Huailai and Beijing.

In recent years, as the tower portal of bridge of Zhangjiakou with Beijing, Huailai plays a prominent role in the surrounding areas of Beijing. And in terms of China-Huailai Shanggu Science Town, both the government and enterprises are having their common ideals and pursuits, and by virtue of such opportunity offered from this signing ceremony, these three companies will accelerate the project progress and start operation as soon as possible, so as to propell a high quality development in Huailai. Sun Xiaohan, Secretary of Huailai County Committee of the Communist Party of China, expressed on site that the Huailai County Committee and its government will fully assure project construction and offer immaculate services. In the future, Huailai will enjoy convenient traffic and coupled with its natural environmental advantages, its living value will become more prominent. Huailai County has a beautiful green environment with a superior geographical advantage. It will become a livable new city in the north of Beijing.

Fantasia will leverage the advantages of Fantasia regime community services and the ability to develop customized products in making contributions to the local development, taking root in Huailai and Beijing-Tianjin-Hebei area with long-term development. In 2018, the Beijing branch company of Fantasia Real Estate acquired three pieces of land successively in the Beijing-Tianjin-Hebei area. On 19 March, it obtained the land lot No. [2018] 011 in the main urban district of Shijiazhuang. On 25 May, it got the 320 acres of land in Tangshan International Tourism Island and on 30 July, it acquired 35 acres of land in Mancheng district of Baoding. The acquisition of Huailai project has reflected a strong advancement of its large-scale land reserve regarding the regional layout in the Greater Beijing region for Fantasia, and a vote of optimistic outlook regarding the development of Beijing-Tianjin-Hebei area, as well as its sign of confidence to take root in the Beijing-Tianjin-Hebei area.

## Fantasia integrates its advantages to complement the national strategy of Guangdong-Hong Kong-Macao Greater Bay Area

On 18 February, the Outline Development Plan for the Guangdong-Hong Kong-Macao Greater Bay Area (the "Outline") was published after two years of planning. The Central Committee of the Communist Party of China and the State Council issued the Outline, proposing to build Guangdong-Hong Kong-Macao Greater Bay Area become a vibrant world-class urban agglomeration and a globally influential international science and technology innovation center, an important support for the construction of the "Belt and Road", a demonstration zone for deep cooperation between the Mainland China, Hong Kong and Macao. And a quality living circle that is suitable for living, business and tourism. In future, under the direct leadership of the Central Committee of the Communist Party of China and the State Council, the construction of Guangdong-Hong Kong-Macao Greater Bay Area will spearhead and endeavour a genuine integration of the society regionally.

Shenzhen is the core city of Guangdong-Hong Kong-Macao Greater Bay Area. Fantasia embarked on its journey in Shenzhen in 1998, developed its first project, Endless Blue (碧雲天). Up till now, Fantasia has layout its presence in Shenzhen, Huizhou, Dongguan and Guangzhou within the Guangdong-Hong Kong-Macao Greater Bay Area, and is very well conversant with the environment. As at 30 June 2018, Fantasia has owned a land reserve of over 2.10 million sq.m. in Shenzhen, including 7 Shenzhen rare renovation projects located in the central districts of the city and its regions, with reserved inventory values of over RMB100 billion.



\*2018 Interim Report Information of Fantasia Holdings

In 2018, Fantasia constructed its urban replacement setup and integrated its businesses to ensure its leading advantage in the Guangdong-Hong Kong-Macao Greater Bay Area. Currently, Fantasia possesses nearly 40 projects in the Greater Bay Area with its future scale keeps on expanding. For products, Fantasia focuses on three product regimes, in which we will take rigid housing and newly converted housing demand as direction to proactively develop the long-term lease apartments and elderly

care apartments, and initiate the development and operation of industrial parks in key districts. In future, Fantasia will focus more on the Greater Bay Area and those core first- and second-tier cities.

While its real estate business has developed deeply, Fantasia has also occupied a prominent advantage in the community services. The business has specifically reflected the construction of smart community ecology. Colour Life under Fantasia has completed the internet and big data-based transformation, and it is called the "China's largest community service operator" by China Index Academy. Moreover, the "online and offline integration" service and operating front based on the connection between technological means including "Internet +", Internet of things and artificial intelligence and the fundamental offline property services has begun to take shape, in which it will improve greatly the capability and standard of urban services, and provide more intelligentised, convenient and diversified services. Currently, Fantasia will actively develop and build a smart community solution integrating basic infrastructures and sufficient manpower, and "Fantasia.Jiatianxia" is its smart community residential product line.

Meanwhile, the diversified industry layout of Fantasia will further solidify in line with the development of Greater Bay Area. The industry patterns with Fantasia features such as commercial business, cultural tourism, trade, finance and elderly care will depend on the dual leading platforms of "real estate development" and "community services", so as to enhance innovation and integration, accelerate the development and secure bigger development opportunities through flexible trade policies. It is believed that the development in innovative industries of Fantasia will attract more new talents from many cities, which will, in turn, generate more job opportunities.

With the Guangdong-Hong Kong-Macao Greater Bay Area will speed up the connectivity in financial markets and free exchanges between finance and trade, which will help promoting the domestic and overseas capital flows of the Company, reducing corporate foreign exchange exposures and diversifying the financing channels and methods. Fantasia will leverage its own advantages to further develop the Greater Bay Area and make greater contributions to the implementation of national strategy, and strive to become an active participant and development contributor to the construction of the Greater Bay Area!