

FANTASIA  
花樣年

**Fantasia Holdings Group Co., Limited**  
**花樣年控股集團有限公司**

**Stock code: 1777**

**2013 Annual Results Presentation**

**March 2014**

## Disclaimer

This presentation has been prepared by Fantasia Holdings Group Co., Limited (the “Company”) solely for use at the presentation regarding the Company and its subsidiaries (collectively, the “Group”).

No representation or warranty (whether express or implied) is made as to the fairness, accuracy, completeness or correctness of, and no reliance should be placed on, such information or opinions contained herein. None of the Company, any member of the Group, nor any of their respective affiliates or any of their directors, officers, employees, advisers or representatives shall have any liability whatsoever (for negligence or misrepresentation or in tort or under contract or otherwise) for any loss howsoever arising from any use of information presented at this presentation or otherwise arising in connection with this presentation.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities in the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No securities may be offered or sold in the United States absent registration or an applicable exemption from registration requirements. Any public offering of securities to be made in the United States will be made by means of a prospectus. Such prospectus will contain detailed information about the company making the offer and its management and financial statements. No public offer of securities is to be made by the Company in the United States.

This presentation contains statements that reflect the current beliefs and expectations of the Group and the Company about the future as of the respective dates indicated. These forward-looking statements are based on a number of assumptions about the operations of the Group and the Company and factors beyond the control of the Group and the Company and are subject to significant risks and uncertainties, and accordingly, actual results may differ materially from these forward-looking statements and no reliance should be placed on these forward-looking statements. The Group and the Company undertake no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such dates.

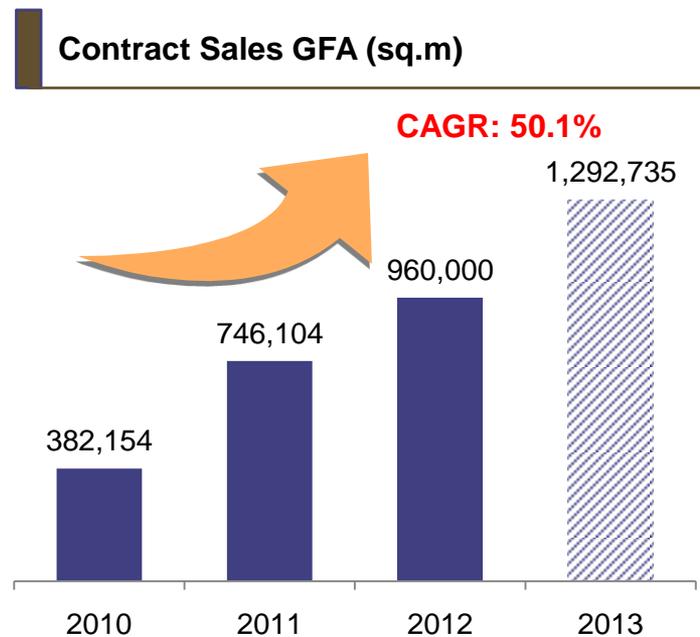
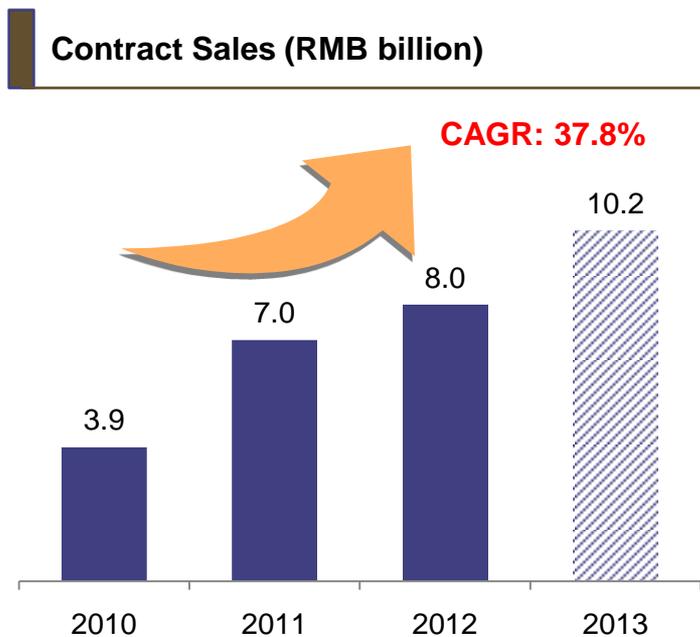
## Section

---

1. **2013 Results Overview**
  2. 2013 Business Review
  3. Market Outlook and Corporate Strategy
  4. Appendix
-

# Steady Growth in Contract Sales

- ✓ Contract sales for 2013 reached RMB10.17 billion (YoY +27%);
- ✓ Contract sales GFA for 2013 reached 1,292,735 sq.m. (YoY +35%);
- ✓ Achieved sales target for 2013



# Key Financial Highlights

## Profitability

Gross profit margin  
**38.4%**

Net profit margin  
**16.7%**

EPS  
**RMB0.23 / share**

## Financial position

Cash on hand  
**RMB3.6 billion**

## Financing activities in 2013

Issued **USD 250 million 10.75%** senior notes due 2020 in Jan 2013

Issued **RMB1 billion 7.875%** senior notes due 2016 in May 2013

# Solid Profit Growth

RMB mn	2012	2013	Change
Revenue	6,230	7,280	16.9%
Gross Profit	2,520	2,794	10.8%
Net Profit	1,139	1,215	6.7%
Core Net Profit	892	1,141	27.9%
EPS (RMB)	0.22	0.23	4.5%
Gross Profit Margin	40.5%	38.4%	(2.1pts)
Net Profit Margin	18.3%	16.7%	(1.6pts)
Core Net Profit Margin	14.3%	15.6%	1.3pts

# Healthy Financial Position

RMB mn	Dec 31 2012	Dec 31 2013	Change
Cash <sup>(1)</sup>	3,496	3,632	3.9%
Non-restricted cash	2,788	2,777	(0.4%)
Total Assets	24,527	30,563	24.6%
Short-term debt	2,452	2,053	(16.3%)
Long-term debt	5,429	9,785	80.2%
Total debt	7,881	11,838	50.2%
Shareholder's equity	6,601	7,320	10.9%
Total debt over total asset	32.1%	38.7%	6.6pts
Net gearing <sup>(2)</sup>	63.4%	104.8% <sup>(3)</sup>	41.4pts

(1) Including bank balance and cash and restricted bank deposit

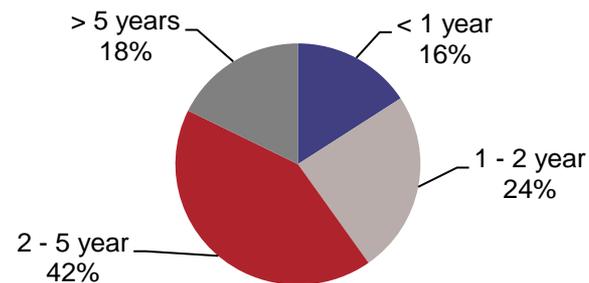
(2) The calculation is (Aggregated Bank Borrowings and Senior Notes Net of Bank Balances and Cash and Restricted Cash) / Total Equity

(3) Net gearing was reduced to 91.1% after the completion of share placement on Jan 6, 2014

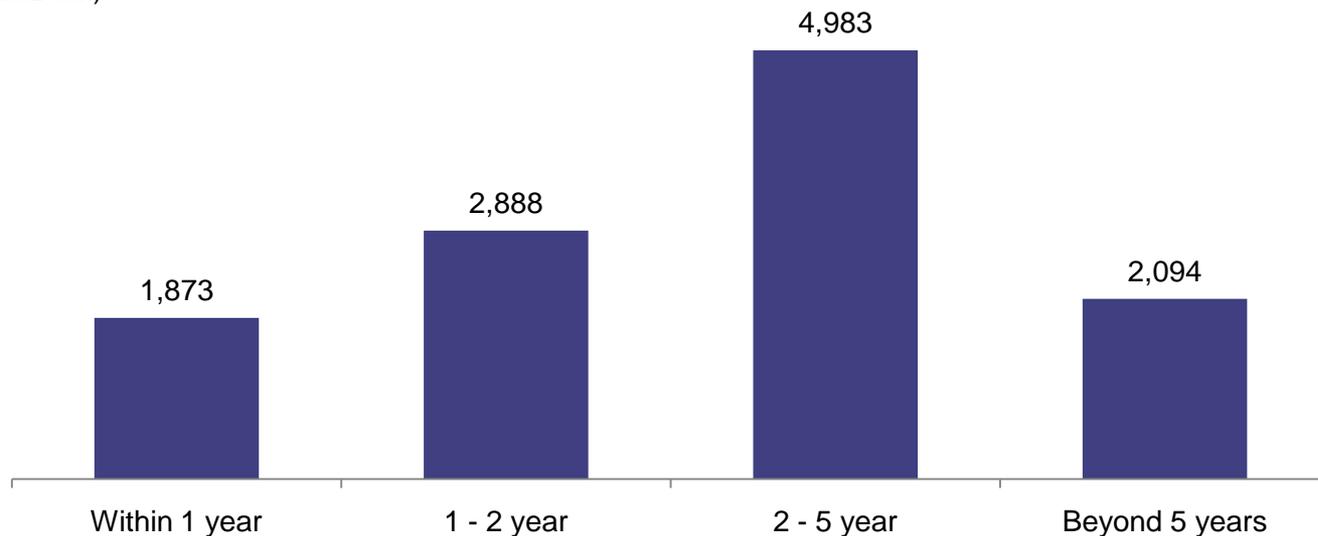
# Debt Maturity Profile

**As of December 2013, the company had a total debt of c. RMB 11.8bn, of which c. RMB 7.9bn (66.5%) will mature during 2015-2018.**

**The total debt represented loans and senior notes, including offshore debt RMB5.6bn (47.6%) and onshore debt RMB6.2bn (52.4%).**

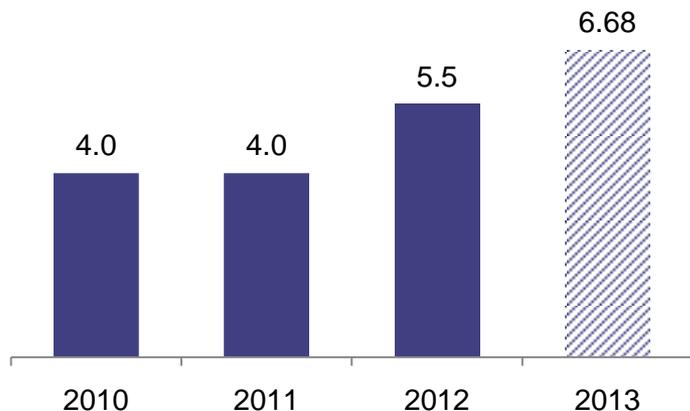


(RMB mn)

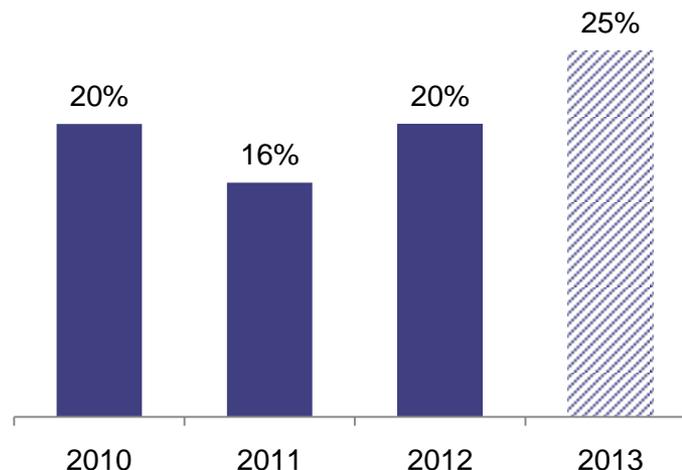


- ✓ To maintain a proper balance between shareholders' cash return and the Company's future investment needs, the Board of Directors recommends to shareholders a final dividend of HKD 6.68cents per share for 2013
- ✓ Total dividend payout ratio of 2013 is 25%

Dividend Per Share (HKD cent)



Dividend Payout Ratio



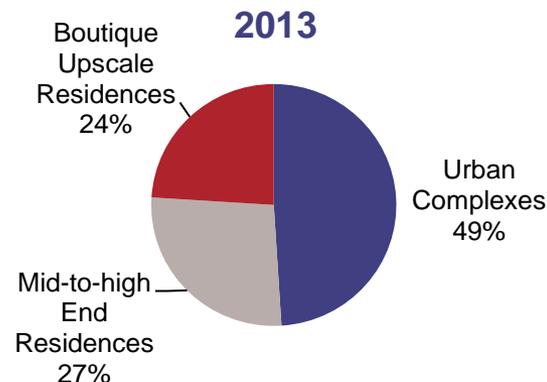
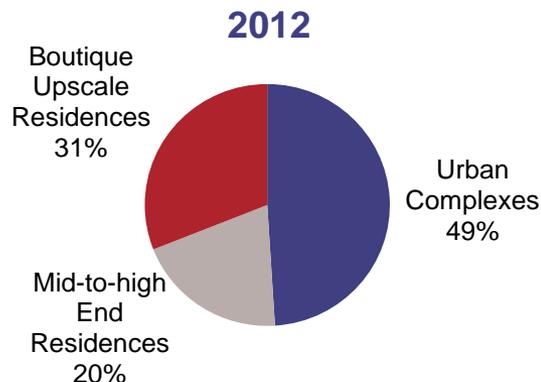
## Section

---

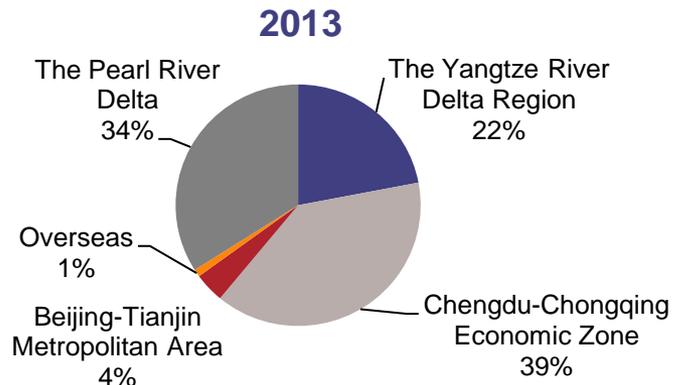
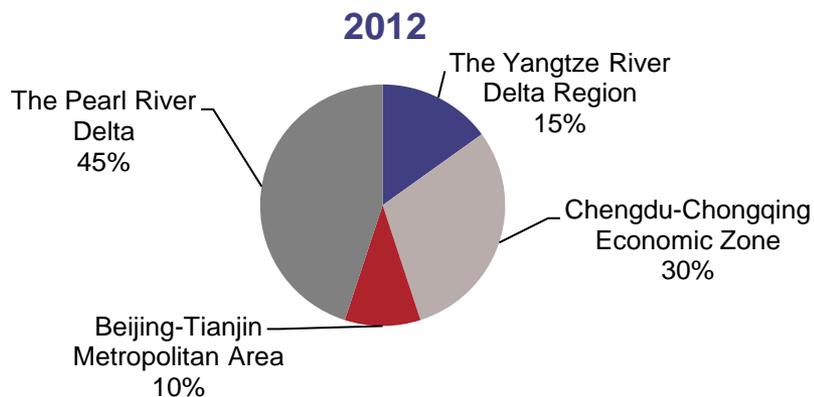
1. 2013 Results Overview
  2. **2013 Business Review**
  3. Market Outlook and Corporate Strategy
  4. Appendix
-

# Increasingly Diversified Revenue

## Contract Sales Breakdown (by product)



## Contract Sales Breakdown (by region)



# Strategic Project Planning and Execution

## 2013 Newly Commenced Projects

City	Project name	Product Category	GFA (sq.m)
<b>Pearl River Delta</b>			
Huizhou	Phase 4 of Fantasia Special Town	Residential and Commercial	156,144
Huizhou	Phase 5 of Fantasia Special Town	Residential and Commercial	149,981
Guilin	Phase 2 and 3 of Fantasia Town	Residential and Commercial	298,619
Guilin	Block C of Lakeside Eden	Residential and Commercial	206,788
Guilin	Block D of Lakeside Eden	Residential and Commercial	123,000
Guilin	Block E of Lakeside Eden	Residential and Commercial	119,709
Shenzhen	Xingnian Plaza	Office	52,468
Shenzhen	Shenzhen Longnian International Centre	Office	38,482
Dongguan	Wonderland	Commercial	20,595
<b>Chengdu-Chongqing Economic Zone</b>			
Chengdu	Phase 1 and 2 of Longnian International Center	Residential and Commercial	202,342
Chengdu	Phase 2 of Grande Valley	Residential and Commercial	37,026
Chengdu	Phase 2 of Meinian Plaza	Education	72,972
Chengdu	Phase 5 of Fantasia Town	Residential and Commercial	367,298
<b>Yangtze River Delta</b>			
Suzhou	Fantasia Special Town	Residential	136,485
Suzhou	Hailun Plaza	Residential, Commercial and Ancillary	170,309
Ningbo	Beilun Project	Residential and Commercial	112,297
<b>Beijing-Tianjin Metropolitan Area</b>			
Tianjin	Phase 1.2 of Love Forever	Residential	31,611
Tianjin	Phase 1.3 of Love Forever	Residential	58,731
<b>Total</b>			<b>2,354,857</b>

# Strategic Project Planning and Execution (Cont'd)

## 2013 Completed Projects

City	Project name	GFA (sq.m)
<b>Pearl River Delta</b>		
Dongguan	Phase 2 of Wonderland	75,557
Dongguan	Phase 3.1 of Wonderland	71,660
Guilin	Phase 1 of Fantasia Town	272,574
Shenzhen	Able	34,430
Huizhou	Phase 1 of Love Forever	97,376
<b>Chengdu-Chongqing Economic Zone</b>		
Chengdu	Funian Plaza	180,275
Chengdu	Phase 4.1 of Fantasia Town	50,866
Dali	Human Art Wisdom	77,408
<b>Yangtze River Delta</b>		
Nanjing	Yuhuatai Project	94,774
Suzhou	Block 1.1 of Lago Paradise Land Plot No. 4	40,018
Suzhou	Lago Paradise Land Plot No. 6	21,042
Wuxi	Phase 2 of Love Forever	46,417
Wuxi	Hailrun Complex	103,051
<b>Beijing-Tianjin Metropolitan Area</b>		
Tianjin	Phase 1.1 of Love Forever	75,127
<b>Total</b>		<b>1,240,575</b>

# Land Acquisition in 2013

**Many of the newly acquired projects have commenced construction in 2013, and our land acquisition was focused on first and second-tier cities**

Time	City	Project Name	Planned Total GFA (sq.m)
Feb 2013	Chengdu	Wenjiang District	293,600
Mar 2013	Suzhou	Huqiu District Projects	199,865
Apr 2013	Chengdu	Pi County	129,814
May 2013	Shanghai	Pudong District	17,563
May 2013	Ningbo	Beilun District	217,507
Jul 2013	Singapore	Singapore Project	13,023
Aug 2013	Tianjin	Hexi District	68,720
Dec 2013	Shenzhen	Longqi Bay Project	38,139
<b>TCL Major Transaction</b>			
Dec 2013	Huizhou	TCL Huizhou	546,186
Dec 2013	Huizhou	TCL Huizhou	159,387
Dec 2013	Wuhan	TCL Wuhan	207,919
Dec 2013	Wuhan	TCL Wuhan	293,604
<b>Total</b>			<b>3,392,423</b>

# High Quality Land Bank

As of December 31 2013, we had a total of 29 projects at various stages of development in 16 core cities in China and Singapore, providing diversification while improving management efficiency

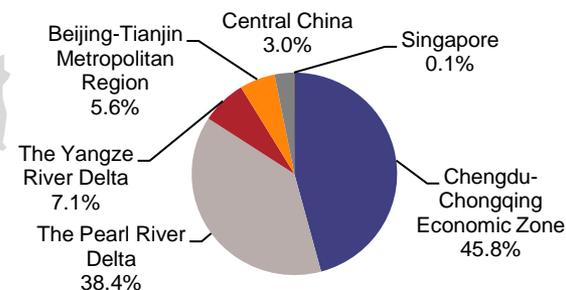
Beijing-Tianjin Metropolitan Region		
City	GFA (sq.m)	%
Beijing	215,000	1.3%
Tianjin	735,433	4.4%
<b>Subtotal</b>	<b>950,433</b>	<b>5.6%</b>

Central China		
City	GFA (sq.m)	%
Wuhan	501,523	3.0%

Chengdu-Chongqing Economic Zone		
City	GFA (sq.m)	%
Chengdu	6,903,985	41.0%
Kunming	800,400	4.8%
<b>Subtotal</b>	<b>7,704,385</b>	<b>45.8%</b>

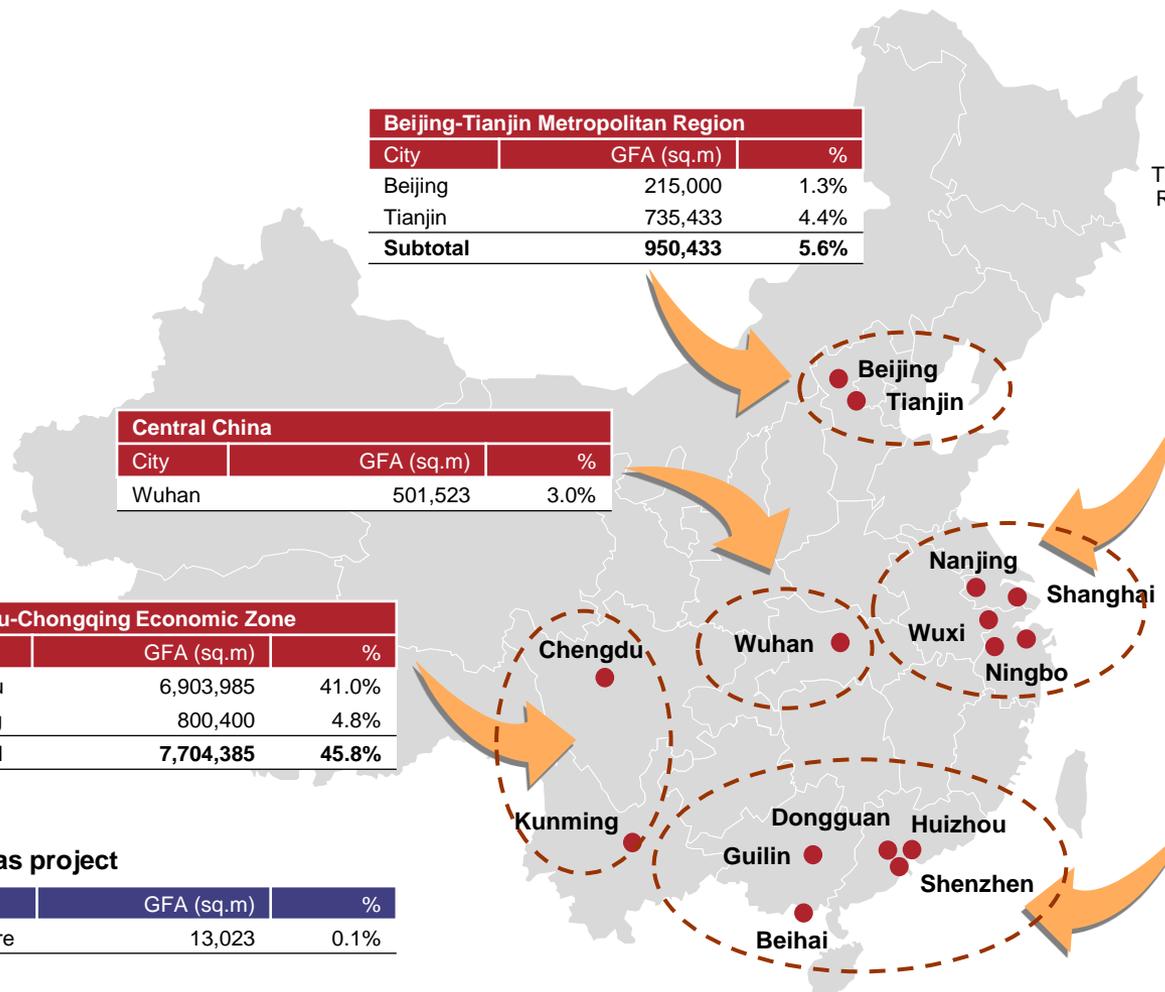
## Overseas project

City	GFA (sq.m)	%
Singapore	13,023	0.1%



The Yangze River Delta		
City	GFA (sq.m)	%
Suzhou	695,446	4.1%
Wuxi	150,114	0.9%
Shanghai	38,000	0.2%
Nanjing	100,000	0.6%
Ningbo	217,507	1.3%
<b>Subtotal</b>	<b>1,201,067</b>	<b>7.1%</b>

The Pearl River Delta		
City	GFA (sq.m)	%
Shenzhen	2,903,584	17.2%
Huizhou	1,213,338	7.2%
Dongguan	125,523	0.7%
Guilin	2,045,844	12.2%
Beihai	176,899	1.1%
<b>Subtotal</b>	<b>6,465,188</b>	<b>38.4%</b>



# High Quality and Low Cost Land Bank

## Land Bank Under Development

City	Project	GFA (sq.m)	Product Category
Shenzhen	Xingnian Plaza	52,468	Urban complex
	Longqi Bay	38,139	Boutique upscale residence
Huizhou	Phase 3, 4 and 5 of Fantasia Special Town	466,375	Mid-to-high end residence
	Love Forever	41,390	Mid-to-high end residence
Dongguan	Phase 3.2 of Wonderland	86,965	Boutique upscale residence
Guilin	Phase 2 and 3 of Guilin Fantasia Town	358,320	Urban complex
	Phase 1.1 and 2 of Guilin Lakeside Eden	244,423	Boutique upscale residence
	Block D of Guilin Lakeside Spring Dawn	123,000	Boutique upscale residence
	Block E of Guilin Lakeside Spring Dawn	119,709	Boutique upscale residence
Chengdu	Phase 2.2 of Grande Valley	42,723	Boutique upscale residence
	Phase 4.2 of Fantasia Town	129,371	Mid-to-high end residence
	Phase 5 of Fantasia Town	371,682	Mid-to-high end residence
	Phase 2 and 2.3 of Meinian International Plaza	497,844	Urban complex
	Phase 1 and 2.1 of Longnian International Center	415,020	Urban complex
Tianjin	Phase 1.2 and 1.3 of Love Forever	90,342	Boutique upscale residence
Suzhou	Fantasia Special Town	136,485	Boutique upscale residence
	Suzhou Hailun Plaza	336,589	Urban complex
Wuxi	Phase 3 and 4 of Love Forever	130,694	Boutique upscale residence
North Sea	Mangrove	176,899	High end residence
Ningbo	Love Forever	217,507	Boutique upscale residence
<b>Total</b>		<b>4,075,945</b>	

# High Quality and Low Cost Land Bank (Cont'd)

## Land Bank Held for Future Development

City	Project	GFA (sq.m)	Nature of Land
Shenzhen	Nanshan District Project (TCL Project)	39,587	Industrial, commercial and financial
	Zhizhou Building Project	37,500	Commercial and financial use land
	Huachuang Project	90,000	Industrial Plant and Carpark
	Able Project	99,541	Industrial Plant and Carpark
Suzhou	Remaining phases of Lago Paradise	222,372	Residential and Commercial
Wuxi	Remaining phases of Wuxi Love Forever	19,420	Residential and Commercial
Dongguan	Wonderland	38,558	Residential and Commercial
Guilin	Remaining phases of Lakeside Eden	1,200,392	Residential and Commercial
	Remaining phases of Belle Epoque	283,304	Residential, commercial and ancillary
Chengdu	Remaining phases of Grande Valley	1,490,370	Residential and Commercial
	Remaining phases of Meinian International Plaza	23,903	Education use land
	Remaining phases of Chengdu Longnian International Center	155,355	Residential and Commercial
	Chengdu Pi county	129,814	Residential and Commercial
Beijing	Qingnian Road Project	140,000	Commercial, office and carpark
	C15 Project	217,507	Residential and Commercial
Tianjin	Remaining phases of Love Forever	376,949	Residential
	Meinian International Plaza	99,803	Office
	Yingcheng Lake Project	168,339	Residential, commercial and tourism
Singapore	Ultra Mansion	13,023	Residential and Commercial
<b>Total</b>		<b>4,628,230</b>	

## Total Land Bank Under Framework Agreements

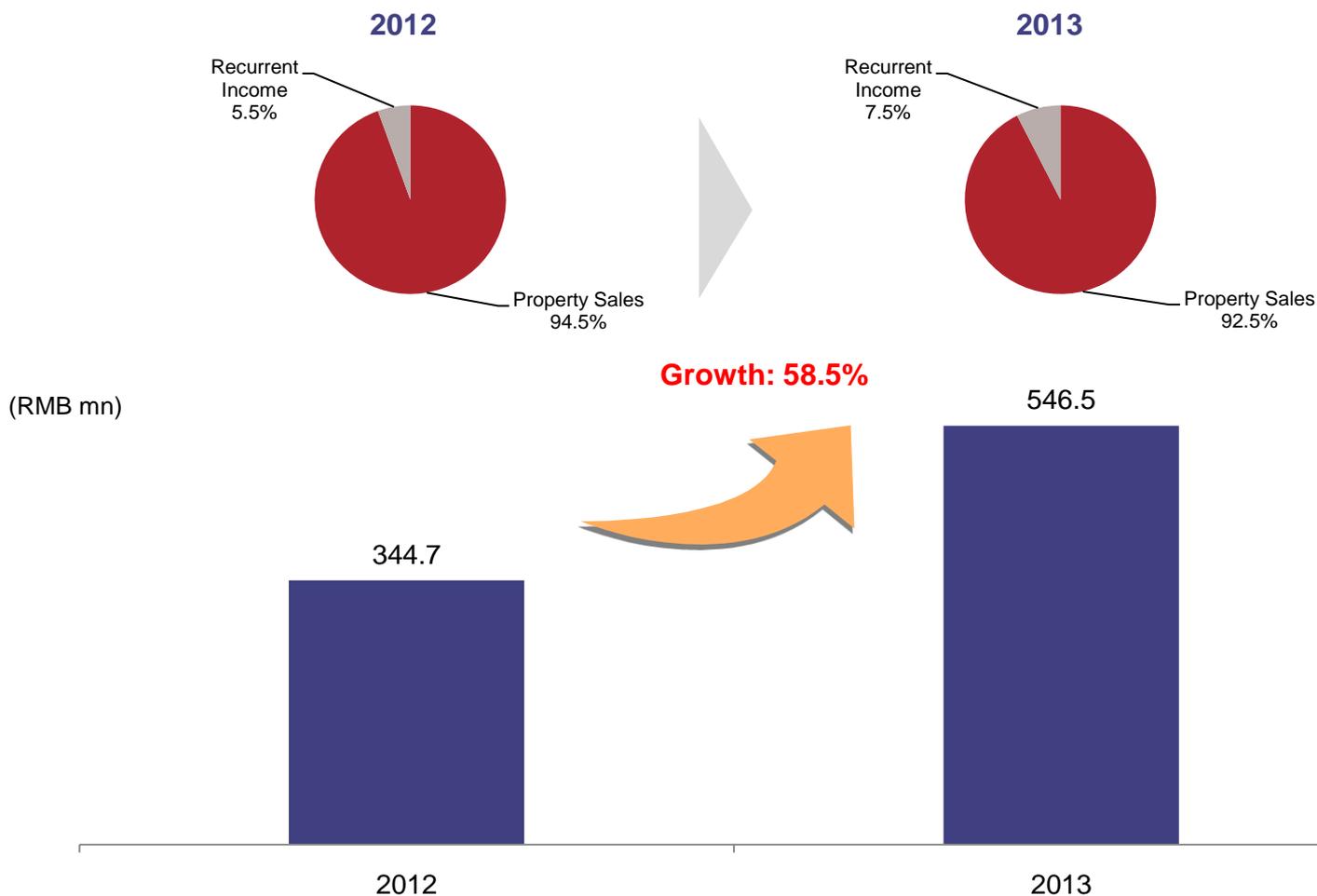
City	GFA (sq.m)
Chengdu	3,364,599
Kunming	800,400
Shenzhen	2,546,349
Huizhou	705,573
Shanghai	38,000
Nanjing	100,000
Beijing	75,000
Wuhan	501,523
<b>Total</b>	<b>8,131,444</b>



# Continuous Expansion of Property Services and Business Operating Capacity

*In 2013, our other business such as property operation and hotel services also achieved a sustainable growth.*

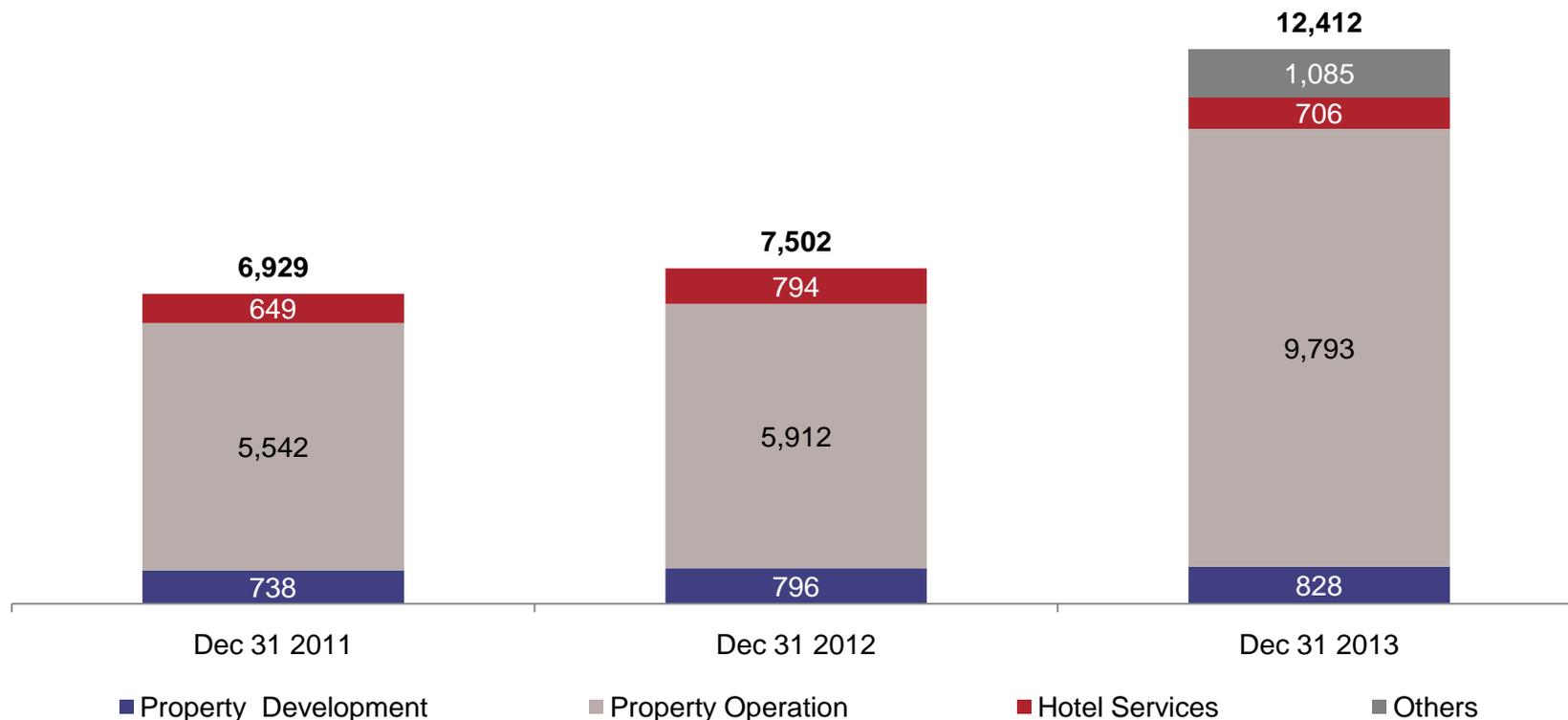
## Recurrent Revenue From Property Investment, Hotel and Community Services Businesses



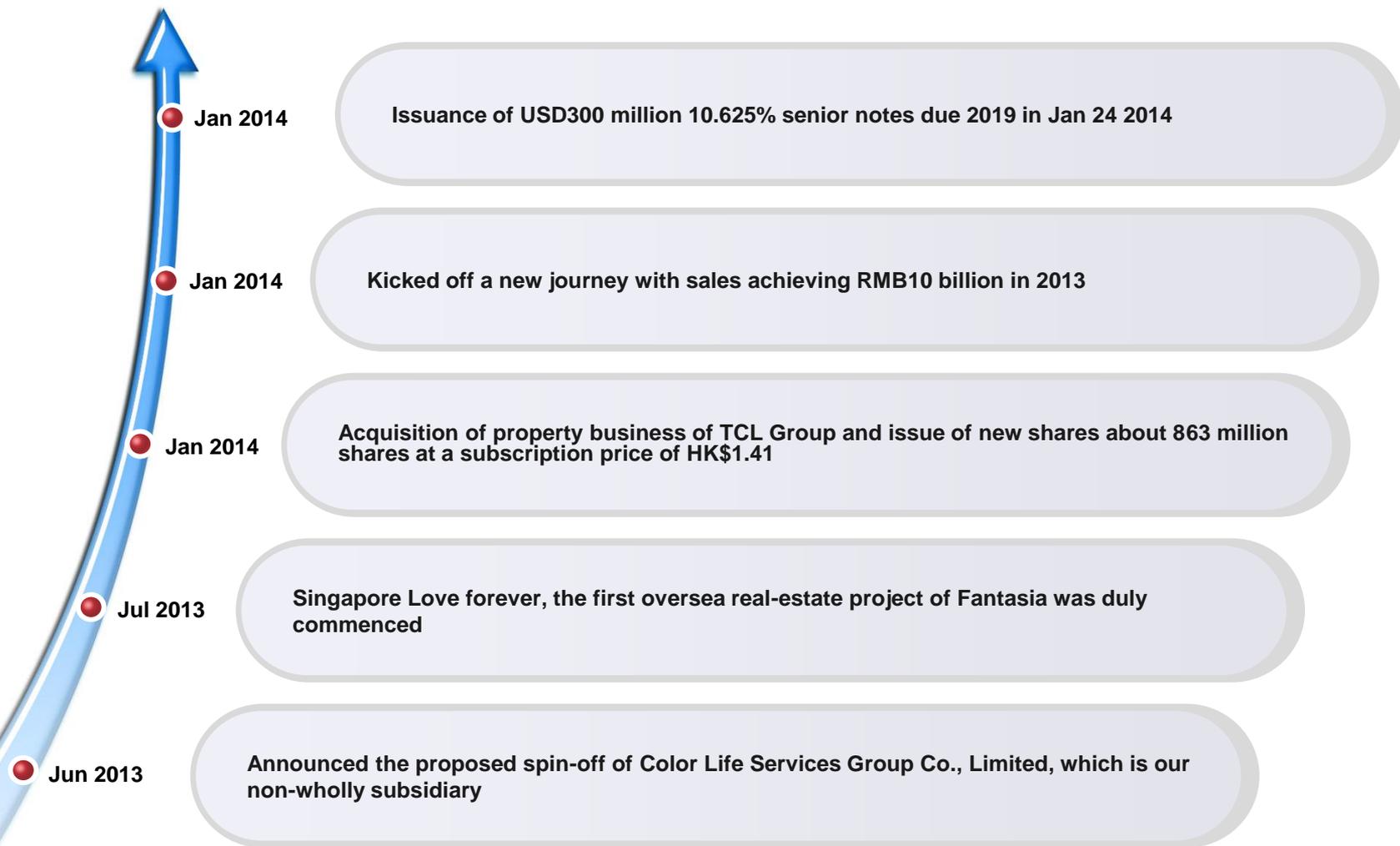
# Maintaining Competitive Team Scale

*We maintain a competitive team scale which is in line with the expansion of our business operations*

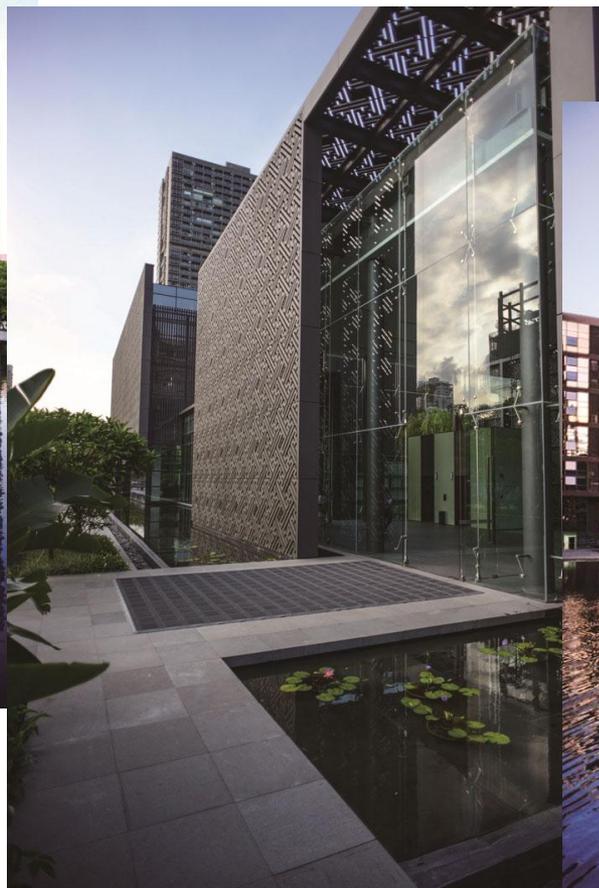
## Number of Total Employees



# Recent Development



# Glance at Projects – Funian Plaza



## Section

---

1. 2013 Results Overview
  2. 2013 Business Review
  3. **Market Outlook and Corporate Strategy**
  4. Appendix
-

- ✓ Domestic economic development will have a good foundation with a target GDP growth of around 7.5%
- ✓ Fundamental demand will still be the dominating part in the property market and its structural imbalance will be improved
- ✓ Property sales in first and second-tier cities will remain booming driven by demand, while third and fourth-tier cities property sales will decrease due to the high inventory
- ✓ Land price will be in an increasing trend and first-tier cities will still be greatly focused; Sales volume in second and third-tier cities will remain stable due to the adequate supply
- ✓ O2O will spread to more industries together with the internet financing.

Leveraging the solid foundation in the real estate industry, Fantasia has transformed to a property services-related enterprise mainly covering : financial service, community service, real estate development, business management, hotel management, cultural tourism and senior housing

- 1 Color Life is looking for IPO as Fantasia paid great attention to developing light-asset business
- 2 Developing financial business with the support from our real estate and various service platforms, Fantasia launched its Microcredit business
- 3 Integrating with other ecosphere businesses to establish the largest integrated service platform in China and strengthen its ability in internet and finance for setting up a platform for application of internet in the area of finance
- 4 Emphasizing the ability in providing business, hotel, healthcare, cultural tourism sectors and etc. with a transition from heavy to light
- 5 Setting up a model for elderly welfare and establishing the largest database for elderly welfare in accordance with relevant policies
- 6 Pursuing quality growth in the real estate business and gradually expanding its size through cooperation and provision of management services
- 7 Actively seeking investment opportunity in overseas emerging markets and integrating the eight property related businesses of the Group through a global vision

# Thank You!

[www.cnfantasia.com](http://www.cnfantasia.com)

## Section

---

1. 2013 Results Overview
  2. 2013 Business Review
  3. Market Outlook and Corporate Strategy
  4. **Appendix**
-

# Appendix I: Contract Sales in 2013

City	Project Name	GFA (sq.m)	Amount (million RMB)
Shenzhen	Funian Plaza	744.9	24.1
	Love Forever	151.2	2.6
Chengdu	Hailrun Plaza	267.7	0.2
	Love Forever	9,454.8	87.3
	MIC Plaza	69,793.2	1,161.4
	My Place	49.6	0.5
	Future Plaza	58,158.9	642.9
	Fantasia Town	110,354.4	499.0
	Funian Plaza	65,607.4	699.8
	Grande Valley	25,374.5	279.4
	Mont Conquerant	2,829.5	21.2
	Longnian International Center	45,220.2	483.1
Dongguan	Mont Conquerant	3,567.2	35.5
	Wonderland	60,899.4	422.1
Tianjin	Future Plaza	574.8	1.2
	Love Forever	57,651.8	390.7
Huizhou	Fantasia Special Town	156,065.4	825.7
	Love Forever	74,342.2	349.7
Suzhou	6# Lago Paradisa	2,342.6	23.1
	4# Lago Paradisa	4,464.6	61.7
	Fantasia Special Town	121,093.9	695.2
Wuxi	Love Forever	31,011.5	228.0
	Hailrun Complex	10,929.6	130.2
	Yixing Town on the Water	45.3	0.4
Dali	Art Wisdom	12,573.1	86.2
Guilin	Fantasia Town	192,096.9	1,040.8
	Lakeside Eden	37,765.2	344.1
Ningbo	Love Forever	25,838.1	255.0
Shanghai	Shanghai Belgravia	20,953.2	405.0
Singapore	Singapore Project	652.0	75.7
Nanjing	Yuhuatai Project	20,703.9	455.5
Huayi	NorthSea Mangrove	71,158.0	446.6
<b>Total</b>		<b>1,292,734.8</b>	<b>10,174.0</b>