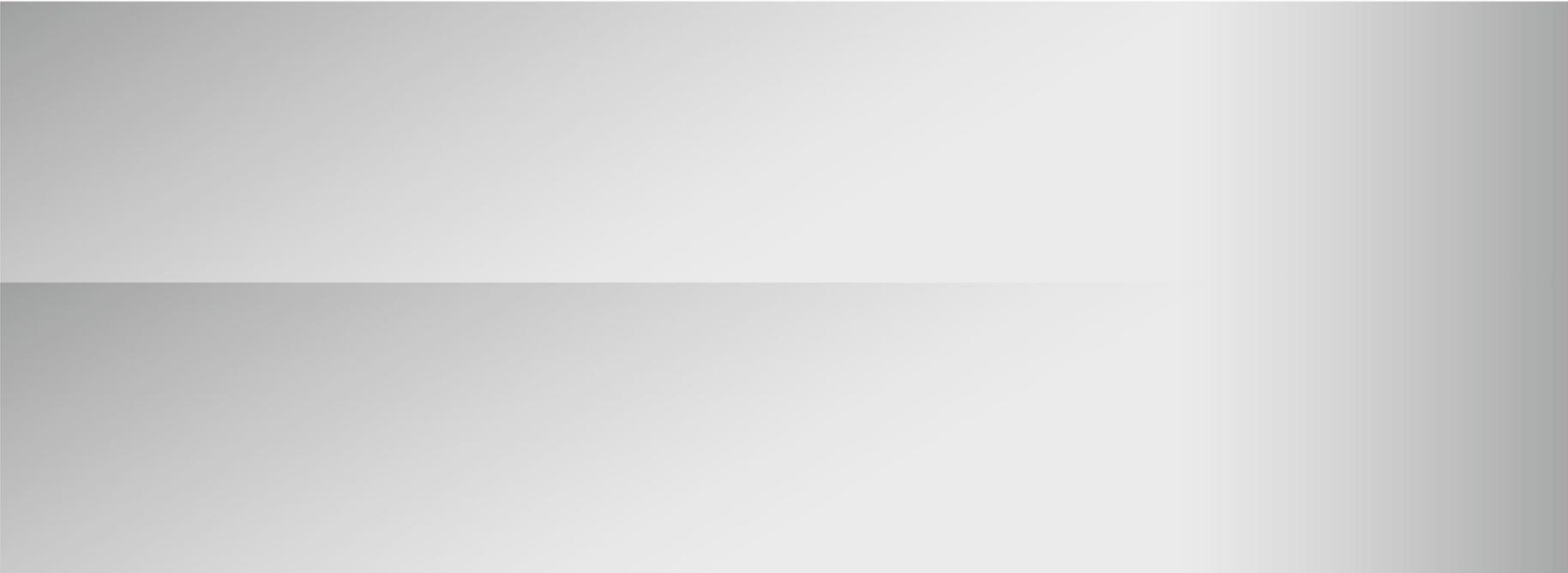


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花样年控股集团有限公司
FANTASIA HOLDINGS GROUP CO., LTD.



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2016 Annual Results Presentation

—— March 2017

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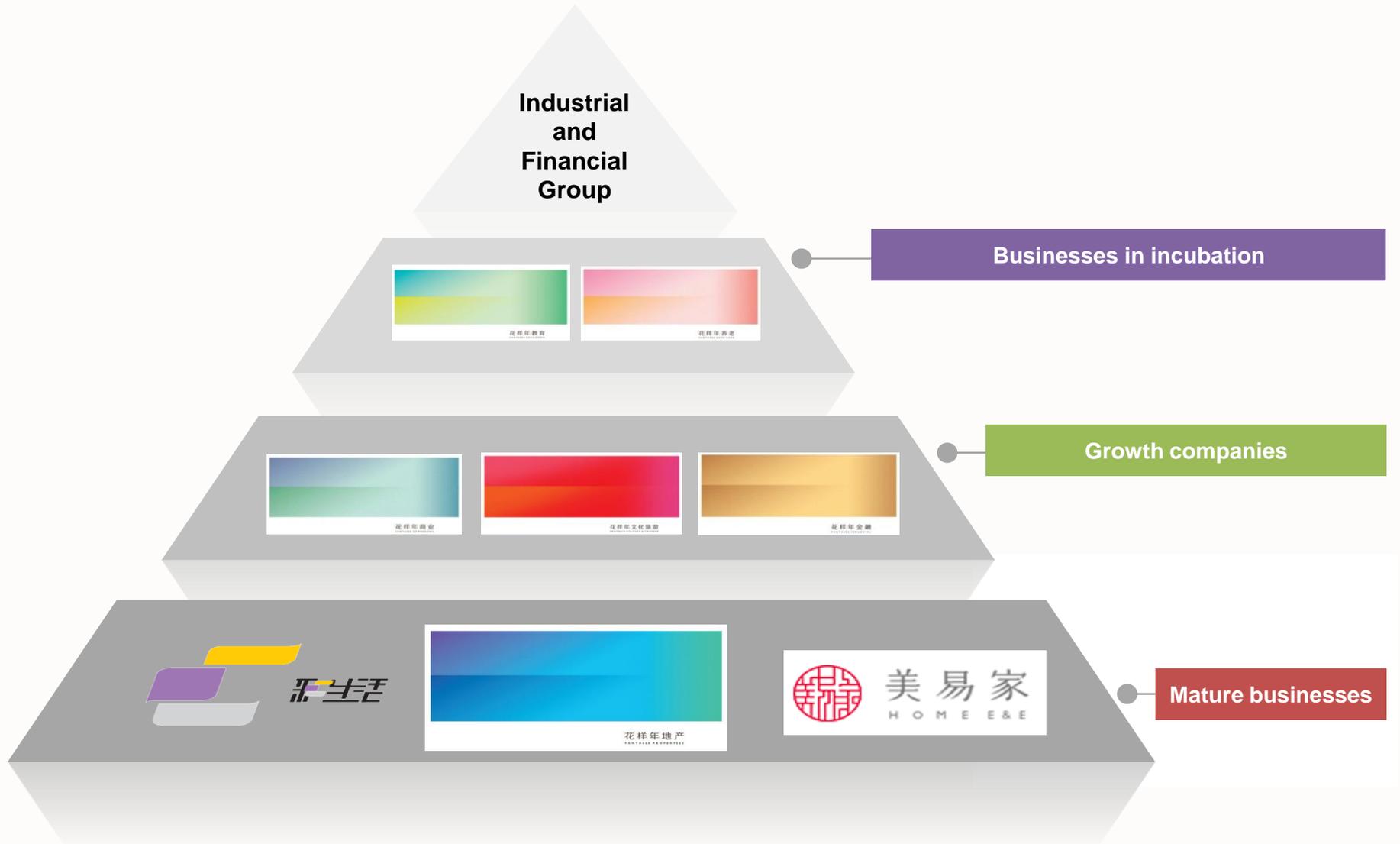
Content



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1. Business Review
2. Financial Review
3. Market Outlook for 2017
4. Appendix

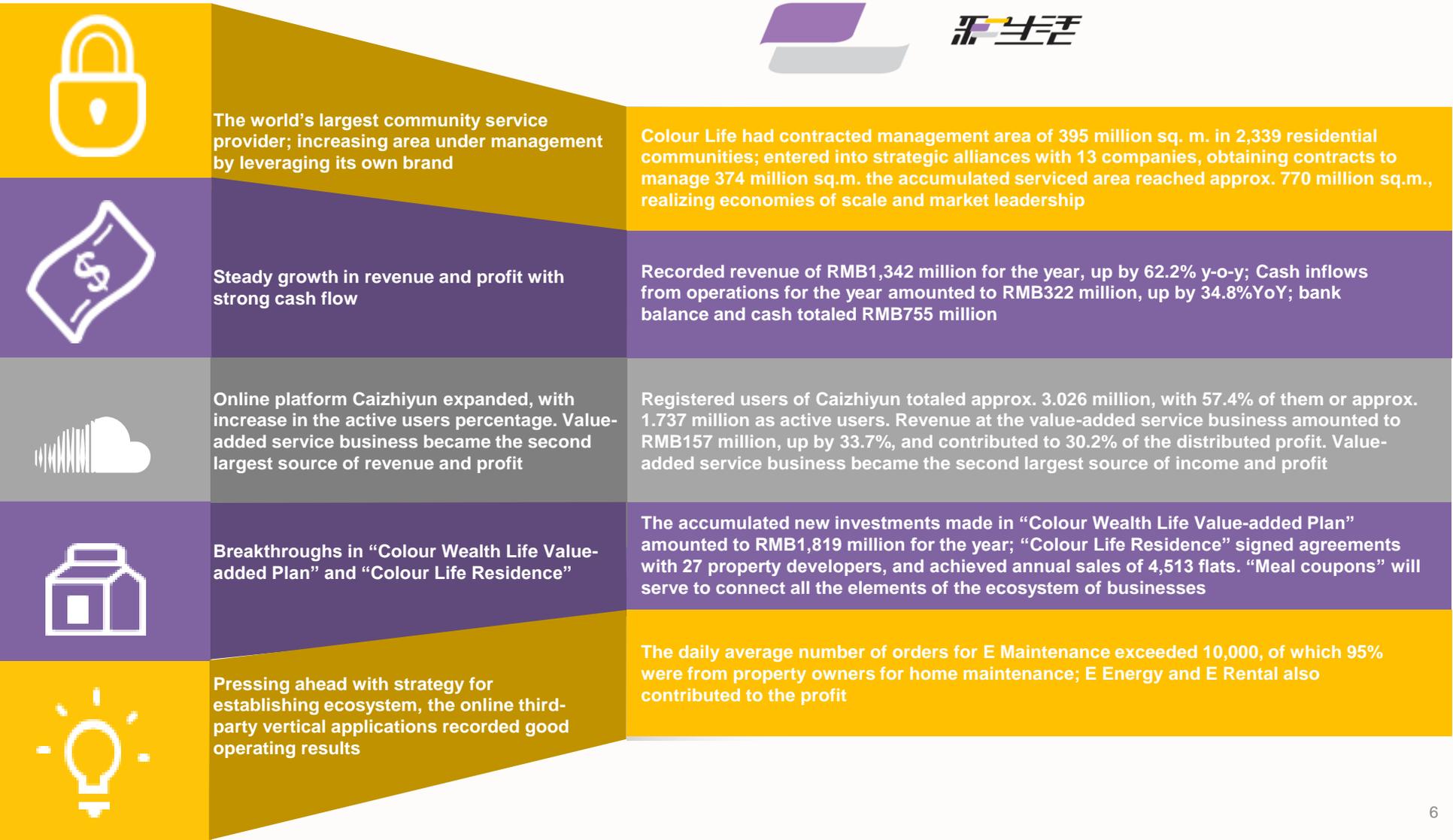
Adhere to the “Community+” strategy for establishing business ecosystem, developing into an “Industrial and Financial Group”



Colour Life: building up ecosystem of businesses around residential communities



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Home E&E: remarkable operating performance; new platforms for future expansion

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1 Business expansion through acquisitions boosts financial results

- Relying on its high-quality services and financial leverage, conduct capital market operations to acquire small and medium-sized property enterprises
- In August, it assisted Fantasia Group to take over Wanda Property Management and became the property management consultant of Wanxiangmei Property
- In December, it acquired an equity stake in Aerospace Property and became its largest shareholder
- Enhanced Home E&E's nationwide business presence in China. This will help it achieve rapid growth in the scale of the property management business and boost its profitability



2 Strategy layout to become a service provider to the commercial community

- As at the end of 2016, Home E&E had 16 branches in 38 cities in China, managing properties with a combined area of 18.8 million sq.m. It has established a strategic presence in core regions of China
- In June 2016, because of its profitability and innovation in business model, Home E&E succeeded in getting listed on NEEQ in the category of innovative businesses
- Applied internet technology to property management, and promoted professionalization, intelligentization and automation in property management, to lower management costs, optimize customers' experience, and provide better services to customers. All these initiatives turned Home E&E Group into a leading commercial community services provider in China

Home E&E took over some of the commercial property projects and high-end apartment projects which had previously been managed by Wanda Property Management. This has demonstrated the recognition of its role as a community service provider and its capability to implement such strategy. This development can boost the Home E&E's business performance and financial results.

Contracted sales overview

- ✓ 2016 contracted sales reached approx. RMB12.21 billion, up 8.3% y-o-y
- ✓ 2016 contracted sales area sold reached 1,325,320 sq.m.

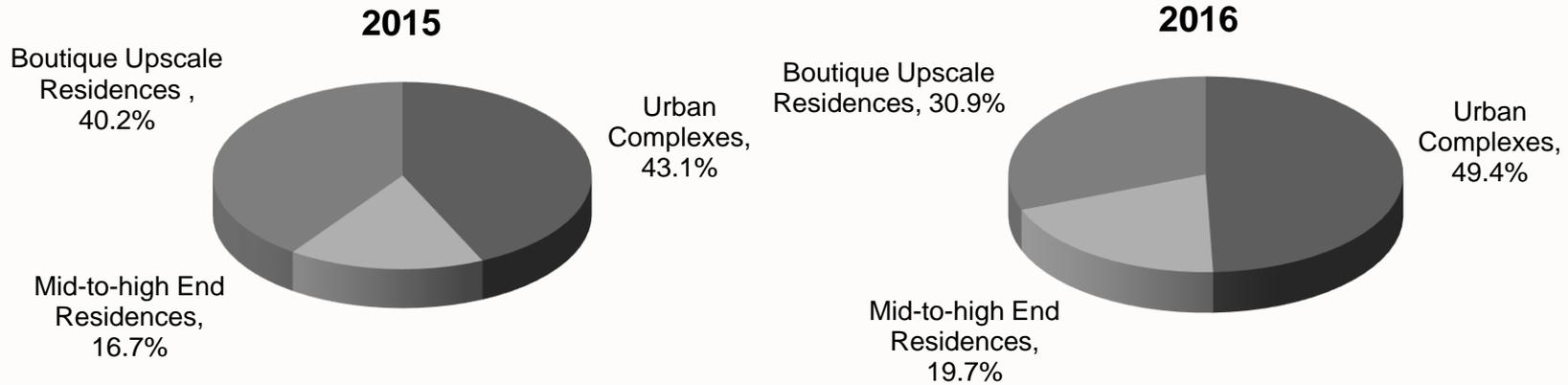
| | Value | | GFA | |
|--|------------------|------------|------------------|------------|
| | (RMB million) | % | (sq.m.) | % |
| Chengdu-Chongqing Economic Zone | 3,843.74 | 31.5 | 547,173 | 41.3 |
| Pearl River Delta Region | 3,593.18 | 29.4 | 361,786 | 27.3 |
| Yangtze River Delta Region | 2,591.83 | 21.2 | 196,768 | 14.8 |
| Beijing-Tianjin Metropolitan Area | 487.73 | 4.0 | 31,804 | 2.4 |
| Central China | 1,376.43 | 11.3 | 184,973 | 14.0 |
| Overseas | 313.31 | 2.6 | 2,816 | 0.2 |
| Total | 12,206.22 | 100 | 1,325,320 | 100 |

Diversified revenue

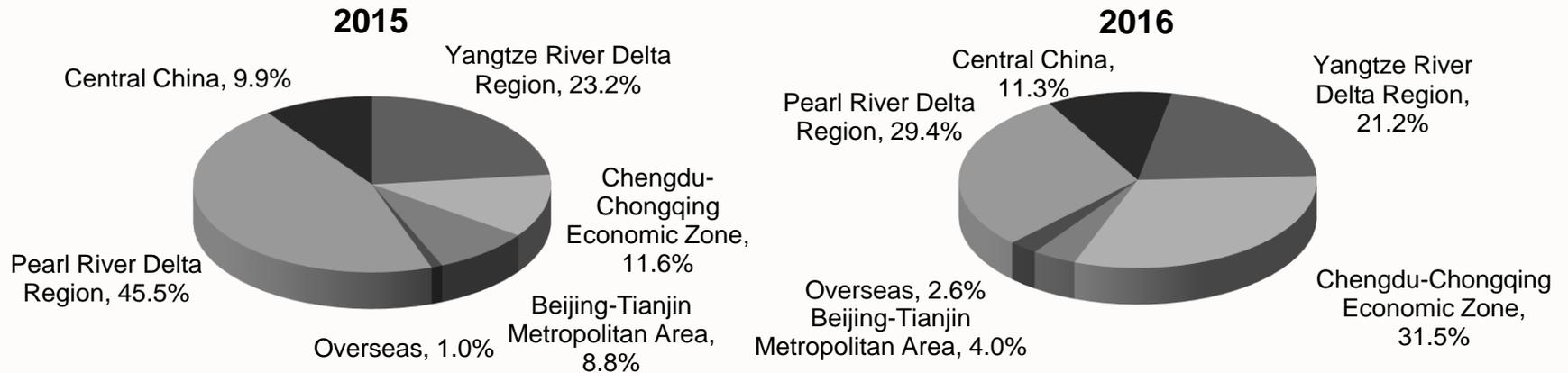


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Contracted sales breakdown -- by product types



Contracted sales revenue breakdown -- by regions



High-quality land bank

- ✓ During the reporting period, the Group continued to adhere to its prudent investment strategy and development direction of acquiring land in first- and second-tier cities, including Beijing, Shanghai and Shenzhen, which have huge market potential and can deliver good returns
- ✓ As at 31 December 2016, the Group's land bank totaled approximately 14.98 million sq.m. in planned GFA, including 7.98 million sq.m. of planned GFA of properties under framework agreements. Land bank in first-tier cities⁽¹⁾ accounted for 37.2% of the total land bank

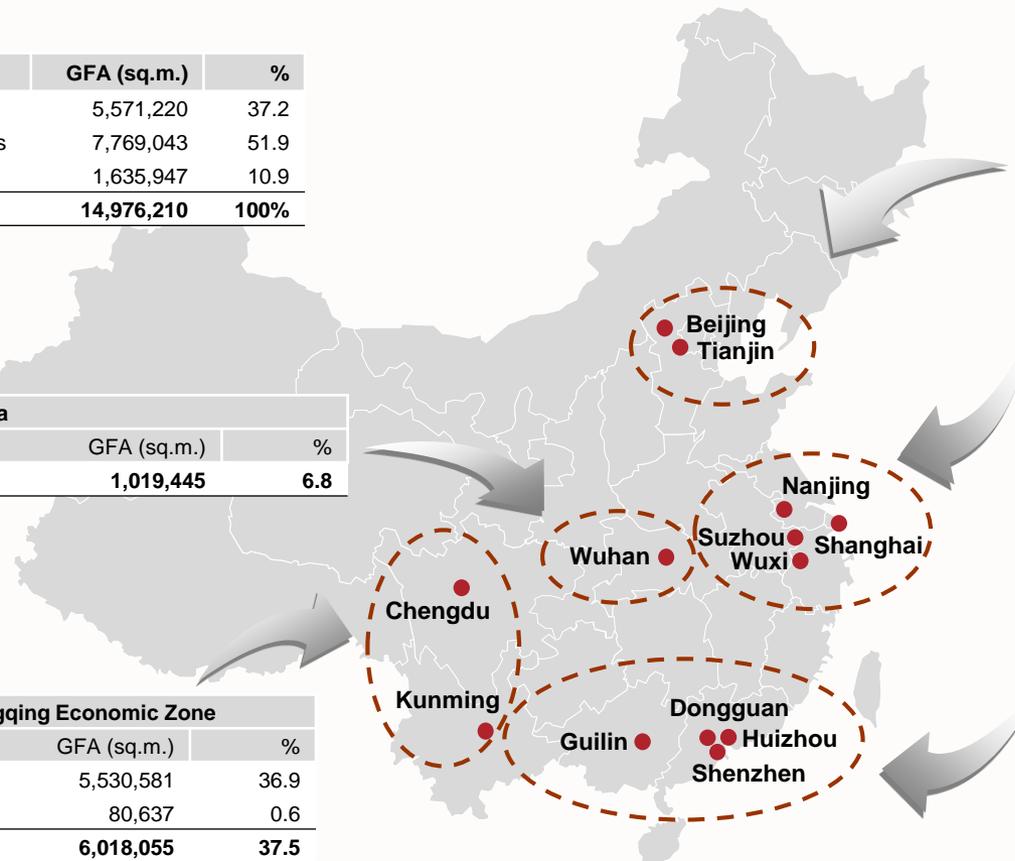
| City Type | GFA (sq.m.) | % |
|--------------------|-------------------|-------------|
| First-tier cities | 5,571,220 | 37.2 |
| Second-tier cities | 7,769,043 | 51.9 |
| Third-tier cities | 1,635,947 | 10.9 |
| Total | 14,976,210 | 100% |

| Beijing-Tianjin Metropolitan area | | |
|-----------------------------------|----------------|------------|
| City | GFA (sq.m.) | % |
| Beijing | 268,174 | 1.8 |
| Tianjin | 462,931 | 3.1 |
| Subtotal | 914,265 | 4.9 |

| Yangtze River Delta region | | |
|----------------------------|----------------|------------|
| City | GFA (sq.m.) | % |
| Suzhou | 374,087 | 2.5 |
| Wuxi | 4,428 | 0.03 |
| Nanjing | 296,933 | 2.0 |
| Subtotal | 675,449 | 4.5 |

| Central China | | |
|---------------|-------------|-----|
| City | GFA (sq.m.) | % |
| Wuhan | 1,019,445 | 6.8 |

| Chengdu-Chongqing Economic Zone | | |
|---------------------------------|------------------|-------------|
| City | GFA (sq.m.) | % |
| Chengdu | 5,530,581 | 36.9 |
| Kunming | 80,637 | 0.6 |
| Subtotal | 6,018,055 | 37.5 |



| Pearl River Delta region | | |
|--------------------------|------------------|-------------|
| City | GFA (sq.m.) | % |
| Shenzhen | 3,402,300 | 22.7 |
| Huizhou | 1,900,745 | 12.7 |
| Guilin | 1,635,947 | 10.9 |
| Subtotal | 6,938,993 | 46.3 |

(1) First-tier cities include Beijing, Greater Shenzhen (including project(s) in Huizhou)

Content



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FANTASIA

1. Business Review
- 2. Financial Review**
3. Market Outlook for 2017
4. Appendix

Key financial highlights

Profitability

| | | |
|--|---------------------------------------|--|
| Gross profit RMB3.528 billion; Gross margin: 32.3% | Net profit RMB1.064 billion | Net profit (exclude exchange loss) ⁽¹⁾ RMB1.730 billion |
|--|---------------------------------------|--|

Financial position

| | |
|--|--|
| Cash on hand RMB11.134 billion | Net gearing ⁽²⁾ 83.0% |
|--|--|

Financing activities in 2016

- In May and August 2016, completed a RMB1.6 billion 3-year offshore senior note issuance with 9.5% coupon
- In October and December 2016, completed a USD500 million 5-year offshore senior note issuance with 7.375% coupon
- In January 2016, completed a RMB1.1 billion 5-year domestic corporate bond issuance with 7.29% coupon
- Between May to September 2016, completed a RMB3.0 billion 3-year domestic corporate bond issuance with 6.80% to 7.50% coupon
- Between November to December 2016, redeemed USD51.40 million US bond due in 2017 and 2019

(1) = net profit - net exchange loss

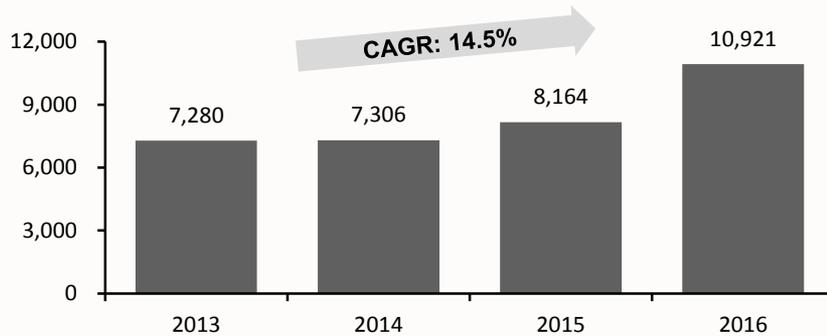
(2) = (total interest bearing liabilities - bank balances and cash and restricted bank deposits) / total equity

Steady financial track record



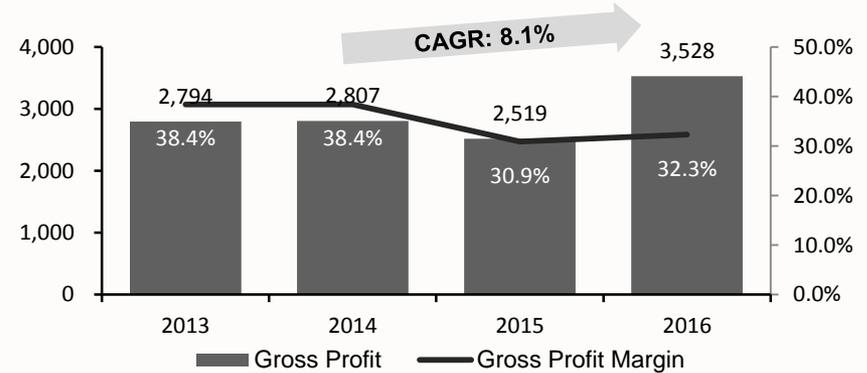
Revenue⁽¹⁾

(RMB million)



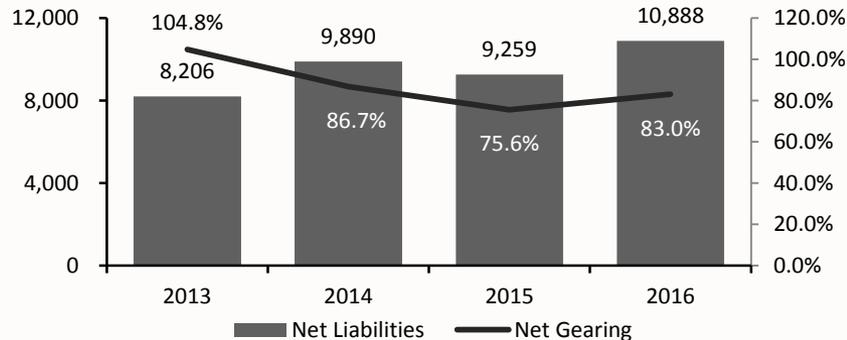
Gross profit & margin

(RMB million)



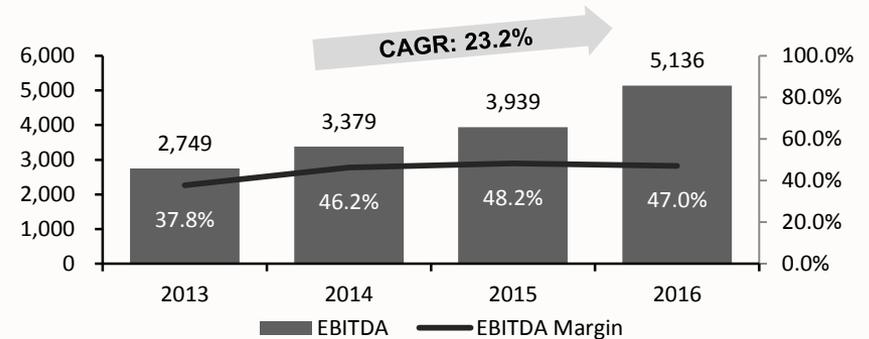
Net liabilities & net gearing

(RMB million)



EBITDA & margin⁽²⁾

(RMB million)



(1) Excluding gains from disposal of bulk property assets

(2) = net profit – other income (ex interest income) – share of results of associates & JVs + interest, tax, depreciation & amortization + prepaid lease payments & release of premium + allowance on bad and doubtful debts, net + finance costs + capitalized interest from sales expenses

Recorded stable earnings from asset-light businesses & maintained stable dividend payment



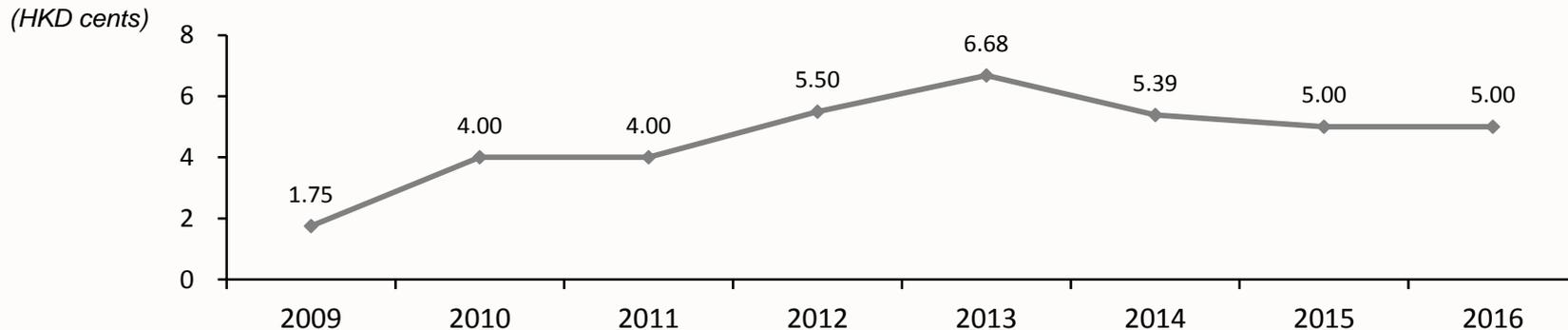
Recurring income from rental income, hotels and community services

Other businesses (such as property and hotel management) achieved sustainable growth



Stable dividend payment since its HKEx listing

Maintained annual dividend payment every year since its listing on HKEx in 2009. The Board proposed the payment of a final dividend of HKD 5.00 cents per share in 2016

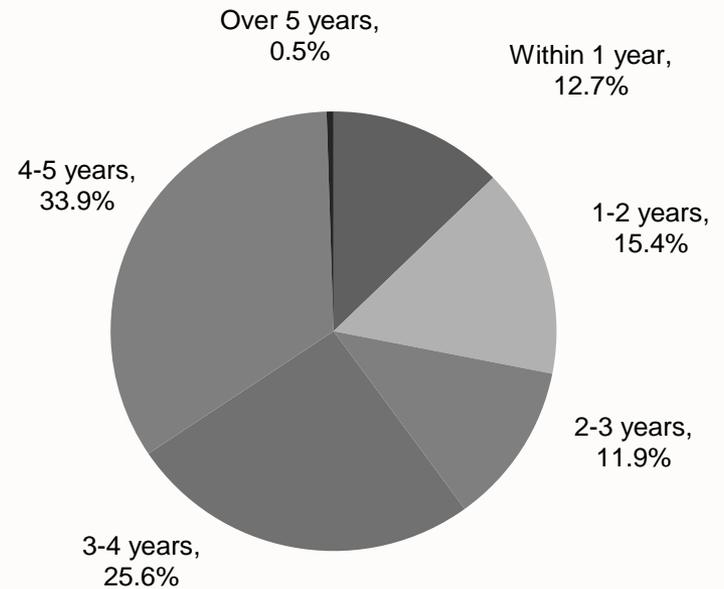


Capital structure and debt position

Capital structure as of 31 December 2016

| RMB million | Actual amount | % of total capital |
|---|---------------|--------------------|
| Cash and cash equivalent ⁽¹⁾ | 11,134 | |
| Borrowings due within 1 year | 929 | |
| Borrowings with maturity beyond 1 year | 2,438 | |
| Senior notes ⁽²⁾ & corporate bonds | 18,380 | |
| Asset-backed securitisation | 275 | |
| Total long-term debts | 19,480 | 59.75 |
| Total debts | 22,022 | 67.55 |
| Total equity | 13,121 | 40.25 |
| Total capital⁽³⁾ | 32,601 | |

Debts by maturity⁽⁴⁾



Net gearing in 2016 was 83.0%, decreased by 3.5 percentage points compared to 2015 (net gearing would be 86.5% in 2015 if the RMB710 million perpetual bonds issued last year were reclassified as debt). Maintained healthy financial position and debt profile

(1) Cash and cash equivalents included restricted bank deposits of RMB1.998 billion

(2) Senior notes refer to 2012 senior notes, 2013 January senior notes, 2014 senior notes, 2015 senior notes, May 2016 senior notes and October 2016 senior notes

(3) Total capital includes total long-term borrowings and total equity

(4) Excluded the redeemed bonds in January 2017

Content



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1. Business Review
2. Financial Review
- 3. Market Outlook for 2017**
4. Appendix

Real estate development and asset-light community services will facilitate “Community+ ” strategy



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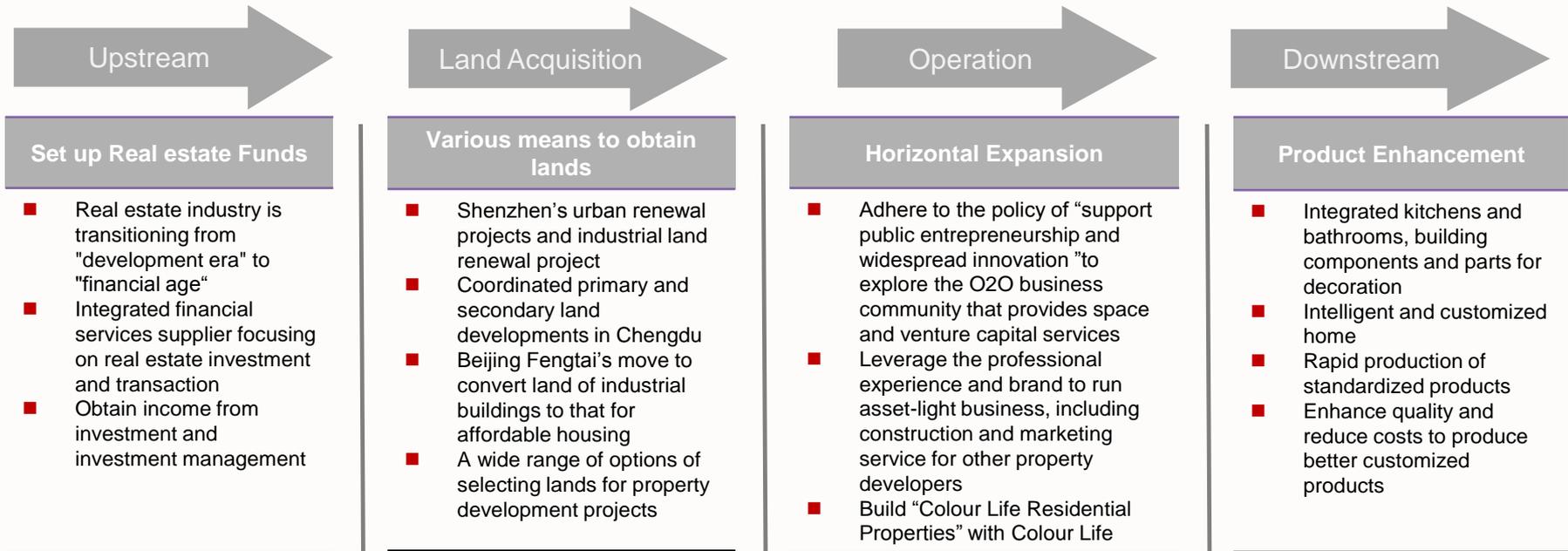
“Community+” strategy: Positioned as an integrated community services operator, Fantasia must grow alongside with the community services industry. It will cooperate with providers of products and services for communities inside and outside the Group around the strategy of "community+". The Group will also be committed to leveraging the capital market to promote the development of China’s community services industry. This will allow Fantasia to gain recognition from the market and also benefit its own development.



Develop various growth drivers in the course of real estate development - expand scale and increase profit



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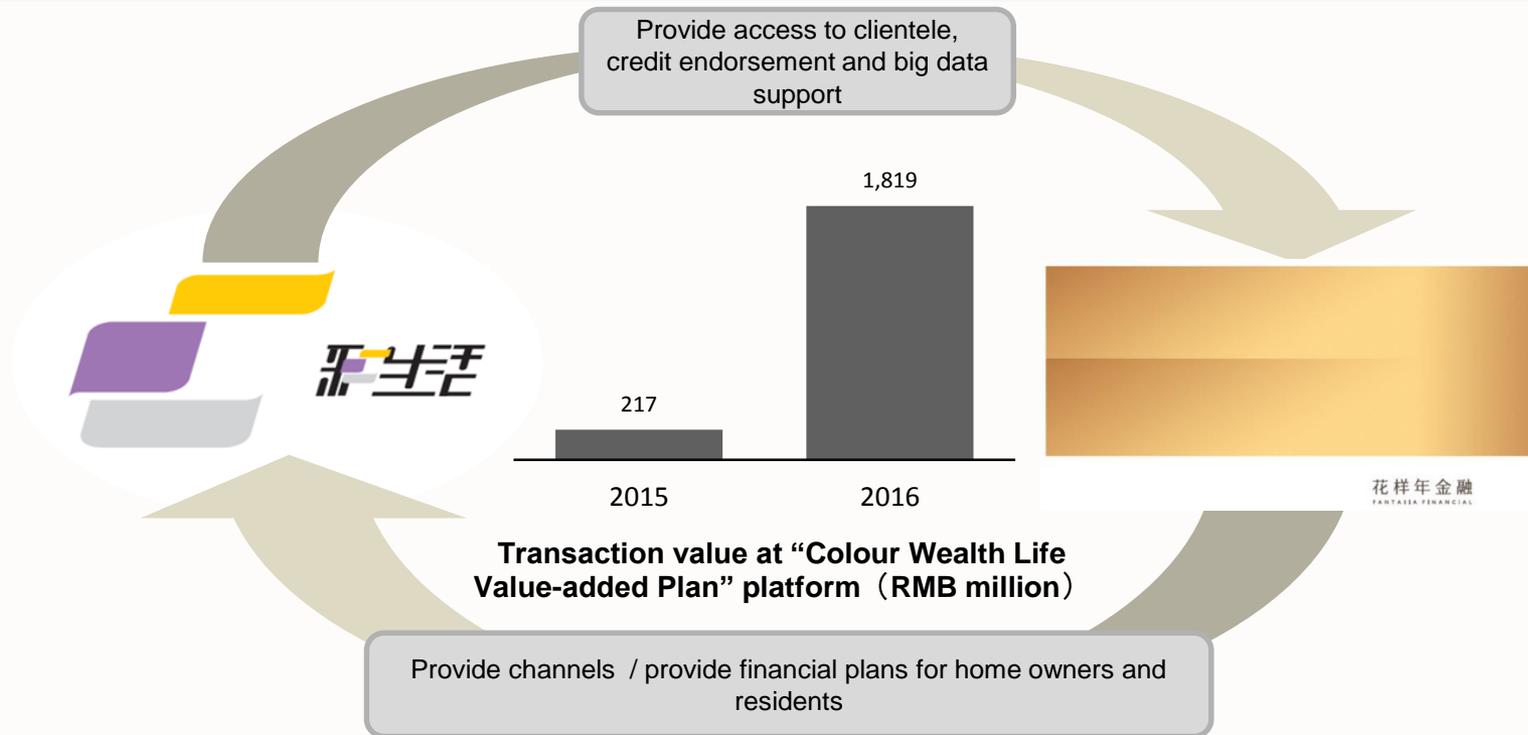


■ Shenzhen Urban Renewal Projects

| Pingshan Project | Longhua Yushi Project | Kwai Chung Project | Meilin Yuehua Project | Shuitou Project |
|---|--|---|---|--|
| Got involved in 2013 Site area of 120,000 sq.m. Planned GFA of 580,000 sq.m. Residential properties + commercial properties + school Expected to be confirmed in the middle of 2017 | Got involved in 2013 Site area of 140,000 sq.m. Planned GFA of 990,000 sq.m. Residential properties + commercial properties + ancillary facilities for daily life | Got involved in 2014 Site area of 220,000 s.m. Planned GFA of 1,180,000 s.m. Residential properties + commercial properties + apartments Construction started in early 2017 | Got involved in 2014 Site area of 13,000 sq.m. Planned GFA of 130,000 sq.m. Office building Being reviewed for approval | Got involved in 2016 Site area of 61,000 sq.m. Planned GFA of 160,000 sq.m. Residential properties + commercial properties Being reviewed for approval |

Various community services with asset-light strategy are developing fast and integrating with each other

The cooperation with Shanghai Yinwan Technology Limited significantly increased the scale of Colour Life's community services business. It also demonstrated the advantage of Colour Life's technologies and online platform in providing value-added community services. The strategy for developing online platforms can allow the Group to derive income from high-margin value-added services.



Colour Wealth Life Value-added Plan which was jointly operated by Colour Life and a community finance firm represented a successful partnership between a community service business and providers of applications which are geared to communities.

In the future, the commercial business, cultural and tourism business, education, services for senior citizens and other businesses in the community can also leverage on the two existing platforms

Content



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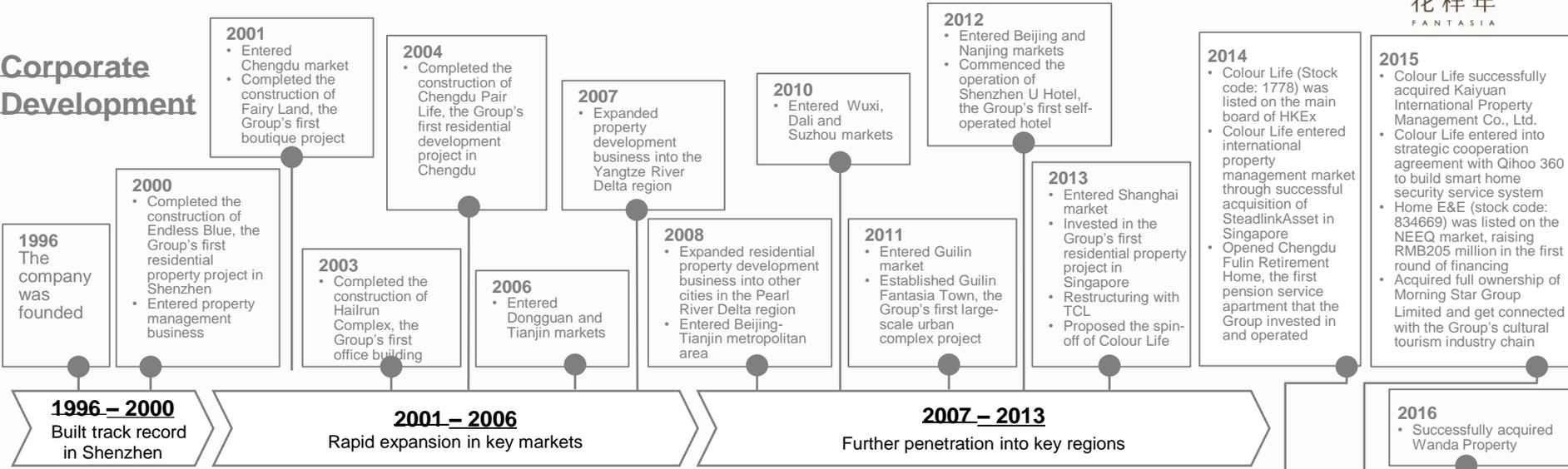
1. Business Review
2. Financial Review
3. Market Outlook for 2017
4. Appendix

Appendix 1: key milestones



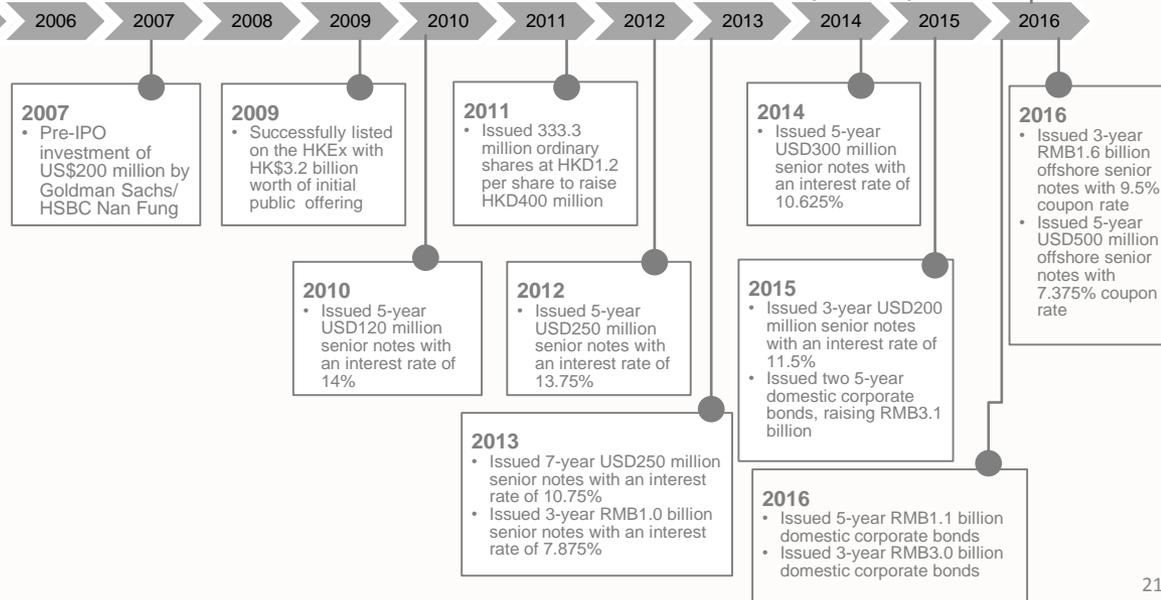
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Corporate Development



Capital Market Development

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Appendix 2: high-quality land bank

Land bank under development

| City | Project | GFA(sq.m.) | Land Use |
|----------------|--|------------------|----------------------------|
| Huizhou | | | |
| | Huizhou TCL Kangchengsiji | 579,823 | Residential and Commercial |
| Guilin | | | |
| | Guilin Lakeside Eden Community | 465,675 | Residential and Commercial |
| Chengdu | | | |
| | Phase 1.2 and 1.3 of Longnian International Center | 74,776 | Residential and Commercial |
| | Land Plot 3# of Longnian Center of Pi County | 141,504 | Residential and Commercial |
| | Grande Valley | 198,056 | Residential and Commercial |
| Tianjin | | | |
| | Ancillary facilities of Phase 1.3 of Love Forever | 2,679 | Residential |
| | Phase 1 of Huaxiang | 16,479 | Residential |
| Suzhou | | | |
| | Suzhou Lago Paradise | 10,700 | Residential |
| | Hailrun Complex | 233,949 | Residential and Commercial |
| Wuxi | | | |
| | Love Forever | 4,428 | Residential and Commercial |
| Nanjing | | | |
| | Hailrun Complex | 296,933 | Commercial |
| Wuhan | | | |
| | Phase 3 of Love Forever | 108,030 | Residential and Commercial |
| Total | | 1,784,649 | |

Appendix 2: high-quality land bank (cont'd)

Land bank held for future development

| City | Project | GFA(sq.m.) | Land Use |
|-----------------|--|------------------|---------------------------------------|
| Shenzhen | | | |
| | Xinghua Industrial Project | 40,000 | Commercial & Financial |
| | Jiatianxia Project | 251,018 | Residential & Commercial |
| Huizhou | | | |
| | Remaining phases of Kangchengsiji | 246,402 | Residential & Commercial |
| | Qiuchang Project | 184,996 | Residential |
| Suzhou | | | |
| | Haoge Land Plot | 73,185 | Residential & Commercial |
| Guilin | | | |
| | Remaining phases of Lakeside Eden | 1,170,272 | Residential & Commercial |
| Chengdu | | | |
| | Remaining phases of Belle Epoque | 397,204 | Residential, Commercial and Ancillary |
| | Remaining phases of Grande Valley | 667,737 | Residential & Commercial |
| | Pi County Library Land Plot | 490,000 | Residential & Commercial |
| | Shuangliu Hanfeng Project | 700,000 | Residential & Commercial |
| | Phase 2.3 of Longnian International Center | 82,630 | Residential & Commercial |
| Beijing | | | |
| | Yaxinke Project | 268,174 | Commercial, Office & Carpark |
| Tianjin | | | |
| | Remaining phases of Love Forever | 37,107 | Residential |
| | Remaining phases of Huaxiang | 238,327 | Residential |
| | Yingcheng Lake Project | 168,339 | Residential, Commercial & Tourism |
| Wuhan | | | |
| | Phase I of Jinxiu City | 200,000 | Residential & Commercial |
| Total | | 5,215,391 | |

Appendix 3: strategic project planning and execution

Projects started in 2016

| Region | Project | GFA(sq.m.) | Land Use |
|---------------------------------|----------------------------------|----------------|--------------------------|
| Yangtze River Delta region | Phase 2 of Nanjing Hailrun Plaza | 3,429 | Commercial |
| | Shanghai Aidu Apartment | 4,391 | Commercial |
| | Wuxi Love Forever | 4,428 | Residential & Commercial |
| Chengdu-Chongqing economic zone | Phase 3 of Grande Valley | 56,552 | Residential |
| | Longnian International Center | 141,504 | Residential & Commercial |
| Pearl River Delta | Phase 4 of Huizhou Kangchengsiji | 146,318 | Residential & Commercial |
| | Guilin Lakeside Eden Community | 148,404 | Residential & Commercial |
| Total | | 505,026 | |

Appendix 3: strategic project planning and execution

Projects completed in 2016

| Region | Project | GFA(sq.m.) |
|-----------------------------------|--|------------------|
| Yangtze River Delta region | West Residential Block of Suzhou Hailrun Complex | 96,641 |
| | Suzhou Lago Paradise | 19,693 |
| | Nanjing Hailrun Plaza | 22,753 |
| | Wuhan Fantasia Town | 78,830 |
| | Wuhan Love Forever | 68,458 |
| | Shanghai Quyuan | 4,391 |
| Pearl River Delta | Huizhou Kangchengsiji | 87,898 |
| | Phase 2 of Shenzhen Anbo | 85,428 |
| | Shenzhen Lenian Plaza | 127,444 |
| | Guangzhou Jiang Shan Shu Kindergarten | 4,270 |
| | Phase 3 of Guilin Fantasia Town | 72,345 |
| | Guilin Lakeside | 212,644 |
| Chengdu-Chongqing economic zone | Chengdu Longnian International Center | 171,804 |
| | Four Points by Sheraton | 33,384 |
| Beijing-Tianjin Metropolitan Area | Tianjin Love Forever | 45,316 |
| | Tianjin Meinian International Plaza | 99,920 |
| Overseas | Derbyshire, Singapore | 22,904 |
| Total | | 1,254,121 |

Appendix 4: projects and display of awards - projects

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The Company develops projects with different designs, styles and features which serve to enhance its corporate image. The Company has been working closely with leading domestic and international construction and design companies.

Property Development – Shenzhen Funian Plaza



Property Development – Shenzhen Dragon Bay



Home E&E Commercial Property Management – Shenzhen Changfu Center



Community Service – Chengdu Fulin Retirement Home



Appendix 4: projects and display of awards - awards

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The Company has won accolades and acclaims for its property development, service capabilities and project design. It has consolidated its market leadership and built brand premium in some target regions.





Fantasia Creates Value

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