

Fantasia recorded contract sales of RMB 661 million with a Satisfactory Sales Performance

In March 2013, Fantasia recorded contract sales of approximately RMB661 million and contract sales area of approximately 83,238 sq.m., representing a month-on-month increase of 158% and 159% respectively.

40% of the Company's monthly contract sales in January came from the sales of urban complex projects and 52% of which came from the boutique upscale residence projects. Contract sales from Chengdu-Chongqing Economic Zone, the Pearl River Delta, the Yangtze River Delta and Beijing-Tianjin Metropolitan Area accounted for 25%, 60%, 10% and 5% of the total monthly contract sales respectively.

Accumulated Contract Sales Amount and Area for 2013 (as at 31 March 2013)

City	Project name	Category	Sales area (sq.m.)	Sales amount (RMB'000)
Chengdu	Funian Plaza	Urban complex	38,527	441,502
	Long Nian International Center	Urban complex	11,787	182,142
	Future Plaza	Urban complex	7,534	76,083
	Grande Valley	Boutique upscale residence	2610	25,709
	Fantasia Town	Mid-to-high end residence	24,713	108,768
	Others		2,974	17,317
Dongguan	Wonderland	Boutique upscale residence	28,330	194,676
	Mont Conquerant	Boutique upscale residence	2,057	19,964

Tianjin	Love Forever	Boutique upscale residence	6,258	55,526
Huizhou	Fantasia Special Town	Mid-to-high end residence	20,731	108,407
	Love Forever	Mid-to-high end residence	3,300	16,965
Suzhou	Lago Paradise	Boutique upscale residence	1,311	16,067
Wuxi	Hailrun Complex	Urban complex	2,156	24,846
	Love Forever	Boutique upscale residence	2,667	19,204
Dali	Art Wisdom	Mid-to-high end residence	687	4,591
Guilin	Fantasia Town	Urban complex	38,553	194,591
	Lakeside Eden	Boutique upscale residence	4,382	59,795
Nanjing	Yuhuatai Project	Urban complex	10,459	212,312
Total			209,036	1,778,465

Pre-sales Permits or Construction Permits obtained by the Projects in March

No.	Project Name	Pre-sale Permits Pre-sale Area	Construction Permit Construction Area
1.	Dongguan Wonderland Phase 3.2	29,052 sq. m.	--
2.	Huizhou Fantasia Special Town Phase 3	19,816 sq. m.	--
3.	Huizhou Fantasia Special Town Phase 5	--	149,981 sq. m.
4.	Guilin Fantasia Town Phase 1.3	22,641 sq. m.	--
5.	Guilin Fantasia Town Phase 2 & 3	--	298,619 sq. m.
6.	Guilin Lakeside Eden	--	178,875 sq. m.
7.	Chengdu Grande Valley Phase 2.2	--	26,000 sq. m.

Review for March 2013

Contract Sales in March. After Chinese New Year, the Company seized the opportunity in the rebounding market by proactively launched a several popular rigid demand and commercial products and recorded a good sales performance. Rigid demand products like Guilin Fantasia Town, Dongguan Wonderland, Huizhou Fantasia Special Town and Tianjin Love Forever have sold over 80% of the total units

during the month they were launched to the market, and the sales of Dongguan Wonderland exceeded RMB100 million. Commercial project, such as Nanjing Yuhuatai recorded an approximately 80% of total units sold on the launching day and the sales reached over RMB100 million as well. Chengdu Long Nian International Centre Yuhuatai is continuing recorded good sales volume. Moreover, complex projects of Chengdu Future Plaza, Chengdu Fortune Plaza, vocation projects of Guilin Lakeside Eden and Chengdu Grande Valley also achieved good sales results.

Annual Results 2012. On 19 March, Fantasia announced its 2012 annual results. The Company bucked the trends by recording contract sales of RMB8 billion which overfulfilled the annual sales target of RMB7.2 billion. The net profit increased by 7.8% to RMB1.13 billion. Below are some highlights on the financial performance in 2012:

- ✚ Revenue: RMB6.23 bn, a YoY increase of 11.4%
- ✚ Gross profit: RMB2.52 bn, a YoY increase of 5.4%
- ✚ Net profit: RMB1.13 bn, a YoY increase of 7.8%
- ✚ Net profit from core business: RMB892mn, a YoY increase of 3.8%
- ✚ EPS: RMB0.22, a YoY increase of 4.8%
- ✚ Proposed dividend per share: HK5.50 cents, with 20% dividend payout ratio*

Acquisition. On 27 March, Fantasia announced the acquisition of entire interest in Suzhou Yin Zhuang Property Limited (“**Suzhou Yin Zhuang**”) for RMB511 million. Upon completion of the deal, Fantasia will own two parcels of land with residential and commercial land use right. Both parcels of land are located in Huqiu district, Suzhou, Jiangsu province with the GFA of 35,841 square meters and 37,218 square meters, respectively and with a total planned GFA of 199,865 square meters. In the future, Fantasia will continue to pay strong attention to any potential opportunities in the Yangtze River Delta region, first-tier cities like Shanghai, in particular, and look for high cost-effective projects by adhering to a prudent land acquisition strategy to replenish land bank.

Awards. In March, Chengdu Future Plaza and Chengdu Long Nian International Centre projects received the award of “2012 Excellent Commercial Property Project of Chengdu” from the 2012 China (Chengdu) Property Billboards.

Outlook for April

In April, Fantasia will launch three new projects including the rigid-demand products of Guilin Fantasia Town, Huizhou Fantasia Special Town and improved products of Tianjin Love Forever.

*Note: * The proposed dividend shall be approved by the shareholders in the annual general meeting to be held on 10 May 2013.
The data in this monthly newsletter are subject to audit.*

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