

Newsletter – May2013

## Fantasia recorded Accumulated Contract Sales of Approximately RMB3,090 million Sales Performance Kept Pace with the Annual Strategy

In May 2013, Fantasia recorded contract sales of approximately RMB642 million and contract sales area of approximately 81,002 sq.m., which was consistent with the performance of last month. As at the end of May 2013, the accumulated contract sales was approximately RMB3.09 billion and the accumulated contract sales area was approximately 374,568 sq.m.

57% of the Company's monthly contract sales in May came from the sales of urban complex projects and 28% 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 39%, 41%, 15% and 5% of the total monthly contract sales respectively.

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

| City    | Project name  | Category                  | Sales area (sq.m.) | Sales amount (RMB'0000) |
|---------|---------------|---------------------------|--------------------|-------------------------|
| Chengdu | Future Plaza  | Urban complex             | 19,019             | 19,908                  |
|         | Fantasia Town | Mid-to-high end residence | 25,649             | 11,278                  |
|         | Funian Plaza  | Urban complex             | 42,591             | 48,989                  |

|              |                                |                            |                |                |
|--------------|--------------------------------|----------------------------|----------------|----------------|
|              | Grande Valley                  | Boutique upscale residence | 7,519          | 8,066          |
|              | Mont Conquerant                | Boutique upscale residence | 1,854          | 1,256          |
|              | Long Nian International Center | Urban complex              | 17,554         | 25,669         |
| Dongguan     | Mont Conquerant                | Boutique upscale residence | 2,130          | 2,080          |
|              | Wonderland                     | Boutique upscale residence | 50,673         | 35,095         |
| Tianjin      | Love Forever                   | Boutique upscale residence | 20,967         | 14,995         |
| Huizhou      | Fantasia Special Town          | Mid-to-high end residence  | 47,280         | 25,193         |
|              | Love Forever                   | Mid-to-high end residence  | 11,918         | 5,723          |
| Suzhou       | Lago Paradise                  | Boutique upscale residence | 3,240          | 4,372          |
| Wuxi         | Hailrun Complex                | Urban complex              | 7,287          | 5,431          |
|              | Love Forever                   | Boutique upscale residence | 3,887          | 4,879          |
| Dali         | Art Wisdom                     | Mid-to-high end residence  | 7,351          | 4,632          |
| Guilin       | Fantasia Town                  | Urban complex              | 79,769         | 44,592         |
|              | Lakeside Eden                  | Boutique upscale residence | 9,696          | 14,497         |
| Nanjing      | Yuhuatai Project               | Urban complex              | 15,318         | 31,350         |
| Other        |                                |                            | 866            | 666            |
| <b>Total</b> |                                |                            | <b>374,568</b> | <b>308,671</b> |

**Pre-sales Permits and/or Construction Permits obtained by the Projects in May**

| No. | Project Name                           | Pre-sale Permits<br>Pre-sale Area | Construction Permit<br>Construction Area |
|-----|--|-----------------------------------|--|
| 1.  | Huizhou Fantasia Special Town Phase 3  | 25,672 sq.m                       | --                                       |
| 2.  | Chengdu Long nian International Center | 23,202 sq.m                       | 145,113 sq.m                             |
| 3.  | Suzhou Hailrun Complex                 | --                                | 170,309 sq.m                             |

## **Review for May 2013**

**Contract Sales in May** Due to the fact that the purchasing power intensively released in the beginning of the year with the real estate policies being increasingly clear, , and the expectation of the real estate tax in the next half year enhanced, the property sales around China witnessed a “sluggish peak season” in May. By dint of “old proprietors introducing new clients” proprietor reward program and promotion during festivals, our projects in various regions proactively explored clients’ demands and drove its sales. As for residential products, Guilin Fantasia Town remained regional leading turnover with recorded sales of over 200 units. After having launched additional new units, Huizhou Fantasia Special Town registered sales of over 100 units. Chengdu Grande Valley continued its peak sales by selling innovative products of mini villa. Wuxi Love Forever launched foreign-style houses and high-rise new products, and made a sales breakthrough with amount of subscription of over RMB40 million. With respect to commercial products, Nanjing Yuhuatai Project launched an investment convention, which promoted sales of shops with large area. In addition, Chengdu Future Plaza achieved leading sales performance in that district.

**Land Acquisitions** In May, the Company successively announced the acquisition of two residential property rights in Shanghai and Ningbo. By wrapping up the purchase of a residential property for a consideration of approximately RMB282.5 million, the Company made its first step into the Shanghai market. The property covers a total planned GFA of approximately 17,563 square meters. In Ningbo, the Company jointly acquired the property rights of a residential project at Beilun district in Ningbo with an independent third party for a consideration of RMB100 million. The property covers a total planned GFA of approximately 217,507 square meters. The two projects will be launched for sale within this year to boost the Company’s annual sales. In the future, Fantasia will continue to pay strong attention to any potential opportunities in first-tier and second-tier cities and replenish land bank under an “active and prudent” land acquisition strategy.

**Note Issuance** In March, the Company announced that Fantasia Group successfully issued 3-year senior notes in the principal amount of RMB1 billion at a rate of 7.875%. The estimated net proceeds of the Notes Issue, after deduction of the underwriting discounts and commissions and other estimated expenses, will amount to approximately RMB977.7 million and the Company intends to use the net proceeds to refinance certain of its existing indebtedness, to finance its existing and new property development projects (including land premium and construction costs), and for other general corporate purposes. The rate of the RMB bond issued by the Company was approximately 2.88% lower than the senior notes issued in January 2013 to further optimize the debt structure of the company.

**Outlook for June** In June, Fantasia will launch four new projects including the rigid-demand products of Guilin Fantasia Town and Huizhou Love Forever. Chengdu Grande Valley will continue to launch innovative product units of Mini villa, and Tianjin Love Forever will launch foreign-style house units.

*Note: The data in this monthly newsletter are subject to audit.*

**IR Contact:**

Executive Director and Chief Financial Officer

Mr. Tony Lam

Tel.: +86 755 8287 2496

Email: [linjt@cnfantasia.com](mailto:linjt@cnfantasia.com)

IR Department

Ms. Erica Cheng

Tel.: +852 2572 8011

Email: [zhengyy@cnfantasia.com](mailto:zhengyy@cnfantasia.com)