



## Company Operation Information

Fantasia's contracted sales for the first four months increased by 23.1% y-o-y to RMB2.956 billion

Colour Life Residential Projects landed in many cities nationwide

(9 May 2016 – Hong Kong) Fantasia Holdings Group Co., Limited ( “Fantasia” or the “Company” , which together with its subsidiaries, is referred to as the “Group” ; HKEx stock code: 1777) announces its sales performance for April. The Group achieved contracted sales of approximately RMB8,930 million, up 22.5% year on year, with 88,115 sq.m. in aggregated gross floor area ( “GFA” ) sold.

To meet market demand in home purchases and living improvement, Colour Life Services Group Co., Limited ( “Colour Life” , HKEx stock code: 1778), a subsidiary of



花样创造价值。

Suzhou Lago Paradise Project



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## Company Operation Information *(Cont.)*

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Fantasia, successfully have launched Colour Life Residence (「彩生活住宅」) in a number of cities in China since June 2015. Following signing of a cooperation agreement with Henan Xuchang Yihe Properties Limited (「河南許昌億合置業有限公司」) in February 2016, Colour Life entered into another strategic partnership with Jiangsu Xuzhou Guotai Real Estate Development Co., Ltd. (「江蘇徐州國泰房地產開發有限公司」) on Colour Life Residence projects in April 2016.

Colour Life Residence is an innovative product which brings together residences and services with 70 years of experience in delivering high quality services. It is a mutually beneficial model that combines property development and sales, as a result of integrating by Colour Life participants in community commerce including as property developers, financial institutions, retail tenants, and vertical application suppliers. Each owner of Colour Life Residence is entitled to a long-term consumer certification with a high credit limit that allows him to spend on Colour Cloud (「彩之雲」), JD.com and any shops from the commercial community circle within a one-kilometre radius. Mainstream consumption items including clothing, food, shelter, transportation, travel, indoor refurbishments, and motor vehicle are under coverage.

By end April 2016, Colour Life Residence has landed its foothold in approximately 20 cities in China, including Xuzhou, Huizhou, Wuxi, Fuzhou and Changsha. Thanks to its service offerings with discounts on multiple levels, high-end smart technologies, highly customizable settings and many other strengths, Colour Life Residence has become very popular among consumers, pushing the number of units to be launched for the year to the vicinity of 10,000 sets.



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## Company Operation Information *(Cont.)*

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On 26 April 2016, Fantasia announced issuance of RMB6 million 9.5% senior notes due 2019. The Company intends to apply the net proceeds to refinance certain of its existing indebtedness. Bulk fund remittances are increasingly difficult due to the more extensive capital control efforts in Mainland China. The consolidated financing costs of enterprises in general rise gradually. Yet “dimsum” bond issuances in Hong Kong still presents a plenty of advantages. This round of CNY denominated senior notes by the Company is the best option with reference to a number of factors, including balancing its onshore and offshore debt structure, exchange rate fluctuations, onshore capital controls as well as consolidated financing cost. Prior to this round, the Company completed an issue of domestic corporate bonds amounting to RMB1.1 billion on 4 January 2016.

Currently, Fantasia enjoys smooth recycling of sales receipts and abundant cash flow, which will satisfy its needs for property development and transformation into a light-asset business model. Looking ahead, the Group will continue to explore and establish diversified financing channels, optimize onshore and offshore debt structure, reduce financing costs and improve financial resilience and capital usage efficiency.

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## Property Sales *(Note: Data in this news letter is unaudited and may be adjusted)*

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Reaping benefits from the relatively relaxed monetary and credit policies, as well as initiatives promulgated by the Central Government to support residents’ housing needs, sales of properties in Mainland China continued to rise as market demand was unleashed rapidly in April 2016. According to China Index Academy, in April, the average price of newly completed developments in 100 cities nationwide was RMB11,467, up 1.45% month on month, among which, prices in 71 cities rose, 11 more than that in March.



**Property Sales** (Note: Data in this news letter is unaudited and may be adjusted)  
 (Cont.)

Among those cities, Huizhou, Suzhou, Nanjing, Dongguan, Wuhan and other cities where Fantasia focuses led the rallies in house prices. The Group tapped this window of opportunity and launched more projects for sale on time, accelerated the speed of inventory clearance as well as collection of sales receipts. A number of city company projects achieved good performances, while project subsidiaries in Wuhan, Suzhou, Shenzhen and Singapore exceeded their sales targets for the month.

Fantasia Property Group, a subsidiary of the Group, achieved contracted sales of approximately RMB8,930 million, up 22.5% year on year, with 88,115 sq.m. in aggregated gross floor area ( “GFA” ) sold. For the first 4 months ended at 30 April 2016, the Group achieved contracted sales of approximately RMB2.956 billion, up 23.1% year on year, with GFA approximately 245,156 sq.m. in aggregate sold.

City	Project Name	Product Type	GFA Sold	Sales Amount
			(sq.m.)	(RMB 0'000)
Shenzhen	Longqi Bay	Urban Complex	2,649	15,196
	Love Forever	Boutique upscale residence	8,338	59,430
	Xiangyun Tiandu Century	Boutique upscale residence	60	355
	Lenian Plaza	Urban Complex	17,725	38,253
Chengdu	Love Forever	Mid-to-high residence	136	44
	Meinian Plaza	Urban Complex	2,280	1,450
	Grande Valley	Boutique upscale residence	10,151	11,716
	Long Nian International Plaza	Urban Complex	12,168	6,503
Dongguan	Jun Shan	Boutique upscale residence	25	31
	Jiangshan Hui	Mid-to-high residence	1,661	1,749
Tianjin	Meinian Plaza	Urban Complex	6,773	10,843
	Love Forever	Boutique upscale residence	2,584	2,007



**Property Sales** (Cont.) (Note: Data in this news letter is unaudited and may be adjusted)

City	Project Name	Product Type	GFA Sold	Sales Amount
			(sq.m.)	(RMB 0'000)
Huizhou	Huiyang Special Town project	Mid-to-high residence	3,433	2,493
	Love Forever	Mid-to-high residence	937	450
	Kang Town	Mid-to-high residence	41,194	37,744
Suzhou	Lago Paradise	Boutique upscale residence	16,274	14,739
	Special Town	Boutique upscale residence	26	8
	Hailrun Complex	Urban Complex	8,011	17,346
Wuxi	Love Forever	Boutique upscale residence	6,627	3,258
	Hailrun Complex	Urban Complex	6,654	3,443
Guilin	Fantasia Town	Urban Complex	2,571	1,345
	Lakeside Garden	Boutique upscale residence	29,723	15,087
Shanghai	Beilun Ningbo	Boutique upscale residence	3,692	2,936
Singapore	Singapore Project	Boutique upscale residence	641	6,763
Nanjing	Nanjing Project	Urban Complex	330	714
Wuhan	Wuhan Fantasia Town	Mid-to-high residence	49,842	29,655
	Love Forever	Boutique upscale residence	10,895	12,280
<b>Total</b>			<b>245,156</b>	<b>295,619</b>

**Company Updates**

The reform program to replace the business tax with a value-added tax has been fully implemented by Ministry of Finance and State Administration of Taxation from 1 May 2016. Sectors including construction, property development, financial and services are also included in the program. In order to better adapt to the policy adjustment, the Company has set up a special group to comprehensively rectify business processes and reform the information systems, implementing top-level strategic designs, business strategies, organizational structures, internal controls, etc., to further optimize its business model, reduce operating costs and improve profitability.



**About Fantasia**

Founded in 1998, Fantasia Holdings Group Co., Ltd was listed in November 2009 on The Stock Exchange of Hong Kong Ltd. under the ticker 1777.HK. Fantasia has completed compilation of its strategic blueprint based on mobile internet and businesses in the age of big customer data for the future. It has evolved into a leading financial holding group with financial services as a driver, community services as a platform, and development as a means. Its businesses cover eight major value-add service areas from community financial services, resident community services under the Colour Life brand, property development, international commercial property services, community cultural tourism, community business management, community senior living and community education industry.

At the moment, Fantasia is progressing with international development of its businesses and has established subsidiaries in Hong Kong, Taipei, Singapore and Tokyo. It has invested in projects located in Singapore, the United States of America and Taiwan.

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