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CREATING VALUE WITH ASPIRATIONS.

Company Operation Information

Fantasia: Growth rate of contracted sales is in line with expectation

Colour Life enters new chapter of development by starting intelligent retail in community

(6 November, 2017 – 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 October 2017. Fantasia Property Group, a subsidiary of the Group, sold properties with an aggregate of 166,403 square metres (sq.m.) in gross floor area (“GFA”) and recorded contracted sales of RMB2.215 billion in the month. From January to October 2017, Fantasia Property Group sold properties with an aggregate of 1,151,138 sq.m. in GFA. The accumulated contracted sales reached RMB11.054 billion. From January to October, the Group completed 73.7% of its full-year contracted sales target of RMB15 billion.

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Fantasia · Lakeside Garden



Colour Life and Rainbow Department Store formed a strategic partnership to develop a “Community+ Unmanned Convenience Store”



Company Operation Information (Cont.)

The “Golden September and Silver October”, which are usually months for the peak season of property sales, have ended. According to statistics, growth rates in property prices in some first-tier cities decreased to those in the same period last year, indicating the stabilization of the property market. Moreover, the selling price indices of newly completed commodity properties in first-, second- and third-tier cities in September recorded a decrease of 0.2%, no growth and growth of 0.3% respectively compared with those in the previous month. This means that the government’s stringent property market control policies resulted in property price decreases in first-tier cities for two consecutive months while the property price growth was almost zero in the second-tier cities and narrowed in the third-tier cities. Completions of commodity residential properties in first-, second- and third-tier cities increased by 1.5%, 5.6% and 7.9% respectively year on year in September.

The real estate market has entered a stage of steady development after the government has combined its short-term market control measures and long-term mechanism. Meanwhile, the property market has shown signs of entering an era when the volume of second-hand property transactions exceeds that of new flats, and the property sector has begun transforming itself to adapt to such development. The market has speculated that property management will become the key in the transformation and upgrade of the real estate industry.

Contracted sales and average selling price (“ASP”) hit new highs in October

In October, Fantasia’s contracted sales hit a monthly new high of RMB2.215 billion in 2017, up by 158.09% year on year and 38.29% month on month. The growth rates are in line with expectations. Meanwhile, the monthly ASP of RMB13,311 per square meter was also a new high in the year to date. The property projects such as Jinshanghua in Wuhan Pair Life (武漢錦上花), Ganzhou Yunding Gongguan (贛州雲頂公館) and Shijiazhuang Sports Town (石家莊體育小鎮) were launched in October and well received by the market, contributing RMB833 million to the Group’s contracted sales. The other key projects such as Cixi Yue Cheng (慈溪悅城) and Jitianxia (成都家天下) in Chengdu recorded contracted sales of more than RMB419 million and RMB316 million respectively with high sell-through rates.

Consistent expansion of the community-based property projects and start of intelligent retail in communities

On 27th October 2017, Colour Life Services Group Company Limited (“Colour Life” , HKEx stock code: 1777) and Rainbow Department Store Company Limited formed a strategic partnership to develop a “Community+ Unmanned Convenience Store”. The two companies will enter a new chapter of their development by starting intelligent retail in communities by building a high-quality and convenient retail system. The move is aimed at increasing consumer satisfaction. Rainbow Department Store’s unmanned convenience store, Well Go, will set up shops in Colour Life Community and its commercial buildings. It will serve as the community’s “smart refrigerator” and “contingency kitchen”, providing fresh food and daily necessities for its members. In-store spending will be made through the Caizhiyun APP which will connect the store to the services to the residents. This will create a one-stop platform for comprehensive services to its community members.

Mr. Pun Jun, Chairman of Fantasia Holdings, said, “As an integrated community service operator, Fantasia grows together with the community service industry. We strive to create an ecosystem of businesses as an organic whole based on our ‘Community +’ strategy. We integrate our core resources under our eight businesses and through inter-business segment coordination to provide services that meet customers’ needs throughout the entire human life cycle. In the future, Fantasia will continue to attain appreciation in value of its assets and build exemplary community-based property projects through three initiatives, namely the ‘creation of community service platform’, the ‘construction of intelligent community’ and the ‘establishment of community payment system’.”

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

For October 2017, Fantasia recorded an aggregated sold gross floor area (“GFA”) of 166,403 square metres (sq.m.) and contracted sales of RMB2.215 billion. For the first ten months of the year, accumulated sold GFA surged to 1,151,138 sq.m., accumulated contracted sales surged to RMB11.054 billion, achieving 73.7% of the Group’ s full-year contracted sales target of RMB15 billion.

City	Project Name	Project Type	GFA Sold	Sales Amount
			(sq.m.)	(RMB 0'000)
Shenzhen	Longqi Bay	Urban Complex	2,076	16,096
	Longnian Plaza	Urban Complex	331	862
	Fuchi Mansion	Boutique Upscale Residence	4,018	19,982
	Lenian Plaza	Urban Complex	894	3,468
Chengdu	Fantasia Town	Mid-to-high Residence	36	16
	Jiatianxia	Boutique Upscale Residence	73,047	65,521
	Xiang Men Di	Boutique Upscale Residence	100,841	66,566
	Fantasia Town	Mid-to-high Residence	66	59
	Grande Valley	Boutique Upscale Residence	36,359	36,970
	Long Nian International Plaza	Urban Complex	42,701	39,935
Dongguan	Jun Shan	Boutique Upscale Residence	820	814
	Xin Chengshi Huayuan	Boutique Upscale Residence	12,256	16,472
	Jiangshan Hui	Mid-to-high Residence	2,340	1,919
Tianjin	Meinian Plaza	Urban Complex	7,544	12,107
	Love Forever	Boutique Upscale Residence	1,386	450
Huizhou	Special Town project	Mid-to-high Residence	7,821	3,305
	Love Forever	Boutique Upscale Residence	71	84
	Kangchensiji	Mid-to-high Residence	92,678	89,025
Suzhou	Lago Paradise	Boutique Upscale Residence	44,877	40,270
	Cixi Yue Cheng	Boutique Upscale Residence	52,751	82,588
	Special Town project	Boutique Upscale Residence	1,141	242
	Hailun Complex	Urban Complex	16,403	21,413

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

City	Project Name	Project Type	GFA Sold	Sales Amount
			(sq. m.)	(RMB 0'000)
Ganzhou	Yunding Gongguan	Mid-to-high Residence	10,990	6,575
Shijiazhuang	Sports Town	Mid-to-high Residence	7,421	6,746
Wuxi	Love Forever	Boutique Upscale Residence	169	152
Kunming	Yishu Huaxiang	Mid-to-high Residence	199	140
Guilin	Fantasia Town	Boutique Upscale Residence	768	534
	Lakeside Garden	Boutique Upscale Residence	223,874	117,578
Shanghai	Love Forever	Boutique Upscale Residence	424	202
Singapore	Singapore project	Boutique Upscale Residence	2,076	24,573
Nanjing	Hailrun Garden	Urban Complex	31,662	55,029
	Love Forever	Boutique Upscale Residence	59,908	42,673
Wuhan	Wuhan Fantasia Town	Mid-to-high Residence	43,649	35,524
	Wuhan Pair Life	Boutique Upscale Residence	35,000	70,000
	Hanzhengjie	Urban Complex	50,888	112,478
	Wuhan Jinxiu Town	Boutique Upscale Residence	170,720	102,920
	Love Forever	Boutique Upscale Residence	12,932	12,162
Total			1,151,138	1,105,448

Company News

- China Merchants Securities gives Colour Life a “buy” rating and sets a target price of HK\$5.59 for its shares. In a report published by China Merchants Securities dated 24 October, Colour Life’s revenue from its property management is forecasted to grow at a compound annual growth rate (“CAGR”) of 16% between the years 2016 and 2019, while its profit is forecasted to grow at a CAGR of 27% during the period. By 2019, total GFA managed by Colour Life is forecasted to increase by 46% to 484 million sq.m. Moreover, Colour Life’s investment in the value-added services and online platforms has started generating returns. Its revenue from value-added services is forecasted to grow at a CAGR of 35% between 2016 and 2019.



About Fantasia

Founded in 1998, Fantasia was successfully listed on the Main Board of The Stock Exchange of Hong Kong in December 2009 under the stock code 1777. Having completed its business strategic layout in the upcoming era of mobile internet and customer big data, Fantasia Group has evolved into a leading financial holding group in China, with a business model driven by financial operations, anchoring on services, and supported by property development. Fantasia conducts full-range of operations and community services, covering eight major areas of value-added services in over 200 cities in mainland China, namely – financial services, Colour Life Group, property development, international commercial community services, cultural and tourism, commercial services, senior citizen services and education. So far, the Group has three publicly-listed companies – Fantasia Holdings Group (01777.HK), Colour Life (01778.HK) and Home E&E (834669.CC). It has become the world’s largest residential community service operation provider.

Currently, Fantasia is progressing with its international business expansion plan and has established branches in Hong Kong, Taipei, Singapore and Tokyo as well as investing property development projects in Singapore, the United States of America and Taiwan.

It is committing to be the leading industry participant which provides a joyful, colourful and meaningful living space and experience and aims to deliver unique and inspiring living space and experience to value-oriented customers.

To learn more about the Company, please visit Fantasia’s website at: www.cnfantasia.com

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