

Newsletter---April 2014

## **Strong momentum of asset-light business development and speed up the construction of a leading social community services platform**

In April 2014, supported by the Company's largest social community services platform in China, our asset-light business showed strong growth momentum its revenue accounted for approximately 20% of the overall revenue of the Company for the month. Among which, Colour Life has commenced operations in 76 cities as of 28 February 2014 and managed over the total gross floor area ("GFA") over 111 million square meters. In April 2014, the property business of the Company achieved the contract sales of approximately RMB252 million and GFA sold of approximately 33,327 square meters, which represented year-on-year declines of 62.18% and 60.53% respectively. As of 30 April 2014, Fantasia has recorded accumulated contract sales of approximately RMB943 million and accumulated GFA sold of 153,494 square meters.

### **Accumulated Contract Sales Amounts and Area Sold for 2014 (up to 30 April 2014)**

1. City	Project Name	Product Type	GFA Sold (sq.m.)	Sales Amount (RMB0'000)
Chengdu	Love Forever	Mid-to-high end residence	324	145
	Meinian Plaza	Urban complex	1,576	1,340
	Future Plaza	Urban complex	4,673	5,534
	Fantasia Town	Mid-to-high end residence	39,825	17,663
	Funian Plaza	Urban complex	161	123
	Grande Valley	Boutique upscale	2,606	3,013

		residence		
	Long Nian International Plaza	Urban complex	19,706	11,112
Dongguan	Mont Conquerant	Boutique upscale residence	98	116
	Wonderland	Mid-to-high end residence	248	145
Tianjin	Flower County	Boutique upscale residence	626	668
	Love Forever	Boutique upscale residence	3,748	3,078
Huizhou	Huiyang Special Town project	Mid-to-high end residence	23,229	12,298
	Love Forever	Mid-to-high end residence	8,271	3,742
	Kang Town	Mid-to-high end residence	6,444	3,773
	Xiangxie Garden	Mid-to-high end residence	292	203
	Palm Garden	Mid-to-high end residence	44	24
Suzhou	6# project	Boutique upscale residence	1,316	1,024
	4# project	Boutique upscale residence	2,119	2,526
	Special Town	Boutique upscale residence	201	275
Wuxi	Love Forever	Boutique upscale residence	7,319	5,916
	Hairun Complex	Urban complex	1,957	1,984
Dali	Human Art Wisdom	Mid-to-high end residence	10	-155

Guilin	Fantasia Town	Urban complex	17,534	9,737
	Lakeside Eden	Boutique upscale residence	7,026	4,357
Shanghai	Beilun, Ningbo	Boutique upscale residence	3,955	3,849
Singapore	Singapore project	Boutique upscale residence	179	1,848
<b>Total</b>			<b>154,933</b>	<b>93,990</b>

### **Sales Review for April:**

In April, Fantasia recorded contract sales of approximately RMB252 million with stable development of the real estate business. The Company's rigid-demand property projects sold well in April, Nearly 60 business apartments of Chengdu Meinian Plaza were sold and Chengdu Fantasia Town recorded a subscription of nearly 100 units. In addition, the villa units of Tianjin Flower County made a splash in the market and recorded excellent sales, the company maintained steady and healthy cash flow.

### **Sales Outlook for May**

There will be a surge in the Company's launches of rigid-demand property projects in May. There will be a total of 5 additional launches of rigid-demand property projects and home units. Guilin Lakeside Spring Dawn, Wuhan Love Forever and Chengdu Fantasia Town will launch additional rigid-demand units. Tianjin Love Forever will launch additional high-rise rigid-demand units. As Phase 1 of Suzhou Special Town was sold out immediately after being launched, more rigid-demand units of Phase 2 would be launched.

During the media interview, **Mr. Pan Jun, the Chairman and Chief Executive Officer of the Company** said that in the future, the Company will gradually transform into asset-light business while achieving profitability through our

internet mind-set: Customer first, big data, frees. “There is only one thing that Fantasia will be committed to — the social community services. We will definitely become the largest O2O social community services platform in China by leveraging our eight major value-added services and our capability of offering wide range of services”, said **Mr. Pan**.

*Note: Data in this monthly newsletter is subject to audit and may be adjusted from time to time.*

**IR Contacts:**

Executive Director and Chief Financial Officer

Mr. Tony Lam

Tel.: +86 755 2269 9776

Email: linjt@cnfantasia.com

IR Department

Mr. William Li

Tel.: +852 2572 8011

Email: lijd@cnfantasia.com

Ms. Christy Zheng

Tel.: +86 755 2269 9738

Email: zhengjy@cnfantasia.com