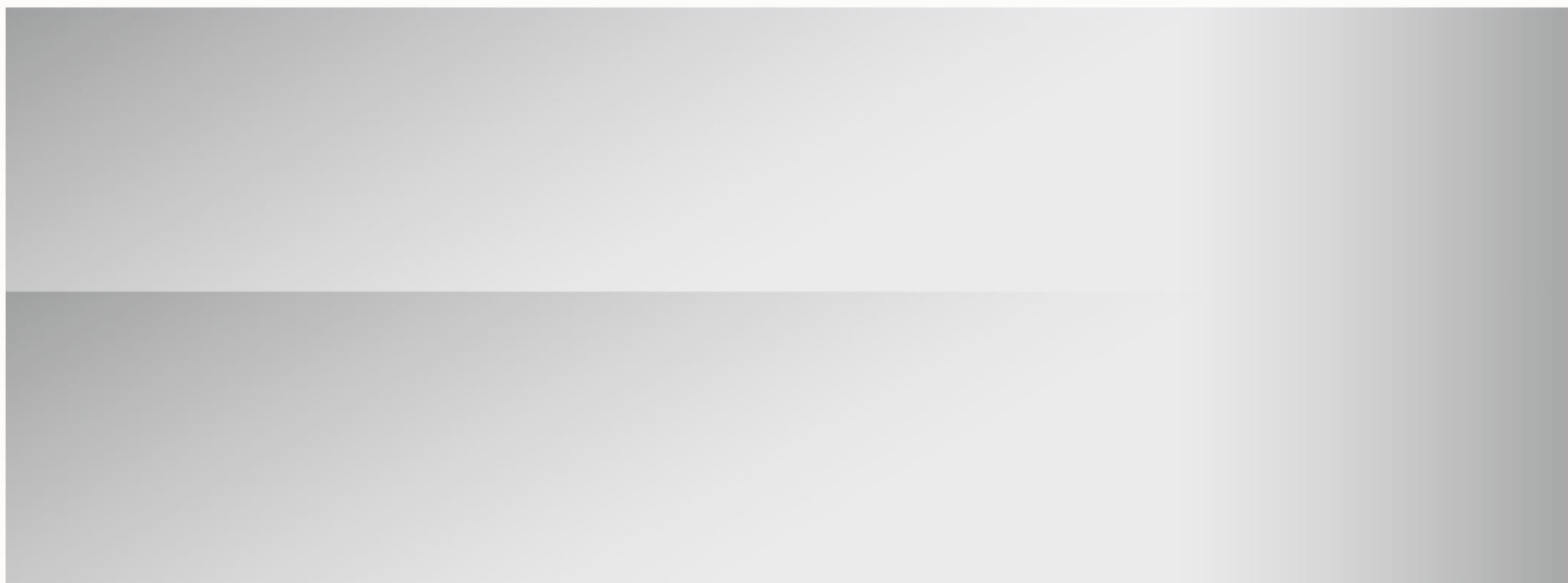


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花样年控股集团有限公司  
FANTASIA HOLDINGS GROUP CO., LTD.



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# **2017 Interim Results Presentation**

## **—— August 2017**

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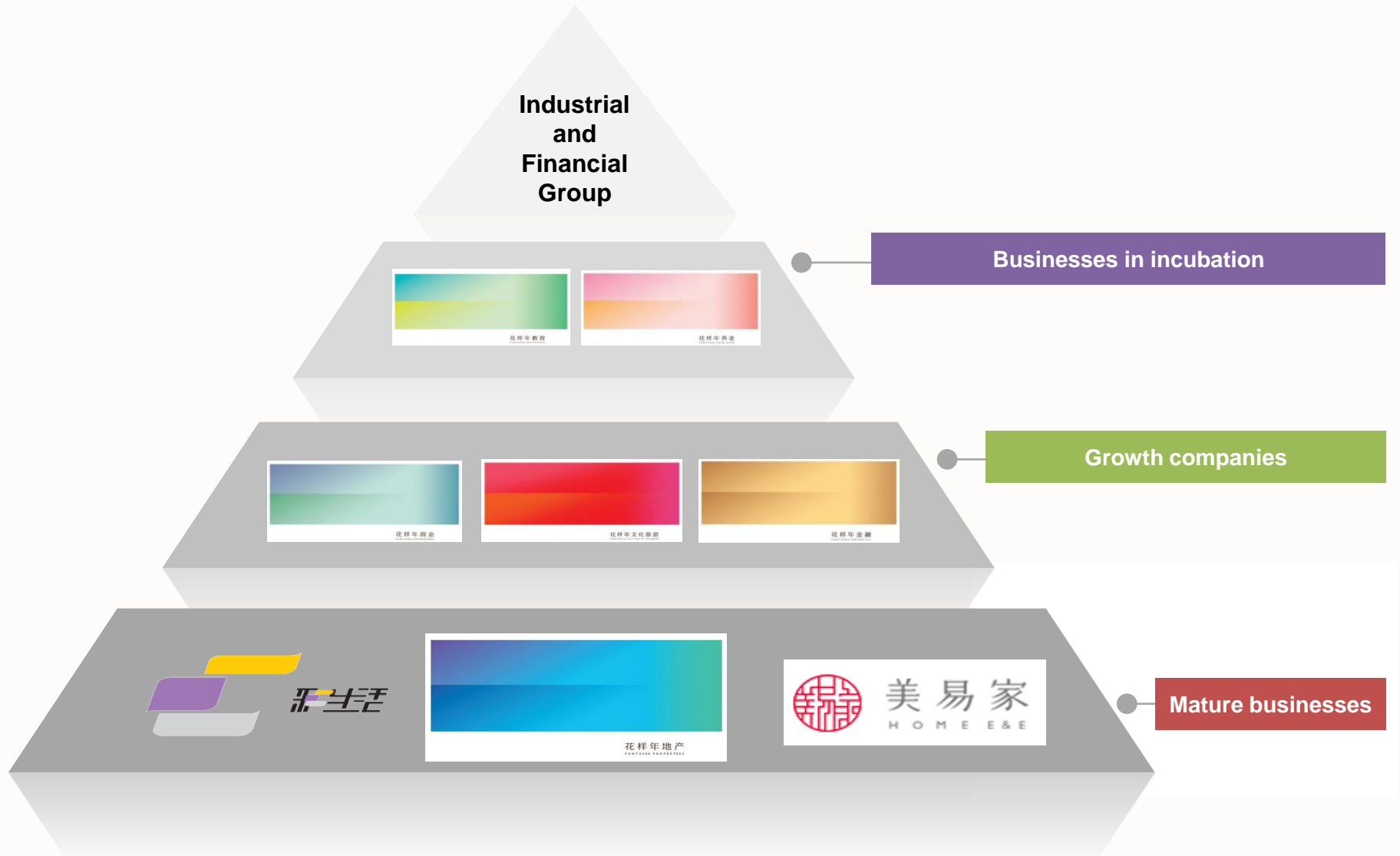
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# Adhere to the “Community+” strategy for establishing business ecosystem, developing into an “Industrial and Financial Group”



# Colour Life: Platform + Services. The Company has evolved into the world's largest community services platform operator



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## Online Platform



## Offline Service



### Caizhiyun Platform expanded significantly

The number of registered users of Caizhiyun APP increased to 4,121,000, of which 2,434,000 were active users. The active users accounted for about 59.1% of the total registered users. Revenue from value-added services was RMB111 million, representing a yoy growth of 55.2%.



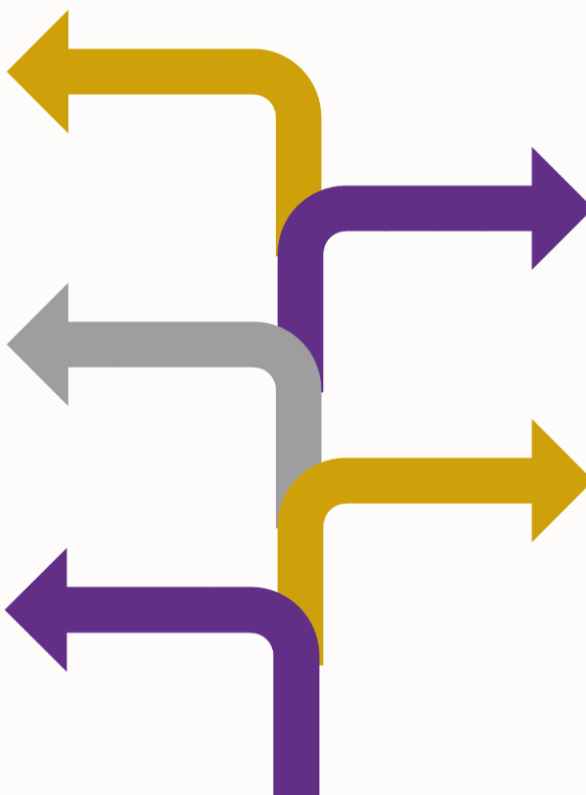
### Success of Colour Life's products

The investments made in "Colour Wealth Life Value-added Plan" amounted to RMB1,966 million for 1H2017. Through the sales model of "Colour Life Property", the Company signed agreements with 36 developers and achieved sales of 2,743 flats, representing a yoy growth of about 320%.



### Strategy for building ecosystem of businesses yielded results

E-Repair recorded a daily order volume of more than 15,000 orders. E-Energy, E-Parking and E-Leasing contributed substantial income and were recognized by the market for their excellent and efficient services.



### Community Thermometer 2.0



Developed by Institute of Social Service, which was jointly established by Fantasia, Colour Life, Worldunion, Dataway, Zhongguancun Big Data Industry Alliance and CPMI, Community Thermometer 2.0 was launched in Chengdu

### Connect lives



Foster the communities' vitality, reconstruct the relationships between people, human beings and the nature, human beings and their creations, to establish close connections within communities. Community spaces, users, and the types of relationships above will be linked in an ecosystem. This also supports Fantasia's "Community +" strategy.

✓ **The world's largest community services operator with the strategy for increasing the serviced area by providing online platform service Steady growth in revenue and profit with strong cash flow from operating activities**

# Home E&E: Intelligent management reduced the cost and enhanced operational effectiveness, with focus on enhancing the asset management capability



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## Intelligent operation model

Promoted standardization, professionalization, adoption of smart technologies and management with the help of technologies. This has strengthened Fantasia's move to build up its business portfolio and market coverage to capitalize on China's urbanization. It has recruited talents, granted franchises and set standards for urbanization.



## Asset management capability

In respect of commercial property asset management, it has partnered with marketing agencies in Xi'an and Dongguan to build up an initial structural framework, and expanded its leasing business across the nation. Asset management capability has become the core competitiveness of Home E&E to drive its further growth.



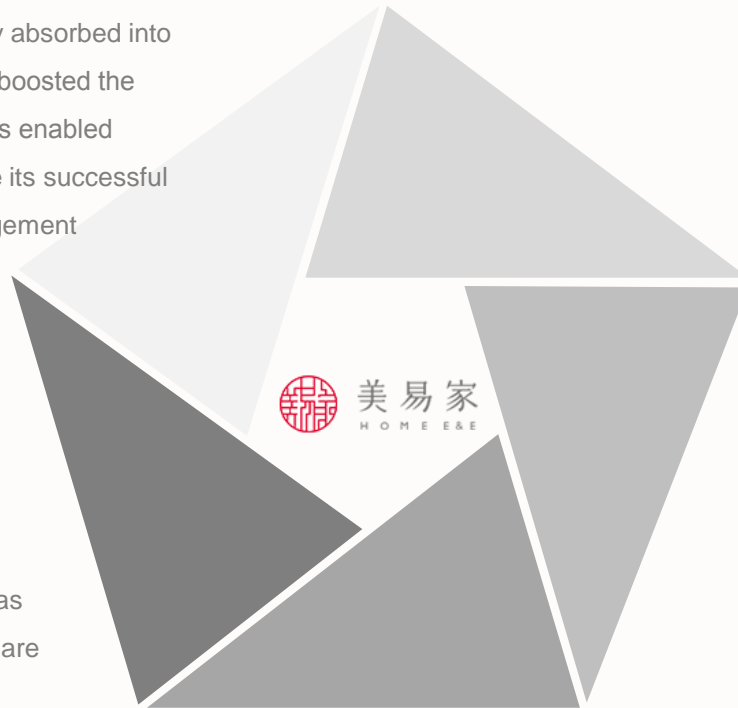
## Wanda Property Management Consultant

Wanda Property has been quickly absorbed into Fantasia's property system. This boosted the Company's performance. This has enabled Fantasia to replicate and promote its successful experience in the property management consultancy services.



## Acquired an equity stake in Aerospace Property

The acquisition means Fantasia has invested in all the businesses that are related to the property sectors.



## Expand the business development

Business located in 38 core cities across the country



Created strategic development across the core regions in China

# Contracted sales overview

- ✓ FY2017 Contracted Sales Target RMB15 billion, an increase of 25% YoY
- ✓ 1H2017 Contracted Sales RMB5,053 million, up 5.1% YoY
- ✓ 1H2017 Contracted GFA 641,441 sq.m.

	Amount		GFA	
	(RMB million)	%	(sq.m.)	%
<b>Pearl River Delta</b>	1,817.5	36.0	248,747	38.8
<b>Chengdu-Chongqing Economic Zone</b>	552.4	10.9	63,657	9.9
<b>Beijing-Tianjin Metropolitan Area</b>	87.9	1.7	5,823	0.9
<b>Yangtze River Delta Region</b>	1,033.6	20.5	105,762	16.5
<b>Central China</b>	1,412.1	27.9	216,179	33.7
<b>Overseas</b>	149.6	3.0	1,273	0.2
<b>Total</b>	<b>5,053.1</b>	<b>100</b>	<b>641,441</b>	<b>100</b>



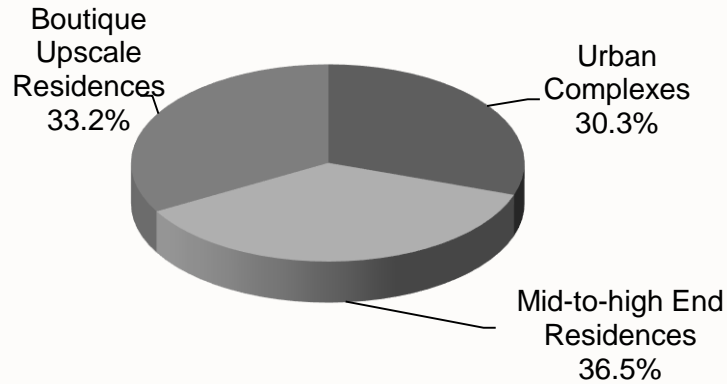
# Diversified revenue



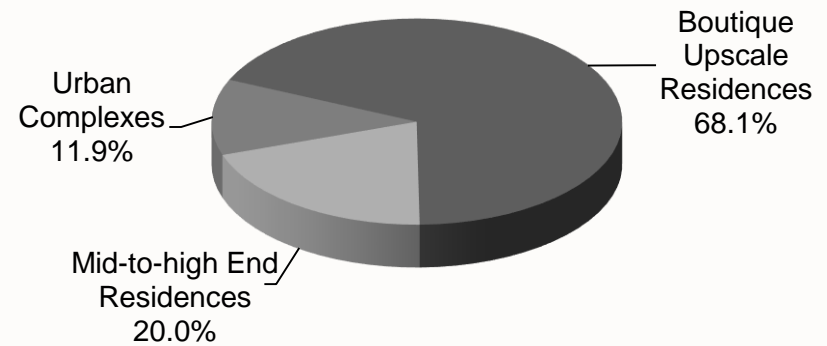
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## Contracted sales breakdown -- by product types

1H2016

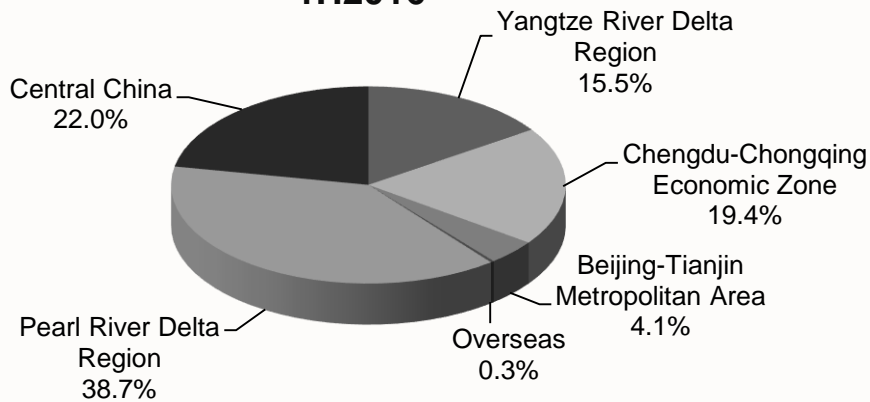


1H2017

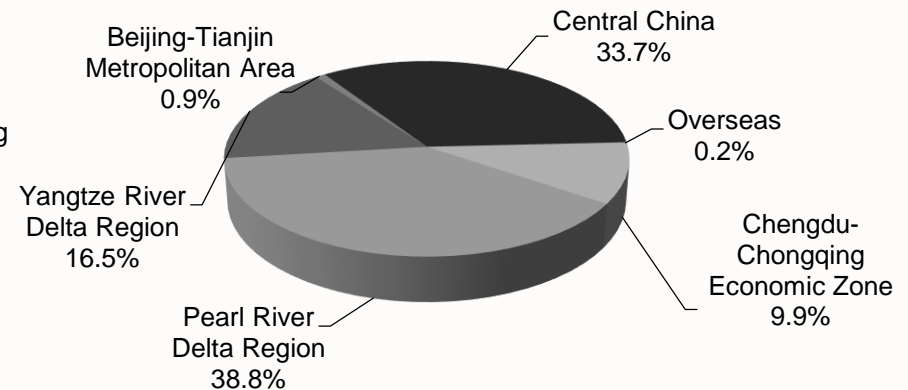


## Contracted sales revenue breakdown -- by regions

1H2016



1H2017



# High-quality land bank

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- During the reporting period, the Group continued to adhere to its prudent investment strategy and development direction of acquiring land in first-tier cities, such as Beijing, Shanghai, and Shenzhen, which enjoy strong market potential and can deliver good returns
- As at 30 June 2017, the Group's land bank totaled approximately 15.95 million sq.m. in planned GFA, including 8.85 million sq.m. of planned GFA of properties under framework agreements. Land bank in first-tier cities<sup>(1)</sup> accounted for 35.6% of the total land bank

City Type	GFA (sq.m.)	%
First-tier cities	5,683,466	35.6
Second-tier cities	8,557,505	53.7
Third-tier cities	1,708,634	10.7
<b>Total</b>	<b>15,949,605</b>	<b>100.00</b>

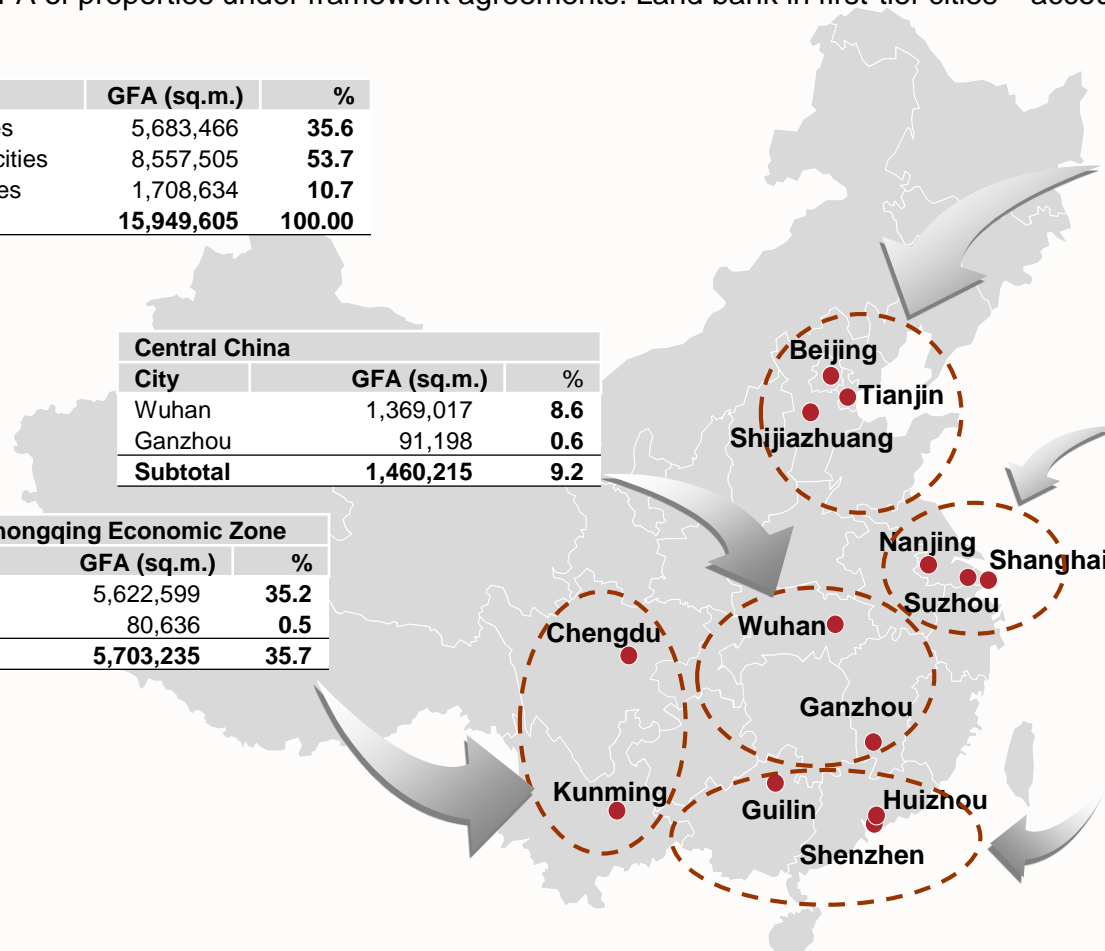
Beijing-Tianjin Metropolitan area		
City	GFA (sq.m.)	%
Beijing	268,174	1.7
Tianjin	492,685	3.1
Shijiazhuang	38,265	0.2
<b>Subtotal</b>	<b>799,124</b>	<b>5.0</b>

Central China		
City	GFA (sq.m.)	%
Wuhan	1,369,017	8.6
Ganzhou	91,198	0.6
<b>Subtotal</b>	<b>1,460,215</b>	<b>9.2</b>

Yangtze River Delta region		
City	GFA (sq.m.)	%
Suzhou	203,880	1.3
Shanghai	5,766	0.0
Nanjing	750,423	4.7
<b>Subtotal</b>	<b>960,069</b>	<b>6.0</b>

Chengdu-Chongqing Economic Zone		
City	GFA (sq.m.)	%
Chengdu	5,622,599	35.2
Kunming	80,636	0.5
<b>Subtotal</b>	<b>5,703,235</b>	<b>35.7</b>

Pearl River Delta region		
City	GFA (sq.m.)	%
Shenzhen	3,754,461	23.6
Huizhou	1,655,065	10.4
Guilin	1,617,436	10.1
<b>Subtotal</b>	<b>7,026,962</b>	<b>44.1</b>



(1) First-tier cities include Beijing, Shanghai, Greater Shenzhen (including project(s) in Huizhou) and Singapore

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# Key financial highlights

## Profitability

Gross profit  
**RMB1.109 billion**

**Gross Profit Margin**  
**30.5%**

Net Profit  
**RMB156 million**

## Financial position

Cash on hand  
**RMB9.816 billion**

Net gearing<sup>(1)</sup>  
**89.0%**

## 1H2017 Financing Activities

- 23 January 2017, redeemed US300 million 10.625% senior notes due 2019
  - 6 June 2017, issued US350 million 5.5% senior notes due 2018
  - 28 June 2017, issued US300 million 7.95% senior notes due 2022

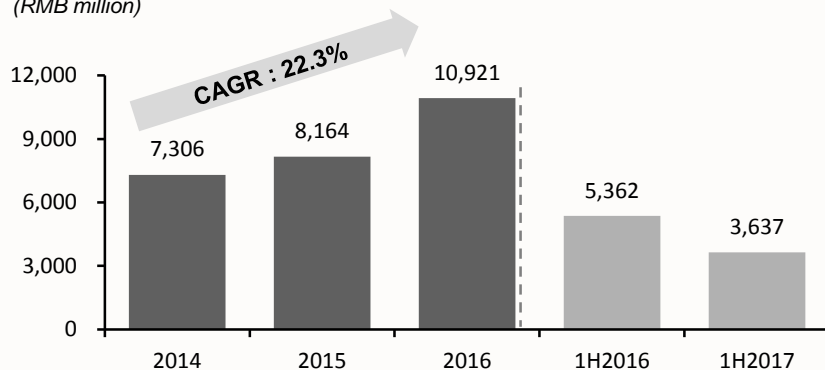
(1) = (total interest bearing liabilities - restricted bank deposits and bank balances and cash) / total equity

# Steady financial track record



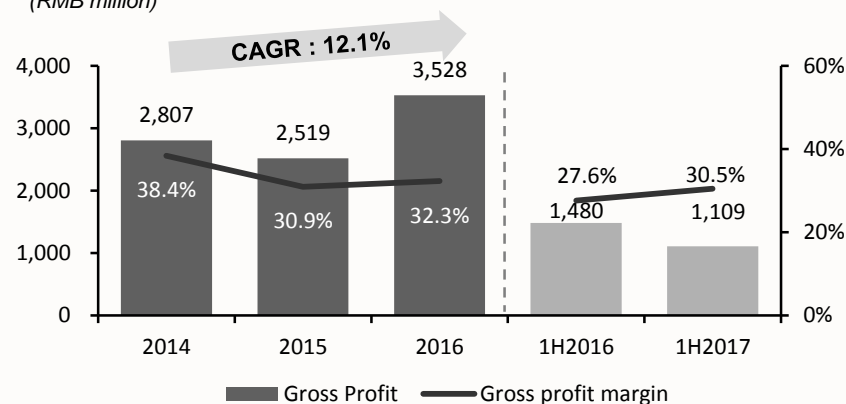
## Revenue<sup>(1)</sup>

(RMB million)



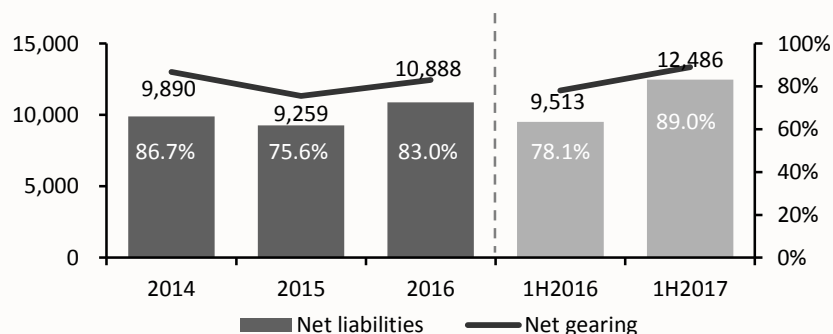
## Gross profit & margin

(RMB million)



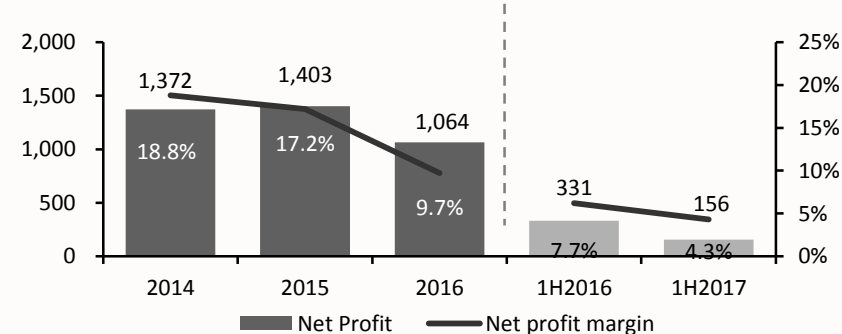
## Net liabilities & net gearing

(RMB million)



## Net profit & margin

(RMB million)



(1) Excluding gains from disposal of bulk property assets

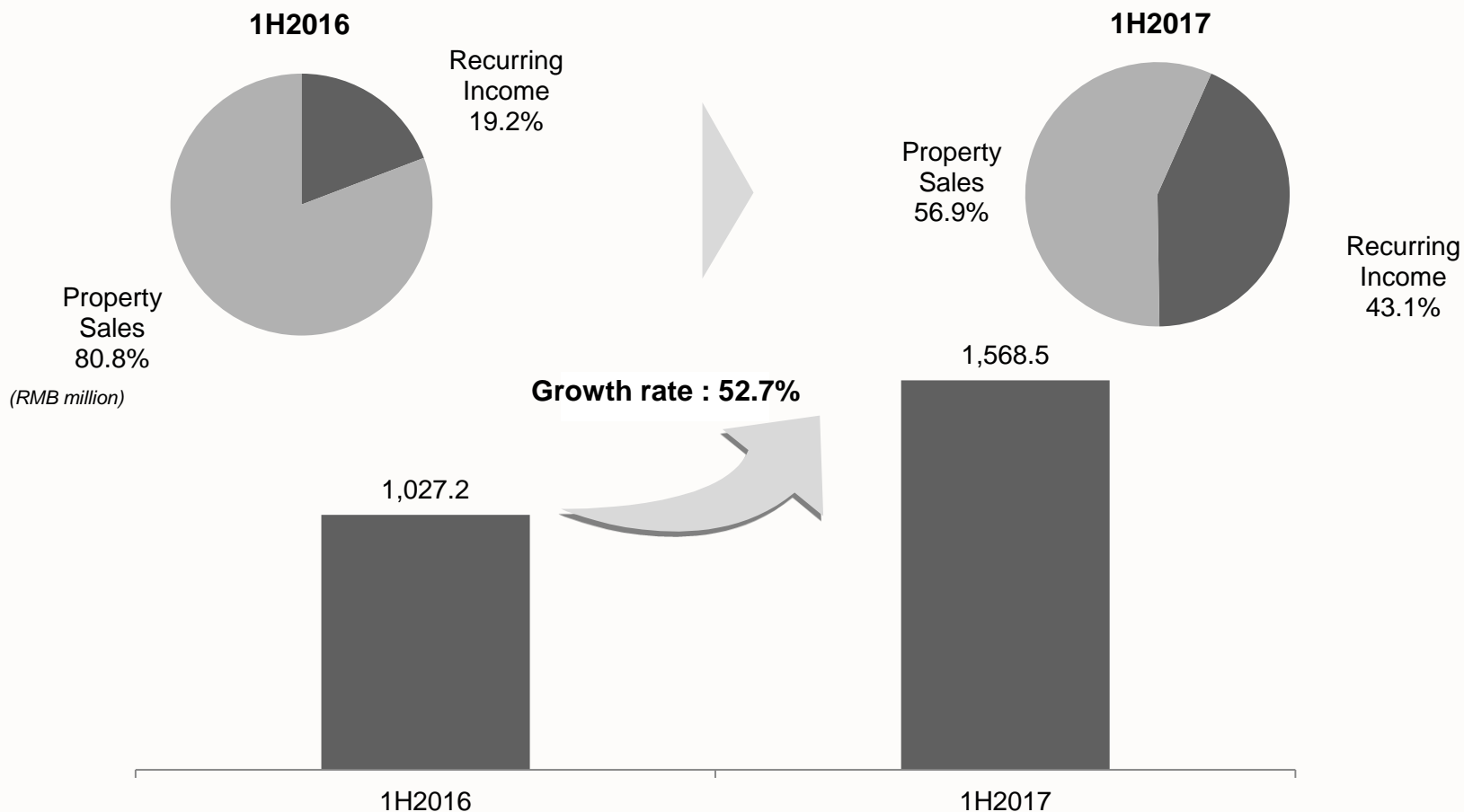
# Sustained growth in property management service and operation capabilities



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## Recurring income from rental income, hotels and community services

During 1H2017, recurring income generated from operating segments (such as property operation services and hotel operations) continued to grow, leading to an increase in revenue and profit contribution proportion, which accounted for 33.3% during the Period



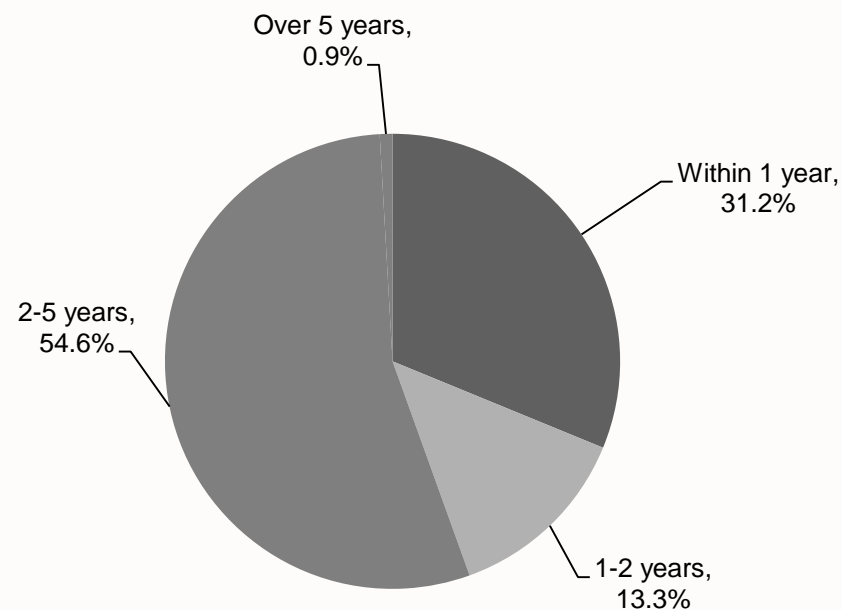
# Capital structure and debt position

## Capital structure as of 30 June 2017

RMB million	Actual amount	% of total capital
Cash and cash equivalent <sup>(1)</sup>	9,816	
Borrowings due within 1 year	1,657	
Borrowings with maturity beyond 1 year	1,653	
Senior notes <sup>(2)</sup> & corporate bonds	18,739	
Asset-backed securitisation	252	
Total long-term debts	15,337	52.2
Total debts	22,301	75.9
Total equity	14,033	47.8
Total capital <sup>(3)</sup>	29,370	

Fantasia's net gearing was 89.0% in 1H2017, a mild increase of 6.0 percentage points from end of 2016, reflecting a healthy financial position and debt profile

## Debts by maturity



(1) Cash and cash equivalents included restricted bank deposits of RMB1.227 billion

(2) Senior notes refer to 2012 senior notes, 2013 January senior notes, 2015 senior notes, 2016 May senior notes, 2016 October senior notes, and 2017 June short-term senior notes

(3) Total capital includes total long-term borrowings and total equity

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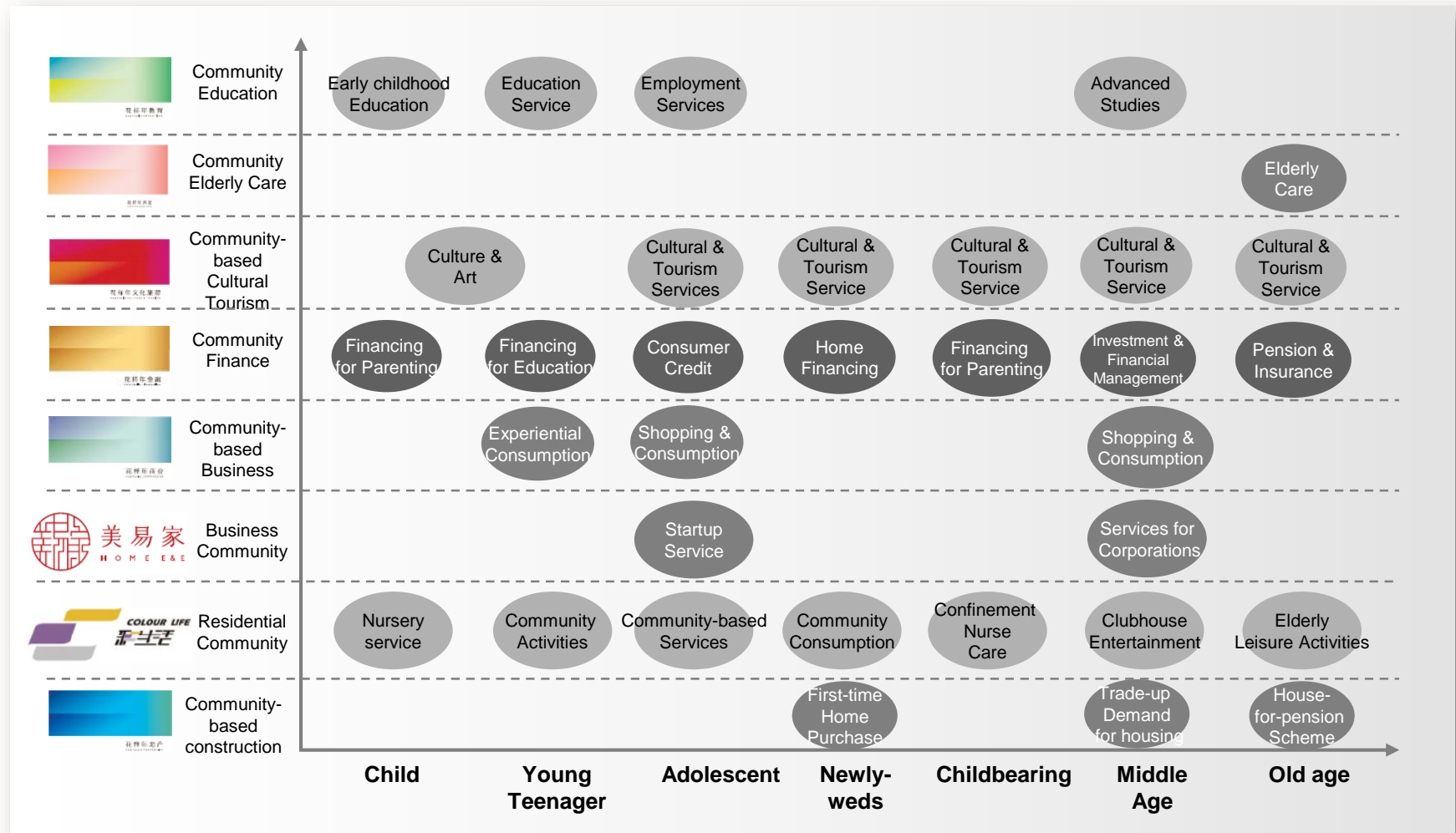
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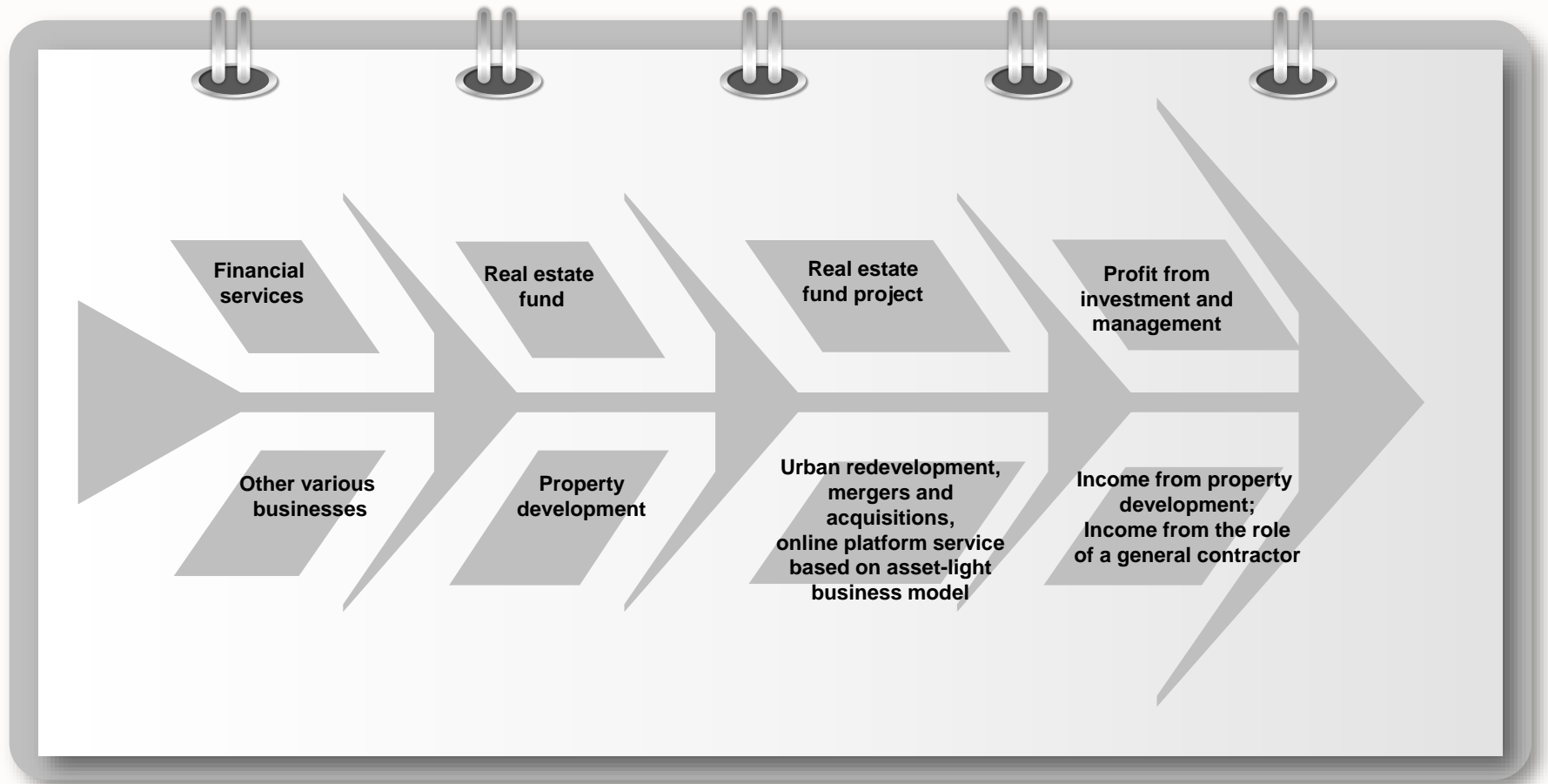
# “Community+” strategy: To meet customers’ needs throughout human life cycle

“Community+” strategy: As a community-based integrated service operator, Fantasia develops together with the community-based services industry. The eight major businesses within its ecosystem pursue cross-industry integration and the consolidation of key resources so as to provide comprehensive services for customers throughout a human life cycle.



# Businesses with fixed assets: Integration of various businesses with financial services

In its real estate business, Fantasia has placed equal emphasis on its financial services and its other various businesses, and has promoted the coordinated development between them. In the future, Fantasia will apply its unique operating model to build smart communities. It will also try to boost contracted property sales with its innovation capability and quality products.



# Property management business

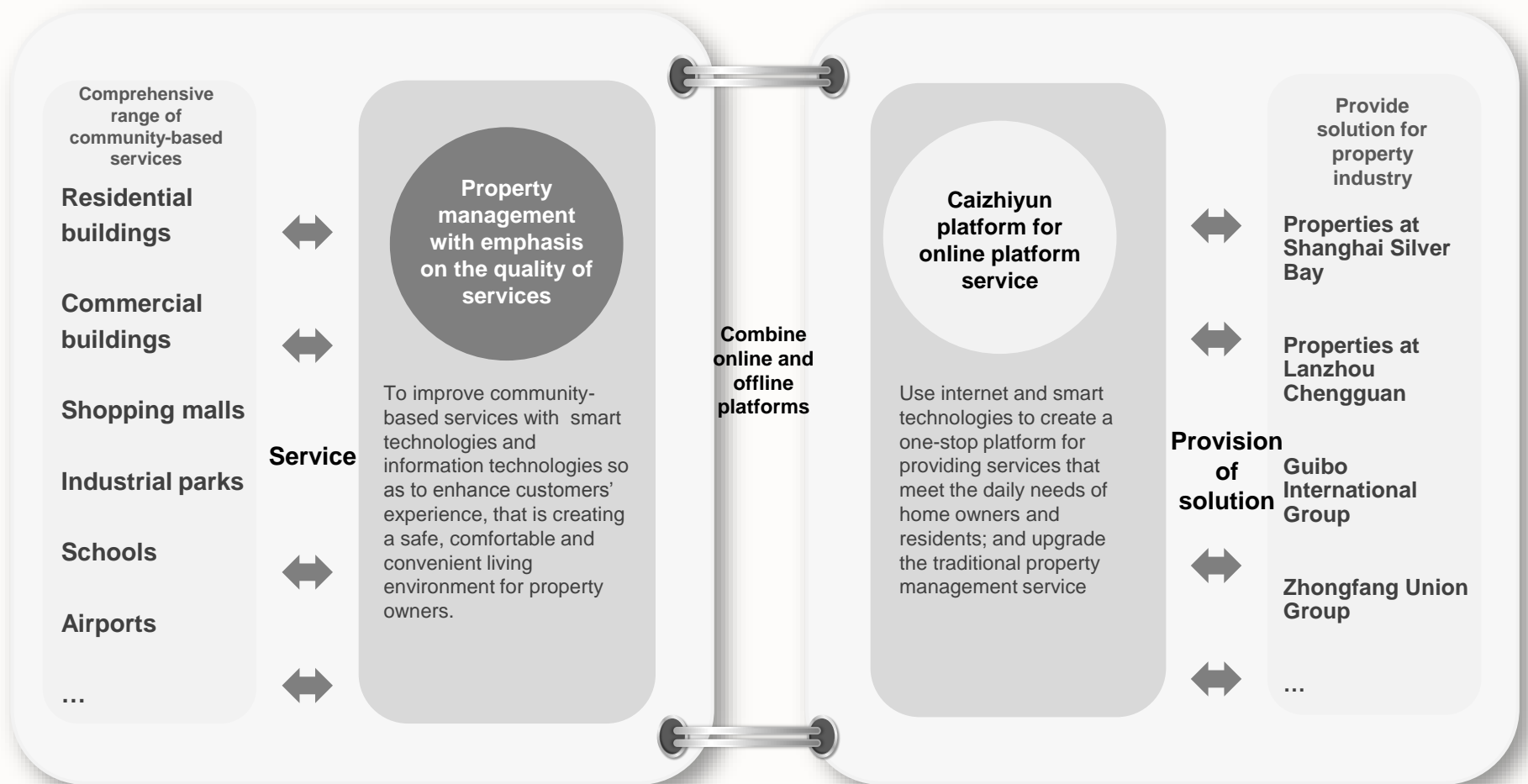


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In terms of property management, the Group enhanced the quality of its online platform and services, so as to enhance users' loyalty which can lead to rapid growth in revenue and profit.

## Comprehensive community-based services

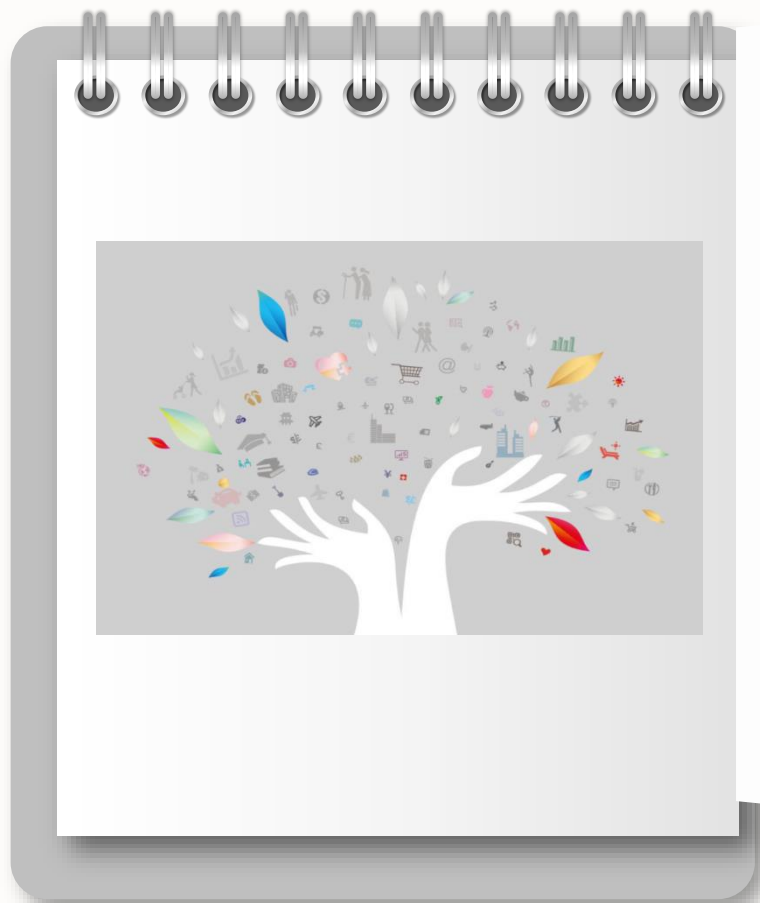
## One-stop platform for providing community-based services with technologies



# Outlook



The Group will continue to build up the ‘community-based services platform’, “smart communities” and “community-based payment system” to enhance the value of the Group’s assets. We endeavour to become a leading community-based services operator.



## 01

### Community-based services platform

Community-based service platform that focuses on consolidation and market segmentation. Such platform will be a system that features multiple brands, multiple teams with emphasis on integration. It will carry out market segmentation by region, function and type of customer.



## 02

### Smart communities

A systematic planning according to types of communities. To build smart community system with software and hardware products and comprehensive services. This is aimed at enhancing quality of life at home with smart technologies.



## 03

### Building a community-based payment system

Establish a community-based payment system that encompasses community finance, Colour Life Property sales model, Colour Life Parking Spaces, and Colour Life meal coupons. Fantasia aims to become a leading community-based services operator with the help of the most advanced payment system and big data.

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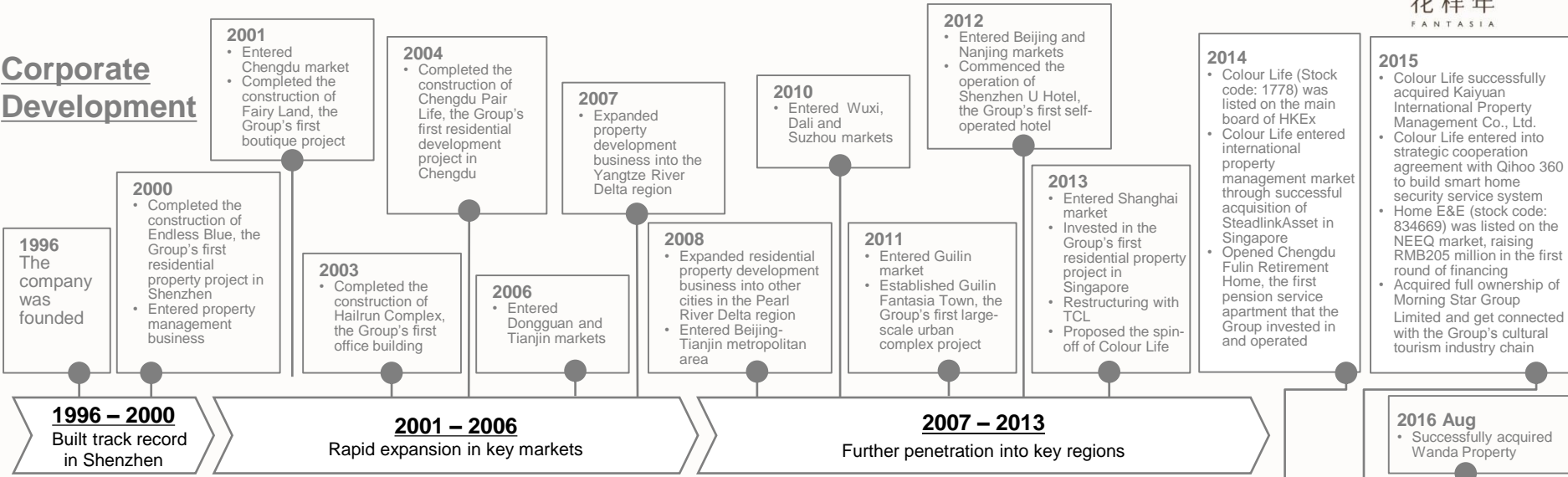
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# Appendix 1: key milestones



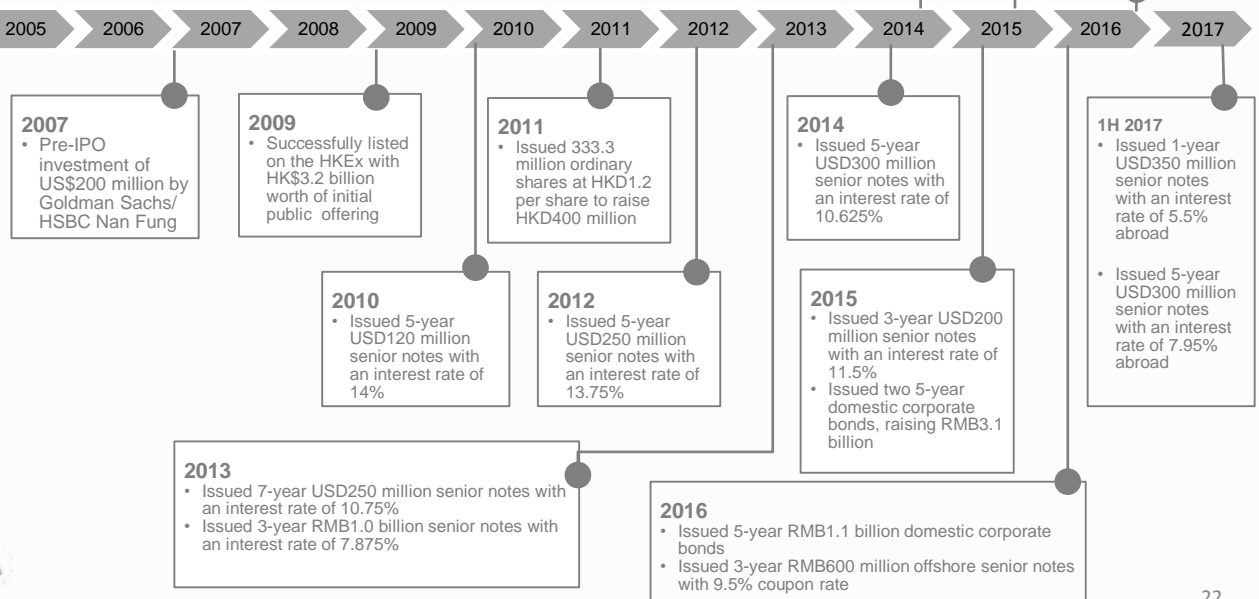
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## Corporate Development



## Capital Market Development

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# Appendix 2: high-quality land bank

## Land bank under development

City	Project	GFA(sq.m.)	Land Use
<b>Shenzhen</b>			
	Jiatianxia	64,241	Residential & Commercial
<b>Huizhou</b>			
	Huizhou Kangchengsiji	169,284	Residential & Commercial
<b>Guilin</b>			
	Guilin Lakeside Eden	447,164	Residential & Commercial
<b>Chengdu</b>			
	Grand Valley	62,848	Residential & Commercial
	Longnian Internation Center	216,279	Residential & Commercial
	Xiangmendi	131,362	Residential & Commercial
	Shuangliu Jiatianxia	153,459	Residential & Commercial
<b>Tianjin</b>			
	Love Forever	2,679	Residential
	Huaxiang	15,916	Residential
<b>Suzhou</b>			
	Lago Paradise	10,700	Residential
	Taicang Taigucheng	63,741	Commercial & Office
<b>Nanjing</b>			
	Hailrun Complex	296,933	Commercial
	Love Forever	209,198	Residential & Commercial
<b>Ganzhou</b>			
	Yunding Mansion	91,198	Residential & Commercial
<b>Total</b>		<b>1,935,002</b>	

## Appendix 2: high-quality land bank (cont'd)

### Land bank held for future development

City	Project	GFA(sq.m.)	Land Use
Shenzhen	Xinghua Industrial Project	40,000	Commercial & Financial
	Jitianxia Project	187,240	Residential & Commercial
Huizhou	Remaining of Kangchengsiji	196,914	Residential & Commercial
	Qiuchang Project	188,967	Residential
Suzhou	Haoge Land Plot	73,185	Residential & Commercial
Shanghai	Guobang Huayuan	5,766	Office
Guilin	Remaining phases of Lakeside Eden	1,170,272	Residential & Commercial
Chengdu	Remaining phases of Belle Epoque	397,204	Residential, Commercial and Ancillary
	Remaining phases of Grande Valley	667,737	Residential & Commercial
	Longnian Internation Center Phase 2/3	82,630	Residential & Commercial
	Chengdu Xiangmendi	358,638	Residential & Commercial
	Shuangliu Jitianxia	635,759	Residential & Commercial
Beijing	Yaxinke Project	268,174	Residential
Nanjing	Love Forever Project	244,292	Residential
Tianjin	Remaining phases of Love Forever	37,107	Residential
	Remaining phases of Huaxing	238,327	Residential
	Yingcheng Lake project	168,339	Residential, Commercial & Tourism
Wuhan	Baishazhou Project Phase 1	200,000	Residential & Commercial
<b>Total</b>		<b>5,160,551</b>	



# Appendix 3: strategic project planning and execution

## Projects started in 1H2017

Region	Project	GFA (sq.m.)	Land Use
Yangtze River Delta region	Gaochun Love Forever	96,755	Residential
	Taicang Taigucheng	63,741	Commercial & Office
	Suzhou Lago Paradise	14,625	Residential
	Jiangxi Ganzhou Yunding Mansion	91,198	Residential & Commercial
Chengdu-Chongqing economic zone	North Xiangmendi	131,362	Residential & Commercial
	Shuangliu Jiatianxia	153,459	Residential & Commercial
Pearl River Delta	Shenzhen Jiatianxia	64,241	Residential & Commercial
<b>Total</b>		<b>615,381</b>	

# Appendix 3: strategic project planning and execution

## Projects completed in 1H2017

Region	Project	GFA (sq.m.)
Yangtze River Delta region	Suzhou Hailrun Business and Apartment Project	250,690
Pearl River Delta	Huizhou Kangchengsiji	200,163
	Guilin Lakeside Garden	18,511
Central China Region	Wuhan Fantasia Town	108,031
<b>Total</b>		<b>577,395</b>



# Fantasia Creates Value

Please contact our IR team ([ir@cnfantasia.com](mailto:ir@cnfantasia.com)) for further information or visit [www.cnfantasia.com](http://www.cnfantasia.com)