



Pacific Online Limited  
太平洋網絡有限公司

# INTERIM REPORT 2018

Incorporated in the Cayman  
Islands with limited liability

Stock Code : **543**





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## CORPORATE INFORMATION

### BOARD OF DIRECTORS

#### Executive Directors

Dr. Lam Wai Yan  
*(Chairman and Chief Executive Officer)*  
Mr. Ho Kam Wah  
Mr. Wang Ta-Hsing  
Ms. Zhang Cong Min

#### Independent Non-executive Directors

Mr. Tsui Yiu Wa, Alec  
Mr. Thaddeus Thomas Beczak  
Mr. Chan Chi Mong, Hopkins

### COMPANY SECRETARY

Mr. Wong Huk Yung, Hudson

### AUTHORISED REPRESENTATIVES

Mr. Wang Ta-Hsing  
Mr. Wong Huk Yung, Hudson

### AUDIT COMMITTEE

Mr. Tsui Yiu Wa, Alec *(Chairman)*  
Mr. Thaddeus Thomas Beczak  
Mr. Chan Chi Mong, Hopkins

### REMUNERATION COMMITTEE

Mr. Tsui Yiu Wa, Alec *(Chairman)*  
Mr. Thaddeus Thomas Beczak  
Mr. Chan Chi Mong, Hopkins

### NOMINATION COMMITTEE

Dr. Lam Wai Yan *(Chairman)*  
Mr. Tsui Yiu Wa, Alec  
Mr. Thaddeus Thomas Beczak

### PRINCIPAL BANKERS

Bank of China  
China Construction Bank  
China Merchants Bank  
OCBC Wing Hang Bank

### AUDITOR

PricewaterhouseCoopers  
*Certified Public Accountants*

### PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Services (Cayman Islands) Limited  
P.O. Box 10008, Willow House  
Cricket Square  
Grand Cayman KY1-1001  
Cayman Islands

### HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Investor Services Limited  
Level 22, Hopewell Centre  
183 Queen's Road East  
Hong Kong

### REGISTERED OFFICE

P.O. Box 10008, Willow House  
Cricket Square  
Grand Cayman KY1-1001  
Cayman Islands

### PRINCIPAL PLACE OF BUSINESS

115 Gaopu Road  
Tianhe, Guangzhou  
PRC  
Postcode: 510663

### PLACE OF BUSINESS IN HONG KONG

Portion of Unit 807, Tower 2  
Lippo Centre, 89 Queensway  
Hong Kong

### GROUP'S PORTAL ADDRESSES

[www.pconline.com.cn](http://www.pconline.com.cn)  
[www.pcauto.com.cn](http://www.pcauto.com.cn)  
[www.pclady.com.cn](http://www.pclady.com.cn)  
[www.pcbaby.com.cn](http://www.pcbaby.com.cn)  
[www.pchouse.com.cn](http://www.pchouse.com.cn)

### WEBSITE ADDRESS

[corp.pconline.com.cn](http://corp.pconline.com.cn)

### STOCK CODE

543

## CONDENSED CONSOLIDATED INTERIM RESULTS

The board of directors (the "Board") of Pacific Online Limited (the "Company") announces the unaudited condensed consolidated results of the Company and its subsidiaries (collectively the "Group") for the six months ended 30 June 2018 together with the comparative figures for the corresponding period of last year, as follows:

### CONDENSED CONSOLIDATED INTERIM INCOME STATEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2018

	Note	Unaudited Six months ended 30 June	
		2018 RMB'000	2017 RMB'000
<b>Revenue</b>	6	<b>459,331</b>	445,723
Cost of revenue		<b>(210,251)</b>	(184,055)
<b>Gross profit</b>		<b>249,080</b>	261,668
Selling and marketing costs		<b>(128,072)</b>	(113,395)
Administrative expenses		<b>(34,656)</b>	(48,737)
Product development expenses		<b>(36,333)</b>	(35,700)
Other income	7	<b>8,418</b>	9,189
<b>Operating profit</b>		<b>58,437</b>	73,025
Finance income	8	<b>6,415</b>	2,737
Finance cost	8	<b>—</b>	(1,675)
Finance income — net	8	<b>6,415</b>	1,062
Share of net loss of an associate accounted for using the equity method	15	<b>(1,270)</b>	—
<b>Profit before income tax</b>		<b>63,582</b>	74,087
Income tax expense	9	<b>(11,574)</b>	(14,286)
<b>Profit for the period</b>		<b>52,008</b>	59,801
<b>Attributable to:</b>			
— Equity holders of the Company		<b>53,508</b>	59,801
— Non-controlling interests		<b>(1,500)</b>	—
		<b>52,008</b>	59,801
<b>Earnings per share for profit attributable to equity holders of the Company for the period</b>			
— Basic (RMB)	10	<b>4.76 cents</b>	5.28 cents
— Diluted (RMB)	10	<b>4.76 cents</b>	5.28 cents

The above condensed consolidated interim income statement should be read in conjunction with the accompanying notes.



## CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE SIX MONTHS ENDED 30 JUNE 2018

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2018</b>	2017
	<b>RMB'000</b>	RMB'000
<b>Profit for the period</b>	<b>52,008</b>	59,801
<i>Items that may be reclassified to profit or loss</i>		
Changes in value of investment in equity fund	—	400
<i>Items that will not be reclassified to profit or loss</i>		
Changes in value of investment in equity fund	<b>9,978</b>	—
<b>Other comprehensive income for the period, net of tax</b>	<b>9,978</b>	400
<b>Total comprehensive income for the period</b>	<b>61,986</b>	60,201
<b>Attributable to:</b>		
— Equity holders of the Company	<b>63,486</b>	60,201
— Non-controlling interests	<b>(1,500)</b>	—
	<b>61,986</b>	60,201

The above condensed consolidated interim statement of comprehensive income should be read in conjunction with the accompanying notes.

# CONDENSED CONSOLIDATED INTERIM BALANCE SHEET

AS AT 30 JUNE 2018

	Note	<b>Unaudited 30 June 2018 RMB'000</b>	Audited 31 December 2017 RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Lease prepayment		15,856	16,020
Property and equipment	12	222,359	236,079
Investment property	12	7,014	—
Intangible assets	12	8,800	8,826
Deferred income tax assets	13	47,249	47,185
Investment in an associate	15	12,934	14,204
Investment in equity fund	16	46,522	36,544
		<b>360,734</b>	358,858
<b>Current assets</b>			
Trade and other receivables and prepayments	14	583,565	593,310
Short-term bank deposits with original terms of over three months		2,450	2,519
Cash and cash equivalents		334,188	442,561
		<b>920,203</b>	1,038,390
<b>Total assets</b>		<b>1,280,937</b>	1,397,248
<b>EQUITY</b>			
<b>Capital and reserves attributable to equity holders of the Company</b>			
Ordinary shares	17	10,491	10,491
Reserves		905,827	969,918
		<b>916,318</b>	980,409
<b>Non-controlling interests</b>		—	—
<b>Total equity</b>		<b>916,318</b>	980,409

# CONDENSED CONSOLIDATED INTERIM BALANCE SHEET

AS AT 30 JUNE 2018

	Note	Unaudited 30 June 2018 RMB'000	Audited 31 December 2017 RMB'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred income tax liabilities	13	2,900	—
<b>Current liabilities</b>			
Accruals and other payables	18	250,615	288,260
Contract liabilities	3	58,013	—
Prepaid advertising subscriptions from customers	3	—	61,106
Current income tax liabilities		53,091	67,473
		361,719	416,839
<b>Total liabilities</b>		<b>364,619</b>	416,839
<b>Total equity and liabilities</b>		<b>1,280,937</b>	1,397,248

**Lam Wai Yan**  
*Director*

**Wang Ta-Hsing**  
*Director*

The above condensed consolidated interim balance sheet should be read in conjunction with the accompanying notes.

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY

## FOR THE SIX MONTHS ENDED 30 JUNE 2018



Unaudited												
Attributable to equity holders of the Company												
Note	Ordinary	Share	Merger	Capital	Shares	Statutory	Investment	Retained	Subtotal	Non-	Total	
	shares	premium	reserve	redemption	held for	reserve	in equity	earnings		controlling		RMB'000
	RMB'000	RMB'000	RMB'000	reserve	award	funds	fund	RMB'000	RMB'000	interests	RMB'000	
<b>Six months ended 30 June 2018</b>												
<b>Balance at 1 January 2018</b>	10,491	399,201	4	306	(10,749)	43,250	5,347	532,559	980,409	—	980,409	
<b>Comprehensive income</b>												
Profit for the period	—	—	—	—	—	—	—	53,508	53,508	(1,500)	52,008	
Other comprehensive income												
— changes in value of investment in equity fund	16	—	—	—	—	—	9,978	—	9,978	—	9,978	
<b>Total comprehensive income</b>	—	—	—	—	—	—	9,978	53,508	63,486	(1,500)	61,986	
<b>Transactions with equity holders</b>												
Capital injection from non-controlling shareholders	11	—	—	—	—	—	—	—	—	1,500	1,500	
Cash dividends relating to 2017	11	—	—	—	—	—	—	(127,577)	(127,577)	—	(127,577)	
<b>Balance at 30 June 2018</b>	10,491	399,201	4	306	(10,749)	43,250	15,325	458,490	916,318	—	916,318	

Unaudited												
Attributable to equity holders of the Company												
Note	Ordinary	Share	Merger	Capital	Share-based	Shares held	Statutory	Investment	Retained	Total		
	shares	premium	reserve	redemption	compensation	for share	reserve	in equity	earnings		RMB'000	
	RMB'000	RMB'000	RMB'000	reserve	reserve	award	funds	fund	RMB'000	RMB'000		
<b>Six months ended 30 June 2017</b>												
<b>Balance at 1 January 2017</b>	10,477	394,752	4	306	2,566	776	43,250	3,985	555,895	1,012,011		
<b>Comprehensive income</b>												
Profit for the period	—	—	—	—	—	—	—	—	59,801	59,801		
Other comprehensive income												
— changes in value of investment in equity fund	16	—	—	—	—	—	—	400	—	400		
<b>Total comprehensive income</b>	—	—	—	—	—	—	—	400	59,801	60,201		
<b>Transactions with equity holders</b>												
Cash dividends relating to 2016	11	—	—	—	—	—	—	—	(128,653)	(128,653)		
Employees share option schemes												
— proceeds from shares issued		10	1,273	—	—	—	—	—	—	1,283		
— transfer upon exercise of share options		—	572	—	—	(572)	—	—	—	—		
<b>Balance at 30 June 2017</b>	10,487	396,597	4	306	1,994	776	43,250	4,385	487,043	944,842		

The above condensed consolidated interim statement of changes in equity should be read in conjunction with the accompanying notes.



# CONDENSED CONSOLIDATED INTERIM STATEMENT OF CASH FLOWS

## FOR THE SIX MONTHS ENDED 30 JUNE 2018

	Note	Unaudited Six months ended 30 June	
		2018 RMB'000	2017 RMB'000
<b>Cash flows from operating activities</b>			
Cash generated from operations		34,134	23,785
Income tax paid		(23,120)	(22,658)
Net cash generated from operating activities		11,014	1,127
<b>Cash flows from investing activities</b>			
Purchase of property and equipment		(1,574)	(1,674)
Disposals of property and equipment		548	677
Placement of short-term bank deposits with original terms of over three months		(2,450)	(2,500)
Receipt from maturity of short-term bank deposits with original terms of over three months		2,519	3,677
Interests received		5,586	2,527
Maturity of certificates of deposit		—	15,000
Redemption of held-to-maturity financial assets		—	20,000
Receipt from repayment of loan to a key management personnel		—	2,693
Proceeds related to business disposal		—	850
Net cash generated from investing activities		4,629	41,250
<b>Cash flows from financing activities</b>			
Cash dividends paid to the Company's shareholders	11	(127,577)	(128,653)
Proceeds from issuance of ordinary shares		—	1,283
Capital injection from non-controlling shareholders		1,500	—
Net cash used in financing activities		(126,077)	(127,370)
<b>Net decrease in cash and cash equivalents</b>			
Cash and cash equivalents at beginning of period		442,561	392,316
Exchange gains/(losses) on cash and cash equivalents		2,061	(1,675)
<b>Cash and cash equivalents at end of period</b>		<b>334,188</b>	<b>305,648</b>

The above condensed consolidated interim statement of cash flows should be read in conjunction with the accompanying notes.



# NOTES TO THE INTERIM FINANCIAL INFORMATION

## 1. GENERAL INFORMATION

Pacific Online Limited (the “Company”) was incorporated on 27 August 2007 as an exempted company with limited liability under the Company Law, Cap.22 (Law 3 of 1961, as combined and revised) of the Cayman Islands. The address of its registered office is P.O. Box 10008, Willow House, Cricket Square, Grand Cayman KY1-1001, Cayman Islands.

The Company and its subsidiaries (together, the “Group”) are principally engaged in the provision of advertising services in the People’s Republic of China (the “PRC”).

The Company has its shares listed on The Stock Exchange of Hong Kong Limited (the “Stock Exchange”) since 18 December 2007.

This condensed consolidated interim financial information (the “Interim Financial Information”) is presented in Renminbi (“RMB”), unless otherwise stated. The Interim Financial Information has been approved by the board of directors (the “Board”) of the Company on 27 August 2018.

## 2. BASIS OF PREPARATION AND ACCOUNTING POLICIES

The Interim Financial Information has been prepared in accordance with Hong Kong Accounting Standard 34 “Interim financial reporting”. The Interim Financial Information does not include all the notes of the type normally included in an annual financial report. Accordingly, the Interim Financial Information is to be read in conjunction with the annual report for the year ended 31 December 2017 and any public announcements made by the Company during the interim reporting period.

The accounting policies applied are consistent with those of the previous financial year and corresponding interim reporting period, except for the estimation of income tax using the tax rate that would be applicable to expected total annual earnings and the adoption of new and amended Hong Kong Financial Reporting Standards (“HKFRS”) as set out below in Note 3.

# NOTES TO THE INTERIM FINANCIAL INFORMATION

## 3. CHANGES IN ACCOUNTING POLICIES

This note explains the impact of the adoption of HKFRS 9 “Financial Instruments” and HKFRS 15 “Revenue from Contracts with Customers” on the Group’s financial statements and also discloses the new accounting policies that have been applied from 1 January 2018, where they are different to those applied in prior periods.

### 3.1 Impact on the financial statements

As explained in Note 3.2 and 3.3 below, HKFRS 9 and HKFRS 15 were generally adopted without restating comparative information. Certain reclassifications and adjustments are not restated to the consolidated balance sheet as at 31 December 2017, but are recognised in the opening balance sheet on 1 January 2018.

The following tables show the adjustments recognised for each individual line item. Line items that were not affected by the changes have not been included. The adjustments are explained in more detail by standard below.

Condensed consolidated interim balance sheet (extract)	31 December 2017	Impact		1 January 2018
	As originally presented RMB'000	HKFRS 9 RMB'000	HKFRS 15 RMB'000	Restated RMB'000
Investment in equity fund (Financial assets at fair value through other comprehensive income (“FVOCI”))	—	36,544	—	36,544
Investment in equity fund (Available-for-sale financial assets)	36,544	(36,544)	—	—
Contract liabilities	—	—	61,106	61,106
Prepaid advertising subscriptions from customers	61,106	—	(61,106)	—

### 3.2 Adoption of HKFRS 9

#### 3.2.1 HKFRS 9 — impact of adoption

HKFRS 9 addresses the recognition, classification and measurement of financial assets and financial liabilities and derecognition of financial instruments, introduces new rules for hedge accounting and a new impairment model for financial assets. The adoption of HKFRS 9 has resulted in changes in the Group’s accounting policies for recognition, classification and measurement of financial assets and financial liabilities and impairment of financial assets. The new accounting policies are set out in Note 3.2.2 below.



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 3. CHANGES IN ACCOUNTING POLICIES (CONTINUED)

#### 3.2 Adoption of HKFRS 9 (Continued)

##### 3.2.1 HKFRS 9 — impact of adoption (Continued)

(a) *Reclassification from available-for-sale financial assets to financial assets at FVOCI*

The Group classified the investment in equity fund (Note 16) as available-for-sale financial asset under previous standard HKAS 39. With the adoption of HKFRS 9, this equity investment was classified as financial asset measured at fair value and the Group elected to present any changes in the fair value in other comprehensive income because the investment is held as a long-term strategic investment that are not expected to be sold in the short to medium term. Hence, no change was expected for the measurement for the investment in equity fund except that gains or losses realised on the sale of the financial assets at FVOCI will no longer be transferred to profit or loss, but instead, will be reclassified from other reserve to retained earnings.

Other than that, there were no changes to the classification of financial instruments.

(b) *Impairment of financial assets*

The new impairment model requires the recognition of impairment provisions based on expected credit losses rather than only incurred credit losses as under HKAS 39. The Group's trade and other receivables are subject to impairment under the new expected credit losses model.

The Group is required to revise its impairment methodology under HKFRS 9 for trade and other receivables. The Group applies the HKFRS 9 simplified approach to measuring expected credit losses which uses an expected lifetime loss allowance for trade receivables. Impairment on other receivables is measured as either 12-month expected credit losses or lifetime expected credit losses, depending on whether there has been a significant increase in credit risk since initial recognition.

The Group established expected credit losses model based on historical settlement records, past experience and available forward looking information. The Group has concluded that the impact of expected credit losses on financial assets is insignificant as at 1 January 2018.



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 3. CHANGES IN ACCOUNTING POLICIES (CONTINUED)

#### 3.2 Adoption of HKFRS 9 (Continued)

##### 3.2.2 HKFRS 9 — accounting policies applied from 1 January 2018

The following describes the Group's updated financial instruments policy to reflect the adoption of HKFRS 9:

(a) *Classification*

From 1 January 2018, the Group classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through other comprehensive income, or through profit or loss), and
- those to be measured at amortised cost.

The classification depends on the Group's business model for managing the financial assets and the contractual terms of the cash flows.

For assets measured at fair value, gains and losses will either be recorded in profit or loss or other comprehensive income. For investments in equity instruments that are not held for trading, this will depend on whether the Group has made an irrevocable election at the time of initial recognition to account for the equity investment at FVOCI.

The Group reclassifies debt investments when and only when its business model for managing those assets changes.

(b) *Recognition and measurement*

At initial recognition, the Group measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss ("FVPL"), transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss.



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 3. CHANGES IN ACCOUNTING POLICIES (CONTINUED)

#### 3.2 Adoption of HKFRS 9 (Continued)

##### 3.2.2 HKFRS 9 — accounting policies applied from 1 January 2018 (Continued)

###### (b) Recognition and measurement (Continued)

###### Debt instruments

Subsequent measurement of debt instruments depends on the Group's business model for managing the asset and the cash flow characteristics of the asset.

Trade and other receivables that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in profit or loss and presented in other gains/(losses) (if any), together with foreign exchange gains and losses.

###### Equity instruments

The Group subsequently measures all equity investments at fair value. Where the Group's management has elected to present fair value gains and losses on equity investments in other comprehensive income, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the Group's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognised in other gains/(losses) in the income statement as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value.

###### (c) Impairment

From 1 January 2018, the Group assesses on a forward looking basis the expected credit losses associated with its debt instruments carried at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade receivables, the Group applies the simplified approach permitted by HKFRS 9, which requires expected lifetime losses to be recognised from initial recognition of the receivables. Impairment on other receivables is measured as either 12-month expected losses or lifetime expected losses. If a significant increase in credit risk of a receivable occurred since initial recognition, then impairment is measured as lifetime expected credit losses.



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 3. CHANGES IN ACCOUNTING POLICIES (CONTINUED)

#### 3.3 Adoption of HKFRS 15

##### 3.3.1 HKFRS 15 — impact of adoption

The Group adopted the standard using the modified retrospective approach which means that the cumulative impact of the adoption will be recognised in retained earnings as of 1 January 2018 and that comparatives will not be restated.

The Group's advertising services are within the scope of the standard.

The Group has assessed its performance obligations under its arrangements pursuant to HKFRS 15 and has concluded that there are no significant differences between the performance obligations required to be units of account under HKFRS 15 and the deliverables considered to be units of account under HKAS 18 and the consideration is allocated to its performance obligations based on the relative fair value of each deliverables both under HKFRS 15 and HKAS 18.

The Group has concluded that there is no significant impact of HKFRS 15 on revenue recognition as at 1 January 2018 and the six months ended 30 June 2018, except for the reclassification from the prepaid advertising subscriptions from customers to the contract liabilities as presented in Note 3.1.

There is no material change of accounting policy for advertising revenue with the adoption of HKFRS 15.

### 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of the Interim Financial Information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing the Interim Financial Information, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended 31 December 2017.



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 5. FINANCIAL RISK MANAGEMENT AND FINANCIAL INSTRUMENTS

#### 5.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: foreign exchange risk, price risk, liquidity risk and credit risk.

The Interim Financial Information does not include all financial risk management information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements for the year ended 31 December 2017.

There have been no changes in the risk management policies since year end.

#### 5.2 Foreign exchange risk

The Group mainly operates in the PRC and most of the Group's transactions, assets and liabilities are denominated in RMB. To maintain the flexibility in the Company and Hong Kong subsidiaries' payment of daily operation, the Group holds certain monetary assets denominated in US dollar ("USD") or Hong Kong dollar ("HKD") subject to certain thresholds stated in its treasury mandate. This exposes the Group to foreign exchange risk.

At 30 June 2018, if RMB had strengthened/weakened by 0.5% against the HKD/USD with all other variables held constant, post tax profit for the period would have been RMB488,000 (six months ended 30 June 2017: RMB157,000) lower/higher, mainly as a result of net foreign exchange losses/gains in HKD/USD denominated cash at bank. Similarly, the impact on equity would have been RMB233,000 (six months ended 30 June 2017: RMB178,000) lower/higher coming from USD denominated investment in equity fund classified as financial assets at FVOCI as at 30 June 2018.

#### 5.3 Price risk

The Group is exposed to price risk because of investments held by the Group and classified on the condensed consolidated interim balance sheet as investment in equity fund.

Investment in equity fund is held for strategic rather than trading purposes. The Group does not actively trade these investments.

The sensitivity analysis is determined based on the exposure to equity price risks of underlying investments related to investment in equity fund at the end of the reporting period. If equity prices of the respective underlying investments held by the Group had been 5% higher/lower as at 30 June 2018, the other comprehensive income would have been approximately RMB2,326,000 (six months ended 30 June 2017: RMB1,779,000) higher/lower.





## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 5. FINANCIAL RISK MANAGEMENT AND FINANCIAL INSTRUMENTS (CONTINUED)

#### 5.4 Liquidity risk

The Group aims to finance its operations with its own capital and earnings. It did not have any borrowings or credit facilities committed/utilised during the six months ended 30 June 2018. Management considers that the Group does not have significant liquidity risk.

#### 5.5 Credit risk

The Group is exposed to credit risk in relation to its cash and cash equivalents, short-term bank deposits with original terms of over three months, as well as trade and other receivables. The carrying amount of these balances in the Interim Financial Information represents the Group's maximum exposure to credit risk in relation to its financial assets.

To manage this risk, deposits are mainly placed with state-owned financial institutions in the PRC and international financial institutions outside the PRC of high credit quality. There was no recent history of default from these financial institutions.

For trade receivables, since the advertising services revenues were derived from advertising customers, if they experience financial difficulties in settling the outstanding amounts due to the Group, the Group's advertising services might be adversely affected in terms of recoverability of receivables. To manage this risk, the Group assesses the credit quality of the advertising customers, taking into account their financial position, past experience and available forward looking information. Further quantitative disclosures in respect of trade receivables are set out in Note 14.

Other receivables are mainly advances to employees. The directors are of the opinion that no significant credit risk exists.

#### 5.6 Fair value estimation

The table below analyses the Group's financial instruments carried at fair value as at 30 June 2018 by level of the inputs to valuation techniques used to measure fair value. Such inputs are categorised into three levels within a fair value hierarchy as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 5. FINANCIAL RISK MANAGEMENT AND FINANCIAL INSTRUMENTS (CONTINUED)

#### 5.6 Fair value estimation (Continued)

	Level 1 RMB'000	Level 2 RMB'000	Level 3 RMB'000	Total RMB'000
<b>Assets</b>				
Investment in equity fund (Financial assets at FVOCI)				
30 June 2018	—	—	46,522	46,522
Investment in equity fund (Available-for-sale financial assets)				
31 December 2017	—	—	36,544	36,544

There were no changes in valuation techniques during the period.

The changes in level 3 instruments for the six months period ended 30 June 2018 are presented in Note 16.

The Group determines the fair value of the Group's financial instrument carried at fair value in level 3 at each reporting date.

For the six months ended 30 June 2018, there were no reclassifications of financial assets.

The carrying amounts of the Group's trade and other receivables and accruals and other payables approximate their fair value due to their short maturities.

### 6. SEGMENT INFORMATION

The chief operating decision-makers have been identified as the executive directors who make strategic decisions.

The Group is principally engaged in the provision of advertising services for different commodities. The chief operating decision-makers review the Group's internal reports in order to assess performance and allocate resources. Management has determined the operating segments based on these internal reports.

The chief operating decision-makers consider the advertising business from the perspective of the different internet portals which it operates. As all revenues of the Group are generated from customers in the PRC, they are not further evaluated on a geographic basis.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 6. SEGMENT INFORMATION (CONTINUED)

The chief operating decision-makers assess the performance of the operating segments based on revenues generated. The reportable operating segments are grouped into PCauto, POnline, PClady and others. The Company currently does not allocate cost of revenue, operating costs or assets to its segments, as its chief operating decision-makers do not use this information to allocate resources to or evaluate the performance of the operating segments. Therefore, the Company does not report a measure of profit or total assets for each reportable segment.

Revenues of other segments relate to those generated from other portals, including baby and home products, and other services.

There were no inter-segment sales for the six months ended 30 June 2018 (six months ended 30 June 2017: same). The revenue from external parties reported to the chief operating decision-makers is measured in a manner consistent with that in the condensed consolidated interim income statement.

	PCauto RMB'000 (Unaudited)	POnline RMB'000 (Unaudited)	PClady RMB'000 (Unaudited)	Others RMB'000 (Unaudited)	Group RMB'000 (Unaudited)
<b>For the six months ended 30 June 2018</b>					
Timing of revenue recognition					
Over time	300,145	66,170	9,517	43,166	418,998
At a point in time	25,586	2,456	1,457	10,834	40,333
Revenue	325,731	68,626	10,974	54,000	459,331
<b>For the six months ended 30 June 2017</b>					
Timing of revenue recognition					
Over time	304,114	63,644	7,470	42,629	417,857
At a point in time	16,759	1,875	434	8,798	27,866
Revenue	320,873	65,519	7,904	51,427	445,723

Though the Company is domiciled in the Cayman Islands, for the six months ended 30 June 2018, all revenues of the Group were derived from external customers and they were all generated from the PRC (six months ended 30 June 2017: same).

As at 30 June 2018, other than the club membership included in the intangible assets and investment in equity fund, majority of the other non-current assets of the Group were located in the PRC (31 December 2017: same).

For the six months ended 30 June 2018, there was no revenue derived from a single external customer accounting for ten percent or more of the Group's revenues (six months ended 30 June 2017: same).

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 7. OTHER INCOME

	Unaudited Six months ended 30 June	
	2018 RMB'000	2017 RMB'000
Government grants	7,710	8,769
Rental income	708	—
Investment income on held-to-maturity financial assets	—	420
	<b>8,418</b>	9,189

### 8. FINANCE INCOME — NET

	Unaudited Six months ended 30 June	
	2018 RMB'000	2017 RMB'000
Finance income		
— Interest income	4,354	2,737
— Net foreign exchange gains	2,061	—
	<b>6,415</b>	2,737
Finance cost		
— Net foreign exchange losses	—	(1,675)
	<b>6,415</b>	1,062

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 9. INCOME TAX EXPENSE

	Unaudited Six months ended 30 June	
	2018 RMB'000	2017 RMB'000
PRC current tax	8,738	16,304
Deferred taxation	2,836	(2,018)
	<b>11,574</b>	14,286

Income tax expense is recognised based on management's best estimate of the projected full year annual effective income tax rate.

The Company, which is a Cayman Islands corporation, was not subject to any profits tax. The subsidiaries of the Group incorporated in Hong Kong were not subject to Hong Kong profits tax as they had no assessable income arising in or derived from Hong Kong during the six months ended 30 June 2018 (six months ended 30 June 2017: same).

Current taxation primarily represented the provision for the PRC Corporate Income Tax ("CIT") for subsidiaries operating in the PRC. These subsidiaries are subject to CIT on their taxable income as reported in their respective statutory financial statements adjusted in accordance with the relevant tax laws and regulations in the PRC.

Pursuant to the PRC Corporate Income Tax Law ("CIT Law"), the CIT rate for domestic enterprises and foreign invested enterprises is 25%. In addition, the CIT Law provides for, among others, a preferential tax rate of 15% for enterprises qualified as High and New Technology Enterprises ("HNTE"). Guangzhou Pacific Computer Information Consulting Co., Ltd. and Guangdong Pacific Internet Information Service Co., Ltd. are the principal operating subsidiaries of the Company. These companies successfully renewed the certificate of HNTE in 2017. Therefore, the applicable income tax rate is 15% for the three years from 2017 to 2019. Moreover, Guangzhou Fengwang Technology Co., Ltd., a PRC operating subsidiary of the Company, was formally designated as HNTE in 2016 and the applicable income tax rate is 15% for the three years from 2016 to 2018. Assuming that there is no change to the relevant laws and regulations, the directors consider that these three subsidiaries will continue to be granted the preferential tax treatment through an application of renewal, and accordingly, tax rate of 15% has been applied when considering the deferred income tax.

All the other PRC entities of the Group are subject to CIT at a rate of 25% in accordance with the CIT Law.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 10. EARNINGS PER SHARE

#### (a) Basic

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the period (excluding the ordinary shares purchased by the Group and held for the share award scheme).

	Unaudited Six months ended 30 June	
	2018	2017
Profit attributable to equity holders of the Company (RMB'000)	53,508	59,801
Weighted average number of ordinary shares for basic earnings per share (thousand shares)	1,124,022	1,132,814
Basic earnings per share (RMB)	4.76 cents	5.28 cents

#### (b) Diluted

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding by the assumption of the conversion of all potential dilutive ordinary shares arising from share options granted by the Company (collectively forming the denominator for computing diluted earnings per share). No adjustment is made to earnings (numerator).

	Unaudited Six months ended 30 June	
	2018	2017
Profit attributable to equity holders of the Company (RMB'000)	53,508	59,801
Weighted average number of ordinary shares for diluted earnings per share (thousand shares)	1,124,022	1,133,533
— Weighted average number of ordinary shares for basic earnings per share (thousand shares)	1,124,022	1,132,814
— Adjustment for share options (thousand shares)	—	719
Diluted earnings per share (RMB)	4.76 cents	5.28 cents

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 11. DIVIDENDS

A final dividend in respect of the year ended 31 December 2017 of RMB11.35 cents per ordinary share (final dividend in respect of the year ended 31 December 2016: RMB11.35 cents per ordinary share) was approved by the shareholders at the annual general meeting in May 2018. Such final dividend for 2017 totalling RMB127,577,000 (final dividend for 2016: RMB128,653,000) was paid during the six months ended 30 June 2018, which has already excluded the dividend related to the ordinary shares held for the share award scheme of RMB1,138,000 (six months ended 30 June 2017: RMB4,000).

The directors did not recommend any interim dividend for the six months ended 30 June 2018 (six months ended 30 June 2017: same).

### 12. PROPERTY AND EQUIPMENT, INVESTMENT PROPERTY AND INTANGIBLE ASSETS

	<b>Property and equipment</b> RMB'000 (Unaudited)	<b>Investment property</b> RMB'000 (Unaudited)	<b>Intangible assets</b> RMB'000 (Unaudited)
<b>Six months ended 30 June 2018</b>			
Net book amount as at 1 January 2018	236,079	—	8,826
Additions	1,574	—	—
Disposals	(489)	—	—
Transfers (Note (a))	(7,100)	7,100	—
Depreciation and amortisation	(7,705)	(86)	(26)
Net book amount as at 30 June 2018	222,359	7,014	8,800
<b>Six months ended 30 June 2017</b>			
Net book amount as at 1 January 2017	248,557	—	9,292
Additions	1,674	—	—
Disposals	(717)	—	—
Depreciation and amortisation	(8,098)	—	(371)
Net book amount as at 30 June 2017	241,416	—	8,921

- (a) During the period, certain areas of the building have been leased to tenants with rentals payable monthly and were reclassified to investment property. The relevant rental income is recognised on a straight-line basis over the lease term.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 13. DEFERRED INCOME TAX

Deferred income taxes are calculated in full on temporary differences under the liability method using the tax rates, which are enacted or substantively enacted and expected to apply to the period when the assets are realised or the liabilities are settled.

#### Deferred income tax assets

	<b>Unaudited As at 30 June 2018 RMB'000</b>	Audited As at 31 December 2017 RMB'000
Deferred income tax assets:		
— to be recovered after more than 12 months	<b>41,619</b>	38,676
— to be recovered within 12 months	<b>5,630</b>	8,509
	<b>47,249</b>	47,185

The movement in deferred income tax assets during the period was as follows:

	<b>Advertising expenses in excess of allowance RMB'000 (Unaudited)</b>	<b>Provision for impairment of trade receivables RMB'000 (Unaudited)</b>	<b>Accruals RMB'000 (Unaudited)</b>	<b>Tax losses RMB'000 (Unaudited)</b>	<b>Total RMB'000 (Unaudited)</b>
At 1 January 2018	<b>18,283</b>	<b>16,073</b>	<b>6,629</b>	<b>6,200</b>	<b>47,185</b>
Credited/(Charged) to the income statement	<b>1,574</b>	<b>856</b>	<b>(1,137)</b>	<b>(1,229)</b>	<b>64</b>
At 30 June 2018	<b>19,857</b>	<b>16,929</b>	<b>5,492</b>	<b>4,971</b>	<b>47,249</b>
At 1 January 2017	12,764	11,139	3,484	4,600	31,987
Credited to the income statement	600	4,201	975	792	6,568
At 30 June 2017	13,364	15,340	4,459	5,392	38,555



## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 13. DEFERRED INCOME TAX (CONTINUED)

#### Deferred income tax liabilities

	<b>Unaudited As at 30 June 2018 RMB'000</b>	Audited As at 31 December 2017 RMB'000
Deferred income tax liabilities:		
— to be recovered within 12 months	<b>2,900</b>	—

The movement in deferred income tax liabilities during the period was as follows:

	<b>Withholding tax on the earnings anticipated to be remitted by PRC subsidiaries RMB'000 (Unaudited)</b>
At 1 January 2018	—
Charged to the income statement	<b>2,900</b>
At 30 June 2018	<b>2,900</b>
At 1 January 2017	—
Charged to the income statement	4,550
At 30 June 2017	4,550

According to the applicable PRC tax regulations, dividends distributed by a company established in the PRC to a foreign investor with respect to profits derived after 1 January 2008 are generally subject to a 10% withholding tax. If a foreign investor is incorporated in Hong Kong and meets the conditions or requirements under the double taxation arrangement entered into between the PRC and Hong Kong, the relevant withholding tax rate will be reduced from 10% to 5%.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 14. TRADE AND OTHER RECEIVABLES AND PREPAYMENTS

#### (a) Trade receivables, net of impairment provision

Credit terms granted to customers by the Group are generally within a period of six months to a year. As at 30 June 2018, the ageing analysis of the trade receivables (net of impairment provision of RMB71,985,000 (31 December 2017: RMB69,602,000)) was as follows:

	<b>Unaudited As at 30 June 2018 RMB'000</b>	Audited As at 31 December 2017 RMB'000
Current to 6 months	<b>372,917</b>	360,048
6 months to 1 year	<b>89,476</b>	143,787
1 year to 2 years	<b>71,453</b>	61,808
above 2 years	<b>11,400</b>	—
	<b>545,246</b>	565,643

For the six months ended 30 June 2018, net impairment losses on trade receivables amounted to RMB2,383,000 (six months ended 30 June 2017: RMB15,510,000) was recognised in profit or loss.

#### (b) Other receivables and prepayments

	<b>Unaudited As at 30 June 2018 RMB'000</b>	Audited As at 31 December 2017 RMB'000
Prepayments	<b>17,433</b>	13,780
Advances to employees	<b>5,521</b>	2,929
Input value added tax deductible	<b>5,368</b>	5,743
Others	<b>9,997</b>	5,215
	<b>38,319</b>	27,667

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 15. INVESTMENT IN AN ASSOCIATE

The movement of investment in an associate is as follows:

	<b>RMB'000 (Unaudited)</b>
At 1 January 2018	<b>14,204</b>
Share of loss — net	<b>(1,270)</b>
At 30 June 2018	<b>12,934</b>

This investment represented the Group's 15% equity interest in Guangdong EAuto Information Technology Co., Ltd..

### 16. INVESTMENT IN EQUITY FUND

	<b>Unaudited Six months ended 30 June</b>	
	<b>2018 RMB'000</b>	2017 RMB'000
At the beginning of the period	<b>36,544</b>	35,182
Changes in fair value	<b>9,978</b>	400
At the end of the period	<b>46,522</b>	35,582

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 17. ORDINARY SHARES

	Authorised ordinary shares		
	Number of shares ('000)	HKD'000	RMB'000
At 31 December 2017 and 30 June 2018	100,000,000	1,000,000	969,200

  

	Issued and fully paid up		
	Number of shares ('000) (Unaudited)	HKD'000 (Unaudited)	RMB'000 (Unaudited)
At 1 January 2018 and 30 June 2018	<b>1,134,055</b>	<b>11,341</b>	<b>10,491</b>
At 1 January 2017	1,132,405	11,324	10,477
Share option plans — issued shares	1,100	11	10
At 30 June 2017	1,133,505	11,335	10,487

As at 30 June 2018, the total number of issued ordinary shares of the Company was 1,134,055,000 shares which included 10,033,000 shares held under the share award scheme (31 December 2017: same).

### 18. ACCRUALS AND OTHER PAYABLES

	Unaudited As at 30 June 2018 RMB'000	Audited As at 31 December 2017 RMB'000
Accrued expenses (a)	<b>191,165</b>	217,951
Salaries payable	<b>38,333</b>	47,771
Other tax payables	<b>6,364</b>	8,862
Other payables (b)	<b>14,753</b>	13,676
	<b>250,615</b>	288,260

(a) Accrued expenses mainly represented accrued service commission fees payable to advertising agencies and accrued advertising expenses.

(b) Other payables mainly represented deposits due to third parties.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 19. RELATED PARTY TRANSACTIONS

Related parties are those parties that have the ability to control the other party or exercise significant influence in making financial and operating decisions. Parties are also considered to be related if they are subject to common control.

#### (a) Name and relationship with related parties

Name	Relationship
Mr. Wang Ta-Hsing ("Mr. Wang")	Key management personnel of the Group
Kexim Company Limited ("Kexim")	Controlled by Mr. Wang
Beijing Pacific Times Property Management Co., Ltd. ("Pacific Times")	Controlled by Mr. Wang
Guangdong EJauto Information Technology Co., Ltd. ("EJauto")	An associate of the Group

#### (b) Related party transactions

The Group undertook the following related party transactions during the period:

	Unaudited Six months ended 30 June	
	2018 RMB'000	2017 RMB'000
Rental expenses for office and advertising billboards: Kexim	511	841
Property management fees for office: Pacific Times	70	77
Rental income for office: EJauto	327	—

These transactions were conducted at terms pursuant to agreements entered into between the Group and the respective related parties.

## NOTES TO THE INTERIM FINANCIAL INFORMATION

### 19. RELATED PARTY TRANSACTIONS (CONTINUED)

#### (c) Balances with related parties

	<b>Unaudited As at 30 June 2018 RMB'000</b>	Audited As at 31 December 2017 RMB'000
Included in other payables:		
EJauto (i)	9,617	10,000
Kexim	—	448
	<b>9,617</b>	10,448

- (i) The amounts represented deposits from the related party and are unsecured and interest-free.



## CHAIRMAN'S STATEMENT

On behalf of the Board, I would like to present the performance of the Company for the first half of 2018.

For the first six months of this year, the Company's revenue was RMB459.3 million, an increase of 3.1% over the same period last year. The first half of this year has seen great changes in the global trading environment and China's macro economy as a whole. Due to multiple instances of friction in Sino-US trade relations, China's domestic consumption growth has slowed down and different industries have been affected to varying degrees. The Company's restructuring in early 2017 streamlined staff and optimized operating expenses, effectively mitigating the impact of industry changes on company performance and allowing the Company to maintain stable development even in this volatile economic environment.

From a revenue perspective, each website has seen steady growth. PCauto accounted for around 70.9% of the Group's total revenue for the first half of this year. At the dealership level, PCauto has continued to optimize its "Auto Merchant+" platform. "Auto Merchant+" now provides efficient mobile sales management tools and the latest brand marketing tools based on Augmented Reality (AR) technology for our auto dealer customers. After two years of development, our mobile sales management tool "Pocket Auto Salesman" has begun to take shape. "Pocket Auto Salesman" now covers over 15,000 4S stores and sees over 25,000 4S salesman login to use each day. This year, our "Cool Auto Butler" platform worked closely with Alipay.com Co., Ltd. (支付寶(中國)網絡技術有限公司) ("Alipay") to build a new generation of automobile brand marketing tools using AR technology. At the end of July, a cooperative framework agreement was reached with Alipay with both sides agreeing to provide comprehensive and valuable products and services to users on both platforms.

PConline's revenue remained consistent when compared to the same period last year. China's consumer smart electronic products have entered a stable period after market saturation and a decline in growth rate, but we expect this market to gradually pick up. Through careful operation and in-depth research into the wants and needs of its users, PConline's team has consistently been able to try out new forms of content while still maintaining the quality of its products. Additionally, new products are currently under development and are slated to be launched in the second half of this year. We are confident that our new product launch will help PConline win a larger share of the market.

PCbaby and PChouse have had stable revenue growth. The new version of PCbaby's mobile APP was launched in June. The APP takes the user's pregnancy timeline as its main focus, and offers a full-range of content and services for expectant mothers through pictures, audio, and video content.

Through past year's team optimization and restructuring, the efficiency and cost optimization of the Company at the operational level has become apparent. At the same time, our new products entering the commercial stage are expected to help create future revenue. As such, we are cautiously optimistic about the Company's prospects in the face of a complicated and changing industry environment.



## MANAGEMENT DISCUSSION AND ANALYSIS

### REVENUE

Revenue increased 3.1% from RMB445.7 million for the six months ended 30 June 2017 to RMB459.3 million for the six months ended 30 June 2018.

Revenue for PCauto, the Group's automobile portal, increased 1.5% from RMB320.9 million for the six months ended 30 June 2017 to RMB325.7 million during the six months ended 30 June 2018. The increase in revenue for PCauto was primarily due to increased advertising spending from automobile manufacturers. As a percentage of revenue, PCauto accounted for 72.0% during the six months ended 30 June 2017 and 70.9% during the six months ended 30 June 2018.

Revenue for PConline, the Group's IT and consumer electronics portal, increased 4.7% from RMB65.5 million during the six months ended 30 June 2017 to RMB68.6 million during the six months ended 30 June 2018. The increase was due to increase in demand from major consumer electronics brands. As a percentage of revenue, PConline accounted for 14.7% during the six months ended 30 June 2017 and 14.9% during the six months ended 30 June 2018.

Revenue for PClady, the Group's lady and fashion portal, increased 38.8% from RMB7.9 million during the six months ended 30 June 2017 to RMB11.0 million during the six months ended 30 June 2018. The increase was mainly due to the general increase in the advertising budgets in the industry. As a percentage of revenue, PClady accounted for 1.8% during the six months ended 30 June 2017 and 2.4% during the six months ended 30 June 2018.

Revenue from other operations, including the PCbaby and PChouse portals, increased by 5.0% from RMB51.4 million during the six months ended 30 June 2017 to RMB54.0 million during the six months ended 30 June 2018. The increase was mainly due to the overall increase in advertising in these sectors. As a percentage of revenue, revenue from other operations accounted for 11.5% during the six months ended 30 June 2017 and 11.8% during the six months ended 30 June 2018.

### COST OF REVENUE

Cost of revenue increased 14.2% from RMB184.1 million during the six months ended 30 June 2017 to RMB210.3 million during the six months ended 30 June 2018. Gross profit margin was 58.7% during the six months ended 30 June 2017 and 54.2% during the six months ended 30 June 2018.

The increase in cost of revenue was mainly due to increase in outsourcing production cost and higher commission fees to advertising agents.





## MANAGEMENT DISCUSSION AND ANALYSIS

### SELLING AND MARKETING COSTS

Selling and marketing costs increased 12.9% from RMB113.4 million during the six months ended 30 June 2017 to RMB128.1 million during the six months ended 30 June 2018. The increase was mainly due to increase in advertising expenses during the period.

### ADMINISTRATIVE EXPENSES

Administrative expenses decreased by 28.9% from RMB48.7 million during the six months ended 30 June 2017 to RMB34.7 million during the six months ended 30 June 2018, due to less impairment charges of receivables during the period.

### PRODUCT DEVELOPMENT EXPENSES

Product development expenses increased by 1.8% from RMB35.7 million during the period ended 30 June 2017 to RMB36.3 million during the period ended 30 June 2018. The increase was primarily due to slight increase in staff costs in the Group's research and development team.

### OTHER INCOME

Other income was RMB9.2 million during the six months ended 30 June 2017 and was RMB8.4 million during the six months ended 30 June 2018. The decrease was mainly due to less government grants entitled during the period.

### FINANCE INCOME

Net finance income was RMB1.1 million during the six months ended 30 June 2017 and was RMB6.4 million during the six months ended 30 June 2018. The increase was due to net foreign exchange gains and more interest income during the period ended 30 June 2018.

### INCOME TAX EXPENSE

Income tax expenses decreased 19.0% from RMB14.3 million during the six months ended 30 June 2017 to RMB11.6 million during the six months ended 30 June 2018.

### NET PROFIT

Net profit decreased 13.0% from RMB59.8 million during the six months ended 30 June 2017 to RMB52.0 million during the six months ended 30 June 2018.



## MANAGEMENT DISCUSSION AND ANALYSIS

### LIQUIDITY AND FINANCIAL RESOURCES

As of 30 June 2018, the Group had short-term deposits and cash totaling RMB336.6 million, compared with RMB445.1 million as of 31 December 2017. The decline in cash was primarily due to the payment of a cash dividend totaling RMB127.6 million during the six months ended 30 June 2018.

The Company had no external debt as of 31 December 2017 and 30 June 2018.

### BANK BORROWINGS

As of 30 June 2018, the Group did not have any bank borrowings and therefore, its gearing ratio, representing the ratio of total bank borrowings to shareholders' equity, was nil. The Group also did not have any bank borrowings as of 31 December 2017.

### MATERIAL ACQUISITIONS AND DISPOSAL

During the six months ended 30 June 2018, the Group had no material acquisitions and disposals of subsidiaries and associates.

### CHARGES ON ASSETS

As of 30 June 2018, the Group had no bank deposits or other assets pledge to secure its banking facilities.

### FOREIGN EXCHANGE RISK

The Group's operating activities were principally carried out in Mainland China, with most of its transactions denominated and settled in Renminbi. Therefore, the overall foreign currency risk was not considered to be significant.

### EMPLOYEES AND REMUNERATION INFORMATION

As of 30 June 2018, the Group had 1,327 employees (31 December 2017: 1,369), a decrease of 3.1% from the first half of 2018. This is the result of the Group's internal re-structuring and streamlining its support operations. The Group determines staff's remuneration based on factors such as performance and years of experience.



## MANAGEMENT DISCUSSION AND ANALYSIS

### SUBSEQUENT EVENT

On 1 August 2018, the PChouse structure contracts (the “PChouse Structure Contracts”) were entered into among Guangzhou Yurui Information Technology Co., Ltd. (廣州裕睿信息科技有限公司) (“GZYR Technology”), Guangzhou Yingyou Information Technology Co., Ltd. (廣州英佑信息有限公司) (“GZ Yingyou”), shareholders of GZ Yingyou (“GZ Yingyou Shareholders”) and Guangzhou Shangcong Online Technology Co., Ltd. (廣州尚聰網絡技術有限公司) (“GZ Shangcong Online”), pursuant to which the Company will operate its online business relating to the PChouse Portal through GZ Yingyou, GZ Shangcong Online and Guangzhou Shangcong Advertising Co., Ltd. (廣州市上聰廣告有限公司). As a result of the PChouse Structure Contracts, the Group is able to recognize and receive the economic benefit of the business and operations of the domestic entities. The PChouse Structure Contracts are also designed to provide the Company with effective control over and (to the extent permitted by PRC law) the right to acquire the equity interests of GZ Yingyou Shareholders in GZ Yingyou and the equity interests of GZ Yingyou in, or assets of, GZ Shangcong Online. Further details were disclosed in the Company announcement dated 7 August 2018.

### **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES**

Neither the Company nor its subsidiaries purchased, redeemed or sold any of the Company's listed securities during the six months ended 30 June 2018.

### **AUDIT COMMITTEE**

The Audit Committee of the Company, which comprises all the three independent non-executive directors of the Company, namely, Mr. Tsui Yiu Wa, Alec (Chairman of the Audit Committee), Mr. Thaddeus Thomas Beczak and Mr. Chan Chi Mong, Hopkins, has reviewed the accounting principles and practices adopted by the Group and discussed auditing, risk management and internal control and financial reporting matters, including the review of these interim results.

### **CORPORATE GOVERNANCE**

The Board is of the view that the Company has met the code provisions set out in the Corporate Governance Code as contained in Appendix 14 of the Rules Governing the Listing of Securities on the Stock Exchange during the six months ended 30 June 2018, except that there is no separation of the role of chairman and chief executive as stipulated in the code provision A.2.1. Dr. Lam Wai Yan currently assumes the role of both the Chairman and the Chief Executive Officer of the Company. As Dr. Lam is a co-founder of the Group and has extensive experience in the internet industry, the Board believes that this structure provides the Group with strong and consistent leadership and allows for more effective and efficient business planning and decisions as well as execution of long-term business strategies. As such, it is beneficial to the business prospects of the Group.

### **SHARE OPTION PLAN**

The purpose of the share option plans of the Company is to provide incentives and rewards to eligible participants who contribute to the success of the Group's operations. The Company has adopted a Pre-IPO Share Option Plan and a Post-IPO Share Option Plan ("Post-IPO Share Option Plan I") on 23 November 2007. All options under the Pre-IPO Share Option Plan have been granted and lapsed. The Post-IPO Share Option Plan I has been terminated upon adoption of a new share option plan of the Company ("Post-IPO Share Option Plan II") pursuant to a shareholder's resolution passed at the annual general meeting of the Company held on 19 May 2017.

As at 30 June 2018, the Company has no outstanding share options under the Pre-IPO Share Option Plan, Post-IPO Share Option Plan I and Post-IPO Share Option Plan II. No share options have been granted/exercised/cancelled/lapsed under the Post-IPO Share Option Plan I and Post-IPO Share Option Plan II during the six months ended 30 June 2018.

## OTHER INFORMATION

### DIRECTORS' INTERESTS IN THE SHARES AND UNDERLYING SHARES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS

As at 30 June 2018, the interests of the directors of the Company in the shares of the Company (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")) as recorded in the register required to be kept by the Company under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") were as follows:

#### (1) Interests in shares of the Company

Name of director	Long/Short position	Capacity	Number of ordinary shares in the Company	Percentage of the Company's issued share capital <sup>†</sup>
Dr. Lam Wai Yan	Long	Beneficial owner	308,064,561	27.16%
Mr. Ho Kam Wah	Long	Interests held by a controlled corporation (note)	99,348,480	8.76%
	Long	Beneficial owner	3,491,565	0.31%
			102,840,045	9.07%
Ms. Zhang Cong Min	Long	Beneficial owner	30,933,814	2.73%
Mr. Wang Ta-Hsing	Long	Beneficial owner	3,458,015	0.30%
Mr. Tsui Yiu Wa, Alec	Long	Beneficial owner	232,051	0.02%
Mr. Thaddeus Thomas Beczak	Long	Beneficial owner	232,051	0.02%

Note: These shares were held by Treasure Field Holdings Limited, a controlled corporation of Mr. Ho Kam Wah.

<sup>†</sup> The percentage represents the number of ordinary shares interested divided by the number of the Company's issued shares as at 30 June 2018.

**(2) Interests in shares of associated corporations**

<b>Name of associated corporations</b>	<b>Name of director</b>	<b>Long/Short position</b>	<b>Capacity</b>	<b>Amount of registered capital (RMB)</b>	<b>Percentage of interest of associated corporations</b>
Guangzhou Yingxin Computer Technology Exchange Co., Ltd.	Ms. Zhang Cong Min	Long	Beneficial owner	2,280,000	40%
Guangzhou Yingyue Computer Technology Co., Ltd.	Ms. Zhang Cong Min	Long	Beneficial owner	1,920,000	60%

Save as disclosed above, as at 30 June 2018, none of the directors or chief executive of the Company had any interests or short positions in the shares, underlying shares or debentures of the Company or any associated corporations (within the meaning of Part XV of the SFO) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which he/she was deemed or taken to have under such provisions of the SFO) or which were required to be entered into the register kept by the Company pursuant to Section 352 of the SFO or which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

## OTHER INFORMATION

### SUBSTANTIAL SHAREHOLDERS' INTERESTS IN THE SHARES AND UNDERLYING SHARES OF THE COMPANY

As at 30 June 2018, as far as the directors of the Company are aware, the following persons (other than the directors and chief executives of the Company) had interests of 5% or more in the shares of the Company as recorded in the register required to be kept by the Company under Section 336 of the SFO:

#### Interests in shares of the Company

Name of substantial shareholder	Long/ Short position	Capacity	Number of ordinary shares in the Company	Note	Percentage of the Company's issued share capital <sup>†</sup>
Ms. Ma Muk Lan	Long	Interests of spouse	308,064,561	(1)	27.16%
Gallop Assets Management Limited	Long	Beneficial owner	296,172,030	(2)	26.12%
J.P. Morgan Trust Company (Bahamas) Limited as trustee of The Gallop Trust	Long	Trustee	296,172,030	(2)	26.12%
Treasure Field Holdings Limited	Long	Beneficial owner	99,348,480	(3)	8.76%

Notes:

- (1) Ms. Ma Muk Lan was deemed to be interested in 308,064,561 shares of the Company through the interests of her spouse, Dr. Lam Wai Yan.
- (2) These shares were held by Gallop Assets Management Limited, the entire issued share capital of which was owned by J.P. Morgan Trust Company (Bahamas) Limited as trustee of The Gallop Trust. As such, J.P. Morgan Trust Company (Bahamas) Limited as trustee of The Gallop Trust was deemed to be interested in 296,172,030 shares of the Company held by Gallop Assets Management Limited.
- (3) The interests of Treasure Field Holdings Limited was also disclosed as the interests of Mr. Ho Kam Wah in the above section headed "Directors' interests in the shares and underlying shares of the Company and its associated corporations".

<sup>†</sup> The percentage represents the number of ordinary shares interested divided by the number of the Company's issued shares as at 30 June 2018.

Save as disclosed above, as at 30 June 2018, no person, other than the directors of the Company whose interests are set out in the above section headed “Directors’ interests in the shares and underlying shares of the Company and its associated corporations”, had an interest or a short position in the shares and underlying shares of the Company as recorded in the register required to be kept by the Company under Section 336 of the SFO.

### **MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS**

The Company has adopted its own code of conduct regarding directors’ dealings in the Company’s securities (the “Own Code”) on terms no less exacting than the Model Code.

Specific enquiry has been made of the Company’s directors and all of them have confirmed that they have complied with the Own Code and the Model Code throughout the accounting period covered by the interim report.

### **COMPLIANCE WITH WRITTEN GUIDELINES FOR SECURITIES TRANSACTIONS BY THE RELEVANT EMPLOYEES OF THE COMPANY**

The Company has established written guidelines for the relevant employees of the Company (the “Relevant Employees”) in respect of their dealings in the securities of the Company (the “Written Guidelines”) on terms no less exacting than the required standards set out in the Model Code. For this purpose, Relevant Employees include any employee of the Company or a director or employee of a subsidiary or holding company of the Company who, because of such office or employment, is likely to possess inside information in relation to the Company or its securities. No incident of non-compliance of the Written Guidelines was noted by the Company throughout the accounting period covered by the interim report.





## OTHER INFORMATION

### APPRECIATION

I would like to take this opportunity to express my gratitude, on behalf of the Board, to all our employees for their contribution and to all our shareholders for their continuous support of our Group.

On behalf of the Board  
**Pacific Online Limited**  
**Lam Wai Yan**  
*Chairman*

Hong Kong, 27 August 2018