

# Bolina

BOLINA HOLDING CO., LTD.  
航標控股有限公司

(Incorporated in the Cayman Islands with limited liability)  
Stock code: 1190

Interim Report 2013





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# Corporate Information

## BOARD OF DIRECTORS

### Executive Directors

Mr. Xiao Zhiyong (*Chairman and CEO*)  
Ms. Ye Xiaohong  
Mr. Yang Qingyun  
Mr. Lu Jianqing

### Independent Non-executive Directors

Mr. Tong Jifeng  
Mr. Lin Shimao  
Mr. Leung Ka Man

## AUDIT COMMITTEE

Mr. Lin Shimao (*Chairman*)  
Mr. Leung Ka Man  
Mr. Tong Jifeng

## REMUNERATION COMMITTEE

Mr. Yang Qingyun (*Chairman*)  
Mr. Tong Jifeng  
Mr. Lin Shimao

## NOMINATION COMMITTEE

Mr. Xiao Zhiyong (*Chairman*)  
Mr. Tong Jifeng  
Mr. Lin Shimao

## CHIEF FINANCIAL OFFICER AND COMPANY SECRETARY

Mr. Yuen Chi Wai, Stanley, *FCPA*

## AUDITORS

Ernst & Young, Certified Public Accountants

## LEGAL ADVISOR

Herbert Smith Freehills

## HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS IN PRC

Caikeng Industrial Park  
Changtai Economic Development Zone  
Changtai County, Fujian Province  
People's Republic of China

## PLACE OF BUSINESS IN HONG KONG

Suite 2, 17th Floor  
Sino Plaza  
255-257 Gloucester Road  
Causeway Bay, Hong Kong

## REGISTERED OFFICE

Clifton House, 75 Fort Street, P.O. Box 1350  
Grand Cayman, KY1-1108  
Cayman Islands

## PRINCIPAL SHARE REGISTRAR

Appleby Trust (Cayman) Ltd.  
Clifton House, 75 Fort Street, P.O. Box 1350  
Grand Cayman, KY1-1108  
Cayman Islands

## BRANCH SHARE REGISTRAR

Computershare Hong Kong Investor Services Limited  
Shops 1712-1716, 17th Floor  
Hopewell Centre  
183 Queen's Road East  
Wanchai, Hong Kong

## STOCK CODE

The Stock Exchange of Hong Kong Limited: 1190

## COMPANY WEBSITE

[www.bolina.cc](http://www.bolina.cc)

## INVESTOR RELATIONS WEBSITE

[http://bolina.todayir.com/html/ir\\_overview.php](http://bolina.todayir.com/html/ir_overview.php)



# Management Discussion and Analysis

## BUSINESS REVIEW

For the six months ended 30 June 2013, the Group's steady business growth have been favourably contributed by the continued urbanization in China, as well as the strong recovery of housing market in the United States during the period. The Group recorded sales revenue of approximately RMB412.1 million, increased by 3.2% over the RMB399.3 million for the corresponding period in 2012.

### Sales and Production

The Group is one of the largest manufacturers of ceramic sanitary ware products in China with annual designed capacity of 4.9 million units from 5 production lines. For the six months ended 30 June 2013, the Group's sales volume was 2.2 million units, 58.1% and 41.9% of which were for ODM/OEM products and OBM products respectively. The demand for our sanitary products had significantly increased during the period as a result of the strong recovery of housing market in the United States as well as stronger recognition of "Bolina" brand in China. The longer than expected ramp-up period for our fifth production line however had resulted in certain instances that the Group not able to meet all the order demands from our customers during the period.

### Distribution Network

The Group's branded business in China was carried out through third party distributor model and the Group was dedicated to continuously improving the operation capacity and quality of the distribution network. As at 30 June 2013, the Group's distribution network included 453 points of sales operated by 187 distributors and 50 sub-distributors. As a medium term target, the Group has a plan to set up more than 1000 points of sales. To cope with the anticipated expansion of the sales network, the Group has taken initiative to set up regional hubs in the form of subsidiaries to ensure more timely and efficient services and supports to the distributors in nearby regions. Up to the current date, we have set up 4 regional hubs, namely in Tianjin, Wuhan, Foshan and Xi'an.

### Future Prospect

In the second half of 2013, the Group will remain positively cautious about the industry and business condition. As one of the strongest players in the industry, the Group had differentiated from other ceramic sanitary ware manufacturers in China by having solid experience of exporting large scale of ODM and OEM products to a number of well-known international brands, which had contributed to the Group's stable revenue growth every year. The Group's ability to retain these well-known international brands heavily relied on the remarkable technologies in innovation, superior product quality and very competitive price positioning, which allowed the Group to continuously achieve excellent market performance. Looking ahead, with the strong export business and the higher recognition of "Bolina" brand attributable to the strategies of acquiring the listing status, the appointment of spokesperson, and the enhancement of distribution network model, the Group is confident to achieve sustainable business development and accomplish the operation goals for 2013.





# Management Discussion and Analysis

## FINANCIAL REVIEW

For the six months ended 30 June 2013, sales volume of the Group was approximately 2.2 million units and revenue was RMB412.1 million, up by 9.6% and 3.2% respectively, as compared with the corresponding period last year.

For the six months ended 30 June 2013, gross profit of the Group was RMB196.7 million, up by 3.0% as compared with the corresponding period last year; profit before tax of the Group was RMB151.8 million, up by 4.4% as compared to the corresponding period last year; profit attributable to the ordinary equity holder of the Company amounted to RMB116.8 million, down by 12.3% from RMB133.2 million for the corresponding period last year.

### Revenue

The following table sets out the Group's revenue derived from its different product categories during the six months ended 30 June 2013 and 2012:

|   | Six months ended 30 June |       |         |       |
|---|--------------------------|-------|---------|-------|
|   | 2013                     |       | 2012    |       |
|   | RMB'000                  | %     | RMB'000 | %     |
| <b>Ceramic sanitary ware products</b>               |                          |       |         |       |
| One-piece toilets                                   | 186,420                  | 45.2  | 182,134 | 45.6  |
| Two-piece toilets (with water tanks)                | 140,894                  | 34.2  | 134,842 | 33.8  |
| Washbasins and stands                               | 20,176                   | 4.9   | 20,606  | 5.2   |
| Other ceramic products including urinals and bidets | 16,779                   | 4.1   | 14,999  | 3.7   |
| Sub-total   | 364,269                  | 88.4  | 352,581 | 88.3  |
| <b>Non-ceramic sanitary products</b>                | 47,813                   | 11.6  | 46,669  | 11.7  |
| Total   | 412,082                  | 100.0 | 399,250 | 100.0 |

# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Revenue *(continued)*

The following tables set out the breakdown of the Group's revenue by sale channels during the six months ended 30 June 2013 and 2012:

|                                    | Six months ended 30 June |       |         |       |
|------------------------------------|--------------------------|-------|---------|-------|
|                                    | 2013                     |       | 2012    |       |
|                                    | RMB'000                  | %     | RMB'000 | %     |
| <b>Branded products</b>            |                          |       |         |       |
| Distributors                       | 253,548                  | 61.5  | 253,554 | 63.5  |
| Direct sales in the PRC            | 2,424                    | 0.6   | 3,169   | 0.8   |
| Direct sales to overseas customers | 198                      | 0.1   | 507     | 0.1   |
| Sub-total                          | 256,170                  | 62.2  | 257,230 | 64.4  |
| <b>Non-branded products</b>        |                          |       |         |       |
| ODM                                | 89,902                   | 21.8  | 85,227  | 21.4  |
| OEM                                | 66,010                   | 16.0  | 56,793  | 14.2  |
| Sub-total                          | 155,912                  | 37.8  | 142,020 | 35.6  |
| Total                              | 412,082                  | 100.0 | 399,250 | 100.0 |

The following tables set out the breakdown of the Group's revenue by product category during the six months ended 30 June 2013 and 2012:

### OEM products

| Products  | Six months ended 30 June 2013 |                   |                 | Six months ended 30 June 2012 |                   |                 |
|---|-------------------------------|-------------------|-----------------|-------------------------------|-------------------|-----------------|
|   | Units                         | Average price RMB | Revenue RMB'000 | Units                         | Average price RMB | Revenue RMB'000 |
| Two-piece toilets (with water tanks)                | 520,954                       | 112.4             | 58,557          | 460,579                       | 110.0             | 50,663          |
| Washbasins and stands                               | 66,251                        | 59.7              | 3,953           | 61,825                        | 58.1              | 3,589           |
| Other ceramic products including urinals and bidets | 31,288                        | 104.0             | 3,253           | 22,342                        | 98.1              | 2,192           |
| Non-ceramic sanitary products                       | 10,274                        | 24.0              | 247             | 10,049                        | 34.7              | 349             |
| Total   | 628,767                       | 105.0             | 66,010          | 554,795                       | 102.4             | 56,793          |

# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Revenue *(continued)*

#### ODM products

| Products  | Six months ended 30 June 2013 |                      |                    | Six months ended 30 June 2012 |                      |                    |
|---|-------------------------------|----------------------|--------------------|-------------------------------|----------------------|--------------------|
|   | Units                         | Average price<br>RMB | Revenue<br>RMB'000 | Units                         | Average price<br>RMB | Revenue<br>RMB'000 |
| Two-piece toilets (with water tanks)                | 608,184                       | 134.4                | 81,738             | 626,892                       | 130.7                | 81,922             |
| One-piece toilets                                   | 19,526                        | 341.6                | 6,671              | 5,976                         | 334.7                | 2,000              |
| Washbasins and stands                               | 21,147                        | 68.4                 | 1,446              | 16,408                        | 64.2                 | 1,054              |
| Other ceramic products including urinals and bidets | 509                           | 92.3                 | 47                 | 3,469                         | 72.4                 | 251                |
| <b>Total</b>  | <b>649,366</b>                | <b>138.4</b>         | <b>89,902</b>      | <b>652,745</b>                | <b>130.6</b>         | <b>85,227</b>      |

#### Own branded products

| Products  | Six months ended 30 June 2013 |                      |                    | Six months ended 30 June 2012 |                      |                    |
|---|-------------------------------|----------------------|--------------------|-------------------------------|----------------------|--------------------|
|   | Units                         | Average price<br>RMB | Revenue<br>RMB'000 | Units                         | Average price<br>RMB | Revenue<br>RMB'000 |
| Two-piece toilets (with water tanks)                | 5,983                         | 100.1                | 599                | 23,467                        | 96.2                 | 2,257              |
| One-piece toilets                                   | 283,570                       | 633.9                | 179,749            | 294,608                       | 611.4                | 180,134            |
| Washbasins and stands                               | 148,306                       | 99.6                 | 14,777             | 154,921                       | 103.0                | 15,963             |
| Other ceramic products including urinals and bidets | 109,861                       | 122.7                | 13,479             | 127,001                       | 98.9                 | 12,556             |
| Non-ceramic sanitary products                       | 374,048                       | 127.2                | 47,566             | 199,950                       | 231.7                | 46,320             |
| <b>Total</b>  | <b>921,768</b>                | <b>277.9</b>         | <b>256,170</b>     | <b>799,947</b>                | <b>321.6</b>         | <b>257,230</b>     |

# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Gross Profit and Gross Profit Margin

For the six months ended 30 June 2013 and 2012, the Group's gross profit and gross profit margin by business segment was as follows:

|                  | Six months ended 30 June |                     |              |                     |
|------------------|--------------------------|---------------------|--------------|---------------------|
|                  | 2013                     |                     | 2012         |                     |
|                  | Gross profit             | Gross profit margin | Gross profit | Gross profit margin |
|                  | RMB'000                  | %                   | RMB'000      | %                   |
| Branded products | 145,317                  | 56.7                | 141,216      | 54.9                |
| ODM              | 31,822                   | 35.4                | 32,385       | 38.0                |
| OEM              | 19,598                   | 29.7                | 17,447       | 30.7                |
| Total            | 196,737                  | 47.7                | 191,048      | 47.9                |

### Selling and Distribution Costs

Selling and distribution costs increased by RMB1.8 million, or 11.7%, from RMB14.9 million for the six months ended 30 June 2012 to RMB16.7 million for the six months ended 30 June 2013. The increase was mainly attributable to the increase in related sales and distribution costs resulting from the increased revenue during the period.

### Administrative Expenses

Administrative expenses increased by RMB0.7 million, or 2.6%, from RMB25.0 million for the six months ended 30 June 2012 to RMB25.7 million for the six months ended 30 June 2013. This was mainly attributable to the increased average employee salaries.

### Finance Costs

Finance costs represent interest expense on bank and other borrowings of the Group. For the six months ended 30 June 2013, finance costs decreased by RMB1.2 million, or 18.0%, from RMB6.9 million for the six months ended 30 June 2012 to RMB5.7 million for the six months ended 30 June 2013.

### Income Tax Expense

Income tax expense increased by RMB22.8 million, or 187.2% from RMB12.2 million for the six months ended 30 June 2012 to RMB35.0 million for the six months ended 30 June 2013. The increase was mainly attributable to the cessation of 50% tax concession previously enjoyed by a subsidiary, Zhangzhou Wanhui Sanitary Ware Co., Ltd..

### Net Profit and Net Profit Margin

For the six months ended 30 June 2013, profit attributable to equity holders of the Company amounted to RMB116.8 million, representing a decrease of 12.3% as compared to the corresponding period last year. Net profit margin for the six months ended 30 June 2013 was 28.3%.





# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Gearing Ratio

Gearing ratio is calculated by dividing total interest-bearing debts by total equity. The Group's gearing ratio as at 30 June 2013 was 33.0% (31 December 2012: 19.9%). The increase in gearing ratio was mainly due to the increased bank loan for dividend payment.

### Capital Expenditure

The Group's capital expenditures were incurred primarily in connection with purchases of property, plant and equipment and lease payments. The Group's capital expenditures, represented by the cash used for the purchase of property, plant and equipment, were RMB14.6 million for the six months ended 30 June 2013, mainly in connection with the construction of production facilities.

### Operating Lease Arrangements

The Group leases certain property, plant, equipment and land under operating lease arrangement for terms ranging from 1 to 18 years. As at the dates indicated below, the Group had total future minimum lease payments under non-cancellable operating leases of property, plant, equipment and land falling due as follows:

|                                 | <b>As at<br/>30 June<br/>2013<br/>RMB'000</b> | As at<br>31 December<br>2012<br>RMB'000 |
|---------------------------------|---|---|
| Within 1 year                   | <b>11,707</b>                                 | 8,169                                   |
| After 1 year but within 5 years | <b>39,671</b>                                 | 31,833                                  |
| After 5 years                   | <b>16,333</b>                                 | 20,333                                  |
|                                 | <b>67,711</b>                                 | 60,335                                  |

### Commitments

In addition to the Group's operating lease commitments, the Group had the following capital commitments as at the dates indicated below:

|  | <b>As at<br/>30 June<br/>2013<br/>RMB'000</b> | As at<br>31 December<br>2012<br>RMB'000 |
|--|---|---|
| Contracted, but not provided for property, plant and equipment   | <b>23,086</b>                                 | 24,072                                  |
| Authorised, but not contracted for property, plant and equipment | <b>270,077</b>                                | 273,626                                 |
|  | <b>293,163</b>                                | 297,698                                 |

# Management Discussion and Analysis



## FINANCIAL REVIEW *(continued)*

### Financial Resources and Liquidity

The Group meets its working capital and other capital requirements primarily from the proceeds from its global offering and other issue of new shares, net cash generated from its operating activities and borrowings from banks and financial institutions.

As at 30 June 2013, cash and cash equivalents of the Group amounted to RMB885.9 million, which was mainly denominated in RMB and US dollar.

The following table is a condensed summary of the Group's consolidated statement of cash flows during the reporting period indicated:

|  | <b>Six months ended 30 June</b> |          |
|--|---------------------------------|----------|
|  | <b>2013</b>                     | 2012     |
|  | <b>RMB'000</b>                  | RMB'000  |
| Net cash flows from operating activities           | <b>81,190</b>                   | 167,126  |
| Net cash flows used in investing activities        | <b>(12,742)</b>                 | (8,247)  |
| Net cash flows from/(used in) financing activities | <b>28,106</b>                   | (18,154) |
| Net increase in cash and cash equivalents          | <b>96,554</b>                   | 140,725  |
| Cash and cash equivalents at beginning of period   | <b>789,822</b>                  | 261,458  |
| Effect of foreign exchange rate changes, net       | <b>(496)</b>                    | (13)     |
| Cash and cash equivalents at end of period         | <b>885,880</b>                  | 402,170  |

Set out below is an analysis of short-term borrowings of the Group:

|                        | <b>As at</b>   | As at       |
|------------------------|----------------|-------------|
|                        | <b>30 June</b> | 31 December |
|                        | <b>2013</b>    | 2012        |
|                        | <b>RMB'000</b> | RMB'000     |
| Secured                | <b>199,435</b> | 83,649      |
| Guaranteed             | <b>64,900</b>  | 56,900      |
| Unsecured              | <b>30,000</b>  | 30,000      |
| Total                  | <b>294,335</b> | 170,549     |
| Fixed interest rate    | <b>66,476</b>  | 68,649      |
| Floating interest rate | <b>227,859</b> | 101,900     |
| Total                  | <b>294,335</b> | 170,549     |



# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Trade Receivables Turnover Days

Trade receivables primarily comprise amounts to be received from the sale of sanitary ware products to customers. The Group's trade receivables amounted to RMB64.1 million and RMB58.4 million as at 30 June 2013 and 31 December 2012, respectively.

The Group's average trade receivable turnover days were 27 days and 26 days for the six months ended 30 June 2013 and the year ended 31 December 2012 respectively.

Advance payment is normally required from the Group's domestic customers. The trading terms with overseas customers are mainly on credit, the credit period is generally one month, extending up to six months for major customers. Each of the customers has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables and have a credit control department to minimise credit risk. Overdue balances are reviewed regularly by senior management of the Company. Trade receivables are non-interest-bearing.

As at 30 June 2013 and 31 December 2012, there was no material provision for doubtful debts.

### Trade Payables Turnover Days

The Group's trade payables primarily arose from the purchases of toilet lids and water tank fittings, packaging material and raw materials for its production activities. The Group had trade payables of RMB73.5 million and RMB31.8 million as at 30 June 2013 and 31 December 2012, respectively.

The Group's average payables turnover days were 44 days and 24 days for the six months ended 30 June 2013 and the year ended 31 December 2012, respectively. The increase in trade payable turnover days was mainly due to the longer credit period offered by certain suppliers.

### Inventory Turnover Days

The Group's inventories increased from RMB73.0 million as at 31 December 2012 to RMB92.6 million as at 30 June 2013.

The Group's average inventory turnover days were 69 days and 63 days for the six months ended 30 June 2013 and the year ended 31 December 2012, respectively.

### Bank Borrowings and Other Borrowings

As at 30 June 2013, the balance of the Group's bank loans and other borrowings, which would all mature within one year, was RMB294.3 million, up by RMB123.8 million or 72.6% from that of RMB170.5 million as at 31 December 2012.

Certain of the Group's bank loans are secured by: (i) mortgages over the Group's prepaid land lease payments situated in Mainland China, which had aggregate carrying values of approximately RMB12.3 million and RMB12.4 million as at 30 June 2013 and 31 December 2012, respectively; (ii) mortgages over the Group's buildings, which had aggregate carrying values of approximately RMB82.1 million and RMB84.8 million as at 30 June 2013 and 31 December 2012, respectively; (iii) mortgages over the Group's forward letters of credit which amounted to RMB27.0 million and RMB29.2 million as at 30 June 2013 and 31 December 2012, respectively; and (iv) mortgages over the Group's pledged bank balances which amounted to RMB90.0 million as at 30 June 2013 (31 December 2012: Nil).



# Management Discussion and Analysis

## FINANCIAL REVIEW *(continued)*

### Risks of Foreign Exchange

The Group has transactional currency exposure. Such exposure mainly arises from sales transactions denominated in United States dollars. The Group regularly monitors its foreign exchange exposure and will consider the need to hedge against significant foreign currency exposure where appropriate. The Group did not enter into any foreign currency forward contracts during the six months ended 30 June 2013 to hedge against fluctuations in the foreign currency.

### Major Investments and Disposal

For the six months period ended 30 June 2013, the Group had no material investment expenditure or disposal.

### Contingent Liabilities

As at 30 June 2013, neither the Group nor the Company had any significant contingent liabilities.

### Subsequent Events

There has been no material or important events affecting the Group's operation since 30 June 2013.

## EMPLOYEES AND REMUNERATION

The key components of the Group's remuneration package include basic salary, and where appropriate, other allowances, incentive bonus, mandatory provident funds, state-managed retirement benefits scheme and share options under the share option schemes of the Company. The objective of the Group is to associate the interests of key employees with the performance of the Group and the interests of shareholders, as well as achieving balance of short-term and long-term benefits through a reasonable system. Meanwhile, the Group also aims at maintaining the competitiveness of the overall compensation. The level of cash compensation to employees offered by the Group varies with importance of duties. The more important the duties are, the higher the ratio of incentive bonus of total remuneration will be. This ensures that the Group can recruit, retain and motivate high-caliber employees required for the development of the Group and to avoid offering excess reward.

As at 30 June 2013, the Group employed 2,315 full-time employees, and their remuneration is determined with reference to market rates. No individual employee shall have the right to determine his/her own remuneration.

In addition to the basic remuneration, the Group also provided certain non-monetary benefits, such as training, to its employees.

## INTERIM DIVIDEND

The Directors recommended the payment of an interim dividend of HK\$4.5 cents (approximately RMB3.6 cents) per ordinary share for the six months ended 30 June 2013 (30 June 2012: Nil) amounting to approximately HK\$45.7 million (approximately RMB36.6 million) to the shareholders of the Company whose names appear on the Company's register of members on 25 September 2013. The interim dividend is expected to be paid on or around 10 October 2013.

## CLOSURE OF REGISTER OF MEMBERS

The register of members of the Company will be closed from 23 September 2013 to 25 September 2013 (both days inclusive) for the purpose of determining the entitlement to the proposed interim dividend in respect of the six months period ended 30 June 2013. In order to be qualified for the interim dividend, unregistered holders of shares of the Company should ensure that all share transfer documents accompanied by the corresponding share certificates are lodged with the Company's branch share registrar and transfer office Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration not later than 4:30 p.m. on 19 September 2013.





## Other Information

### DIRECTORS' INTEREST IN SHARES, UNDERLYING SHARES AND DEBENTURES

As at the date of this report, the interests of the directors and chief executive of the Company in the shares, underlying shares and debentures of the Company and its associated corporation (within the meaning of Part XV of the SFO), as recorded in the register maintained by the Company under Section 352 of the SFO, or as otherwise notified to the Company and the Hong Kong Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Listing Rules, were as follows:

#### (a) Long position in ordinary shares of HKD0.01 each of the Company

| Name                                  | Long/Short position | Type of interest                                    | Number of Shares | Percentage of shareholding in the Company |
|---------------------------------------|---------------------|---|------------------|---|
| Mr. Xiao Zhiyong<br>("Mr. Xiao")      | Long position       | Interest in a controlled corporation <sup>(1)</sup> | 599,993,023      | 59.13%                                    |
| Ms. Ye Xiaohong<br>("Ms. Ye")         | Long position       | Interest of spouse <sup>(2)</sup>                   | 599,993,023      | 59.13%                                    |
| Max Lucky Group Limited ("Max Lucky") | Long position       | Beneficial owner                                    | 599,993,023      | 59.13%                                    |

Notes:

1. Mr. Xiao is deemed to be interested in the shares held by Max Lucky by virtue of Max Lucky being controlled by Mr. Xiao directly.
2. Ms. Ye, being the wife of Mr. Xiao, is deemed (by virtue of the SFO) to be interested in 599,993,023 shares in the Company which are held by Max Lucky. Max Lucky is wholly-owned by Mr. Xiao.

#### (b) Interests in share options of the Company

The interests of the directors and the chief executive in the share options of the Company are detailed in the "Share Options" section stated below.

Save as disclosed above, as at the date of this report, none of the directors nor the chief executive had any interests or short positions in any Shares, underlying Shares or debentures of the Company or any of its subsidiaries or associated companies as defined in the SFO.

### SHARE OPTIONS

Pursuant to a resolution passed on the general meeting of shareholders held on 25 June 2012, the Company adopted a share option scheme (the "Share Option Scheme"). As at 30 June 2013, no share options had been granted by the Company pursuant to the Share Option Scheme.

### DIRECTORS' RIGHT TO ACQUIRE SHARES OR DEBENTURES

At no time during the reporting period was the Company, its ultimate holding companies or any of its subsidiaries a party to any arrangements to enable the Directors to acquire benefits by means of the acquisition of Shares in, or debentures of, the Company or any other body corporate.



### INTERESTS OF SUBSTANTIAL SHAREHOLDERS

As at the date of this report, other than the interests disclosed in the section “Directors’ interest in Shares, underlying Shares and debentures”, the register of substantial shareholders maintained by the Company under Section 336 of the SFO showed that the following person(s)/corporation(s) held interests or short positions in 5% or more of the issued shares capital of the Company:

| Name                                       | Long/Short position | Type of interest                                    | Number of Shares | Percentage of shareholding in the Company |
|--|---------------------|---|------------------|---|
| Ms. Xiao Xiuyu<br>("Ms. Xiao")             | Long position       | Interest in a controlled corporation <sup>(1)</sup> | 102,700,000      | 10.12%                                    |
| Grand York Holdings Limited ("Grand York") | Long position       | Beneficial owner                                    | 102,700,000      | 10.12%                                    |

Note:

- Ms. Xiao is deemed to be interested in the shares held by Grand York by virtue of Grand York being controlled by Ms. Xiao directly.

### CORPORATE GOVERNANCE

#### Compliance with the Corporate Governance Code

The Board of the Company recognizes and appreciates the importance and benefits of good corporate governance practices and has adopted corporate governance and disclosure practices for achieving a higher standard of transparency and accountability.

The Board is of the view that the Company has complied with the Code Provisions set out in the Corporate Governance Code (“CG Code”) as contained in Appendix 14 to the Listing Rules during the six months period ended 30 June 2013, except for the following deviation:

#### **Code Provision A.2.1**

Code Provision A.2.1 of the CG Code stipulates that the roles of Chairman and Chief Executive Officer should be separate and should not be performed by the same individual. Mr. Xiao Zhiyong (“Mr. Xiao”) currently holds the positions of Chairman and Chief Executive Officer of the Company. He is the founder of the Group and has over 25 years of experience in sanitary ware products industry. The Board believes that vesting the roles of both Chairman and Chief Executive Officer in Mr. Xiao provides the Company with strong and consistent leadership and allows for effective and efficient planning and implementation of business decisions and strategies, and will not impair the balance of power and authority between the Board and the management of the Company.

### CHANGES TO INFORMATION IN RESPECT OF DIRECTORS

In accordance with Rule 13.51B(1) of the Listing Rules, there was no change to information required to be disclosed by Directors pursuant to paragraphs (a) to (e) and (g) of Rule 13.51(2) during the reporting period.



## Other Information

### MODEL CODE FOR SECURITIES TRANSACTIONS BY THE DIRECTORS OF LISTED ISSUERS

The Company has adopted the Model Code as set out in Appendix 10 to the Listing Rules as the code of conduct regarding securities transactions by the directors. Having made specific enquiry to all the directors, all the directors confirmed that they had complied with the required standard as set out in the Model Code throughout the six months ended 30 June 2013.

### PURCHASE, SALE OR REDEMPTION OF SECURITIES OF THE COMPANY

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's securities during the six months ended 30 June 2013.

### PUBLIC FLOAT

Since its listing at the Hong Kong Stock Exchange on 13 July 2012, the Company has maintained the prescribed public float under the Hong Kong Listing Rules, based on the information that is publicly available to the Company and within the best knowledge of the directors.

### AUDIT COMMITTEE

The Board has formed an Audit Committee in accordance with the Listing Rules to fulfill the functions of reviewing and monitoring the financial reporting procedure and internal control of the Company. The Audit Committee members currently comprise all the independent non-executive directors of the Company. The Audit Committee has reviewed and approved the Company's unaudited consolidated interim financial results for the six months ended 30 June 2013.

### REVIEWED RESULTS

The consolidated interim financial results for the six months ended 30 June 2013 have been reviewed by Ernst & Young, Certified Public Accountants.

For and on behalf of the Board

**BOLINA HOLDING CO., LTD.**

**Xiao Zhiyong**

*Chairman*

Hong Kong, 29 August 2013

# Report on Review of Interim Condensed Consolidated Financial Statements



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## To the shareholders of Bolina Holding Co., Ltd.

*(Incorporated in the Cayman Islands as an exempted company with limited liability)*

## INTRODUCTION

We have reviewed the interim financial information set out on pages 16 to 36, which comprise the condensed consolidated statement of financial position of Bolina Holding Co., Ltd. (the “Company”) and its subsidiaries (together, the “Group”) as at 30 June 2013 and the related condensed consolidated statements of income, comprehensive income, changes in equity and cash flows for the six-month then ended, and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standards 34 “Interim Financial Reporting” (“HKAS 34”). The directors of the Company are responsible for the preparation and presentation of this interim financial information in accordance with HKAS 34. Our responsibility is to express a conclusion on this interim financial information based on our review. Our report is made solely to you, as a body, in accordance with our agreed terms of engagements, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

## SCOPE OF REVIEW

We conducted our review in accordance with Hong Kong Standard on Review Engagement 2410, “Review of Interim Financial Information Performed by the Independent Auditor of the Entity” issued by the Hong Kong Institute of Certified Public Accountants. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express such opinion.

## CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information is not prepared, in all material respects, in accordance with HKAS 34.

## **Ernst & Young**

*Certified Public Accountants*

Hong Kong

29 August 2013

# Interim Condensed Consolidated Income Statement

For the six months ended 30 June 2013

|  | Notes | Six months ended 30 June       |                              |
|--|-------|--------------------------------|------------------------------|
|  |       | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| <b>REVENUE</b>   | 4(a)  | <b>412,082</b>                 | 399,250                      |
| Cost of sales  | 5(b)  | <b>(215,345)</b>               | (208,202)                    |
| <b>Gross profit</b>  |       | <b>196,737</b>                 | 191,048                      |
| Other income and gains, net  | 4(b)  | <b>3,091</b>                   | 1,214                        |
| Selling and distribution costs   |       | <b>(16,680)</b>                | (14,939)                     |
| Administrative expenses  |       | <b>(25,699)</b>                | (25,036)                     |
| <b>Profit from operations</b>  |       | <b>157,449</b>                 | 152,287                      |
| Finance costs  | 6     | <b>(5,680)</b>                 | (6,926)                      |
| <b>Profit before tax</b>   | 5     | <b>151,769</b>                 | 145,361                      |
| Income tax expense   | 7     | <b>(34,966)</b>                | (12,176)                     |
| <b>Profit for the period attributable to the owners of the parent</b>  |       | <b>116,803</b>                 | 133,185                      |
| <b>Earnings per share attributable to ordinary equity holders of the parent (expressed in RMB per share)</b> |       |                                |                              |
| <b>Basic – For profit for the period</b>   | 9     | <b>0.12</b>                    | 0.17                         |
| <b>Diluted – For profit for the period</b>   | 9     | <b>0.12</b>                    | 0.17                         |

Details of the dividend are disclosed in note 8 to the interim condensed consolidated financial statements.

# Interim Condensed Consolidated Statement of Comprehensive Income

For the six months ended 30 June 2013

|   | Six months ended 30 June |                |
|---|--------------------------|----------------|
|   | 2013                     | 2012           |
|   | RMB'000                  | RMB'000        |
|   | (Unaudited)              | (Audited)      |
| PROFIT FOR THE PERIOD   | <u>116,803</u>           | <u>133,185</u> |
| OTHER COMPREHENSIVE INCOME  |                          |                |
| Other comprehensive income to be reclassified to profit or loss in subsequent periods:    |                          |                |
| Exchange differences on translation of foreign operations                                 | <u>(496)</u>             | <u>(12)</u>    |
| Net other comprehensive loss to be reclassified to profit or loss in subsequent periods   | <u>(496)</u>             | <u>(12)</u>    |
| OTHER COMPREHENSIVE LOSS FOR THE PERIOD, NET OF TAX                                       | <u>(496)</u>             | <u>(12)</u>    |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO THE OWNERS OF THE PARENT</b> | <u><b>116,307</b></u>    | <u>133,173</u> |



# Interim Condensed Consolidated Statement of Financial Position

30 June 2013

|  | Notes | 30 June<br>2013<br>RMB'000<br>(Unaudited) | 31 December<br>2012<br>RMB'000<br>(Audited) |
|--|-------|---|---|
| <b>NON-CURRENT ASSETS</b>                          |       |   |   |
| Property, plant and equipment                      | 10    | 201,891                                   | 194,449                                     |
| Prepaid lease payments                             |       | 14,426                                    | 14,608                                      |
| Intangible assets                                  |       | 404                                       | 331   |
| Deferred tax assets                                |       | 3,879                                     | 5,675                                       |
| <b>Total non-current assets</b>                    |       | <b>220,600</b>                            | 215,063                                     |
| <b>CURRENT ASSETS</b>                              |       |   |   |
| Inventories  |       | 92,580                                    | 72,963                                      |
| Trade receivables                                  | 11    | 64,148                                    | 58,395                                      |
| Prepayments, deposits and other receivables        |       | 13,900                                    | 10,984                                      |
| Pledged bank balances                              | 12    | 90,000                                    | –   |
| Cash and cash equivalents                          | 12    | 885,880                                   | 789,822                                     |
| <b>Total current assets</b>                        |       | <b>1,146,508</b>                          | 932,164                                     |
| <b>CURRENT LIABILITIES</b>                         |       |   |   |
| Trade payables                                     | 13    | 73,475                                    | 31,774                                      |
| Other payables and accruals                        |       | 63,539                                    | 59,207                                      |
| Bank loans and other borrowings                    | 14    | 294,335                                   | 170,549                                     |
| Income tax payable                                 |       | 32,886                                    | 8,098                                       |
| <b>Total current liabilities</b>                   |       | <b>464,235</b>                            | 269,628                                     |
| <b>NET CURRENT ASSETS</b>                          |       | <b>682,273</b>                            | 662,536                                     |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>       |       | <b>902,873</b>                            | 877,599                                     |
| <b>NON-CURRENT LIABILITIES</b>                     |       |   |   |
| Deferred tax liabilities                           |       | 10,083                                    | 20,334                                      |
| <b>Total non-current liabilities</b>               |       | <b>10,083</b>                             | 20,334                                      |
| <b>Net assets</b>                                  |       | <b>892,790</b>                            | 857,265                                     |
| <b>EQUITY</b>                                      |       |   |   |
| <b>Equity attributable to owners of the parent</b> |       |   |   |
| Issued capital                                     | 15    | 8,274                                     | 8,274                                       |
| Reserves   |       | 884,516                                   | 766,719                                     |
| Proposed final dividend                            | 8     | –   | 82,272                                      |
| <b>Total equity</b>                                |       | <b>892,790</b>                            | 857,265                                     |

Mr. Xiao Zhiyong  
Director

Mr. Yang Qingyun  
Director

# Interim Condensed Consolidated Statement of Changes in Equity

For the six months ended 30 June 2013

|   | Attributable to owners of the parent |                |                             |                    |                 |                  |                               |                   |                         |                |
|---|--------------------------------------|----------------|-----------------------------|--------------------|-----------------|------------------|-------------------------------|-------------------|-------------------------|----------------|
|   | Issued capital                       | Share premium* | Discretionary reserve fund* | Statutory reserve* | Merger reserve* | Capital reserve* | Exchange fluctuation reserve* | Retained profits* | Proposed final dividend | Total          |
|   | RMB'000                              | RMB'000        | RMB'000                     | RMB'000            | RMB'000         | RMB'000          | RMB'000                       | RMB'000           | RMB'000                 | RMB'000        |
| <b>At 1 January 2013 (audited)</b>                        | <b>8,274</b>                         | <b>360,808</b> | <b>21,894</b>               | <b>17,072</b>      | <b>-</b>        | <b>101,081</b>   | <b>2,312</b>                  | <b>263,552</b>    | <b>82,272</b>           | <b>857,265</b> |
| Profit for the period                                     | -                                    | -              | -                           | -                  | -               | -                | -                             | 116,803           | -                       | 116,803        |
| Exchange differences on translation of foreign operations | -                                    | -              | -                           | -                  | -               | -                | (496)                         | -                 | -                       | (496)          |
| Total comprehensive income for the period                 | -                                    | -              | -                           | -                  | -               | -                | (496)                         | 116,803           | -                       | 116,307        |
| 2012 final dividend declared                              | -                                    | -              | -                           | -                  | -               | -                | -                             | 1,490             | (82,272)                | (80,782)       |
| <b>At 30 June 2013 (unaudited)</b>                        | <b>8,274</b>                         | <b>360,808</b> | <b>21,894</b>               | <b>17,072</b>      | <b>-</b>        | <b>101,081</b>   | <b>1,816</b>                  | <b>381,845</b>    | <b>-</b>                | <b>892,790</b> |
| <b>At 1 January 2012 (audited)</b>                        | <b>-</b>                             | <b>-</b>       | <b>21,894</b>               | <b>7,500</b>       | <b>101,081</b>  | <b>-</b>         | <b>3,682</b>                  | <b>109,150</b>    | <b>-</b>                | <b>243,307</b> |
| Profit for the period                                     | -                                    | -              | -                           | -                  | -               | -                | -                             | 133,185           | -                       | 133,185        |
| Exchange differences on translation of foreign operations | -                                    | -              | -                           | -                  | -               | -                | (12)                          | -                 | -                       | (12)           |
| Total comprehensive income for the period                 | -                                    | -              | -                           | -                  | -               | -                | (12)                          | 133,185           | -                       | 133,173        |
| <b>At 30 June 2012 (audited)</b>                          | <b>-</b>                             | <b>-</b>       | <b>21,894</b>               | <b>7,500</b>       | <b>101,081</b>  | <b>-</b>         | <b>3,670</b>                  | <b>242,335</b>    | <b>-</b>                | <b>376,480</b> |

\* These reserve accounts comprise the consolidated reserves of RMB884,516,000 (30 June 2012: RMB376,480,000) in the condensed consolidated statement of financial position.

# Interim Condensed Consolidated Statement of Cash Flows

For the six months ended 30 June 2013

|   | Notes | Six months ended 30 June       |                              |
|---|-------|--------------------------------|------------------------------|
|   |       | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| <b>Net cash flows from/(used in):</b>   |       |                                |                              |
| Operating activities  |       | 81,190                         | 167,126                      |
| Investing activities  |       | (12,742)                       | (8,247)                      |
| Financing activities  |       | 28,106                         | (18,154)                     |
| <b>Net increase in cash and cash equivalents</b>                                      |       |                                |                              |
| Cash and cash equivalents at beginning of period                                      |       | 789,822                        | 261,458                      |
| Effect of foreign exchange rate changes, net  |       | (496)                          | (13)                         |
| <b>Cash and cash equivalents at end of period</b>                                     |       |                                |                              |
| <b>Analysis of balances of cash and cash equivalents</b>                              |       |                                |                              |
| Cash and bank balances  | 12    | 785,880                        | 400,850                      |
| Time deposits   | 12    | 190,000                        | 2,000                        |
| Less: Pledged bank balances   | 12    | (90,000)                       | (680)                        |
| <b>Cash and cash equivalents as stated<br/>in the statement of financial position</b> |       |                                |                              |
|   |       | 885,880                        | 402,170                      |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 1. CORPORATE INFORMATION

Bolina Holding Co., Ltd. (the “Company”) was incorporated as an exempted company with limited liability in the Cayman Islands on 19 April 2011. The registered office of the Company is located at the offices of Appleby Trust (Cayman) Ltd., Clifton House, 75 Fort Street, PO Box 1350, Grand Cayman KY1-1108, Cayman Islands. The Group has established a principal place of business which is located at Suite No.2 on 17/F., Sino Plaza, 255-257 Gloucester Road, Causeway Bay, Hong Kong.

The shares of the Company were listed on the Main Board of the Hong Kong Stock Exchange on 13 July 2012.

The principal activity of the Company is investment holding. The subsidiaries of the Company are principally engaged in the manufacture and sale of sanitary ware and accessories. There were no significant changes in the nature of the Group’s principal activities during the period.

In the opinion of the directors, the ultimate holding company of the Company is Max Lucky Group Limited (“Max Lucky”), which is incorporated in the British Virgin Islands.

## 2.1 BASIS OF PREPARATION

The interim condensed consolidated financial statements for the six months ended 30 June 2013 have been prepared in accordance with Hong Kong Accounting Standards 34 “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”). The interim condensed consolidated financial statements are presented in Renminbi (“RMB”) and all values are rounded to the nearest thousand except when otherwise stated.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group’s annual financial statements as at 31 December 2012.



# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 2.2 IMPACT OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2012, except for the adoption of the new and revised Hong Kong Financial Reporting Standards ("HKFRSs") and interpretations as of 1 January 2013, noted below:

|  |   |
|--|---|
| HKFRS 1 Amendments                         | Amendments to HKFRS 1 <i>First-time adoption of Hong Kong Financial Reporting Standards – Government Loans</i>          |
| HKFRS 7 Amendments                         | Amendments to HKFRS 7 <i>Financial Instruments: Disclosures – Offsetting Financial Assets and Financial Liabilities</i> |
| HKFRS 10                                   | <i>Consolidated Financial Statements</i>  |
| HKFRS 11                                   | <i>Joint Arrangements</i>   |
| HKFRS 12                                   | <i>Disclosure of Interests in Other Entities</i>  |
| HKFRS 10, HKFRS 11 and HKFRS 12 Amendments | Amendments to HKFRS 10, HKFRS 11 and HKFRS 12 – <i>Transition Guidance</i>  |
| HKFRS 13                                   | <i>Fair Value Measurement</i>   |
| HKAS 1 Amendments                          | Amendments to HKAS 1 <i>Presentation of Financial Statements – Presentation of Items of Other Comprehensive Income</i>  |
| HKAS 19 (2011)                             | <i>Employee Benefits</i>  |
| HKAS 27 (2011)                             | <i>Separate Financial Statements</i>  |
| HKAS 28 (2011)                             | <i>Investments in Associates and Joint Ventures</i>   |
| HK(IFRIC)-Int 20                           | <i>Stripping Costs in the Production Phase of a Surface Mine</i>  |
| Improvements to HKFRSs 2009-2011 Cycle     | Amendments to a number of HKFRSs issued in June 2012  |

The adoption of these new and revised HKFRSs had no significant financial effect on these financial statements.

## 2.3 IMPACT OF ISSUED BUT NOT YET EFFECTIVE HONG KONG FINANCIAL REPORTING STANDARDS

The Group has not applied the following new and revised HKFRSs that have been issued but are not yet effective, in these financial statements.

|  |   |
|--|---|
| HKFRS 9  | <i>Financial Instruments</i> <sup>2</sup>   |
| HKFRS 10, HKFRS 12 and HKAS 27 (2011) Amendments | Amendments to HKFRS 10, HKFRS 12 and HKAS 27 (2011) – <i>Investment Entities</i> <sup>1</sup>   |
| HKAS 32 Amendments                               | Amendments to HKAS 32 <i>Financial Instruments: Presentation – Offsetting Financial Assets and Financial Liabilities</i> <sup>1</sup>                       |
| HKAS 36 Amendments                               | Amendments to HKAS 36 <i>Impairment of Assets – Recoverable Amount Disclosures for Non-Financial Assets</i> <sup>1</sup>                                    |
| HKAS 39 Amendments                               | Amendments to HKAS 39 <i>Financial Instruments: Recognition and Measurement – Novation of Derivatives and Continuation of Hedge Accounting</i> <sup>1</sup> |
| HK(IFRIC)-Int 21                                 | <i>Levies</i> <sup>1</sup>  |

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2014

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2015

The Group is in the process of making an assessment of the impact of these new and revised HKFRSs upon initial application. So far, the Group considers that these new and revised HKFRSs are unlikely to have a significant impact on the Group's results of operations and financial position.



# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 3. SEGMENT INFORMATION

The Group is principally engaged in the manufacture and sale of sanitary ware and accessories. For management purposes, the Group operates in one business unit based on its products, and has one reportable segment which is the manufacture and sale of sanitary ware and accessories.

No operating segments have been aggregated to form the above reportable operating segment.

### Geographical information

The following tables present the Group's geographical information in terms of revenue for the six months ended 30 June 2013 and 2012.

#### (a) Revenue from external customers

|                                 | Six months ended 30 June       |                              |
|---------------------------------|--------------------------------|------------------------------|
|                                 | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| Americas                        | 141,555                        | 129,466                      |
| Mainland China                  | 255,972                        | 256,723                      |
| Europe                          | 6,052                          | 5,339                        |
| Asia (excluding Mainland China) | 8,503                          | 7,722                        |
|                                 | <b>412,082</b>                 | <b>399,250</b>               |

The revenue information above is based on locations of the customers.

#### (b) Non-current assets

|  | 30 June<br>2013<br>RMB'000<br>(Unaudited) | 31 December<br>2012<br>RMB'000<br>(Audited) |
|--|---|---|
|  | Mainland China                            | 216,721                                     |

The non-current asset information above is based on the locations of the assets and excludes deferred tax assets.

### Information about major customers

For the six months ended 30 June 2013 and 2012, revenue from one of the Group's customers, amounting to RMB79,178,000 and RMB79,150,000 respectively, had individually accounted for over 10% of the Group's total revenue.

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 4. REVENUE, OTHER INCOME AND GAINS, NET

### (a) Revenue

|  | Six months ended 30 June |           |
|--|--------------------------|-----------|
|  | 2013                     | 2012      |
|  | RMB'000                  | RMB'000   |
|  | (Unaudited)              | (Audited) |
| Revenue from the sale of sanitary ware and accessories | <b>412,082</b>           | 399,250   |

### (b) Other income

|                    | Six months ended 30 June |           |
|--------------------|--------------------------|-----------|
|                    | 2013                     | 2012      |
|                    | RMB'000                  | RMB'000   |
|                    | (Unaudited)              | (Audited) |
| Government grants* | <b>896</b>               | 294       |
| Interest income    | <b>2,110</b>             | 763       |
| Others             | <b>85</b>                | 157       |
|                    | <b>3,091</b>             | 1,214     |

\* Various government grants have been received for conducting export sales within Fujian Province, Mainland China. There were no unfulfilled conditions or contingencies relating to these grants as at 30 June 2013.

## 5. PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging/(crediting):

|   | Six months ended 30 June |           |
|---|--------------------------|-----------|
|   | 2013                     | 2012      |
|   | RMB'000                  | RMB'000   |
|   | (Unaudited)              | (Audited) |
| <b>(a) Employee benefit expense (including directors' and chief executive's remuneration)</b> |                          |           |
| Wages and salaries  | <b>37,003</b>            | 32,849    |
| Pension scheme contributions, social welfare and other welfare                                | <b>4,807</b>             | 4,134     |
|   | <b>41,810</b>            | 36,983    |
| <b>(b) Cost of sales</b>  |                          |           |
| Cost of inventories sold  | <b>162,599</b>           | 158,125   |
| Others  | <b>52,746</b>            | 50,077    |
|   | <b>215,345</b>           | 208,202   |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 5. PROFIT BEFORE TAX (continued)

The Group's profit before tax is arrived at after charging/(crediting) (continued):

|  | Six months ended 30 June       |                              |
|--|--------------------------------|------------------------------|
|  | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| <b>(c) Other items</b>                         |                                |                              |
| Depreciation of property, plant and equipment* | 8,127                          | 4,156                        |
| Recognition of prepaid lease payments          | 182                            | 173                          |
| Amortisation of intangible assets              | 59                             | 31                           |
| Operating lease expenses*                      | 8,661                          | 6,641                        |
| Advertisement expenses                         | 1,779                          | 5,123                        |
| Office expenses                                | 897                            | 1,280                        |
| Logistics expenses                             | 4,823                          | 4,323                        |
| Listing expenses                               | –                              | 4,804                        |
| Research and development expenses*             | 9,042                          | 2,831                        |
| Foreign exchange loss/(gain)                   | 318                            | (346)                        |
| Auditors' remuneration                         | 800                            | 800                          |

\* The depreciation amounts of property, plant and equipment of RMB5,012,000 (six months ended 30 June 2012: RMB2,991,000), the operating lease expenses of RMB5,238,000 (six months ended 30 June 2012: RMB6,086,000) and the research and development expenses of RMB5,291,000 (six months ended 30 June 2012: Nil) are included in "Cost of sales" in the interim condensed consolidated income statement.

## 6. FINANCE COSTS

|   | Six months ended 30 June       |                              |
|---|--------------------------------|------------------------------|
|   | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| Interest expense on bank borrowings wholly repayable within five years  | 5,287                          | 7,301                        |
| Interest expense on other borrowings wholly repayable within five years | 393                            | 457                          |
| Total interest expenses   | 5,680                          | 7,758                        |
| Less: Interest capitalised  | –                              | (832)                        |
|   | 5,680                          | 6,926                        |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 7. TAX

Tax in the interim condensed consolidated income statement represents:

|   | Six months ended 30 June       |                              |
|---|--------------------------------|------------------------------|
|   | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| Current – Mainland China corporate income tax | 43,422                         | 8,655                        |
| Deferred tax                                  | (8,456)                        | 3,521                        |
|   | <b>34,966</b>                  | 12,176                       |

Subsidiaries for incorporated in Hong Kong were subject to income tax at the rate of 16.5% for the six months ended 30 June 2013 (six months ended 30 June 2012: 16.5%). No provision for Hong Kong profits tax has been made as the Group had no assessable profits arising in Hong Kong for the six months ended 30 June 2013 (six months ended 30 June 2012: Nil).

Pursuant to Section 6 of the Tax Concessions Law (1999 Revision) of the Cayman Islands, the Company has obtained an undertaking from the Governor-in-Council that no law which is enacted in the Cayman Islands imposing any tax to be levied on profits or income or gain or appreciation shall apply to the Company or its operations.

Pursuant to the International Business Companies Act, 1984 (the "IBC Act") of the British Virgin Islands ("BVI"), international business companies incorporated pursuant to the IBC Act enjoy a complete exemption from income tax. This includes an exemption from capital gains tax and all forms of withholding tax. Accordingly, the subsidiary incorporated in the BVI is not subject to tax.

The National People's Congress approved the Corporate Income Tax Law of the People's Republic of China (the "Income Tax Law") on 16 March 2007 and the State Council has announced the Detailed Implementation Regulations on 6 December 2007, which have been effective since 1 January 2008. According to the Income Tax Law, the income tax rates for both domestic and foreign investment enterprises were unified at 25% effective from 1 January 2008.

Under the Income Tax Law of the People's Republic of China (the "PRC"), the Company's subsidiaries that are established in the PRC were subject to income tax at a base rate of 25% during the year, except for the following subsidiary:

Zhangzhou Wanjia Ceramic Industry Co., Ltd. ("Zhangzhou Wanjia") has successfully applied for accreditation as a New and High technology Enterprise by the accreditation administrative authorities in the PRC, which entitles an entity to a preferential corporate income tax rate of 15% from year 2011 to 2013.

Pursuant to the Income Tax Law of the PRC, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between Mainland China and the jurisdiction of the foreign investors. For the Group, the applicable rate is 10%. On 22 February 2008, Caishui (2008) No. 1 was promulgated by the tax authorities to specify that dividends declared and remitted out of Mainland China from retained earnings as at 31 December 2007 are exempted from the withholding tax.

# Notes to the Interim Condensed Consolidated Financial Statements

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## 8. DIVIDENDS

|   | Six months ended 30 June |           |
|---|--------------------------|-----------|
|   | 2013                     | 2012      |
|   | RMB'000                  | RMB'000   |
|   | (Unaudited)              | (Audited) |
| Dividend declared and paid during the period                  |                          |           |
| Final in respect of the financial year ended 31 December 2012 |                          |           |
| – HK\$0.10 (approximately RMB0.08) per ordinary share         | <b>80,782</b>            | –         |

The directors of the Company proposed payment of an interim dividend of HK\$4.5 cents (approximately RMB3.6 cents) per ordinary share for the six months ended 30 June 2013 (six months ended 30 June 2012: Nil).

## 9. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic earnings per share amount is based on the profit for the period attributable to the ordinary equity holders of the parent of RMB116,803,000 (six months ended 30 June 2012: RMB133,185,000) and the number of ordinary shares of 1,014,700,000 (six months ended 30 June 2012: 790,000,000) during the six months ended 30 June 2013.

No adjustment has been made to the basic earnings per share amount presented for the six months ended 30 June 2013 and 30 June 2012 as the Group had no potentially dilutive ordinary shares in issue and therefore no diluting events existed throughout that period.

## 10. PROPERTY, PLANT AND EQUIPMENT

|  | 30 June        | 31 December |
|--|----------------|-------------|
|  | 2013           | 2012        |
|  | RMB'000        | RMB'000     |
|  | (Unaudited)    | (Audited)   |
| At beginning of period/year, net of accumulated depreciation | <b>194,449</b> | 159,005     |
| Additions  | <b>15,569</b>  | 44,581      |
| Depreciation provided during the period/year                 | <b>(8,127)</b> | (9,137)     |
| At end of period/year, net of accumulated depreciation       | <b>201,891</b> | 194,449     |



# Notes to the Interim Condensed Consolidated Financial Statements

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## 11. TRADE RECEIVABLES

|                   | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|-------------------|---|---|
| Trade receivables | <b>64,622</b>                                       | 58,869                                      |
| Impairment        | <b>(474)</b>  | (474)                                       |
|                   | <b>64,148</b>                                       | 58,395                                      |

The Group's trading terms with its overseas customers are mainly on credit and advance payment is normally required for domestic customers. The credit period is generally one month, extending up to six months for major customers. Each customer has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables and has a credit control department to minimise credit risk. Overdue balances are reviewed regularly by senior management. In view of the aforementioned and the fact that the Group's trade receivables relate to a large number of diversified customers, except for one major customer set out in note 3, there is no significant concentration of credit risk. Trade receivables are non-interest-bearing.

An aged analysis of the trade receivables as at the end of the reporting period, based on the invoice date and net of provision, is as follows:

|   | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|---|---|---|
| Within 3 months                         | <b>49,150</b>                                       | 54,143                                      |
| More than 3 months but less than 1 year | <b>14,627</b>                                       | 2,769                                       |
| Over 1 year                             | <b>371</b>  | 1,483                                       |
|   | <b>64,148</b>                                       | 58,395                                      |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 11. TRADE RECEIVABLES *(continued)*

The aged analysis of the trade receivables that are not individually nor collectively considered to be impaired is as follows:

|                               | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|-------------------------------|---|---|
| Neither past due nor impaired | <b>61,983</b>                                       | 54,143                                      |
| Less than 3 months past due   | <b>2</b>  | 2,734                                       |
| 3 to 12 months past due       | <b>2,132</b>  | 35  |
| Over 1 year past due          | <b>31</b>   | 1,483                                       |
|                               | <b>64,148</b>                                       | 58,395                                      |

Receivables that were neither past due nor impaired relate to a large number of diversified customers for whom there was no recent history of default.

Receivables that were past due but not impaired relate to a number of independent customers that have a good track record with the Group. Based on past experience, the directors are of the view that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable. The Group does not hold any collateral or other credit enhancements over these balances.

The movement in the provision for impairment of trade receivables is as follows:

|   | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|---|---|---|
| At the beginning and end of the period/year | <b>474</b>  | 474   |

Included in the above provision for impairment of trade receivables as at 30 June 2013 is a provision for individually impaired trade receivables of RMB474,000 (31 December 2012: RMB474,000).

# Notes to the Interim Condensed Consolidated Financial Statements

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## 12. CASH AND CASH EQUIVALENTS AND PLEDGED BANK BALANCES

|                             | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|-----------------------------|---|---|
| Cash and bank balances      | <b>785,880</b>                                      | 689,822                                     |
| Time deposits               | <b>190,000</b>                                      | 100,000                                     |
| Less: Pledged bank balances | <b>(90,000)</b>                                     | –   |
| Cash and cash equivalents   | <b>885,880</b>                                      | 789,822                                     |

Cash at banks earns interest at floating rates based on daily bank deposit rates. Time deposits are made for one year, and earn interest at the respective short-term deposit rates. The bank balances are deposited with creditworthy banks with no recent history of default.

## 13. TRADE PAYABLES

An aged analysis of the trade payables as at the end of the reporting period, based on the invoice date, is as follows:

|                 | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|-----------------|---|---|
| Within 3 months | <b>68,065</b>                                       | 28,030                                      |
| 3 to 6 months   | <b>2,275</b>  | 2,053                                       |
| 6 to 12 months  | <b>978</b>  | 308   |
| Over 12 months  | <b>2,157</b>  | 1,383                                       |
|                 | <b>73,475</b>                                       | 31,774                                      |

The trade payables are non-interest-bearing and are normally settled on terms of 15 to 120 days.

# Notes to the Interim Condensed Consolidated Financial Statements

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## 14. BANK LOANS AND OTHER BORROWINGS

|                         | 30 June 2013                |                     | 31 December 2012            |                   |
|-------------------------|-----------------------------|---------------------|-----------------------------|-------------------|
|                         | Effective interest rate (%) | RMB'000 (Unaudited) | Effective interest rate (%) | RMB'000 (Audited) |
| Current bank borrowings | 2 – 7                       | 267,859             | 6 – 8                       | 141,900           |
| Other borrowings        | 3                           | 26,476              | 3 – 5                       | 28,649            |
|                         |                             | <b>294,335</b>      |                             | <b>170,549</b>    |

Current bank borrowings and other borrowings represent:

|                         | 30 June 2013        | 31 December 2012  |
|-------------------------|---------------------|-------------------|
|                         | RMB'000 (Unaudited) | RMB'000 (Audited) |
| – Secured (note (a))    | 199,435             | 83,649            |
| – Guaranteed (note (b)) | 64,900              | 56,900            |
| – Unsecured             | 30,000              | 30,000            |
|                         | <b>294,335</b>      | <b>170,549</b>    |

Notes:

- (a) Certain of the Group's bank loans are secured by:
- (i) mortgages over the Group's prepaid land lease payments situated in Mainland China, which had an aggregate carrying value of approximately RMB12,267,000 as at 30 June 2013 (31 December 2012: RMB12,415,000);
  - (ii) mortgages over the Group's buildings, which had an aggregate carrying value of approximately RMB82,132,000 as at 30 June 2013 (31 December 2012: RMB84,768,000);
  - (iii) mortgages over the Group's forward letters of credit which amounted to RMB27,009,000 as at 30 June 2013 (31 December 2012: RMB29,179,000); and
  - (iv) mortgages over the Group's pledged bank balances which amounted to RMB90,000,000 as at 30 June 2013 (31 December 2012: Nil).
- (b) Certain of the Group's bank borrowings which amounted to RMB47,900,000 as at 30 June 2013 (31 December 2012: RMB49,900,000) were guaranteed by the Controlling Shareholder. Certain of the Group's bank borrowings which amounted to RMB17,000,000 as at 30 June 2013 (31 December 2012: RMB7,000,000) were guaranteed by certain third parties.

# Notes to the Interim Condensed Consolidated Financial Statements

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## 15. SHARE CAPITAL

|   | Number of<br>ordinary<br>shares of<br>HK\$0.01 | Nominal<br>value of<br>ordinary<br>shares<br>HK\$'000 | Nominal<br>value of<br>ordinary<br>shares<br>RMB'000 |
|---|--|---|--|
| <b>Authorised:</b>                      |  |   |  |
| As at 31 December 2012 and 30 June 2013 | 2,000,000,000                                  | 20,000  | 16,612   |

|   | Number of<br>ordinary<br>shares of<br>HK\$0.01 | Nominal<br>value of<br>ordinary<br>shares<br>RMB'000 | Share<br>premium<br>RMB'000 | Total<br>RMB'000 |
|---|--|--|-----------------------------|------------------|
| <b>Issued:</b>                          |  |  |                             |                  |
| As at 31 December 2012 and 30 June 2013 | 1,014,700,000                                  | 8,274  | 360,808                     | 369,082          |

As at 30 June 2013, all issued shares are registered, fully paid and divided into 1,014,700,000 shares (31 December 2012: 1,014,700,000 shares) of HK\$0.01 each.

## 16. FINANCIAL INSTRUMENTS BY CATEGORY

The carrying amounts of each of the categories of financial instruments as at the end of the reporting period are as follows:

### Financial assets

|   | Loans and receivables                     |   |
|---|---|---|
|   | 30 June<br>2013<br>RMB'000<br>(Unaudited) | 31 December<br>2012<br>RMB'000<br>(Audited) |
| Trade receivables   | 64,148                                    | 58,395                                      |
| Financial assets included in prepayments,<br>deposits and other receivables | 4,539                                     | 2,138                                       |
| Pledged bank balances   | 90,000                                    | –   |
| Cash and cash equivalents   | 885,880                                   | 789,822                                     |
|   | <b>1,044,567</b>                          | <b>850,355</b>                              |



# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 16. FINANCIAL INSTRUMENTS BY CATEGORY (continued)

### Financial liabilities

|   | Financial liabilities<br>at amortised cost |   |
|---|--|---|
|   | 30 June<br>2013<br>RMB'000<br>(Unaudited)  | 31 December<br>2012<br>RMB'000<br>(Audited) |
| Trade payables  | 73,475                                     | 31,774                                      |
| Financial liabilities included in other payables and accruals | 41,396                                     | 36,515                                      |
| Bank loans and other borrowings                               | 294,335                                    | 170,549                                     |
|   | <b>409,206</b>                             | <b>238,838</b>                              |

### Fair value measurement

|   | 30 June 2013                                  |  |
|---|---|--|
|   | Carrying<br>amounts<br>RMB'000<br>(Unaudited) | Fair<br>values<br>RMB'000<br>(Unaudited) |
| <b>Financial assets</b>   |   |  |
| Trade receivables   | 64,148  | 64,148                                   |
| Financial assets included in prepayments,<br>deposits and other receivables | 4,539   | 4,539                                    |
| Pledged bank balances   | 90,000  | 90,000                                   |
| Cash and cash equivalents   | 885,880                                       | 885,880                                  |
|   | <b>1,044,567</b>                              | <b>1,044,567</b>                         |

|   | 30 June 2013                                  |  |
|---|---|--|
|   | Carrying<br>amounts<br>RMB'000<br>(Unaudited) | Fair<br>values<br>RMB'000<br>(Unaudited) |
| <b>Financial liabilities</b>                                  |   |  |
| Trade payables  | 73,475  | 73,475                                   |
| Financial liabilities included in other payables and accruals | 41,396  | 41,396                                   |
| Bank loans and other borrowings                               | 294,335                                       | 294,335                                  |
|   | <b>409,206</b>                                | <b>409,206</b>                           |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 17. CONTINGENT LIABILITIES

As at 30 June 2013, neither the Group nor the Company had any significant contingent liabilities (31 December 2012: Nil).

## 18. COMMITMENTS

### (a) Capital commitments

Capital commitments of the Group in respect of property, plant and equipment outstanding at the end of the reporting period not provided for in the financial statements are as follows:

|                                     | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|-------------------------------------|---|---|
| Contracted, but not provided for:   |   |   |
| Property, plant and equipment       | <b>23,086</b>                                       | 24,072                                      |
| Authorised, but not contracted for: |   |   |
| Property, plant and equipment       | <b>270,077</b>                                      | 273,626                                     |
|                                     | <b>293,163</b>                                      | 297,698                                     |

### (b) Operating lease commitments

At the end of the reporting period, the Group had total future minimum lease payments under non-cancellable operating leases as follows:

|                                 | <b>30 June<br/>2013<br/>RMB'000<br/>(Unaudited)</b> | 31 December<br>2012<br>RMB'000<br>(Audited) |
|---------------------------------|---|---|
| Within 1 year                   | <b>11,707</b>                                       | 8,169                                       |
| After 1 year but within 5 years | <b>39,671</b>                                       | 31,833                                      |
| After 5 years                   | <b>16,333</b>                                       | 20,333                                      |
|                                 | <b>67,711</b>                                       | 60,335                                      |

# Notes to the Interim Condensed Consolidated Financial Statements

30 June 2013

## 19. PLEDGE OF ASSETS

Details of the Group's bank loans and other borrowings, which are secured by the assets of the Group, are included in note 14 to the financial statements.

## 20. RELATED PARTY TRANSACTIONS AND BALANCES

Parties are considered to be related if one party has the ability, directly or indirectly, to control or jointly control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.

Mr. Xiao Zhiyong and Ms. Ye Xiaohong are collectively the Controlling Shareholder of the Group. They are also considered to be related parties of the Group.

Fujian Wanhui Investment Co., Ltd. ("Wanhui Investment") is a company controlled by the Controlling Shareholder and considered to be a related party of the Group.

### (a) Transactions with related parties

The following transactions were carried out with related parties during the period:

|   | <b>Six months ended 30 June</b>                     |   |
|---|---|---|
|   | <b>2013</b><br><b>RMB'000</b><br><b>(Unaudited)</b> | <b>2012</b><br><b>RMB'000</b><br><b>(Audited)</b> |
| <b>(i) Advances to a related party:</b>                             |   |   |
| – Wanhui Investment   | –   | 33,000  |
| <b>(ii) Collection of advances to a related party:</b>              |   |   |
| – Wanhui Investment   | –   | 33,000  |
| <b>(iii) Advances from the Controlling Shareholder:</b>             | –   | 2,919   |
| <b>(iv) Repayment of advances from the Controlling Shareholder:</b> | –   | 3,726   |

**(v)** The Group's bank borrowings which amounted to RMB47,900,000 (2012: RMB49,900,000) were guaranteed by the Controlling Shareholder.

# Notes to the Interim Condensed Consolidated Financial Statements

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## 20. RELATED PARTY TRANSACTIONS AND BALANCES *(continued)*

### (a) Transactions with related parties *(continued)*

- (vi) Pursuant to a deed of share charge (“Deed of Share Charge”) entered into between Jinny (HK) International Limited (“Jinny (HK)”, a limited liability company wholly owned by Mr. Xiao) and Lead Rise Limited (“Lead Rise”) dated 28 March 2011, Jinny (HK) charged the entire issued share capital of Nelson Marketing International Limited (“Nelson Marketing”) to Lead Rise as security to guarantee Mr. Xiao, Ms. Ye and Jinny (HK)’s obligations for an exchangeable bond in the aggregate principal amount of HK\$60 million issued by Mr. Xiao to Lead Rise on 31 March 2011 (“Exchangeable Bond”) and the fixed interest bond in the principal amount of HK\$60 million issued by Mr. Xiao to Lead Rise on 11 August 2011 (“Fixed Interest Bond”) pursuant to the Exchangeable Bond Subscription Agreement (collectively, the exchangeable bond subscription agreement dated 28 March 2011 entered into between Mr. Xiao, Ms. Ye, Jinny (HK) and Lead Rise; the supplemental agreement dated 11 August 2011 entered into between Mr. Xiao, Ms. Ye, Jinny (HK), Bolina (China) Holding Co., Ltd. (“Bolina China”) and Lead Rise; and the supplemental agreement dated 28 June 2012 entered into between Mr. Xiao, Ms. Ye, Max Lucky, Bolina China and Lead Rise, pursuant to which Mr. Xiao issued the Exchangeable Bond and the Fixed Interest Bond to Lead Rise). Following the completion of the Reorganisation, Bolina China replaced Jinny (HK) as the shareholder of Nelson Marketing and a deed of novation dated 11 August 2011 was entered into between Mr. Xiao, Ms. Ye, Jinny (HK), Bolina China and Lead Rise to substitute Jinny (HK) by Bolina China as a party to the Deed of Share Charge and to assume Jinny (HK)’s obligations thereunder. Pursuant to the Exchangeable Bond Subscription Agreement, the share charges in relation to both the Exchangeable Bond and Fixed Interest Bond in favour of Lead Rise have been released in July 2012.

### (b) Compensation of key management personnel of the Group:

|   | Six months ended 30 June       |                              |
|---|--------------------------------|------------------------------|
|   | 2013<br>RMB'000<br>(Unaudited) | 2012<br>RMB'000<br>(Audited) |
| Short-term employee benefits                        | 872                            | 536                          |
| Pension scheme contributions and social welfare     | 13                             | 10                           |
| Total compensation paid to key management personnel | 885                            | 546                          |

## 21. APPROVAL OF THE FINANCIAL STATEMENTS

The interim condensed consolidated financial statements were approved and authorised for issue by the board of directors on 29 August 2013.