

# INTERIM REPORT 2015

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

#### **AUDITOR**

PricewaterhouseCoopers Certified Public Accountants

#### PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Royal Bank of Canada Trust Company (Cayman) Limited 4th Floor, Royal Bank House 24 Shedden Road, George Town Grand Cayman KY1-1110 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**

Cricket Square, Hutchins Drive P.O. Box 2681 Grand Cayman KY1-1111 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 www.pcauto.com.cn www.pcgames.com.cn www.pclady.com.cn www.pcbaby.com.cn www.pchouse.com.cn

#### **WEBSITE ADDRESS**

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 2015 together with the comparative figures for the corresponding period of last year, as follows. These interim results have been reviewed by PricewaterhouseCoopers, the auditor of the Company, in accordance with Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants, and by the Audit Committee of the Company.

#### CONDENSED CONSOLIDATED INTERIM INCOME STATEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2015

		Unaudited Six months ended 30 June			
		2015	2014		
	Note	RMB'000	RMB'000		
Revenue	6	491,245	403,597		
Cost of revenue	0	(170,202)	(125,406)		
Gross profit		321,043	278,191		
Selling and marketing costs		(135,118)	(94,200)		
Administrative expenses		(48,131)	(37,774)		
Product development expenses		(36,278)	(27,654)		
Other income	8	1,415	<u> </u>		
Operating profit		102,931	118,563		
Finance income		2,464	6,052		
Finance cost		(2,581)	(1,892)		
Finance (cost)/income — net	9	(117)	4,160		
Profit before income tax		102,814	122,723		
Income tax expense	10	(22,236)	(28,121)		
		00 570	04.602		
Profit for the period		80,578	94,602		
Attributable to:					
Equity holders of the Company		80,578	94,602		
Earnings per share for profit attributable to equity holders of the Company					
— basic (RMB)	11(a)	7.23 cents	8.59 cents		
— diluted (RMB)	11(b)	7.15 cents	8.40 cents		

#### CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE SIX MONTHS ENDED 30 JUNE 2015

	Unau	Unaudited		
	Six months e	nded 30 June		
	2015	2014		
	RMB'000	RMB'000		
Profit for the period	80,578	94,602		
Items that may be reclassified to profit or loss				
Change in value of investment in equity fund	3,696	—		
Other comprehensive income for the period, net of tax	3,696	_		
Total comprehensive income for the period	84,274	94,602		
Attributable to:				
Equity holders of the Company	84,274	94,602		

The notes on pages 9 to 33 form an integral part of this condensed consolidated interim financial information.

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### CONDENSED CONSOLIDATED INTERIM BALANCE SHEET AS AT 30 JUNE 2015

		Unaudited	Audited
		30 June	31 December
		2015	2014
	Note	RMB'000	RMB'000
ASSETS			
Non-current assets			
Lease prepayment		16,779	16,992
Property and equipment	13	264,925	264,736
Intangible assets	13	11,738	9,689
Goodwill	13	4,622	_
Deferred income tax assets	14	18,318	15,493
Investment in equity fund	16	32,650	28,954
Held-to-maturity financial assets	17	30,287	49,553
		379,319	385,417
Current assets			
Inventories		1,468	_
Trade and other receivables and prepayments	15	568,343	505,140
Held-to-maturity financial assets	17	19,224	
Short-term bank deposits with original terms of		,	
over three months		2,578	2,539
Cash and cash equivalents		229,602	392,295
· · · · · · · · · · · · · · · · · · ·			
		821,215	899,974
Total assets		1,200,534	1,285,391
EQUITY			
Capital and reserves attributable to equity holders			
of the Company			
Ordinary shares	18	10,460	10,312
Reserves		903,887	948,278
Total equity		914,347	958,590

## CONDENSED CONSOLIDATED INTERIM BALANCE SHEET (Continued) AS AT 30 JUNE 2015

		Unaudited	Audited
		30 June	31 December
		2015	2014
	Note	RMB'000	RMB'000
LIABILITIES			
Non-current liabilities			
Deferred income tax liabilities	14	4,755	
Current liabilities			
Trade and other payables and accruals	19	204,736	251,501
Prepaid advertising subscriptions from customers			
and deferred revenue		24,891	10,945
Current income tax liabilities		51,805	64,355
		281,432	326,801
Total liabilities		286,187	326,801
Total equity and liabilities		1,200,534	1,285,391
Net current assets		539,783	573,173
Total assets less current liabilities		919,102	958,590

Lam Wai Yan Director Wang Ta-Hsing Director

#### CONDENSED CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE SIX MONTHS ENDED 30 JUNE 2015

		Unaudited									
			Attributable to equity holders of the Company								
	Note		Share premium RMB'000	reserve	Capital redemption reserve RMB'000	compensation reserve	Shares held for Share Award Scheme I RMB'000	reserve funds		Retained earnings RMB'000	Total RMB'000
Balance at 1 January 2015		10,312	328,343	4	306	45,201	(4,087)	43,250	(2,243)	537,504	958,590
<b>Comprehensive income</b> Profit for the period Other comprehensive income		-	-	-	-	-	-	-	-	80,578	80,578
<ul> <li>change in value of investment in equity fund</li> </ul>	16	_	_	_	_	_	_	_	3,696	_	3,696
Total comprehensive income		_	_	_	_	_	_	_	3,696	80,578	84,274
Cash dividends relating to 2014, paid in 2015 Share Award Scheme I	12	-	-	-	-	-	-	-	-	(155,017)	(155,017)
<ul> <li>purchase of shares</li> </ul>		_	_	_	_	_	(1,224)	_	_	_	(1,224)
— value of employee services	20(b)	_	_	_	_	2,241	_	_	_	_	2,241
- vesting of Awarded Shares		_	(913)	_	-	-	913	_	_	_	-
Share Award Scheme II											
- value of employee services	20(c)	-	-	-	-	160	-	-	-	-	160
Share Option Plans											
- exercise of share options	18(a)	148	25,175								25,323
Balance at 30 June 2015		10,460	352,605	4	306	47,602	(4,398)	43,250	1,453	463,065	914,347

		Unaudited								
			Attributable to equity holders of the Company							
	Note	Ordinary shares RMB'000	Share premium RMB'000	Merger reserve RMB'000	Capital redemption reserve RMB'000	Share-based compensation reserve RMB'000	Shares held for Share Award Scheme I RMB'000	Statutory reserve funds RMB'000	Retained earnings RMB'000	Total RMB'000
Balance at 1 January 2014		10,161	302,206	4	306	40,184	(5,558)	43,250	496,580	887,133
Comprehensive income										
Profit for the period		_	_	_	_	_	_	-	94,602	94,602
Other comprehensive income			_	_						
Total comprehensive income		_	_	_	_	_	_	_	94,602	94,602
Cash dividends relating to 2013, paid in 2014 Share Award Scheme I	12	_	_	_	_	_	_	_	(180,303)	(180,303)
<ul> <li>purchase of shares</li> </ul>		_	_	_	_	_	(1,232)	_	_	(1,232)
<ul> <li>value of employee services</li> </ul>	20(b)	_	_	_	_	2,726	(1)=5=)	_	_	2,726
— vesting of Awarded Shares	- ( - /	_	(1,419)	_	_		1,419	_	_	_
Share Option Plans										
- exercise of share options	18(a)	149	28,354	_					_	28,503
Balance at 30 June 2014		10,310	329,141	4	306	42,910	(5,371)	43,250	410,879	831,429

## CONDENSED CONSOLIDATED INTERIM STATEMENT OF CASH FLOWS FOR THE SIX MONTHS ENDED 30 JUNE 2015

	Unaudi Six months enc	
	2015	2014
Note	RMB'000	RMB'000
Cash flows from operating activities		
Cash generated from operations	9,279	77,634
Income tax paid	(33,431)	(29,492)
	(00/101)	(
Net cash (used in)/generated from operating activities	(24,152)	48,142
Cash flows from investing activities		
Purchase of property and equipment and construction in progress	(8,483)	(28,369)
Disposals of property and equipment	103	156
Purchase of intangible assets	(247)	(619)
Investment in equity fund	_	(31,197)
Purchase of held-to-maturity financial assets	_	(5,995)
Placement of short-term bank deposits with original terms of		
over three months	(2,578)	(115,386)
Receipt from maturity of short-term bank deposits with original		
terms of over three months	2,539	12,500
Acquisition of a subsidiary, net of cash acquired 7	219	_
Interest received	3,373	6,024
Net cash used in investing activities	(5,074)	(162,886)
Cash flows from financing activities		
Purchase of shares held for Share Award Scheme I	(1,224)	(1,232)
Cash dividends paid 12	(155,017)	(180,303)
Proceeds from issuance of ordinary shares 18(a)	25,323	28,503
Net cash used in financing activities	(130,918)	(153,032)
Net decrease in cash and cash equivalents	(160,144)	(267,776)
Cash and cash equivalents at beginning of period	392,295	438,036
Exchange losses on cash and cash equivalents	(2,549)	(1,818)
Cash and cash equivalents at end of period	229,602	168,442

#### **1. GENERAL INFORMATION**

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 Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1-1111, Cayman Islands.

The Group is principally engaged in the provision of internet advertising services in the People's Republic of China ("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 on 28 August 2015.

The Interim Financial Information has been reviewed, but not audited.

#### **Key events**

In June 2015, through execution of a new series of structure contracts among the Group, two registered owners of Guangzhou Yingyue Computer Technology Co., Ltd. ("GZ Yingyue"), and GZ Yingyue and its two subsidiaries (collectively as "GZ Yingyue Group"), the Group has rights to variable returns from its involvement with GZ Yingyue Group and has ability to affect those returns through its power over GZ Yingyue Group and is considered to control GZ Yingyue Group.

The Group acquired iCare Newlife Technologies, Inc. in March 2015. Further details are given in Note 7.

#### 2. BASIS OF PREPARATION

The Interim Financial Information has been prepared in accordance with Hong Kong Accounting Standard 34, 'Interim financial reporting'. The Interim Financial Information should be read in conjunction with the annual consolidated financial statements of the Group for the year ended 31 December 2014, which have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs").

#### 3. ACCOUNTING POLICIES

Except as described below, the accounting policies applied are consistent with those of the annual consolidated financial statements of the Group for the year ended 31 December 2014, as described in those annual consolidated financial statements.

Taxes on income in the interim periods are accrued using the tax rates that would be applicable to expected total annual earnings.

#### 3. ACCOUNTING POLICIES (CONTINUED)

#### Intangible assets

(a) Goodwill

Goodwill arising on the acquisition of subsidiaries represents the excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisitiondate fair value of any previous equity interest in the acquiree over the fair value of the identified net assets acquired.

For the purpose of impairment testing, goodwill acquired in a business combination is allocated to each of the cash-generating units ("CGUs"), or groups of CGUs, that is expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes. Goodwill is monitored at the operating segment level.

Goodwill impairment reviews are undertaken annually or more frequently if events or changes in circumstances indicate a potential impairment. The carrying value of the CGU containing the goodwill is compared to the recoverable amount, which is the higher of value in use and the fair value less costs of disposal. Any impairment is recognised immediately as an expense and is not subsequently reversed.

(b) Brand and technology

Brand and technology acquired in a business combination are recognised at fair value at the acquisition date. Brand and technology have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate the cost of brand and technology over their estimated useful lives of 5 to 10 years.

There are no other amended standards or interpretations that are effective for the first time for this interim period that could be expected to have a material impact on this Group.

Amendments to HKFRSs effective for the financial year ending 31 December 2015 do not have a material impact on the Group.

#### 4. ESTIMATES

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 2014, with the exception of the estimation on fair value and useful lives of the intangible assets acquired in a business combination.

#### 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, interest rate risk, price risk, credit risk and liquidity risk.

The Interim Financial Information does not include all financial risk management information and disclosures required in the annual consolidated financial statements, and should be read in conjunction with the Group's annual consolidated financial statements for the year ended 31 December 2014.

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. Therefore, to maintain the flexibility in the Company and HK subsidiaries' payment of daily operation, the Group holds certain monetary assets denominated in USD or HKD subject to certain thresholds stated in its treasury mandate. This exposes the Group to foreign exchange risk.

At 30 June 2015, if RMB had strengthened by 0.5% against the HKD/USD with all other variables held constant, post tax profit for the period would have been RMB105,000 (six months ended 30 June 2014: RMB237,000) lower, mainly as a result of net foreign exchange losses in HKD/USD denominated cash at bank and other receivables. Similarly, the impact on equity would have been RMB163,000 lower/higher coming from USD denominated investment in equity fund classified as available-for-sale financial assets as at 30 June 2015 (six months ended 30 June 2014: RMB156,000).

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

#### 5.3 Price risk

The Group is exposed to price risk because of investments held by the Group and classified on the consolidated balance sheet either as available-for-sale financial assets or held-to-maturity financial assets.

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 2015, the other comprehensive income would have been approximately RMB1,633,000 (six months end 30 June 2014: RMB1,560,000) higher/lower.

#### 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 2015. Management considers that the Group does not have significant liquidity risk.

#### 5.5 Fair value estimation

The table below analyses the Group's financial instruments carried at fair value as at 30 June 2015 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).

	Level 1	Level 2	Level 3	Total
	RMB'000	RMB'000	RMB'000	RMB'000
Assets				
Available-for-sale financial assets				
<ul> <li>Investment in equity fund</li> </ul>	_	_	32,650	32,650

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

#### 5.5 Fair value estimation (Continued)

The fair value of financial instruments traded in active markets is based on quoted market prices at the balance sheet date. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. These instruments are included in level 1.

The fair value of financial instruments that are not traded in an active market (for example, overthe-counter derivatives) is determined by using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3.

Specific valuation techniques used to value financial instruments include:

- Quoted market prices or dealer quotes for similar instruments.
- The fair value of interest rate swaps is calculated as the present value of the estimated future cash flows based on observable yield curves.
- The fair value of forward foreign exchange contracts is determined using forward exchange rates at the balance sheet date, with the resulting value discounted back to present value.
- Other techniques, such as discounted cash flow analysis, are used to determine fair value for the remaining financial instruments.

There were no changes in valuation techniques during the period.

The changes in level 3 instruments for the six months period ended 30 June 2015 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 dates.

For the six months ended 30 June 2015, there were no significant changes in the business or economic circumstances that affect the fair value of the Group's financial assets and financial liabilities.

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

#### 5.6 Fair value of financial assets and liabilities measured at amortised cost

The table below summarises the carrying amount and fair value of held-to-maturity financial assets.

	Carrying	j value	Fair value		
	Unaudited	Unaudited Audited		Audited	
	As at	As at	As at	As at	
	30 June	31 December	30 June	31 December	
	2015	2014	2015	2014	
	RMB'000	RMB'000	RMB'000	RMB'000	
Current	19,224	—	19,113	—	
Non-current	30,287	49,553	29,931	48,645	
	49,511	49,553	49,044	48,645	

For the six months ended 30 June 2015, there were no reclassifications of financial assets.

The carrying amounts of the Group's trade and other receivables and trade and other payables and accruals approximate their fair values 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 internet 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 business from the performance of the internet advertising generated from different internet portals the Group operates. As all revenues of the Group are generated from customers in the PRC, they are not further evaluated on a geographic basis.

The chief operating decision makers assess the performance of the operating segments based on revenues derived from its different internet portals. The reportable operating segments derive their revenue primarily from the three major portals, namely PCauto, PConline and PClady. 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 for each reportable segment and total assets.

#### 6. SEGMENT INFORMATION (CONTINUED)

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

There were no inter-segment sales for the six months ended 30 June 2015 (six months ended 30 June 2014: nil). 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	PConline	PClady	Others	Group
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
For the six months ended 30 June 2015					
Revenue	324,016	81,822	34,589	50,818	491,245
For the six months ended 30 June 2014					
Revenue	227,520	100,390	37,762	37,925	403,597

Though the Company is domiciled in the Cayman Islands, for the six months ended 30 June 2015 all revenues of the Group were derived from external customers and they were all generated from the PRC (six months ended 30 June 2014: same).

As at 30 June 2015, other than club membership included in the intangible assets, investment in equity fund and held-to-maturity financial assets, majority of other non-current assets of the Group were located in the PRC (31 December 2014: same).

For the six months ended 30 June 2015, 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 2014: same).

#### 7. **BUSINESS COMBINATION**

On 31 March 2015, the Group indirectly through a subsidiary, Smooth Choice Limited ("Smooth Choice"), acquired 100% of the equity interest in iCare Newlife Technologies, Inc., a PRC company, which engages in the sales of mother and baby intellectual products, at a consideration of RMB7,000,000. The acquisition is expected to increase its scale of operation and market presence in the online advertising and services related on PCbaby portal. None of the goodwill recognised is expected to be deductible for income tax purposes.

The goodwill of RMB4,622,000 arising from the acquisition is attributable to the acquired customer base and economies of scale expected to be derived from combining the operations of the Group and the acquired business.

The following table summarises the consideration to be paid for iCare Newlife Technologies, Inc., the fair value of the assets acquired and liabilities assumed at the acquisition date.

	31 March 2015
	RMB'000
Total purchase consideration, to be paid in cash	7,000
Recognised amounts of identifiable assets acquired and liabilities assumed	
Cash and cash equivalents	219
Intangibles — brand and technology	2,300
Other non-current assets	122
Receivables	438
Other current assets	328
Payables and other liabilities	(454)
Deferred income tax liabilities	(575)
Total identifiable net assets	2,378
Goodwill	4,622
	7,000

Acquisition-related costs were not significant and have been charged to administrative expenses in the condensed consolidated interim income statement for the six months ended 30 June 2015.

Deferred tax of RMB575,000 has been provided in relation to these fair value adjustments.

The acquired business contributed revenues of RMB321,000 and net losses of RMB2,589,000 to the Group for the period from the date of acquisition to 30 June 2015. The Group's revenue and results for the period would not be materially different if the acquisition had occurred on 1 January 2015.

#### 8. OTHER INCOME

	Unaud	Unaudited Six months ended 30 June	
	Six months en		
	2015	2014	
	RMB'000	RMB'000	
Government grants	552	—	
Investment income on held-to-maturity financial assets	863	_	
	1,415	_	

#### 9. FINANCE (COST)/INCOME — NET

		Unaudited Six months ended 30 June	
	2015	2014	
	RMB'000	RMB'000	
Finance income			
— Interest income	2,464	6,052	
Finance cost			
- Net foreign exchange losses	(2,581)	(1,892	
Finance (cost)/income — net	(117)	4,160	

#### **10. INCOME TAX EXPENSE**

		Unaudited Six months ended 30 June	
	2015	<b>2015</b> 2014	
	RMB'000	RMB'000	
PRC current tax	20,881	23,892	
Deferred taxation	1,355	4,229	
	22,236	28,121	

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, is 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 2015 (six months ended 30 June 2014: same).

#### **10. INCOME TAX EXPENSE (CONTINUED)**

Current taxation primarily represented the provision for 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. ("GZP Computer") and Guangdong Pacific Internet Information Service Co., Ltd. ("GDP Internet"), the principal operating subsidiaries of the Company, were formally designated as HNTE in 2014 for the three years ending 31 December 2016 under the CIT Law. Consequently, GZP Computer and GDP Internet used 15% in the computation of deferred taxes as of 30 June 2015 (six months ended 30 June 2014: same) and the current income tax charge for the six months then ended.

All other PRC entities of the Group are subject to CIT at a rate of 25% (six months ended 30 June 2014: same) in accordance with the CIT Law.

#### **11. 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 I (Note 20(b))).

	Unaudited Six months ended 30 June	
	2015	2014
Profit attributable to equity holders of the Company (RMB'000)	80,578	94,602
Weighted average number of ordinary shares for		
basic earnings per share (thousand shares)	1,113,762	1,101,638
Basic earnings per share (RMB)	7.23 cents	8.59 cents

#### **11. EARNINGS PER SHARE (CONTINUED)**

#### (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 and awarded shares 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	
	2015	2014
Profit attributable to equity holders of the Company (RMB'000)	80,578	94,602
Weighted average number of ordinary shares for diluted earnings per share (thousand shares)	1,127,562	1,126,017
<ul> <li>Weighted average number of ordinary shares for basic earnings per share (thousand shares)</li> </ul>	1,113,762	1,101,638
<ul> <li>Adjustment for share options and awarded shares (thousand shares)</li> </ul>	13,800	24,379
Diluted earnings per share (RMB)	7.15 cents	8.40 cents

#### **12. DIVIDENDS**

The directors did not recommend the payment of interim dividend for the six months ended 30 June 2015 (six months ended 30 June 2014: same).

The dividend paid in the six months ended 30 June 2015 included the 2014 final cash dividend of RMB13.93 cents (six months ended 30 June 2014: RMB16.25 cents) per ordinary share out of the retained earnings, totalling RMB155,017,000 (six months ended 30 June 2014: RMB180,303,000), which has already excluded the dividend related to the ordinary shares held for the Share Award Scheme I of RMB44,000 (six months ended 30 June 2014: RMB276,000).

#### 13. PROPERTY AND EQUIPMENT, CONSTRUCTION IN PROGRESS, INTANGIBLE ASSETS AND GOODWILL

	Property and equipment	Construction in progress	Intangible assets	Goodwill
	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Six months ended 30 June 2015				
Net book amount as				
at 1 January 2015	264,736	—	9,689	—
Additions	8,483	_	247	_
Acquisition of a subsidiary (Note 7)	122	_	2,300	4,622
Disposals	(86)	_	_	_
Depreciation and amortisation	(8,330)	_	(498)	_
Net book amount as at 30 June 2015	264,925	_	11,738	4,622
Six months ended 30 June 2014				
Net book amount as				
at 1 January 2014	202,243	_	12,292	
Additions	66,188	5,665	619	
Disposals	(119)	_	_	_
Depreciation and amortisation	(7,389)		(1,997)	
Net book amount as at 30 June 2014	260,923	5,665	10,914	

#### **14. 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.

#### Deferred income tax assets

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Deferred income tax assets:		
— to be recovered after more than 12 months	6,099	4,957
<ul> <li>to be recovered within 12 months</li> </ul>	12,219	10,536
	18,318	15,493

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

	Advertising expenses in excess of	Provision for impairment of trade	Accrued advertising and other	Accrued salary	
	allowance	receivables	expenses	expense	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
At 1 January 2015 Credited/(Charged) to the	-	4,957	3,521	7,015	15,493
income statement	4,004	1,142	(300)	(2,021)	2,825
At 30 June 2015	4,004	6,099	3,221	4,994	18,318
At 1 January 2014 Credited/(Charged) to the	—	4,732	—	5,007	9,739
income statement	695	270	_	(794)	171
At 30 June 2014	695	5,002	_	4,213	9,910

#### 14. DEFERRED INCOME TAX (CONTINUED)

#### **Deferred income tax liabilities**

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Deferred income tax liabilities:		
— to be recovered after more than 12 months	475	_
<ul> <li>to be recovered within 12 months</li> </ul>	4,280	_
	4,755	—

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

	Withholding tax on the earnings anticipated to be remitted by PRC subsidiaries RMB'000 (Unaudited)	Intangible assets acquired in business combination at fair value RMB'000 (Unaudited)	<b>Total</b> RMB'000 (Unaudited)
At 1 January 2015 Acquisition of a subsidiary (Note 7) Charged/(credit) to the income statement	(Unaudited) 	(Unaudited) 	(Unaudited) 
At 30 June 2015	4,200	555	4,180

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%.

#### **15. 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 2015, the ageing analysis of the trade receivables (net of impairment provision of RMB28,427,000 (31 December 2014: RMB23,069,000)) was as follows:

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Current to 6 months	420,888	420,747
6 months to 1 year	115,609	62,684
1 year to 2 years	5,965	5,767
Above 2 years	—	18
	542,462	489,216

#### (b) Other receivables and prepayments

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Other receivables	3,039	5,778
Advance to employees	5,758	5,030
Prepayments	17,084	5,116
	25,881	15,924

#### **16. INVESTMENT IN EQUITY FUND**

	RMB'000
	(Unaudited)
At 1 January 2015	28,954
Change in fair value	3,696
At 30 June 2015	32,650
	RMB'000
	(Unaudited)
At 1 January 2014	—
Additions (a)	31,197
At 30 June 2014	31,197

(a) In June 2014, a subsidiary of the Group invested as a limited partner in an unlisted equity fund (the "Fund") established and managed by an independent third party partner. The investment is denominated in USD with an initial cost of USD5,000,000. The Group does not have control or significant influence in the Fund. The directors classified the investment as available-for-sale financial assets.

The fair values of investment in equity fund are based on the fair value of underlying investments held by the Fund, which are mainly influenced by the market price of the listed stocks and cash flows discounted using a rate based on the market interest rate and the risk premium specific to the unlisted equity investments.

#### **17. HELD-TO-MATURITY FINANCIAL ASSETS**

All the held-to-maturity financial assets are listed bonds which are dominated in RMB.

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Listed in Hong Kong	16,266	16,283
Listed outside Hong Kong	33,245	33,270
	49,511	49,553

#### **17. HELD-TO-MATURITY FINANCIAL ASSETS (CONTINUED)**

The movement in held-to-maturity financial assets during the period was as follows:

	RMB'000 (Unaudited)
	(enduriced)
At 1 January 2015	49,553
Amortised interest (Note 8)	863
Interest received	(905)
At 30 June 2015	49,511

The terms of maturity of the held-to-maturity financial assets are summarised as follow:

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Listed bonds:		
Current		
Less than 1 year	19,224	
Non-current		
Between 1 and 2 years	22,141	21,288
Between 2 and 3 years	8,146	28,265
	49,511	49,553

The coupon rate of the bonds is 3.25% to 4.50% per annum.

The maximum exposure to credit risk at the reporting date is the carrying amount of held-tomaturity financial assets.

#### **18. ORDINARY SHARES**

	Authorised ordinary shares			
	Number of			
	shares ('000)	HKD'000	RMB'000	
At 31 December 2014 and 30 June 2015	100,000,000	1,000,000	969,200	
	Issued	and fully paid u	ıp	
	Number of			
	shares ('000)	HKD'000	RMB'000	
	(Unaudited)	(Unaudited)	(Unaudited)	
At 1 January 2015	1,111,687	11,117	10,312	
Share Option Plans				
— issued shares (a)	18,861	189	148	
At 30 June 2015	1,130,548	11,306	10,460	
At 1 January 2014	1,092,554	10,926	10,161	
Share Option Plans				
— issued shares (a)	18,797	188	149	
At 30 June 2014	1,111,351	11,114	10,310	

(a) Share options exercised during the six months ended 30 June 2015 resulted in 18,861,000 shares being issued (six months ended 30 June 2014: 18,797,000 shares) with exercise proceeds of RMB25,323,000 (six months ended 30 June 2014: RMB28,503,000). The nominal value of these shares of RMB148,000 (six months ended 30 June 2014: RMB149,000) and the premium of RMB25,175,000 (six months ended 30 June 2014: RMB28,354,000) had been credited to ordinary shares and share premium accounts, respectively. The related weighted average price during the period was HKD3.56 per share (six months ended 30 June 2014: HKD4.81).

All the ordinary shares issued during the six months ended 30 June 2015 rank pari passu with the then existing ordinary shares in all respects.

#### **19. TRADE AND OTHER PAYABLES AND ACCRUALS**

	Unaudited	Audited
	As at	As at
	30 June	31 December
	2015	2014
	RMB'000	RMB'000
Trade payables (a)	261	_
Salaries payable	32,455	44,518
Accrued expenses (b)	129,214	158,926
Other tax payable	14,779	27,837
Other payables (c)	28,027	20,220
	204,736	251,501

- (a) All the trade payables are within three months.
- (b) Accrued expenses mainly represented accrued sales commission fees payable to advertising agencies and accrued advertising expenses.
- (c) Other payables mainly represented deposits due to third parties.

#### 20. SHARE-BASED COMPENSATION COSTS

#### (a) Share Option Plan

Options were granted to directors and selected employees according to their contribution to the Group. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

(i) Pre-IPO Share Option Plan

On 23 November 2007, the Company granted share options to directors and selected employees under a Pre-IPO Share Option Plan, under which the option holders are entitled to acquire an aggregate of 49,929,000 shares of the Company. All options under the Pre-IPO Share Option Plan had been granted.

#### 20. SHARE-BASED COMPENSATION COSTS (CONTINUED)

#### (a) Share Option Plan (Continued)

(ii) Post-IPO Share Option Plan

On 23 November 2007, the Company also adopted a Post-IPO Share Option Plan pursuant to which a total of 95,000,000 unissued shares of the Company were reserved and made available for grant of share options. In 2011, the Company refreshed the limit of the Post-IPO Share Option Plan to 98,130,880 ordinary shares. These shares, reserved for future grant of share options, represented 8.7% of the issued share capital of the Company as of 30 June 2015. The number of shares issued and to be issued in respect of these options granted and may be granted to any individual in any one year is not permitted to exceed 1% of the shares of the Company in issue at any point in time, without prior approval obtained from the Company's shareholders. Options granted to independent non-executive directors and substantial shareholders of the Company in excess of 0.1% of the Company's share capital and with a value in excess of HKD5 million must be approved in advance by the Company's shareholders.

Options granted must be taken up by the option holders within 28 days of the date of offer, upon payment of HKD1 per grant. Options may be exercised at any time during the option period, which should not be more than 10 years from the date of grant. The exercise price is determined by the directors of the Company, and will not be less than the higher of (i) the closing price of the Company's shares on the date of grant; (ii) the average closing price of the shares for the five business days immediately preceding the date of grant; and (iii) the nominal value of the Company's shares.

#### 20. SHARE-BASED COMPENSATION COSTS (CONTINUED)

#### (a) Share Option Plan (Continued)

#### (iii) Movements in share options

Movements in the number of share options outstanding and their related weighted average exercise prices were as follows:

	Pre-		Post		
	Share Op	tion Plan	Share Op	tion Plan	Tatal
	Average exercise	Number of	Average exercise	Number of	Total number
	price	options	price	options	of options
	(HKD)	(thousands)	(HKD)	(thousands)	(thousands)
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
	(Unaudited)	(onautited)	(onaudited)	(Unautited)	(Onaudited)
At 1 January 2015	1.71	27,697	_	_	27,697
Granted	_	_	_	_	_
Exercised	1.72	(18,861)	_	_	(18,861)
Forfeited	_	_	_	_	_
At 30 June 2015	1.69	8,836	_	_	8,836
Currently exercisable as					
at 30 June 2015	1.69	8,836			8,836
At 1 January 2014	1.71	28,409	1.92	18,461	46,870
Granted	—	—	—	—	—
Exercised	1.82	(376)	1.92	(18,421)	(18,797)
Forfeited			2.68	(40)	(40)
At 30 June 2014	1.71	28,033			28,033
Currently exercisable as					
at 30 June 2014	1.71	28,033			28,033

#### 20. SHARE-BASED COMPENSATION COSTS (CONTINUED)

#### (a) Share Option Plan (Continued)

#### (iv) Outstanding share options

Share options outstanding at the end of the period have the following expiry dates and exercise prices:

Expiry date	30 June 2015		<b>30 June 2015</b> 31 December 2014	
	Exercise		Exercise	
	price in	Number of	price in	Number of
	HKD	options	HKD	options
	per share	(thousands)	per share	(thousands)
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Pre-IPO Share Option Plan				
— 22 November 2017	1.32	2,629	1.32	7,007
— 22 November 2017	1.71	2,976	1.71	10,045
— 22 November 2017	1.96	3,231	1.96	10,645
		8,836		27,697

#### (v) Fair value of options

The fair value of options granted on 23 November 2007 under Pre-IPO Share Option Plan determined using the Binomial valuation model was approximately RMB19.8 million.

The fair value of options granted under Post-IPO Share Option Plan determined using the Trinomial valuation model was approximately RMB16.6 million.

No expenses were recognised for employee services received in respect of the Pre-IPO Share Option Plan and Post-IPO Share Option Plan for the six months ended 30 June 2015 (six months ended 30 June 2014: same).

#### (b) Share Award Scheme I

On 10 January 2011 (the "Adoption Date"), the Board approved and adopted a restricted share award scheme (the "Share Award Scheme I") in which selected employees of the Group are entitled to participate. The Group has set up a trust (the "Share Award Scheme Trust") for the purpose of administering the Share Award Scheme I and holding shares awarded to the employees (the "Awarded Shares") before they vest. Unless early terminated by the Board, the Share Award Scheme I shall be valid and effective for a term of ten years commencing on the Adoption Date.

The Board will implement the scheme in accordance with the terms of the scheme rules including providing necessary funds to the trustee for the purchase of shares up to 2.5% of the issued share capital of the Company as of the Adoption Date.

#### 20. SHARE-BASED COMPENSATION COSTS (CONTINUED)

#### (b) Share Award Scheme I (Continued)

Employees are not entitled to dividends on any Awarded Shares that are not yet transferred to them.

Movements in the number of shares held for the Share Award Scheme I for the six months ended 30 June 2015 were as follows:

	Awarded Shares (thousands)	Shares to be awarded (thousands)	Shares to be purchased (thousands)	Total shares held by the Trustee (thousands)
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
At 1 January 2015 Purchased	1,624		(392) 392	1,232 400
Granted to employees	_	_	_	_
Forfeited	_	_	_	_
Vested	(913)	_	_	(913)
At 30 June 2015	711	8		719
At 1 January 2014	1,193	727	_	1,920
Purchased		358		358
Granted to employees	961	(961)	_	_
Forfeited	(65)	65	_	_
Vested	(579)			(579)
At 30 June 2014	1,510	189		1,699

For the Awarded Shares granted under the Share Award Scheme I, fair value is recognised as an expense and credited to equity over the period in which the vesting conditions are fulfilled. The total amount to be expensed over the vesting period is determined by reference to the fair value of the Awarded Shares granted.

The fair value of the Awarded Shares was calculated based on market prices of the Company's shares as at the respective grant dates. The expected dividends during the vesting periods have been taken into account when assessing the fair value of the Awarded Shares.

The total expense recognised for employee services received in respect of the Share Award Scheme I for the six months ended 30 June 2015 was RMB2,241,000 (six months ended 30 June 2014: RMB2,726,000).

During the six months ended 30 June 2015, the Share Award Scheme Trust received cash dividend amounting to RMB44,000 (six months ended 30 June 2014: RMB276,000) which will be used to pay for the fees of trust or purchase a maximum number of shares as specified by the Board.

#### 20. SHARE-BASED COMPENSATION COSTS (CONTINUED)

#### (c) Share Award Scheme II adopted by a subsidiary

On 31 March 2015, the directors of the Company and Smooth Choice approved and adopted a restricted share award scheme in Smooth Choice (the "Share Award Scheme II"). Under the Share Award Scheme II, a director of Smooth Choice will receive an award of 15% equity interest shares in Smooth Choice. The vesting of the restricted share award with a performance condition is based on required services and performance from the award recipient.

For the awarded shares granted under the Share Award Scheme II, fair value is recognised as an expense and credited to equity over the period in which the vesting conditions are fulfilled. The total amount to be expensed over the vesting period is determined by reference to the fair value of the awarded shares granted.

The fair value of the shares awarded under the Share Award Scheme II during the six months ended 30 June 2015 is about RMB1,050,000 and they will be valid and effective for a term of one to three years.

The total expense recognised for employee services received in respect of the Share Award Scheme II for the six months ended 30 June 2015 was RMB160,000 (six months ended 30 June 2014: nil).

#### **21. 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 Ko Chiang ("Mr. Wang")	Substantial shareholder
Kexim Company Limited ("Kexim")	Controlled by Mr. Wang
Beijing Pacific Times Property Management Co., Ltd ("Pacific Times")	Controlled by Mr. Wang
South China Resources Development Consultants Limited ("SCRD Consultants")	Controlled by Mr. Wang

#### 21. RELATED PARTY TRANSACTIONS (CONTINUED)

#### (b) Related party transactions

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

		Unaudited Six months ended 30 June	
	2015	2014	
	RMB'000	RMB'000	
Rental expenses paid for office and advertising billboards:			
SCRD Consultants	264	416	
Kexim	609	975	
	873	1,391	
Property management fees paid for office:			
Pacific Times	78	106	

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

### CHAIRMAN'S STATEMENT

I am pleased to report another six months of solid growth despite an increasingly challenging environment in China. Our steady top line growth was driven in part by robust performances from our automobile, baby, and home improvement portals. Total revenue for the first half of the year came out to RMB491.2 million, an increase of 21.7%, while net profit decreased by 14.8% to RMB80.6 million.

Several factors accounted for the decrease in profit. During the first half of the year, we increased our investment into marketing for both our PC and mobile platforms. The investment is critical to the long-term brand recognition of the Group. In March 2015, we acquired iCare Newlife Technologies, Inc., a startup that specializes in the development of smart hardware devices in the rapidly growing maternity and child-parenting markets. Though still in the early investment stage, iCare Newlife Technologies, Inc. recently launched a fetal heart monitoring device and an intelligent weight. These new products will help us to expand our user base and gather more data for expectant parents. We intend to integrate the data into PCbaby's current information-based platform, which will enhance user stickiness and drive account growth. We also increased product development headcount in our other portals as we seek new ways to support growth. We are committed to product innovation and development. That said, we will continue to allocate our resources carefully in order to ensure consistent and viable returns on our investments.

Revenue from PCauto increased 42.4%, accounting for 66.0% of total revenue during the first half of the year. Our growing user base and lead generation capabilities are enabling us to become a more effective marketing platform. We continue to make good progress in the development of mobile products. Two of our newest mobile applications are a social-networking platform targeted at China's auto fan clubs, and a study tool that assists car learners preparing for the driver's test. We offered group sales, promotions for new car models, and other incentives to promote and increase transactions for our dealership customers. We are also excited about the products we currently have in the pipeline, including an automotive financing platform, new mobile applications, and after-sales service initiatives. We are confident that these initiatives will further strengthen our leading position in the market.

Revenue from PConline declined 18.5% as the expected recovery in the PC and laptop market lagged behind expectations during the first half of 2015. We adapted our strategy to the changing preferences of our users as they migrate towards mobile devices and shopping online. We will continue to strengthen our e-commerce platform, best.pconline.com.cn (今日聚超值), as it generates more advertising revenue from e-commerce vendors. We will also aggressively develop new advertising revenue from our mobile platform. In addition, we will continue to broaden our content to better serve the marketing needs of new and emerging product categories such as intelligent wearable devices and radio-controlled model aircrafts. With these initiatives, we maintain a positive outlook of PConline in the second half of 2015.

### CHAIRMAN'S STATEMENT

Revenue from PClady decreased 8.4% as a result of the slowdown in advertising demand from luxury products and changes in customer mix. Despite these challenges, we will continue to streamline our operations as we remain focused on building PClady into a base for future growth. We recently launched cherry (櫻桃幫), a mobile application that serves as an online-to-offline platform for the rapidly growing aesthetic services market. In June 2015, we announced the formation of a new corporate structure for PClady's operations, which will aid it in attracting investors for its future development and expansion.

Revenue from other operations, including PCgames, PCbaby, and PChouse increased 34.0%. Both PCbaby and PChouse saw strong growth as their brand awareness and innovation capabilities increase. The combined revenue from these two portals is rapidly becoming more meaningful with robust growth expected to continue throughout the rest of the year. With our strong expertise, we are well positioned to benefit from the rapid development of the child-caring and home improvement.

Looking ahead, we expect a challenging yet exciting environment throughout the remainder of 2015. We will continue to strengthen our ability to compete by expanding and improving our products and services.
# MANAGEMENT DISCUSSION AND ANALYSIS

# REVENUE

Revenue increased 21.7% from RMB403.6 million for the six months ended 30 June 2014 to RMB491.2 million for the six months ended 30 June 2015.

Revenue for PCauto, the Group's automobile portal, increased 42.4% from RMB227.5 million for the six months ended 30 June 2014 to RMB324.0 million during the six months ended 30 June 2015. The increase in revenue for PCauto was primarily due to increased advertising spending from automobile manufacturers and dealerships. As a percentage of revenue, PCauto accounted for 56.4% during the six months ended 30 June 2014 and 66.0% during the six months ended 30 June 2015.

Revenue for PConline, the Group's IT and consumer electronics portal, decreased 18.5% from RMB100.4 million during the six months ended 30 June 2014 to RMB81.8 million during the six months ended 30 June 2015. The decrease was driven by reduced digital marketing spending from major consumer electronics brands. As a percentage of revenue, PConline accounted for 24.9% during the six months ended 30 June 2014 and 16.7% during the six months ended 30 June 2015.

Revenue for PClady, the Group's lady and fashion portal, decreased 8.4% from RMB37.8 million during the six months ended 30 June 2014 to RMB34.6 million during the six months ended 30 June 2015. The decrease was driven by a slowdown in advertising demand from luxury products and changes in product mix. As a percentage of revenue, PClady accounted for 9.3% during the six months ended 30 June 2014 and 7.0% during the six months ended 30 June 2015.

Revenue from other operations, including the PCgames, PCbaby and PChouse portals, increased by 34.0% from RMB37.9 million during the six months ended 30 June 2014 to RMB50.8 million during the six months ended 30 June 2015. Revenue from these segments increased as advertisers allocated more of their marketing budgets towards online advertising. As a percentage of revenue, revenue from other operations accounted for 9.4% during the six months ended 30 June 2014 and 10.3% during the six months ended 30 June 2015.

### **COST OF REVENUE**

Cost of revenue increased 35.7% from RMB125.4 million during the six months ended 30 June 2014 to RMB170.2 million during the six months ended 30 June 2015. Gross profit margin was 68.9% during the six months ended 30 June 2014 and 65.4% during the six months ended 30 June 2015.

The increase in cost of revenue was due to a rise in sales commission to adverting agencies, content production personnel-related expenses as well as higher costs related to offline marketing activities.

# MANAGEMENT DISCUSSION AND ANALYSIS

### **SELLING AND MARKETING COSTS**

Selling and marketing costs increased 43.4% from RMB94.2 million during the six months ended 30 June 2014 to RMB135.1 million during the six months ended 30 June 2015. The increase was mainly due to increases in staff costs, as well as marketing expenses related to brand development through search engines and other related channels.

### **ADMINISTRATIVE EXPENSES**

Administrative expenses increased by 27.4% from RMB37.8 million during the six months ended 30 June 2014 to RMB48.1 million during the six months ended 30 June 2015, due to an increase in headcount in support of the Group's growth during the period.

### **PRODUCT DEVELOPMENT EXPENSES**

Product development expenses increased by 31.2% from RMB27.7 million during the six months ended 30 June 2014 to RMB36.3 million during the six months ended 30 June 2015. The increase was primarily due to increases in the number of staff in the Group's research and development team.

### **OPERATING PROFIT BEFORE SHARE-BASED COMPENSATION EXPENSES (NON-GAAP)**

Operating profit before share-based compensation expenses (non-GAAP) was RMB105.3 million during the six months ended 30 June 2015, representing a 13.2% decrease from RMB121.3 million during the six months ended 30 June 2014.

### FINANCE COST AND INCOME

Net finance income was RMB4.2 million during the six months ended 30 June 2014 and net finance cost was RMB0.1 million during the six months ended 30 June 2015.

#### **INCOME TAX EXPENSE**

Income tax expenses decreased 20.9% from RMB28.1 million during the six months ended 30 June 2014 to RMB22.2 million during the six months ended 30 June 2015.

#### **NET PROFIT**

Net profit decreased 14.8% from RMB94.6 million during the six months ended 30 June 2014 to RMB80.6 million during the six months ended 30 June 2015.

# MANAGEMENT DISCUSSION AND ANALYSIS

# LIQUIDITY AND FINANCIAL RESOURCES

As of 30 June 2015, the Group had short-term deposits and cash totaling RMB232.2 million, compared with RMB394.8 million as of 31 December 2014. The decline in cash was primarily due to the payment of a cash dividend totaling RMB155.0 million during the six months ended 30 June 2015.

The Company had no external debt as of 31 December 2014 and 30 June 2015.

### **BANK BORROWINGS**

As of 30 June 2015, 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 2014.

### MATERIAL ACQUISITIONS AND DISPOSAL

During the six months ended 30 June 2015, the Group had no material acquisitions and disposals of subsidiaries and associates.

### **CHARGES ON ASSETS**

As of 30 June 2015, 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 2015, the Group had 1,869 employees (31 December 2014: 1,762), an increase of 6.1% from the first half of 2015. The Group increased headcount to support its expansion. The Group determines staff's remuneration based on factors such as performance and years of experience.

### **BUSINESS OUTLOOK**

Despite the challenges ahead, the Group expects steady revenue growth from its well-balanced portal portfolio. The Group will leverage its core strengths as it continues to invest in select markets. The Group believes this is the best course of action to increase shareholder value and drive sustainable future growth.

# 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 2015.

### 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, 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 2015, 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 Company has adopted a Pre-IPO Share Option Plan and a Post-IPO Share Option Plan for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group's operations.

During the six months ended 30 June 2015, movements of the Pre-IPO Share Option Plan of the Company are as follows:

Date of grant 23 November 2007 23 November 2007 23 November 2007	Exercise period <sup>(1)</sup> A B	Exercise price per share	As at 1 January 2015	Exercised during the period	As at 30 June 2015	
23 November 2007		I				
23 November 2007		I				
	R		4,366,545	(4,366,545)	_	
23 November 2007	D	П	6,096,631	(6,096,631)	_	
	С	111	6,129,000	(6,129,000)	_	
			16,592,176	(16,592,176)	_	
23 November 2007	А	I	2,640,392	(11,090)	2,629,302	
23 November 2007	В	П	3,948,548	(972,374)	2,976,174	
23 November 2007	С		4,516,169	(1,285,623)	3,230,546	
			11,105,109	(2,269,087)	8,836,022	
			27,697,285	(18,861,263)	8,836,022	
Exercise period			Exercise price			
a: from 23 November 2009 to 22 November 2017			I: HKD1.32			
2010 to 22 Novem	ber 2017		II. HKD1 71			
from 23 November 2011 to 22 November 2017						
	<ul> <li>November 2007</li> </ul>	3 November 2007       C         3 November 2007       A         3 November 2007       B         3 November 2007       C         3 November 2007       C         2009 to 22 November 2017         2009 to 22 November 2017         2010 to 22 November 2017	33 November 2007       C       III         33 November 2007       A       I         33 November 2007       B       II         33 November 2007       C       III         2009 to 22 November 2017       2010 to 22 November 2017	33 November 2007       C       III       6,129,000         16,592,176       16,592,176         33 November 2007       A       I       2,640,392         33 November 2007       B       II       3,948,548         33 November 2007       C       III       4,516,169         11,105,109       27,697,285       27,697,285         2009 to 22 November 2017       I:       HKD1         2010 to 22 November 2017       II:       HKD1	33 November 2007       C       III       6,129,000       (6,129,000)         16,592,176       (16,592,176)         16,592,176       (16,592,176)         16,592,176       (16,592,176)         16,592,176       (16,592,176)         16,592,176       (16,592,176)         16,592,176       (16,592,176)         17,090       3,948,548         18       II         19,040,392       (11,090)         3,948,548       (972,374)         11,105,109       (2,269,087)         11,105,109       (2,269,087)         27,697,285       (18,861,263)         Exercise price         2009 to 22 November 2017       I: HKD1.32         2010 to 22 November 2017       II: HKD1.71	

#### Notes:

- (1) The vesting period of the share options is from the date of grant until the commencement of the exercise period.
- (2) No share options have been granted/cancelled/lapsed under the Pre-IPO Share Option Plan during the six months ended 30 June 2015.

As at 30 June 2015, the Company has no outstanding share options under the Post-IPO Share Option Plan. No share options have been granted/exercised/cancelled/lapsed under the Post-IPO Share Option Plan during the six months ended 30 June 2015.

Further details of the two share option plans of the Company are set out in note 20 to the interim financial information.

Deversites

Number of

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

As at 30 June 2015, 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

			Number of		Percentage
			ordinary		of the
			shares		Company's
	Long/Short		in the		issued share
Name of director	position	Capacity	Company	Note	capital <sup>+</sup>
Dr. Lam Wai Yan	Long	Beneficial owner	308,064,561	—	27.25%
Mr. Ho Kam Wah	Long	Interests held by a controlled corporation	99,348,480	(1)	8.79%
	Long	Beneficial owner	2,055,900	_	0.18%
	Long	Interests of spouse	1,432,200	(2)	0.13%
			102,836,580	—	9.10%
Ms. Zhang Cong Min	Long	Beneficial owner	30,885,624	_	2.73%
Mr. Wang Ta-Hsing	Long	Beneficial owner	3,458,015	_	0.31%
Mr. Tsui Yiu Wa, Alec	Long	Beneficial owner	232,051	_	0.02%
	-				
Mr. Thaddeus Thomas Beczak	Long	Beneficial owner	232,051	—	0.02%

Notes:

- (1) These shares were held by Treasure Field Holdings Limited, a controlled corporation of Mr. Ho Kam Wah.
- (2) Mr. Ho Kam Wah was deemed to be interested in 1,432,200 shares of the Company through the interests of his spouse, Ms. Yeung Yuk Chun.
- <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 2015.

Name of associated corporations	Name of director	Long/Short position	Capacity	Amount of registered capital (RMB)	Percentage of interest of associated corporations
Guangzhou Yingxin Computer Technology Exchange Co., Ltd. ("GZ Yingxin")	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%

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

Save as disclosed above, as at 30 June 2015, 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.

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

As at 30 June 2015, 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	Long/ Short		Number of ordinary shares in the		Percentage of the Company's issued share
shareholder	position	Capacity	Company	Note	capital <sup>+</sup>
Ms. Ma Muk Lan	Long	Interests of spouse	308,064,561	(1)	27.25%
Gallop Assets Management Limited	Long	Beneficial owner	296,172,030	(2)	26.20%
J.P. Morgan Trust Company (Bahamas) Limited as trustee of The Gallop Trust	Long	Trustee	296,172,030	(2)	26.20%
Mr. Wang Ko Chiang	Long	Founder of a discretionary trust	296,172,030	(2)	26.20%
	Long	Interests held by controlled corporations	540,000	(3)	0.04%
			296,712,030	_	26.24%
Mrs. Wang Tang Shi Ming	Long Long	Interests of spouse Interests held by a controlled corporation	296,612,030 100,000	(4) (3)	26.23% 0.01%
			296,712,030		26.24%
Treasure Field Holdings Limited	Long	Beneficial owner	99,348,480	(5)	8.79%
Ms. Yeung Yuk Chun	Long Long	Interests of spouse Beneficial owner	101,404,380 1,432,200	(6)	8.97% 0.13%
			102,836,580	_	9.10%

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, a discretionary trust founded by Mr. Wang Ko Chiang. 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.

Accordingly, Mr. Wang Ko Chiang, as the founder of The Gallop Trust was deemed to be interested in 296,172,030 shares of the Company held by Gallop Assets Management Limited.

(3) 440,000 shares of the Company were held by South China Resources Development Consultants Limited, which was controlled by Cosmos Sky Investments Limited. Cosmos Sky Investments Limited was wholly owned by Mr. Wang Ko Chiang. Accordingly, Mr. Wang Ko Chiang was deemed to be interested in 440,000 shares of the Company held by South China Resources Development Consultants Limited.

The remaining 100,000 shares of the Company were held by Joy Way Co., Ltd., which was jointly owned by Mr. Wang Ko Chiang and Mrs. Wang Tang Shi Ming.

- (4) Mrs. Wang Tang Shi Ming was deemed to be interested in 296,612,030 shares of the Company through the interests of her spouse, Mr. Wang Ko Chiang.
- (5) 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".
- (6) Ms. Yeung Yuk Chun was deemed to be interested in 101,404,380 shares of the Company through the interests of her spouse, 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 2015.

Save as disclosed above, as at 30 June 2015, 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.

### **STRUCTURE CONTRACTS**

#### **Existing Structure Contracts**

The Group conducts its online advertising business through GZ Yingxin, GDP Internet and the subsidiaries of GDP Internet under the structure contracts entered into with the Company's whollyowned subsidiary, GZP Computer (the "Existing Structure Contracts"). GZ Yingxin, a company incorporated in the PRC with limited liability that holds 100% of the equity interest of GDP Internet, is owned as to 40% by Ms. Zhang Cong Min, 30% by Ms. Lu Wu Qing and 30% by Ms. Fan Zeng Chun (collectively known as "GZ Yingxin Shareholders"). As a result of the Existing Structure Contracts, the Group is able to recognize and receive the economic benefit of the business and operations of GZ Yingxin, GDP Internet and the subsidiaries of GDP Internet. The Existing 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 Yingxin Shareholders in GZ Yingxin and the equity interests of GZ Yingxin in, or assets of, GDP Internet and the subsidiaries of GDP Internet. Further details relating to the Existing Structure Contracts are disclosed in the section headed "Structure Contracts" in the Company's prospectus dated 5 December 2007 (the "Prospectus").

During the year ended 31 December 2014, the revenue subject to the Existing Structure Contracts was RMB986 million. As at 31 December 2014, the total assets subject to the Existing Structure Contracts was RMB622 million.

#### **PClady Structure Contracts**

The Company envisaged that one of its existing portals, PClady (www.PClady.com.cn) which is specialized in women lifestyle-related topics, would be able to attract different and specific group of investors. Under the structure contracts entered into with the Company's wholly-owned subsidiary, Guangzhou Fengwang Information Technology Co., Ltd. ("GZFW Technology") on 30 June 2015, the Group conducts its online business relating to PClady portal through GZ Yingyue, GZS Internet and GZS Advertising (the "PClady Structure Contracts"). GZ Yingyue, a company incorporated in the PRC with limited liability that holds 100% of the equity interest of GZS Internet and GZS Advertising (a wholly-owned subsidiary of GZS Internet), is owned as to 60% by Ms. Zhang Cong Min and 40% by Ms. Lu Wu Qing, (collectively known as "GZ Yingyue Shareholders"). As a result of the PClady Structure Contracts, the Group is able to recognize and receive the economic benefit of the business and operations of GZ Yingyue, GZS Internet and GZS Advertising. The PClady 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 Yingyue Shareholders in GZ Yingyue and the equity interests of GZ Yingyue in, or assets of, GZS Internet and GZS Advertising. Further details relating to the PClady Structure Contracts are disclosed in the Company's announcement dated 2 July 2015 (the "Announcement").

# Risk factors in relation to the Existing Structure Contracts and PClady Structure Contracts

The risks associated with the Existing Structure Contracts and PClady Structure Contracts were set out in the Prospectus and the Announcement and are highlighted as follows:-

- If the PRC government finds that the Existing Structure Contracts and PClady Structure Contracts with the structure for operating the Group's businesses in China do not comply with the applicable PRC laws and regulations, or if these regulations or their interpretations change in the future, the Group could be subject to severe consequences, including the nullification of the contractual arrangements and the relinquishment of the Group's interest in the domestic entities.
- The Company relies on the Existing Structure Contracts and PClady Structure Contracts to control and obtain the economic benefits from GDP Internet and GZS Internet, the operating entities in the PRC, which may not be as effective in providing operational control as direct ownership.
- The GZ Yingxin Shareholders and GZ Yingyue Shareholders may have conflicts of interest with the Group, which may materially and adversely affect the Group's business.

In light of the above risks associated with the Existing Structure Contracts and PClady Structure Contracts, the Group has adopted relevant procedures and internal control measures to ensure the effective operation of the Group and the implementation of the Existing Structure Contracts and PClady Structure Contracts, including (i) discuss and make all necessary modification to the Existing Structure Contracts and PClady Structure Contracts in order to maintain the economic interests; (ii) regular report by relevant divisions of the Group to the senior management of the Company in relation to the compliance of the Existing Structure Contracts and PClady Structure Contracts; (iii) regular report by the senior management of the Group to the Board any non-compliance issues; (iv) retain legal adviser and/or other professional to assist the Group to deal with specific issues arising from the Existing Structure Contracts and PClady Structure Contracts, if required; and (v) annual review by the independent non-executive directors of the Company the compliance of the Existing Structure Contracts.

# 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.

### **CHANGE IN INFORMATION OF DIRECTOR**

Pursuant to Rule 13.51B(1) of the Listing Rules, the change in information of a director of the Company is set out below:

Mr. Tsui Yiu Wa, Alec, an independent non-executive director of the Company, retired as an independent non-executive director of China Oilfield Services Limited (a company listed on the main board of the Stock Exchange, stock code: 2883) in June 2015.

## **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, 28 August 2015