

# OZNER 浩澤

Ozner Water International Holding Limited  
浩澤淨水國際控股有限公司

*(Incorporated in the Cayman Islands with limited liability)*  
(Stock Code: 2014)

The cover features a central circular graphic with a white-to-blue gradient, containing the text 'OZNER Annual Report 2016'. This graphic is surrounded by a dynamic composition of blue and teal water splashes, droplets, and flowing lines that create a sense of movement and freshness. The background is a light blue gradient.

OZNER  
Annual Report  
2016



# Contents

<b>2</b>	Corporate Information	<b>56</b>	Independent Auditors' Report
<b>4</b>	Financial and Operational Highlights	<b>61</b>	Consolidated Statement of Profit or Loss and Other Comprehensive Income
<b>6</b>	Chairman's Statement and Management Discussion and Analysis	<b>63</b>	Consolidated Statement of Financial Position
<b>17</b>	Corporate Social Responsibility	<b>64</b>	Consolidated Statement of Changes in Equity
<b>19</b>	Corporate Governance Report	<b>65</b>	Consolidated Statement of Cash Flows
<b>32</b>	Directors and Senior Management	<b>67</b>	Notes to the Consolidated Financial Statements
<b>37</b>	Report of the Directors	<b>136</b>	Financial Summary

# Corporate Information

## Directors

### Executive Directors

Mr. Xiao Shu (*Chairman and Chief Executive Officer*)  
Mr. Zhu Mingwei  
(*Vice Chairman and Deputy Chief Executive Officer*)  
(resigned on 28 March 2017)  
Mr. He Jun (resigned on 28 March 2017)  
Mr. Tan Jibin  
Mr. Xiao Lilin (resigned on 28 March 2017)  
Mr. Zhou Guanxuan (*Vice Chairman*)  
(re-designated from independent non-executive Director  
on 28 March 2017)  
Mr. Li Honggao (appointed on 28 March 2017)  
Mr. Wang Yonghui (appointed on 28 March 2017)

### Non-Executive Directors

Mr. Ng Benjamin Jin-Ping (resigned on 28 March 2017)  
Mr. Yan Andrew Yan (appointed on 28 March 2017)  
Mr. He Sean Xing  
Ms. Wang Haitong

### Independent Non-Executive Directors

Dr. Chan Yuk Sing Gilbert  
Mr. Lau Tze Cheung Stanley  
Dr. Bao Jiming (appointed on 28 March 2017)  
Mr. Gu Jiuchuan

## Joint Company Secretaries

Mr. Tan Jibin  
Ms. Lai Siu Kuen

## Authorized Representatives

Mr. Xiao Shu  
Mr. Tan Jibin

## Audit Committee

Mr. Lau Tze Cheung Stanley (*Chairman*)  
Dr. Chan Yuk Sing Gilbert  
Dr. Zhou Guanxuan (resigned on 28 March 2017)  
Dr. Bao Jiming (appointed on 28 March 2017)  
Mr. Gu Jiuchuan

## Remuneration Committee

Dr. Bao Jiming (*Chairman*) (appointed on 28 March 2017)  
Mr. Zhou Guanxuan (re-designated from chairman  
to member on 28 March 2017)  
Mr. Zhu Mingwei (resigned on 28 March 2017)  
Mr. Lau Tze Cheung Stanley

## Nomination Committee

Mr. Xiao Shu (*Chairman*)  
Dr. Chan Yuk Sing Gilbert  
Mr. Gu Jiuchuan

## Auditors

Ernst & Young  
*Certified Public Accountants*

## Principal Bankers

Standard Chartered Bank (Hong Kong) Limited  
Standard Chartered Bank (China) Limited  
China CITIC Bank Corporation Limited  
Shanghai Pudong Development Bank Co., Ltd.

## Corporate Information (Continued)

### Legal Advisers

#### *As to Hong Kong law:*

Simpson Thacher & Bartlett

#### *As to PRC law:*

Shu Jin Law Firm

### Investor and Media Relations Consultant

Stimulus Investor Relations Limited

### Registered Office

190 Elgin Avenue  
George Town  
Grand Cayman KY1-9005  
Cayman Islands

### Principal Place of Business in Hong Kong

36/F, Tower Two, Times Square  
1 Matheson Street  
Causeway Bay  
Hong Kong

### Headquarters and Principal Place of Business and Head Office in China

No. 60 Guiqiao Road  
Pudong New District  
Shanghai  
The People's Republic of China

### Cayman Islands Principal Share Registrar and Transfer Office

Intertrust Corporate Services (Cayman) Limited  
190 Elgin Avenue  
George Town  
Grand Cayman  
KY1-9005  
Cayman Islands

### Hong Kong 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

2014

### Company's Website

[www.ozner.net](http://www.ozner.net)

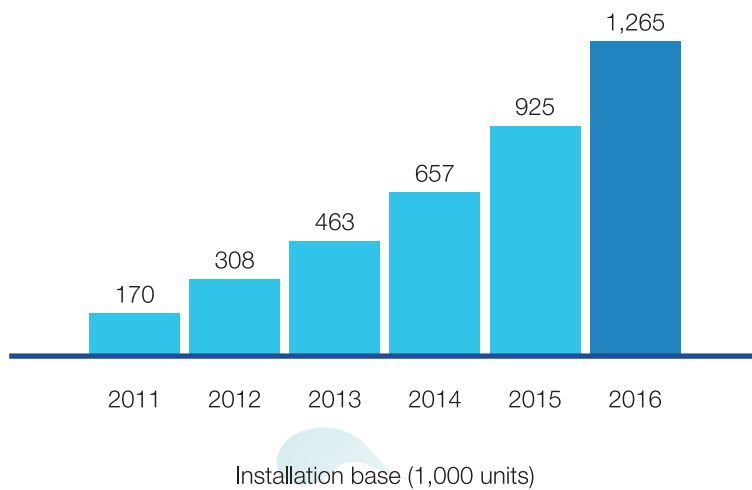
## Financial and Operational Highlights

(RMB in thousands)	Year ended 31 December	
	2016	2015
<b>Total Revenue</b>	<b>920,766</b>	745,399
Water purification services	<b>854,202</b>	679,388
Air sanitization services and others	<b>66,564</b>	66,011
<b>Gross Profit</b>	<b>502,093</b>	438,945
<b>Profit for the year</b>	<b>228,655</b>	28,061
<b>Non-International Financial Reporting Standards adjusted profit for the year<sup>#</sup></b>	<b>143,072</b>	143,072
<b>Basic earnings per share (RMB cents)</b>	<b>13.31</b>	1.61
<b>Non-International Financial Reporting Standards adjusted earnings per share (RMB cents)<sup>#</sup></b>	<b>8.56</b>	8.21

(RMB in thousands)	As at 31 December	
	2016	2015
<b>Revenue generating assets</b>	<b>1,484,409</b>	1,245,364
<b>Total assets</b>	<b>3,688,522</b>	3,309,395
<b>Total liabilities</b>	<b>1,464,876</b>	1,357,626

### Fast Enlarging Installation Base

Compound Annual Growth Rate: 49.1%



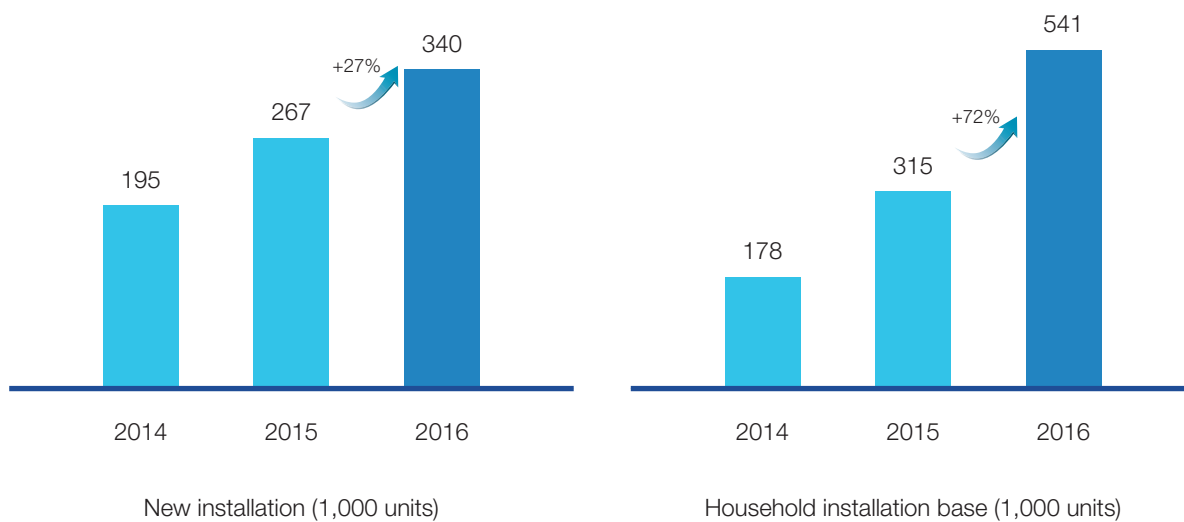
<sup>#</sup> Non-IFRS adjusted profit for the year was derived from the profit for the year excluding exchange gain/loss generated from amounts due to Fresh Water Group, share option expenses and one-off listing expenses.

## Financial and Operational Highlights (Continued)

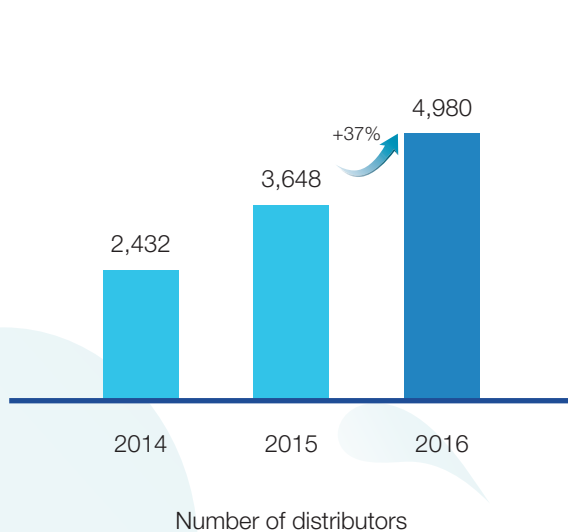
### Sustained High Renewal Rate

	2014	2015	2016
Corporate	97%	96%	95.1%
Household	99%	98%	97.4%

### Significant Increase in Household Models' Proportion

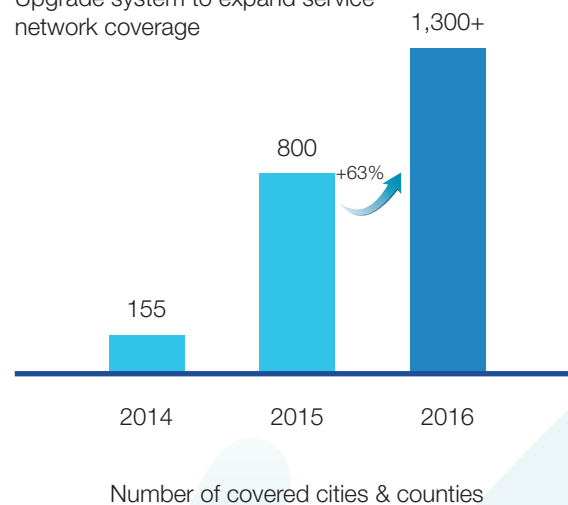


### Number of Distributors

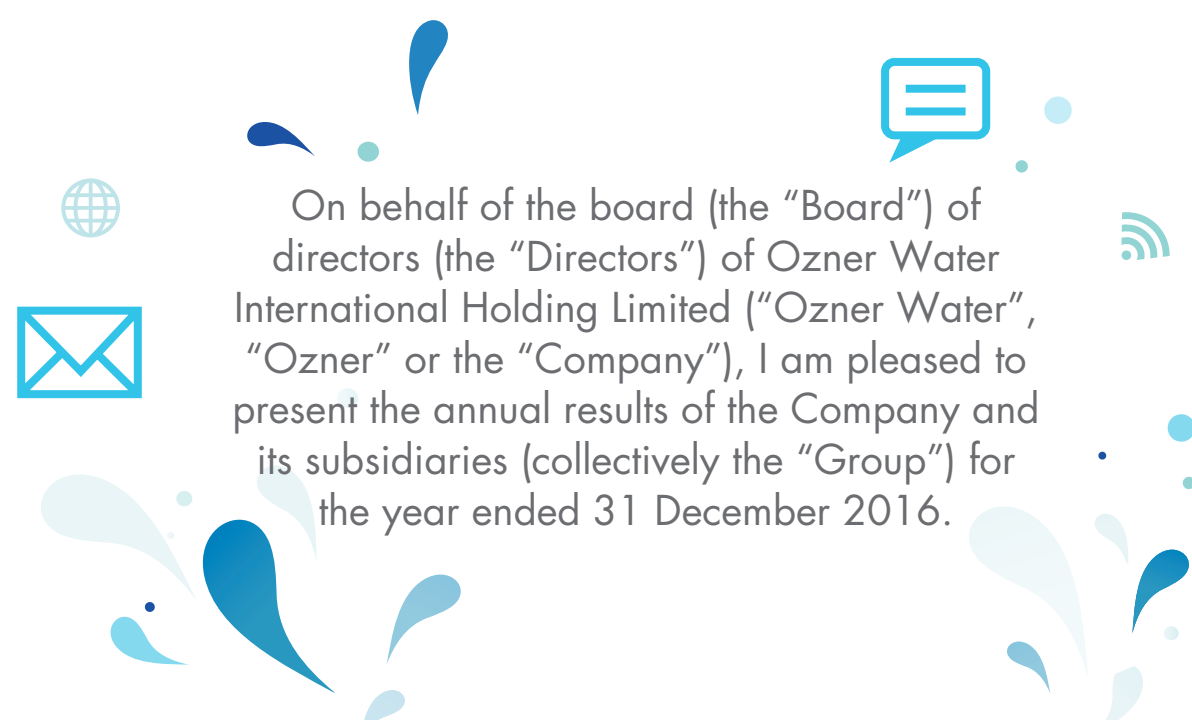


### Service Network Coverage

Upgrade system to expand service network coverage



# Chairman's Statement and Management Discussion and Analysis



On behalf of the board (the "Board") of directors (the "Directors") of Ozner Water International Holding Limited ("Ozner Water", "Ozner" or the "Company"), I am pleased to present the annual results of the Company and its subsidiaries (collectively the "Group") for the year ended 31 December 2016.

## Industry Review

With the growing awareness of environmental pollution, the market of air purifier and water purifier saw rapid growth in recent years. According to the estimate of a market research company, China Market Monitor Company Limited ("CMM"), the retail sales value of air purifier market reached RMB14 billion in 2016, increasing by 19.3% over the corresponding period of last year. The retail sales value of water purifiers reached RMB28.5 billion in 2016, increasing by 24.7% over the corresponding period of last year. This contrasted sharply with the stagnant traditional household appliances market.

The development of water purifier market in the mainland today is increasingly mature and its status in household appliances market has been on a rise, gradually becoming a household necessity. CMM estimated in 2015 that from 2015 to 2020, water purification equipment market will maintain at high double-digit compound annual growth rate and that in 2020 the market size for water purifiers will exceed RMB100 billion. Simultaneously, the industry developed in a more orderly manner, demonstrated by the implementation of "The Action and Implementation Plan for Water Efficiency Leaders" (水效領跑者行動實施方案), and the first national mandatory industrial standard "Water Efficiency Threshold and Water Efficiency Rating of Reverse Osmosis Water Purifier" (反滲透淨水機水效限定值及水效等級). In a market subject to more stringent regulation and standard, high quality water purification brands will benefit. As an industry leader, Ozner's first-mover advantage in quality and technology become more apparent.

# Chairman's Statement and Management Discussion and Analysis (Continued)

## Business Review

The year 2016 under “the new norms” was an extraordinary year for Ozner. Facing headwinds of the macroeconomic development and the fluctuation of the capital market, we spared no efforts in developing our business and building our platforms to gain steady progress, laying a stronger foundation for our sustainable growth in the future.

For the year ended 31 December 2016 (“2016” or “the year”), the Group’s revenue and gross profits recorded significant increase from last year. Revenue increased by approximately 23.5% from approximately RMB745.4 million for the year ended 31 December 2015 to approximately RMB920.8 million for the year ended 31 December 2016, the water purification business revenue which takes the lion’s share of our business recorded an even more noticeable increase of 25.7%. The Group’s gross profits increased by approximately 14.4% from approximately RMB438.9 million for the year ended 31 December 2015 to approximately RMB502.1 million for the year ended 31 December 2016. The growth in revenue and gross profits was mainly attributed to the healthy development of the Group’s water purification business.

In 2016, through the expansion of our distributor network and the engagement with new corporate customers such as hospitals and medium to large chain enterprises, we have further consolidated our leadership in the corporate water purifier market. As for the development of household purifiers, we continue to leverage the online to the offline and offline to online interactive platform and operation team with iFamily APP as the core, and gained access to the vast number of employees of our corporate end users and other resources such as “smart products”, “public non-profit water bars”, “experience stores” and “brand collaboration” through Internet and social networks such as mobile applications and public WeChat account. The “experience + word-of-mouth” brand building and promotion marketing strategy helped us to rapidly develop a customer base of household purifiers, and the result was encouraging. The buy-out type of household purifiers increased 183.6% to approximately 241,000 purifiers as of 31 December 2016, the accumulated installation base of Ozner was approximately 1,265,000 units.

The Group also further diversified its product mix during the year. Beside launching smart peripherals to realize the strategy of market education and channelization, we will also introduce more models of the buy-out type of household water purifiers in 2017 to provide users who pursue a high-quality healthy lifestyle with more choices.





## Chairman's Statement and Management Discussion and Analysis (Continued)



During the year, the services system, one of Ozner's sustainability pillars, was also further developed. As of 31 December 2016, our self-operated services system covered over 1,300 cities, counties and townships nationwide to provide Ozner's users with highly efficient and quality installation and after-sales service.

As for the capital markets, the Group retained investors' continuous confidence. During the year, the chairman of the Company, through a discretionary trust of which he is the founder, subscribed for new shares of the Company to increase his shareholding and the Company repurchased shares to demonstrate to the market their strong faith in the Group's future development.

Looking forward into 2017, we are determined to intensively increase our market share in the water purifier market with the following strategies and initiatives, and further engage in the air sanitization market to provide consumers with more choices for quality products and to create greater values for the shareholders of the Company (the "Shareholders").

### **Solidify and expand customer base to lay down profit model based on repeated consumption of service**

Ozner service platform, as the core of the business model, provides product planning, business operation, branding and marketing services to business groups of public water purification, household water purification and strategic partnership, and post-sales services to their respective end users. Through such services provided by the platform, we are poised to solidify and expand customer base and improve customer stickiness, therefore achieving repeated consumption of Ozner product and services and establishment of sustainable profit model.

## Chairman's Statement and Management Discussion and Analysis (Continued)

### Products and technologies as our core competence

Fueled by China's policy of stabilizing growth, as an industry-leading enterprise in commercial water purification, we firmly and effectively grasped the opportunities brought forward by the exponential growth of water purification industry in China, successfully utilizing its influence in commercial market and realizing rapid development of the household market. 2016 was a year when Chinese economy faced serious challenges and real enterprises faced harsh conditions. As a part of the real economy, Ozner was also subject to crisis. Treading on thin ice, we still sought to move forward and excel. With the completion of several technology strategies, quite a number of patents were granted with regard to ground-breaking applications of smart technology. Service network's coverage area drastically increased compared to 2015. In addition, our brands and products won recognition from different parties. In 2016, we won different awards such as "2016 China Household Appliances Panshi Award – Most Influential Manufacturer", "2016 China Household Appliances Panshi Award – Marketing Innovation", "National Water Purification Top 10 Brands", "National Water Purification Industry Technology Innovation Enterprise", etc. These awards embody our pursuit of "Just For Safe Water". It will also compel us to continue to enhance our technology and innovate.

### Reforming management system and moving forward with streamlined organization

We refined our employee incentive program and encouraged teams meeting satisfactory sales target to continue to excel. In the past year, we reformed our internal management system. We implemented a system of "18 hours procedure termination" to enhance office efficiency at our headquarters; implemented a system of "dual-board service feedback from basic-rank employees" and listened to the opinions of every junior employee. Such institution-based approach was in place to solve core problems and allow employees to work freely. We implemented our personnel change program and engaged in the establishment of a talent and management system, which were of the largest scale since the establishment of the Company, covering key dimensions of the Group such as sales and marketing architect, capital market, technology research and development ("R&D"), production and service. Based on the principle of promoting the capable and downgrading the incapable, we in total made adjustments with regard to more than 70 middle and senior management positions including Deputy Managing Director, General Manager of business division, Director of different functional departments. It is by virtue of such institutional construction that we secured good results in 2016 and laid favorable conditions for rapid development in future.



## Chairman's Statement and Management Discussion and Analysis (Continued)

### Vertical expansion and saturation attack

Going forward, Ozner will adopt the market strategy of vertical expansion and saturation attack. On organizational structure adjustment, we will push ahead the construction of household water purification business sector and probe the household water purification market the value of which is in the magnitude of RMB100 billion, seeking to advance our business in both household and public water purification. Concurrently, we will improve our air purification technology so that together with our aforementioned efforts in public and household water purification business, our core competitiveness can be enhanced. We will also push ahead the exporting of business services, technologies, products and capital, which are peripheral scopes to our core undertaking. As far as business deployment is concerned, we will have in place two main categories namely public products and household products and we will continually execute market segmentation and product function segmentation in the respective categories. Faced with the challenges of increasing competition and counterfeiting, all of our employees will continue to work hard and seek to propel innovation development of the water purification and air purification industry, creating greater value for consumers and our Shareholders.

### Financial Review

#### Revenue

Our total revenue increased by 23.5% from RMB745.4 million for the year ended 31 December 2015 to RMB920.8 million for the year ended 31 December 2016, primarily attributable to the increase in revenue from our water purification services.

Revenue from water purification services increased by 25.7% from RMB679.4 million for the year ended 31 December 2015 to RMB854.2 million for the year ended 31 December 2016, primarily due to the increase in the accumulated number of water purification machines installed from approximately 925,000 units as at 31 December 2015 to approximately 1,265,000 units as at 31 December 2016 and increase in the number of new distributors. As at 31 December 2016, the Group sold and leased a total of approximately 340,000 units of new water purification machines. Such new machines were mainly household models, which were contributed by the effort of the Group in the household markets through mobile applications platform and public WeChat account as well as drawing on other resources such as "smart products", "public non-profit water bars", "experience stores" and "brand collaboration".

Revenue generated from air sanitization services decreased by 14.2% from RMB63.6 million for the year ended 31 December 2015 to RMB54.6 million for the year ended 31 December 2016. The decrease was primarily due to the decrease in number of the ongoing projects. Currently, the Group only focuses on corporate customers in medical healthcare industries and household customers market.

#### Gross Profit Margin

Our gross profit margin decreased from 58.9% for the year ended 31 December 2015 to 54.5% for the year ended 31 December 2016, primarily attributable to the decrease in gross profit margin in both water purification business and air sanitization business.

Our gross profit margin in water purification business was 62.0% and 55.8% for the years ended 31 December 2015 and 2016, respectively. Such decrease in gross profit margins was due to sales of new models of water purification machines, the gross profit margin of which is lower than that of leasing of water purification machines, and at the same time, the increase in proportion of the revenue contributed from renewed service fee from existing end users, which is at a lower profit margin. The revenue contributed by leasing of water purification machines in total revenue of water purification business decreased from 78.6% for the year ended 31 December 2015 to 65.3% for the year ended 31 December 2016.

Gross profit margin of the air sanitization business for the years ended 2015 and 2016 were 24.7% and 24.2%, respectively, which maintained stable.

## Chairman's Statement and Management Discussion and Analysis (Continued)

### Other Income and Gains

Our other income and gains were RMB20.3 million and RMB20.5 million for the years ended 31 December 2015 and 2016, respectively, which remained stable.

### Selling and Distribution Expenses

For the years ended 31 December 2015 and 2016, our selling and distribution expenses were RMB182.5 million and RMB155.0 million, respectively, representing 24.5% and 16.8% of the revenue of the same periods, which was decreased by 15.0% or RMB27.4 million from the year ended 31 December 2015 to the year ended 31 December 2016. The decrease was primarily due to costs control on marketing and advertising expenses and decrease in share option expenses. For the year ended 31 December 2016, (i) the expenditures for marketing and promotion activities decreased by RMB16.9 million; and (ii) decrease in share option expenses of RMB9.8 million.

### Administrative Expenses

For the years ended 31 December 2015 and 2016, our administrative expenses were RMB127.0 million and RMB114.0 million, respectively, representing 17.0% and 12.4% of the revenue of the same periods. Our administrative expenses decreased by 10.2% or RMB13.0 million from the year ended 31 December 2015 to the year ended 31 December 2016. Such decrease was primarily due to the decrease in share option expenses. As compared with the year ended 31 December 2015, the share option expenses decreased by RMB23.6 million which offset the increase in depreciation and amortization expenses and traveling expenses of RMB5.4 million and RMB2.2 million, respectively.

### Fair Value Gains/(Losses) on Derivative Component of Convertible Bonds

Fair value gains/(losses) on derivative component of convertible bonds represented change in fair value of the derivative component between issue date and end of the reporting period. The fair values of the derivative component are determined based on the valuations performed by American Appraisal, an independent firm of professional valuers, using the applicable option pricing model. The derivative component was in relation to the convertible right granted under 5.0% convertible bonds due 2020 (the "Bonds") which has an aggregate principal amount of HK\$465.0 million. The Group recorded the fair value gains on derivative component of convertible bonds of RMB96.1 million for the year ended 31 December 2016 as it was fair value losses on derivative component of convertible bonds of RMB54.0 million for the year ended 31 December 2015.

### Finance Cost

Finance costs increased by RMB45.3 million from RMB4.9 million for the year ended 31 December 2015 to RMB50.2 million for the year ended 31 December 2016. Such increase was primarily that the Group issued the Bonds amounting to HK\$465.0 million with effective interest rate of 10.87% per annum on 6 November 2015. In addition, the Group borrowed loans of RMB387.8 million under sales and leaseback arrangement which effective interest is 11.14% per annum.

### Income Tax Expense

Pursuant to relevant laws, rules and regulations in the People's Republic of China (the "PRC") and with approval from the competent tax authorities, our water purification business enjoys certain preferential tax treatments, including (i) Shanghai Haoze Water Purification Technology Development Co., Ltd. qualifying as a High and New Technology Enterprise is entitled to the preferential tax rate of 15% for three years from 2015 to 2017; (ii) Shanghai Haoze Comfort Environment & Science Co., Ltd. qualifying as a High and New Technology Enterprise is entitled to the preferential tax rate of 15% for three years from 2014 to 2016; and (iii) Shaanxi Haoze Environmental Technology Development Co., Ltd., being approved by the competent tax authority where it is located to be an enterprise engaging in an encouraged industry enjoys the preferential tax rate of 15% from 2012 to 2020.

## Chairman's Statement and Management Discussion and Analysis (Continued)

Primarily as a result of the preferential tax treatment we received in relation to our water purification services, our income tax expense was RMB24.4 million and RMB37.3 million for the years ended 31 December 2015 and 2016, respectively. The effective tax rate (calculated by dividing income tax expense by profit before tax) decreased from 46.5% for the year ended 31 December 2015 to 14.0% for the year ended 31 December 2016, primarily due to a fair value gains on derivative component of the Bonds which were non-taxable for the year ended 31 December 2016 as it was a fair value losses on derivative component of the Bonds for the year ended 31 December 2015. Excluding the fair value gains/(losses) on derivative component of the Bonds, the effective tax rate for the years ended 31 December 2015 and 2016 were 22.0% and 22.9%, respectively.

### Profit for the Year and Net Profit Margin

Profit for the year significantly increased by 7 times from RMB28.1 million for the year ended 31 December 2015 to RMB228.7 million for the year ended 31 December 2016. Such increase was primarily due to the material fair value gains on derivative component of the Bonds for the year ended 31 December 2016 as it was fair value losses on derivative component of the Bonds for the year ended 31 December 2015. Net profit margin increased from 3.8% for the year ended 31 December 2015 to 24.8% for the year ended 31 December 2016. The factors contributed to the increase mentioned above.

The reconciliation between the profit for the year and Non-IFRS adjusted profit for the year is as below:

	Year ended 31 December	
	2016 RMB'000	2015 RMB'000
Profit for the year	228,655	28,061
Adjusted items:		
— Fair value (gains)/losses on derivative component of convertible bonds	(96,149)	53,962
— Share-based payments	21,035	55,049
— Expenditures incurred for handling of the unfound allegations	—	6,000
— Amortised costs of liability component of convertible bonds <sup>(1)</sup>	19,272	—
Non-IFRS adjusted profit for the year	172,813	143,072

Note:

- (1) The amortised cost of liability component of convertible bonds is the amount at which the convertible bond was measured at initial recognition plus the cumulative amortisation using the effective interest method of any difference between that initial amount and the maturity amount.

### Liquidity and Financial Resources

We financed our operations primarily through cash generated from our operating activities, equity financing and borrowings to meet the demand of the working capital. On 13 November 2016, the Company entered into a subscription agreement with Glorious Shine Holdings Limited, a company indirectly held by a discretionary trust established by Mr. Xiao Shu, the chairman and chief executive officer of the Company, for the subscription of 316,299,950 shares at a subscription price of HK\$1.71 per share. The subscription was completed on 25 January 2017 and the Company intends to use the net proceeds of the Subscription of approximately HK\$537.9 million in accordance with the use of proceeds as disclosed in the circular of the Company dated 30 December 2016.

# Chairman's Statement and Management Discussion and Analysis (Continued)

## Cash Positions

As of 31 December 2016, the Group's bank balances and cash was RMB486.9 million (31 December 2015: RMB380.9 million), representing an increase of 27.8% as compared to that as of 31 December 2015. For the surplus cash, we intend to deposit the cash into short term demand deposits and/or money market instruments. As of 31 December 2016, all cash and cash equivalents were denominated mainly in RMB and Hong Kong dollars.

## Trade and Bills Receivables

Trade and bills receivables decreased from RMB71.4 million as of 31 December 2015 to RMB44.0 million as of 31 December 2016. The decrease was due to decrease in trade receivable balances from air sanitization business amounting to RMB35.4 million as at 31 December 2016 as compared with last year. Our average trade receivable turnover days were 28 days and 23 days for the years ended 31 December 2015 and 2016, respectively.

## Inventories

Inventories decreased from RMB191.5 million as at 31 December 2015 to RMB164.2 million as at 31 December 2016. Such decrease was due to better inventory control of the Group. Our average inventories turnover days were 117 days and 131 days for years ended 31 December 2015 and 2016, respectively.

## Current Ratio and Gearing Ratio

The current ratio was 0.93 and 1.29 as of 31 December 2015 and 2016, respectively. It was primarily due to decrease in other payables and accruals in relation to payment for purchase of fixed assets and construction work in our production plant in Shaanxi Province. Our gearing ratio, which was derived by dividing total debt by total equity, was 15.7% and 34.3% as of 31 December 2015 and 2016, respectively. Such change was due to financing lease arrangement during the year. Our net gearing ratio, which was derived by dividing net debt (total debt minus total cash) by total equity, was 10.5% as of 31 December 2016, as the Group was in net cash position as of 31 December 2015.

## Capital Expenditure

For the year ended 31 December 2016, the Group's capital expenditure amounted to RMB462.8 million, which was mainly used for the purchases of property, plant and equipment, other intangible assets and manufacturing of water purification machines. During the year, the Group installed approximately 340,000 new water purification machines and purchase of equipment for Phase II production plant in Shaanxi Province.

## Borrowings and Charges on the Group's Assets

As at 31 December 2016, the Group had interest-bearing loans and borrowings, other borrowings and liability component of the Bonds of approximately RMB49.5 million (31 December 2015: Nil), approximately RMB371.8 million (31 December 2015: Nil) and approximately RMB342.0 million (31 December 2015: RMB305.9 million), respectively. The Bonds will mature on 6 November 2020 and the interest rate is 5.0% per annum. The interest-bearing loans and borrowing will be repayable within 1 year and the fixed interest rate is a range of 4.5–4.57% per annum. Amongst the other borrowings, approximately RMB146.8 million (31 December 2015: Nil) will be repayable within 1 year, and approximately RMB225.0 million (31 December 2015: Nil) will be repayable between 1 and 2 years and the fixed interest rate is 9.0% per annum.

The interest-bearing loans and borrowings and other borrowings were denominated in Renminbi, while the Bonds were denominated in Hong Kong dollars.

During the year, the Group entered into several finance lease agreements (the "Finance Lease Agreements") for the sale and leaseback of 376,000 water purification machines of the Group for other borrowing. The carrying amounts of the 376,000 water purification machines subject to the sale and leaseback arrangements under the Finance Lease Agreements, in substance treated as secured assets, as at 31 December 2016 were approximately RMB606.6 million.

## Chairman's Statement and Management Discussion and Analysis (Continued)

As at 31 December 2016, the Group pledged bank deposits amounting to RMB42.4 million for issuance of bank acceptance notes (as at 31 December 2015: RMB137.5 million).

Saved as disclosed above, the Group did not have any charges on the assets as at 31 December 2016 (31 December 2015: Nil).

### Contingent Liabilities

As at 31 December 2016, the Group had no material contingent liabilities.

### Commitments

As of 31 December 2016, the future aggregate minimum lease payments under non-cancellable operating leases in respect of premises amounted to RMB10.0 million (as of 31 December 2015: RMB23.4 million).

As of 31 December 2016, the Group had capital expenditure in respect of acquisition of property, plant and equipment contracted for but not provided in the consolidated financial statements amounting to RMB84.0 million (as of 31 December 2015: RMB52.4 million).

As of 31 December 2016, the Group had unpaid annual leasing fee payments which are not yet recognized as rental revenue amounting to RMB167.6 million (as of 31 December 2015: RMB56.5 million).

As of 31 December 2016, the Group had no other capital commitments save as disclosed above.

### Exchange Rate Risk

The Group's business is located in the PRC and its operating transactions are conducted in RMB. Most of its assets and liabilities are denominated in RMB, except for certain liabilities and payables to professional parties and administrative expenses in Hong Kong office that are denominated in Hong Kong dollars.

RMB is not freely convertible. There is a risk that the Chinese government may take actions affecting exchange rates which may have a material adverse effect on the Group's net assets, earnings and any dividends it declares if such dividend is to be exchanged or converted into foreign exchange. The Group has not entered into any hedging transactions to manage the potential fluctuation in foreign currency. The Group does not consider that it has any significant exposure to the risk of fluctuation in the exchange rate between Hong Kong dollar and RMB.

### Material Acquisitions and Future Plans for Major Investment

During the year ended 31 December 2016, the Group has not conducted any material acquisitions or disposals.

### Employees and Remuneration Policy

As of 31 December 2015, and 2016, the Group had 2,374 and 2,018 employees, respectively. Total staff costs (including Directors' emoluments and share option expenses) for the year ended 31 December 2016 were RMB107.4 million, as compared to RMB175.4 million for the year ended 31 December 2015. Apart from salary payments, other employee benefits including social insurance and housing accumulation funds are in amounts equal to pre-determined percentages of the salaries, bonuses and certain allowances of our employees.

## Chairman's Statement and Management Discussion and Analysis (Continued)

The Group has also adopted Pre-IPO Share Option Scheme, Share Option Scheme and Restricted Share Unit Scheme (together referring to the "Schemes"), for the purpose of incentivizing and rewarding the eligible participants for their contribution to the Group and to align their interests with that of the Company so as to encourage them to work towards enhancing the value of the Group. As of 31 December 2016, a total of 157,174,439 shares options granted under the Pre-IPO Share Option Scheme were outstanding. During the year ended 31 December 2016, no share options were granted or agreed to be granted under the Share Option Scheme while restricted share units in respect of an aggregate of 482,095 shares were granted to four employees of the Group. For the year ended 31 December 2016, the total expense of the Schemes was RMB22.4 million (2015: RMB58.6 million).

### Use of Net Proceeds from Listing

The Company was listed on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") on 17 June 2014. The net proceeds from the Company's issue of new shares amounted to RMB988.2 million (including the issue of additional shares pursuant to the full exercise of the over-allotment option on 27 June 2014), which are intended to be applied in compliance with the intended use of proceeds set out in the section headed "Future plans and use of proceeds" contained in the offering prospectus.

The following table sets forth the status of use of proceeds from the global offering<sup>1</sup>:

Items	Percentage of use of proceeds	Proceeds from the global offering RMB million	Used up to 31 December 2016 RMB million	Unused balance RMB million
Manufacturing of water machines	54%	533.6	533.6	—
Construction of 2nd phase of production facility in Shaanxi	20%	197.6	197.6	—
Repayment of bank loan	11%	109.1	109.1	—
Sales and marketing fee	5%	49.4	37.7	11.7
General working capital	10%	98.5	98.5	—
<b>Total</b>	<b>100%</b>	<b>988.2</b>	<b>976.5</b>	<b>11.7</b>

<sup>1</sup> The figures in the table are approximate figures.

As at 31 December 2016, the unused balance of the proceeds from the global offering of approximately RMB11.7 million were placed into short-term demand deposits in the bank.

### Future Prospects

Looking forward into 2017, we are fully confident and motivated. It will be a critical year for the positioning and building of our brand and channels, and for Ozner to solidify its market share and to take the lead in the industry, which will lay a sound foundation for our sustainable growth in the future. We will push forward our development strategies to create greater value for our Shareholders as well as the society.



## Chairman's Statement and Management Discussion and Analysis (Continued)

### Appreciation

The Group would like to express its appreciation to all the staff for their outstanding contribution towards the Group's development. The Board wishes to sincerely thank the management for their dedication and diligence, and they are the key factors for the Group to continue its success in future. Also, the Group wishes to extend its gratitude for the continued support from its Shareholders, customers, and business partners. The Group will continue to deliver sustainable business development, so as to meet its business objectives for 2017 and realise higher values for its Shareholders and other stakeholders.

**XIAO Shu (肖述)**

*Chairman and Chief Executive Officer*

Hong Kong

28 March 2017

## Corporate Social Responsibility



### On World Water Day Ozner's Purified Water Bars at Airport "Speak Up For Water" Calling for Attention to Preserve the Source of Yangtze River

On 22 April 2016, the 47th World Earth Day, the "Speak Up For Water" campaign of Ozner's purified water bars at different airports across the country drew great attention and released the transmission effect of stock resources of the brand of airport purified water bars of Ozner. 2016 public non-profit purified water bars at airports will undergo comprehensive image upgrade through integrating the smart products and charitable deeds. The number of airports covered will also continually rise.

On 23 September 2016, volunteers recruitment for "Preserving the source of Yangtze River Pure Love Charitable Journey", a large-scale charitable activity organized by Ozner Water in collaboration with LY.COM and non-profit organization Green River, was fully launched. Volunteers conducted ecological protection work on Mount Tanggula, the source of Yangtze River at an altitude of more than 4,500 meters.



## Corporate Social Responsibility (Continued)

### Ozner Won 2015 Corporate Social Responsibility Brand and Best Corporate Social Responsibility Model Award

On 21 January 2016, the 5th China Charity Festival was grandly held in Beijing, China. Ozner Water was awarded the 2015 Corporate Social Responsibility Brand.

On 22 July 2016, the 5th China Finance Summit was held in Beijing, China. With its continually innovative outstanding performance, Ozner Water stood out from many other renowned enterprises and won the prominent Best Corporate Social Responsibility Model Award.



# Corporate Governance Report

## Corporate Governance Practices

The Group is committed to maintaining high standards of corporate governance to safeguard the interests of the Shareholders and to enhance corporate value and accountability. The Company has adopted the Corporate Governance Code (the “CG Code”) contained in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”) as its own code of corporate governance.

During the year ended 31 December 2016, the Company has complied with all the applicable code provisions as set out in the CG Code, save and except for the following deviation:

### Code provision A.2.1

Mr. Xiao Shu is the chairman and chief executive officer of the Company. With extensive experience in the water purification service industry, Mr. Xiao is responsible for the overall strategic planning and general management of our Group and is instrumental to our growth and business expansion during the year. The Board considers that vesting the roles of chairman and chief executive officer in the same person is beneficial to the management of our Group. The balance of power and authority is ensured by the operation of the senior management and our Board, which comprises experienced and high-calibre individuals. The Board currently comprises five executive Directors (including Mr. Xiao), three non-executive Directors and four independent non-executive Directors and therefore has a fairly strong independence element in its composition.

## Corporate Governance Report (Continued)

### The Board

#### Responsibilities

The Board is responsible for the overall leadership of the Group, oversees the Group's strategic decisions and monitors business and performance. The Board has delegated the authority and responsibility for day-to-day management and operation of the Group to the senior management of the Group. To oversee particular aspects of the Company's affairs, the Board has established three Board committees including the audit committee (the "Audit Committee"), the remuneration committee (the "Remuneration Committee") and the nomination committee (the "Nomination Committee") (together, the "Board Committees"). The Board has delegated to the Board Committees responsibilities as set out in their respective terms of reference.

All Directors shall ensure that they carry out duties in good faith, in compliance with applicable laws and regulations, and in the interests of the Company and its Shareholders at all times.

#### Board Composition

As at the date of this annual report, the Board comprises twelve members, consisting of five executive Directors, three non-executive Directors and four independent non-executive Directors as set out below:

#### Executive Directors

Mr. Xiao Shu (*Chairman and Chief Executive Officer*)<sup>(Note 1)</sup>

Mr. Zhu Mingwei (*Vice Chairman and Deputy Chief Executive Officer*) (resigned on 28 March 2017)

Mr. He Jun (resigned on 28 March 2017)

Mr. Tan Jibin

Mr. Xiao Lilin<sup>(Note 2)</sup> (resigned on 28 March 2017)

Mr. Zhou Guanxuan (*Vice Chairman*) (re-designated from independent non-executive Director on 28 March 2017)

Mr. Li Honggao (appointed on 28 March 2017)

Mr. Wang Yonghui (appointed on 28 March 2017)

#### Non-executive Directors

Mr. Ng Benjamin Jin-Ping (resigned on 28 March 2017)

Mr. Yan Andrew Yan (appointed on 28 March 2017)

Mr. He Sean Xing

Ms. Wang Haitong

#### Independent non-executive Directors

Dr. Chan Yuk Sing Gilbert

Mr. Lau Tze Cheung Stanley

Dr. Bao Jiming (appointed on 28 March 2017)

Mr. Gu Jiuchuan

Notes:

(1) Mr. Xiao Shu is the brother of Mr. Xiao Lilin, an executive Director of the Company.

(2) Mr. Xiao Lilin is the brother of Mr. Xiao Shu, the chairman and chief executive officer of the Company.

## Corporate Governance Report (Continued)

The biographies of the Directors are set out under the section headed “Directors and Senior Management” of this annual report.

During the year ended 31 December 2016 and up to the date of this annual report, the Board at all times met the requirements of Rules 3.10(1) and 3.10(2) of the Listing Rules relating to the appointment of at least three independent non-executive Directors with at least one independent non-executive Director possessing appropriate professional qualifications or accounting or related financial management expertise.

The Company also complied with Rule 3.10A of the Listing Rules, relating to the appointment of independent non-executive Directors representing at least one-third of the Board.

Each of the independent non-executive Directors has confirmed his independence pursuant to Rule 3.13 of the Listing Rules and the Company considers each of them to be independent.

All Directors, including independent non-executive Directors, have brought a wide spectrum of valuable business experience, knowledge and professionalism to the Board for its efficient and effective functioning. Independent non-executive Directors are invited to serve on the Audit Committee, the Remuneration Committee and the Nomination Committee.

As regards the CG Code provision requiring directors to disclose the number and nature of offices held in public companies or organizations and other significant commitments as well as their identity and the time involved to the issuer, Directors have agreed to disclose their commitments to the Company in a timely manner.

### Induction and Continuous Professional Development

Each newly appointed Director is provided with necessary induction and information to ensure that he/she has a proper understanding of the Company’s operations and businesses as well as his/her responsibilities under relevant status, laws, rules and regulations. The Company also arranges regular seminars to provide Directors with updates on latest development and changes in the Listing Rules and other relevant legal and regulatory requirements from time to time. The Directors are also provided with regular updates on the Company’s performance, position and prospects to enable the Board as a whole and each Director to discharge their duties.

During the reporting period, all directors participated in continuing education programmes to develop and update their knowledge and skills. Among the directors, Mr. Xiao Shu, Mr. Zhu Mingwei, Mr. He Jun, Mr. Xiao Lilin read newspapers, publications and updated information on the economy, water pollution, directors’ duties and other materials; Mr. Tan Jibin, Mr. Zhou Guanxuan, Mr. Gu Jiuchuan, Dr. Chan Yuk Sing Gilbert, Mr. Lau Tze Cheung Stanley, Mr. Ng Benjamin Jin-Ping, Mr. He Sean Xing and Ms. Wang Haitong self-studied the amendments to risk management and internal control of the CG Code published by the Stock Exchange. Mr. Tan Jibin has participated in other external trainings, such as the updates of the Listing Rules, risk management and internal control seminar, the discussion meeting for independent non-executive directors and learned how directors handle the inside information and sensitive materials. The Company has kept a training log to assist the directors to record the training programmes in which they have participated.

According to the CG Code, the management shall provide the board members with monthly updates containing information including the performance, financial position and future prospect of the Company so as to enable the directors to perform their duties under the Listing Rules. The Company regularly provides all the directors with monthly data collection so that the directors are able to make informed decisions and perform their responsibilities and duties as directors of the Company.

## Corporate Governance Report (Continued)

### Appointment and Re-election of Directors

Each of the executive Directors has entered into a service agreement with the Company for a term of three years commencing from their respective date of appointment. Each of the non-executive Directors and the independent non-executive Directors has signed a letter of appointment with the Company for a term of three years commencing from their respective date of appointment.

None of the Directors has entered into a service contract with any member of the Group (excluding contracts expiring or determinable by the employer within one year without payment of compensation (other than statutory compensation)).

In accordance with the articles of association of the Company (the "Articles of Association"), all Directors are subject to retirement by rotation at least once every three years and any new Director appointed to fill a causal vacancy shall submit himself/herself for re-election by Shareholders at the first general meeting of the Company after appointment and new Directors appointed as an addition to the Board shall submit himself/herself for re-election by Shareholders at the next following annual general meeting of the Company after appointment.

The procedures and process of appointment, re-election and removal of directors are set out in the Articles of Association. The Nomination Committee is responsible for reviewing the Board composition, monitoring the appointment, re-election and succession planning of Directors.

### Board Meetings

The Company adopts the practice of holding Board meetings regularly, at least four times a year, and at approximately quarterly intervals. Notices of not less than fourteen days will be given for all regular Board meetings to provide all Directors with an opportunity to attend and include matters in the agenda for a regular meeting.

For other Board and Board Committees meetings, reasonable notice will generally be given. The agenda and accompanying board papers are dispatched to the Directors or Board Committees members at least three days before the meetings to ensure that they have sufficient time to review the papers and be adequately prepared for the meetings. When Directors or Board Committees members are unable to attend a meeting, they will be advised of the matters to be discussed and given an opportunity to make their views known to the chairman of the Board or the chairmen of the Board Committees prior to the meeting.

Minutes of the Board meetings and Board Committees meetings will be recorded in sufficient detail the matters considered by the Board and the Board Committees and the decisions reached, including any concerns raised by the Directors. Draft minutes of each Board meeting and Board Committees meeting are/will be sent to the Directors for comments within a reasonable time after the date on which the meeting is held.

## Corporate Governance Report (Continued)

During the year ended 31 December 2016, four Board meetings were held and the attendance of the individual Directors at these meetings is set out in the table below:

Name of Director	Attended/Eligible to attend
Mr. Xiao Shu	4/4
Mr. Zhu Mingwei (resigned on 28 March 2017)	4/4
Mr. He Jun (resigned on 28 March 2017)	4/4
Mr. Tan Jibin	4/4
Mr. Xiao Lilin (resigned on 28 March 2017)	4/4
Mr. Ng Benjamin Jin-Ping (resigned on 28 March 2017)	4/4
Mr. He Sean Xing	4/4
Ms. Wang Haitong	4/4
Mr. Lau Tze Cheung Stanley	4/4
Mr. Gu Jiuchuan	4/4
Dr. Chan Yuk Sing Gilbert	4/4
Mr. Zhou Guanxuan	4/4

### Model Code for Securities Transactions

The Company has adopted a code of conduct regarding Directors' securities transactions on terms no less exacting than the required standard as set out in the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") contained in Appendix 10 to the Listing Rules. Specific enquiry of all the Directors has been made and the Directors have confirmed that they have complied with the Model Code during the year ended 31 December 2016.

The Company has also adopted its own code of conduct regarding employees' securities transactions on terms no less exacting than the standard set out in the Model Code for the compliance by its relevant employees who are likely to be in possession of unpublished inside information of the Company in respect of their dealings in the Company's securities.

### Delegation by the Board

The Board reserves for its decision all major matters of the Company, including: approval and monitoring of all policy matters, overall strategies and budgets, internal control and risk management systems, material transactions (in particular those that may involve conflict of interests), financial information, appointment of Directors and other significant financial and operational matters. Directors could have recourse to seek independent professional advice in performing their duties at the Company's expense and are encouraged to access and to consult with the Company's senior management independently.

The daily management, administration and operation of the Group are delegated to the senior management of the Company. The delegated functions and responsibilities are periodically reviewed by the Board. Approval has to be obtained from the Board prior to any significant transactions entered into by the management of the Company.



## Corporate Governance Report (Continued)

### Corporate Governance Function

The Board recognizes that corporate governance should be the collective responsibility of Directors and the corporate governance duties include:

- (a) to develop and review the Company's policies and practices on corporate governance;
- (b) to review and monitor the training and continuous professional development of Directors and senior management of the Company;
- (c) to review and monitor the Company's policies and practices on compliance with legal and regulatory requirements;
- (d) to develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and Directors; and
- (e) to review the Company's compliance with the CG Code and disclosure in the Corporate Governance Report.

The Board, through the Board meetings during the year, had conducted reviews and discussions on various policies and practices of the Company on corporate governance. The Board had requested the management of the Company to regularly provide reports on its practices on corporate governance, compliance with legal and regulatory requirements and code of conduct and had provided guidance and feedback to the management of the Company on related matters. The Board had reviewed and approved this Corporate Governance Report.

### Remuneration of Directors

The Company has established a formal and transparent procedure for formulating policies on remuneration of Directors. The remuneration of the Directors is determined with reference to their duties, responsibilities and experience, and to prevailing market conditions. Details of the remuneration of each of the Directors for the year ended 31 December 2016 are set out in note 9 to the consolidated financial statements. Apart from the executive Directors, the Group does not have any other members of senior management.

### Directors' Liability Insurance

The Company has arranged appropriate insurance cover in respect of legal action against its Directors.

### Board Committees

#### Nomination Committee

The Nomination Committee currently consists of two independent non-executive Directors, being Mr. Gu Jiuchuan and Dr. Chan Yuk Sing Gilbert, and one executive Director, Mr. Xiao Shu, who is the chairman of the Nomination Committee.

The principal duties of the Nomination Committee include reviewing the structure, size and composition (including the skills, knowledge and experience) of the Board, making recommendations to the Board on the appointment or re-appointment of Directors and succession planning of Directors, and assessing the independence of the independent non-executive Directors. The Nomination Committee will assess the candidate or incumbent on criteria such as integrity, experience, skill and ability to commit time and effort to carry out the duties and responsibilities. The recommendations of the Nomination Committee will be put to the Board for decision.

The written terms of reference of Nomination Committee are available on the websites of the Stock Exchange and the Company.

## Corporate Governance Report (Continued)

During the year ended 31 December 2016, one meeting of the Nomination Committee was held and the attendance record of the Nomination Committee members is set out in the table below:

Directors	Attended/Eligible to attend
Mr. Xiao Shu ( <i>Chairman</i> )	1/1
Mr. Gu Jiuchuan	1/1
Dr. Chan Yuk Sing Gilbert	1/1

The Nomination Committee assessed the independence of independent non-executive Directors and considered the re-election of the retiring Directors.

### Board Diversity Policy

The Board has adopted a board diversity policy which sets out the approach to achieve a sustainable and balanced development of the Company and also to enhance the quality of performance of the Company.

The Company seeks to achieve board diversity through the consideration of a number of factors, including but not limited to gender, age, cultural and educational background, ethnicity, professional experience, skills, knowledge and length of service. All board appointments will be based on meritocracy, and candidates will be considered against objective criteria, having due regard for the benefits of diversity on the Board.

Selection of candidates will be based on a range of diversity perspectives as stated in the above. The ultimate decision will be based on merit and contribution that the selected candidates will bring to the Board.

As at the date of this annual report, the Board comprises 12 Directors. One of them is female. Four of the Directors are independent non-executive Directors and independent of the management, thereby promoting critical review and control of the management process. The Board is also characterised by significant diversity, whether considered in terms of gender, professional background and skills.

### Remuneration Committee

The Remuneration Committee consists of two independent non-executive Directors, being Dr. Bao Jiming (as the chairman and appointed on 28 March 2017), Mr. Zhou Guanxuan (as the chairman and re-designated as the member on 28 March 2017) and Mr. Lau Tze Cheung Stanley, and one executive Director, Mr. Zhu Mingwei (resigned on 28 March 2017).

The Remuneration Committee has adopted the model described in code provision B.1.2(c)(ii) of the CG Code in its terms of reference. The primary duties of the Remuneration Committee include making recommendations to the Board on the Company's remuneration policy and structure for all Directors and the senior management of the Company and on the establishment of a formal and transparent procedure for developing remuneration policy, reviewing and approving the management's remuneration proposals with reference to the Board's corporate goals and objectives, making recommendations to the Board on the remuneration packages of individual executive Directors and senior management of the Company and the remuneration of the non-executive Directors. The Remuneration Committee is also responsible for ensuring that no Director or any of his/her associates is involved in deciding his/her own remuneration.

The written terms of reference of Remuneration Committee are available on the websites of the Stock Exchange and the Company.

## Corporate Governance Report (Continued)

During the year ended 31 December 2016, one meeting of the Remuneration Committee was held and the attendance record of the Remuneration Committee members is set out in the table below:

Directors	Attended/Eligible to attend
Mr. Zhou Guanxuan ( <i>Chairman and re-designated as a member on 28 March 2017</i> )	1/1
Mr. Zhu Mingwei ( <i>resigned on 28 March 2017</i> )	1/1
Mr. Lau Tze Cheung Stanley	1/1

The Remuneration Committee made recommendations to the Board on the Company's policy and structure for all Directors' and senior management remuneration and on the establishment of a formal and transparent procedure for developing remuneration policy, made recommendations to the Board on the remuneration packages of individual executive Directors and senior management of the Company and made recommendations to the Board on the remuneration of non-executive Directors.

### Audit Committee

The Audit Committee has four members namely, Mr. Lau Tze Cheung Stanley (as the chairman), Mr. Zhou Guanxuan (resigned on 28 March 2017), Dr. Bao Jiming (appointed on 28 March 2017), Mr. Gu Jiuchuan and Dr. Chan Yuk Sing Gilbert, all being the independent non-executive Directors. The main duties of the Audit Committee include the following:

- To monitor the integrity of the Company's financial statements and annual report and accounts, interim report, and to review significant financial reporting judgments contained in them before submission to the Board;
- To review and monitor the external auditors' independence and objectivity and effectiveness of the audit process in accordance with applicable standards and discuss with external auditors the nature and scope of the audit and reporting obligations before the audit commences;
- To review the Company's financial controls, internal control and risk management systems;
- To discuss the risk management and internal control systems with management to ensure that management has performed its duty to establish and maintain appropriate and effective risk management and internal control systems, including the adequacy of resources, staff qualifications and experience, training programmes and budget of the Company's accounting, internal audit and financial reporting functions.

The written terms of reference of the Audit Committee are available on the websites of the Stock Exchange and the Company.

## Corporate Governance Report (Continued)

During the year ended 31 December 2016, two meetings of the Audit Committee were held and the attendance record of the Audit Committee members is set out in the table below:

<b>Directors</b>	<b>Attended/Eligible to attend</b>
Mr. Lau Tze Cheung Stanley ( <i>Chairman</i> )	2/2
Mr. Zhou Guanxuan ( <i>resigned on 28 March 2017</i> )	2/2
Mr. Gu Jiuchuan	2/2
Dr. Chan Yuk Sing Gilbert	2/2

The Audit Committee reviewed the financial reporting system, compliance procedures, internal control (including the adequacy of resources, staff qualifications and experience, training programmes and budget of the Company's accounting, internal audit and financial reporting functions), risk management systems and processes and the re-appointment of the external auditors. The Board had not deviated from any recommendation given by the Audit Committee on the selection, appointment, resignation or dismissal of external auditors.

During the year, the Audit Committee also reviewed the audited consolidated annual results of the Company and its subsidiaries for the year ended 31 December 2015 and the unaudited interim results of the Company and its subsidiaries for the period ended 30 June 2016 as well as the report prepared by the external auditors relating to accounting issues and major findings in course of audit. There are proper arrangements for employees, in confidence, to raise concerns about possible improprieties in financial reporting, risk management, internal control and other matters.

### Directors' Responsibilities for Financial Reporting in Respect of Financial Statements

The Directors acknowledge their responsibility for preparing the financial statements for the year ended 31 December 2016 which give a true and fair view of the affairs of the Company and the Group and of the Group's results and cash flows.

The management of the Company has provided to the Board such explanation and information as are necessary to enable the Board to carry out an informed assessment of the Company's financial statements, which are put to the Board for approval. The Company provides all members of the Board with monthly updates on Company's performance, positions and prospects.

The Directors were not aware of any material uncertainties relating to events or conditions which may cast significant doubt upon the Group's ability to continue as a going concern.

The statement by the auditors of the Company regarding their reporting responsibilities on the consolidated financial statements of the Company is set out in the Independent Auditors' Report on pages 56 to 60 of this annual report.

## Corporate Governance Report (Continued)

### Internal Control and Risk Management

The Board acknowledges that it is the responsibility of the Board for maintaining adequate internal control and risk management systems to safeguard Shareholder investments and Company assets and reviewing the effectiveness of such systems on an annual basis. The Board is also aware of the fact that such systems are designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable assurance and not absolute assurance against material misstatement or loss.

The Company adopted the three lines of defence model in the management of risk. Operational management forms the core of the first line of defence as they contact with the risk sources in the first place. They are responsible for identifying, reporting and preliminarily managing risks in their daily operations. Our second line of defence is aimed to facilitate and monitor the implementation of effective risk management practices by operational management and assists risk owners in defining risk exposures and reporting adequate risk-related information throughout the Company. Our internal audit function is the core of the third line of defence and mainly responsible for checking, auditing and monitoring the work performed by the first and second lines of defence.

The Company's risks are identified from business processes in our established enterprise-wide risk assessment methodologies. We select key participants across the Company who are involved in each of the business process as interviewees to identify the risks to form our risk universe. Each risk within the risk universe is assessed in terms of likelihood of occurrence and the significance of impact, taken into account the current internal controls in place to mitigate these risks. The risk assessment results are reported to senior management and the Board for the confirmation of our risk response strategies, based on their preferences towards risk, the available resources for risk mitigation, and the current controls in place.

The Company's internal control system intends to facilitate the design and functioning of good control practices and reduce the likelihood and impact of risks to an acceptably low level, in order to achieve our objectives in operations, reporting, and compliance.

Any material internal control defects identified are timely communicated and carefully evaluated for their potential impacts. The departments or functions who are owners of these controls, are required to propose corrective measures and obtain approval from management before implementation. The implementation status is monitored by both management and the internal audit function to ensure these control defects are properly resolved in a timely manner. The Company has also established policies and procedures for the handling and dissemination of inside information. The information to be disclosed should be properly reviewed and approved by our compliance functions and management to ensure its appropriateness and accuracy, and is closely monitored after disclosure. The Company plans to use its best endeavor to continuously refine our internal control system whenever necessary.

The Company's internal audit department plays a major role in the monitoring of the Company's internal governance processes. The major tasks of the department include providing reasonable assurance on the effectiveness of the Company's governance, risk management and internal controls in areas of operations, safeguarding of assets, reporting, and compliance, and conducting risk-based audits of all subsidiaries of the Company on a regular basis with recommended action plans to audit findings. The department also provides consulting services in risk management and internal control related issues within the Company.

We prepare and submit reports to the Board in risk and control related issues at least annually, detailing our risk management activities, the overall risk exposures, prioritization of risks based on risk assessment results and management's risk preferences with a careful evaluation of the current internal control systems and availability of resources. The Board reviews the reasonableness of reports and representations from management and makes sufficient enquiries whenever they consider necessary, before reaching their conclusions.

## Corporate Governance Report (Continued)

For the year ended 31 December 2016, the Board, through the Audit Committee, conducted a review of the effectiveness of the financial reporting, internal control and risk management systems of the Company including the adequacy of resources, qualifications and experience of staff, training programmes and budget of the Company's accounting, internal audit and financial reporting functions and considered these systems are effective and adequate.

### Auditors' Remuneration

For the year ended 31 December 2016, the total remuneration paid or payable to the Company's auditors, Ernst & Young, for audit and audit related services was RMB3.8 million.

An analysis of the remuneration paid or payable to Ernst & Young is set out below:

Items of auditors' services	Amount (RMB'000)
Audit service	2,538
Review service	1,269
Total	3,807

### Joint Company Secretaries

Mr. Tan Jibin, one of our joint company secretaries, is responsible for advising the Board on corporate governance matters and ensuring that the Board policy and procedures, and the applicable laws, rules and regulations are followed.

In order to uphold good corporate governance and ensure compliance with the Listing Rules and applicable Hong Kong laws, the Company also engages Ms. Lai Siu Kuen, senior manager of KCS Hong Kong Limited (a company secretarial service provider), as another joint company secretary to assist Mr. Tan Jibin to discharge his duties as company secretary of the Company. The primary corporate contact person at the Company is Mr. Tan Jibin, an executive director and one of the joint company secretaries of the Company.

For the year ended 31 December 2016, each of Mr. Tan and Ms. Lai has undertaken not less than 15 hours of relevant professional training respectively in compliance with Rule 3.29 of the Listing Rules.

### Communication with Shareholders and Investor Relations

The Company considers that effective communication with Shareholders is essential for enhancing investor relations and understanding of the Group's business, performance and strategies. The Company also recognizes the importance of timely and non-selective disclosure of information, which will enable Shareholders and investors to make the informed investment decisions.

## Corporate Governance Report (Continued)

The annual general meeting of the Company (the “AGM”) provides opportunity for Shareholders to communicate directly with the Directors. The chairman of the Board, the chairmen of the Board Committees will attend the AGMs to answer Shareholders’ questions. The external auditors of the Company will also attend the AGMs to answer questions about the conduct of the audit, the preparation and contents of the auditors’ report, the accounting policies and auditors’ independence.

To promote effective communication, the Company adopts a Shareholders’ communication policy which aims at establishing a two-way relationship and communication between the Company and its Shareholders and maintains a website at [www.ozner.net](http://www.ozner.net), where up-to-date information on the Company’s business operations and developments, financial information, corporate governance practices and other information are available for public access.

During the year, the Company held an annual general meeting on 27 May 2016 (“2016 AGM”) and below is the attendance of each Director:

Name of Director	Attended/Eligible to attend
Mr. Xiao Shu	1/1
Mr. Zhu Mingwei (resigned on 28 March 2017)	0/1
Mr. He Jun (resigned on 28 March 2017)	0/1
Mr. Tan Jibin	1/1
Mr. Xiao Lilin (resigned on 28 March 2017)	0/1
Mr. Ng Benjamin Jin-Ping (resigned on 28 March 2017)	0/1
Mr. He Sean Xing	0/1
Ms. Wang Haitong	0/1
Mr. Lau Tze Cheung Stanley	1/1
Mr. Gu Jiuchuan	0/1
Dr. Chan Yuk Sing Gilbert	0/1
Mr. Zhou Guanxuan	1/1

The chairman of the Board, the chairmen of the Board Committees and the external auditor of the Company were all present at the 2016 AGM to answer Shareholders’ questions.

### Shareholders’ Rights

To safeguard Shareholders’ interests and rights, a separate resolution will be proposed for each issue at Shareholders’ meetings, including the election of individual Directors. All resolutions put forward at Shareholders’ meetings will be voted on by poll pursuant to the Listing Rules and poll results will be posted on the websites of the Company and the Stock Exchange in a timely manner after each Shareholders’ meeting.

## Corporate Governance Report (Continued)

### Convening of Extraordinary General Meeting and Putting Forward Proposals

In accordance with the Articles of Association, an extraordinary general meeting shall be convened on the requisition of two or more Shareholders holding, at the date of deposit of the requisition, not less than one tenth of the paid-up capital of the Company having the right of voting at general meetings.

Such requisition shall be made in writing to the Board or the joint company secretaries of the Company and deposited at the Company's principal place of business in Hong Kong at 36/F, Tower Two, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong for the purpose of requiring an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition. The Board shall within 21 days from the date of deposit of the requisition proceed duly to convene the meeting to be held within a further 21 days.

Shareholders may put forward proposals for consideration at a general meeting in accordance with the Companies law of the Cayman Islands and the Articles of Association.

As regards proposing a person for election as a Director, the procedures are available on the website of the Company.

### Enquiries to the Board

Shareholders who intend to put forward their enquiries about the Company to the Board could email their enquiries to Ozner investor relations at [Ozner-IR@ozner.net](mailto:Ozner-IR@ozner.net).

### Constitutional Documents

There has not been any change in the Memorandum and Articles of Association of the Company during the year ended 31 December 2016 and up to the date of this annual report.



# Directors and Senior Management

## Executive Directors

**Mr. XIAO Shu (肖述)**, aged 43, is the Chairman of the Board, an executive Director and our chief executive officer. He is also the president and chief engineer of Shanghai Haoze Water Purification Technology Development Co., Ltd. ("Shanghai Haoze Water Purification Technology"), and the president of Shanghai Ozner Comfort Environment & Service Co., Ltd. ("Shanghai Comfort"). He was appointed as the Director on 19 November 2013 and is primarily responsible for formulating the overall development strategies and business plans of our Group. Mr. Xiao has more than 15 years of experience in technology development, sales and marketing and strategic management. Mr. Xiao founded our business when he established Shanghai Comfort, a company which we acquired in 2012, in October 2005 and has remained as the management of Shanghai Comfort since then until he joined Shanghai Haoze Environmental Technology Co., Ltd. in January 2011. Mr. Xiao held his interest in Shanghai Comfort through Shanghai Comfort Products Technology Co., Ltd., a company which was engaging in the sales of air purification products and drinking water machines and which was established by Mr. Xiao as one of the founders in 2003. Mr. Xiao is the inventor of several patented water and air purification technologies owned by the Group. Prior to establishing our business via the establishment of Shanghai Comfort, Mr. Xiao worked at Sinorate Enterprises Limited, a company specializing in the production of electronic goods and components, between April 1993 and April 1999 where he sequentially served as product engineer, quality control manager and director of the production department. Between June 2001 and June 2002, he worked at Shanghai Oasun Environment High Technology Company Limited (上海歐臣環境高科技有限公司) ("Shanghai Oasun"), a company engaging in the business of providing water purification solutions, and was in charge of research and development and production management. Mr. Xiao received a bachelor's degree in agriculture (soilless cultivation) from Northwest A&F University (西北農林科技大學) (Shaanxi, PRC), which is formerly known as Northwest Agricultural Institute (西北農學院), in July 1992. Mr. Xiao is also accredited as an Internal Quality Auditor following the completion of an internal quality auditor course and the passage of the national internal quality auditor examination administered by the National Educational Center for Conformity Assessment in December 2001.

Mr. Xiao is a director of Baida Holdings Limited, which has an interest in the shares of the Company which falls to be disclosed under Part XV of the Securities and Futures Ordinance (Chapter 571 of Laws of Hong Kong).

**Mr. ZHOU Guanxuan (周貫煊)**, aged 58, is an executive Director. He was appointed to our Board as an independent non-executive Director on 26 May 2014 and has been re-designated as an executive Director on 28 March 2017. After the re-designation, Mr. Zhou is responsible for the management of the Group's supply chain. Mr. Zhou has more than 30 years of experience in household appliances manufacturing and operations management. From 1975 to September 1999, Mr. Zhou worked at the Midea Group Co., Ltd (SZE: 000333), Shenzhen Stock Exchange and engaging in the business of manufacturing of household electrical appliances, and assumed office in the technology and production department before he was promoted as the general manager of Midea Redian Group Co., Ltd, an affiliate of Midea Group Co., Ltd. From 2000 to 2007, Mr. Zhou was the president of Foshan Shunde District Beijiao Town Weigao Electronics Industry Company Limited (佛山市順德區北滘鎮偉高電器實業有限公司), a company engaging in the business of research and development, manufacturing and sale of electronic appliances. From 2011 to 2013, he was the director and general manager of Jiangxi Jingdezhen Saide Ceramics Co., Ltd. (江西景德鎮賽德陶瓷有限公司), a company engaging in the business of manufacturing, development and sale of ceramics decoration materials.

**Mr. TAN Jibin (譚濟濱)**, aged 35, is an executive Director. He joined our Group on 6 April 2011 as the financial controller and vice president of Shanghai Haoze Water Purification Technology and was appointed as the Director on 19 November 2013. Mr. Tan is primarily responsible for overseeing the overall financial and administrative affairs of the Group. Mr. Tan has about 10 years of experience in accounting and finance. Prior to joining the Group, Mr. Tan served as a senior auditor in Deloitte Touche Tohmatsu, an accounting firm, from July 2004 to April 2009 and as an associate finance manager in China Aoyuan Property Group Limited (HKSE: 3883), a Chinese property company listed on the Stock Exchange, from May 2009 to March 2011. He obtained a bachelor's degree in international finance from Guangdong University of Foreign Studies (廣東外語外貿大學) (Guangdong, PRC) in June 2004.

## Directors and Senior Management (Continued)

**Mr. LI Honggao (李紅高)**, aged 35, has been appointed as an executive Director of the Company with effect from 28 March 2017. Mr. Li joined our Group on 1 June 2006 and currently serves as senior vice president of the Group and president of the public water purification business group of the Group. Mr. Li is primarily responsible for the sales, management and operation of the public and commercial water purification business of the Group. Mr. Li has over 10 years of sales and marketing experience in water purification business. Mr. Li has also served as sales director, marketing and operation director and general manager of the business department of the Group consecutively prior to his current position. Mr. Li is currently a master of business administration candidate at Fudan University (復旦大學), the PRC.

**Mr. WANG Yonghui (王永暉)**, aged 40, has been appointed as an executive Director of the Company with effect from 28 March 2017. He joined our Group on 15 September 2014 and currently serves as vice president and investment director of the Group. Mr. Wang is responsible for capital markets related work and investments of the Group. Mr. Wang has extensive financial and capital markets related work experience. Before joining the Group, Mr. Wang has served various positions at the headquarter of Bank of China, the investment banking division of Banc of America Securities (now merged into Bank of America Merrill Lynch), and SOHO China Limited. Mr. Wang obtained a bachelor's degree in economics from the University of International Business and Economics (對外經濟貿易大學), the PRC, in July 1999 and his master of business administration degree from Emory University, the United States of America in May 2006.

### Non-Executive Directors

**Mr. YAN Andrew Yan**, aged 59, is a non-executive Director. He was appointed to our Board on 28 March 2017 and is primarily responsible for providing strategic advice and guidance on the business development of our Group. Mr. Yan is the Founding Managing Partner of SAIF Partners. Prior to joining SAIF, he was the Managing Director and Head of the Hong Kong office of the Emerging Markets Partnership, the management company of AIG Asian Infrastructure Funds from 1994 until 2001. From 1989 to 1994, he worked in the World Bank, the Hudson Institute and US Sprint Co. as an Economist, Research Fellow and Director for Asia respectively in Washington, DC. From 1982 to 1984, he was the Chief Engineer at the Jianghuai Airplane Corp.

Mr. Yan received a bachelor's degree in engineering from Nanjing Aeronautic Institute in 1982. He studied in the Master Program in Department of Sociology of Peking University from 1984 to 1986 and received a Master of Arts' degree from Princeton University in International Political Economy in 1989. Mr. Yan also studied advanced finance & accounting courses at the Wharton Business School of the University of Pennsylvania, the United States in 1995.

Currently, Mr Yan is an independent non-executive Director of each of China Petroleum & Chemical Corporation (a company listed on the Stock Exchange (stock code: 0386), the Shanghai Stock Exchange (stock code: 600028), the New York Stock Exchange (stock code: SNP), and London Stock Exchange (stock code: SNP)), China Resources Land Limited (a company listed on the Stock Exchange, stock code: 1109) and Cogobuy Group (a company listed on the Stock Exchange, stock code: 400); a non-executive Director of each of Guodian Technology & Environment Group Corporation Limited (a company listed on the Stock Exchange, stock code: 01296), China Huiyuan Juice Group Limited (a company listed on the Stock Exchange, stock code: 1886) and eSun Holdings Limited (a company listed on the Stock Exchange, stock code: 571); an independent director of each of Blue Focus Communication Group Co., Ltd. (北京藍色光標品牌管理顧問股份有限公司) (a company listed on ChiNext of the Shenzhen Stock Exchange, stock code: 300058), TCL Corporation (TCL集團股份有限公司) (a company listed on the Shenzhen Stock Exchange, stock code: 000100) and Sky SolarHoldings, Ltd. (a company listed on NASDAQ, symbol: SKYS); and a director of each of ATA Online (Beijing) Education Technology Co., Ltd. (全美在線(北京)教育科技股份有限公司) (a company quoted on the National Equities Exchange and Quotations, stock code: 835039) and ATA Inc. (a company listed on NASDAQ, symbol: ATAI). Mr. Yan was an independent non-executive Director of Fosun International Limited (復星國際有限公司) (a company listed on the Stock Exchange, stock code: 00656), from March 2007 to September 2014; an independent non-executive Director of CPMC Holdings Limited (中糧包裝控股有限公司) (a company listed on the Stock Exchange, stock code: 00906), from March 2014 to September 2016; and a non-executive director of Digital China Holdings Limited (神州數碼控股有限公司) (a company listed on the Stock Exchange, stock code: 00861), from December 2007 to July 2016.

## Directors and Senior Management (Continued)

Mr. Yan is a recipient of 2012 China's national "Thousand Talents Program" and was a member of its Selection Committee in 2012. He is a director of Peking University Endowment Investment Committee. Mr. Yan was voted by the China Venture Capital Association as "The Venture Investor of the Year" in both 2004 and 2007. He was also selected as one of the "Fifty Finest Private Equity Investors in the World" by the Private Equity International in 2007; "No. 1 Venture Capitalist of the Year" by Forbes (China) in 2008 and 2009. He was the "Venture Capital Professional of the Year" by Asia Venture Capital Journal in 2009. Under Mr. Yan's leadership, SAIF was voted as "VC firm of the Year" in 2004 and 2007 and the "The Best Performing Fund in Asia" by Private Equity International in 2005, 2006 and 2008, "The Best Growth Investment Fund of the Year" in 2009.

**Mr. HE Sean Xing (何欣)**, aged 52, is a non-executive Director. He was appointed to the Board on 10 January 2014 and is primarily responsible for providing strategic advices and guidance on the business development of our Group. He is currently a senior partner of Ares Private Equity Group. Mr. He has extensive knowledge in corporate financing and merger and acquisition transactions. Prior to joining Ares Private Equity Group in March 2010, he worked at The Carlyle Group, a global asset management firm from August 2000 to March 2010, where he was promoted as a managing director of the Asia Growth Group. Before joining The Carlyle Group, Mr. He acted as an associate director of the Asia-pacific investment team of Intel Capital, an investment manager of the greater China region of Nikko Global Asset Management (Hong Kong) Limited and a senior research analyst at DBS Securities Limited, all of which are financial services providers.

Mr. He graduated from Zhejiang University (Zhejiang, PRC) with a bachelor's degree in science and engineering in July 1985, obtained a master's degree in science and engineering from Carleton University (Ottawa, Canada) in February 1991 and a master's degree in business administration from the Schulich School of Business at York University (Toronto, Canada) in June 1995. Mr. He was qualified as a Chartered Financial Analyst (CFA) of The Institute of Chartered Financial Analysts in September 1998.

Mr. He was a non-executive Director of Brilliant Circle Holdings International Limited (貴聯控股國際有限公司) (HKSE: 1008), a company listed on the Stock Exchange from April 2011 to July 2015.

**Ms. WANG Haitong (王海桐)**, aged 33, is a non-executive Director. She was appointed to the Board on 10 January 2014 and is primarily responsible for providing strategic advice and guidance on the business development of our Group. She is an executive Director of Goldman Sachs Broad Street (Beijing) Equity Investment Management Co., Ltd, since January 2014. Before that, Ms. Wang has been an executive Director of the principal investment division of Goldman Sachs Asia L.L.C. Ms. Wang has about nine years of experience in investment banking industry and corporate financing. Prior to joining Goldman Sachs, Ms. Wang was a research analyst in the Beijing representative office of Morgan Stanley Dean Witter Asia Limited, a global investment bank, from July 2005 to June 2006, after which she joined the investment banking division of Morgan Stanley Dean Witter Asia Limited's Hong Kong office from August 2006 to August 2007.

Ms. Wang obtained dual-bachelor's degrees in science and finance from Peking University (Beijing, PRC) in July 2005.

Ms. Wang is a non-executive Director of Shanghai La Chapelle Fashion Co., Ltd. (上海拉夏貝爾服飾股份有限公司) (HKSE: 6116), a company listed on the Stock Exchange, since July 2014.

## Directors and Senior Management (Continued)

### Independent Non-Executive Directors

**Mr. GU Jiuchuan (顧久傳)**, aged 68, is an independent non-executive Director. He was appointed to our Board on 26 May 2014 and is primarily responsible for providing strategic advice and guidance on the business development of our Group. Mr. Gu has extensive experience in and knowledge of the water purification industry. Before working at Wuxi Haide Membrane Technology Co., Ltd. (無錫市海德膜技術有限公司), a company engaging in the water purification business, from 1999 to 2010 as technical director, Mr. Gu worked at China Huajing Electronics Group Co., Ltd. (中國華晶電子集團公司), a company specialized in the research and development and manufacturing of semi-conductor equipment. In November 2013, Mr. Gu became the vice chairman of the China Desalination Association (中國水利企業協會脫鹽分會) and in October 2013, Mr. Gu was appointed as the managing member of the technology certification committee of water purification products of the China General Certification Center (北京鑒衡認證中心淨水產品認證技術委員會主任委員). He has been the honorary chairman of Anhui Water Purification Association (安徽省淨水行業協會) and the member of the expert guidance panel of the Fund for Drinking Water Safety and Health established by the China Health Promotion Foundation (中國健康促進基金會飲水安全與健康專項基金) since 2012, an expert member of the advisory panel of the Drinking Water Industry Committee established by the National Development and Reform Commission Public Nutrition and Development Center (國家發改委公眾營養與發展中心飲用水產業委員會) since 2011. He also served as the chief secretary of the Wuxi Water Purification Association (無錫市淨水行業協會) and the secretary of the Purified Water Industry Committee of China Private Economy Research Association (中國民(私)營經濟研究會淨水行業委員會). Mr. Gu has participated in the drafting of various national industry standards concerning water purification systems and has made numerous publications on the topic of water purification. Currently, Mr. Gu is the honorary chief editor of the magazine “中國直飲水” and the special consultant, member of the think tank and editor of the magazine “直飲水時代”.

Mr. Gu obtained a bachelor's degree in physics from Fudan University (Shanghai, PRC) in August 1970 and is qualified as a senior engineer by the Ministry of Information Industry of the PRC (中國工業和信息化部) in December 1994 (which is formerly known as the Ministry of Electronic Industry of the PRC (中國電子工業部)).

**Dr. CHAN Yuk Sing Gilbert (陳玉成)**, aged 58, is an independent non-executive Director. He was appointed to our Board on 26 May 2014. Dr. Chan is an assistant professor in the department of applied biology and chemical technology of the Hong Kong Polytechnic University. His recent research focus is on the application of ozone technology. He is the chairman of the Sino Ozone Association of the PRC. Over the years, Dr. Chan has made various publications and speeches on the topic of healthy water and ozone.

Dr. Chan obtained a master's degree and a PhD in Science from University of Durham (Durham, United Kingdom) in July 1990 and December 1994, respectively.

**Mr. LAU Tze Cheung Stanley (劉子祥)**, aged 54, is an independent non-executive Director. He was appointed to our Board on 26 May 2014. He has over 20 years of experience in accounting and finance, management consulting and corporate finance. Mr. Lau served as the chief financial officer and company secretary of Asia Fashion Holdings Limited (亞洲時尚控股有限公司) (SGX: AFH), a company listed on the Singapore Stock Exchange, from January 2008 to August 2012 and the chief financial officer of China Kangda Food Company Limited (中國康大食品有限公司) (HKSE: 834, SGX: CKANG), a company listed on both the Stock Exchange and the Singapore Stock Exchange, from December 2005 to December 2007. Before that, Mr. Lau worked at Messrs. Lo Hung Yan, Certified Public Accountant and provided management consulting, auditing and corporate secretarial services and advice to his clients since April 1993.

Mr. Lau obtained a bachelor's degree in business administration from the Open University of Hong Kong (Hong Kong) in December 1997 and a master's degree in international accounting from City University of Hong Kong (Hong Kong) in November 2006. Mr. Lau has been an associate member of the Hong Kong Institute of Certified Public Accounts since September 2001 (which is formerly known as the Hong Kong Society of Accountants), an associate member of the Association of International Accountants since July 2001, an associate member of the Taxation Institute of Hong Kong since July 2001, an associate member of the Institute of Chartered Secretaries and Administrators in the United Kingdom since November 1997 and an associate member of the Hong Kong Institute of Company Secretaries since November 1997. Mr. Lau has also been a guest lecturer in various commercial, accounting and corporate finance courses conducted by City University of Hong Kong (from January 2012 to April 2012 and from July 2012 to June 2013), Kaplan Financial (March 2010), the Chinese University of Hong Kong (since January 2008), the Hong Kong Institute of Certified Public Accountants (September 2009) and Syracuse University (March 2005).

## Directors and Senior Management (Continued)

**Dr. BAO Jiming (包季鳴)**, aged 64, has been appointed as an independent non-executive director of the Company, the chairman of the Remuneration Committee and a member of the Audit Committee with effect from 28 March 2017. He is a professor of the School of Management of Fudan University (復旦大學), with years of research experience in corporate management. Dr. Bao is also the vice chairman of Shanghai Management Science Society (上海市管理科學學會) and the associate director of the Shanghai Services Development Research Institute (上海現代服務業發展研究院). Before these positions, Dr. Bao has served various positions at Shanghai Industrial Investment (Holdings) Co., Ltd. (上海實業(集團)有限公司) from May 1995 to January 2009, including the deputy office general manager, office general manager, general manager of the overseas business division, general manager of the corporate management division, assistant vice president of the group, vice president of the group and president of its overseas subsidiaries, and executive director of the group and chairman of its overseas subsidiaries. From February 1995 to May 1995, Dr. Bao served as deputy manager (副處長) of the Science Section of Shanghai Municipal Education Commission (上海教育委員會科技處), and from September 1985 to February 1995, Dr. Bao served various positions at the School of Management of Fudan University, including the deputy director of the training department, assistant to the dean of the School of Management, researcher and secretary general of the Fudan Development Institute (復旦發展研究院), lecturer, associate professor and tutor for students pursuing master studies.

Dr. Bao is currently a non-executive director of Jiangsu Misho Ecology & Landscape Co., Ltd. (江蘇美尚生態景觀股份有限公司) (a company listed on the Shenzhen Stock Exchange, stock code: 300495), since September 2011; a non-executive director of Youngor Group Co., Ltd. (雅戈爾集團股份有限公司), a company listed on the Shanghai Stock Exchange (stock code: 600177), since April 2014; a non-executive director of Wanxiang Qianchao Co., Ltd. (萬向錢潮股份有限公司), a company listed on the Shenzhen Stock Exchange (stock code: 000559), since June 2016; and a non-executive director of Antong Holdings Co., Ltd. (安通控股股份有限公司), a company listed on the Shanghai Stock Exchange (stock code: 600179), since August 2016.

Dr. Bao obtained his doctorate degree in management from Fudan University, the PRC, in 1992 and conducted post-doctoral research at the School of Economics at Fudan University from 1994 to 1996.

### Senior Management

Apart from the executive Directors, our Group does not have any other members of senior management. For details of the biographies of the executive Directors, please see the paragraph headed "Executive Directors" above.

### Joint Company Secretaries

**Mr. TAN Jibin (譚濟濱)**, is one of the joint company secretaries of our Company and was appointed on 10 January 2014. Please refer to his biography under the paragraph headed "Executive Directors" above.

**Ms. LAI Siu Kuen (黎少娟)**, is one of the joint company secretaries of our Company and was appointed on 10 January 2014. Ms. Lai is a senior manager of the Listing Services Department of KCS Hong Kong Limited, a company engaging in the business of providing corporate services. Ms. Lai is a fellow member of the Hong Kong Institute of Chartered Secretaries and the Institute of Chartered Secretaries and Administrators in the United Kingdom.

# Report of the Directors

## Principal Activities

The principal activity of the Company is investment holding. Details of the principal activities of the principal subsidiaries are set out in note 1 to the consolidated financial statements. There were no significant changes in the nature of the Group's principal activities during the year.

## Results and Dividends

The Group's profit for the year ended 31 December 2016 and the state of affairs of the Company and the Group at that date are set out in the financial statements on pages 61 to 135.

The Directors do not recommend the payment of a final dividend to the Shareholders for the year ended 31 December 2016 (2015: Nil).

## Business and Financial Review

The business and financial review of the Group for the year ended 31 December 2016 and a discussion on the Group's future development are set out in the section headed "Chairman's Statement and Management Discussion and Analysis" on pages 6 to 16 of this annual report.

These review and discussion form part of this Report of the Directors.

## Principal Risks and Uncertainties

The Group's business, financial condition or results of operation may be affected by a number of risks and uncertainties. The followings are the material risks and uncertainties identified by the Group.

### Business risk

The success of our water purification business depends to a large extent on end users' acceptance of our business model of services through the lease of water purification machines. Our business model is relatively new in the industry and different from conventional barreled water delivery services and sales of water purification machines. The Group relies on our third-party distributors to educate potential end users in relation to the benefits of our lease and service business model. To that end, the Group provides periodic training for our distributors, but there is no assurance that the distributors will be effective in their promotion of our business model when they contact potential end users.

### Liquidity risk

As of 31 December 2016, the Group recorded net current asset of RMB0.3 million, which was primarily attributable to a change in derivative component of convertible bonds and the derivative component of the convertible bond is assigned as an equity component; plus an increase in installation of new water purification machines when the Group invested huge internal resources to manufacturing of commutation for leasing purpose.

### Exchange rate risk

The Group's business is located in the PRC and its operating transactions are conducted in RMB. Most of its assets and liabilities are denominated in RMB, except for certain liabilities and payables to professional parties and administrative expenses in Hong Kong office that are denominated in Hong Kong dollars.

## Report of the Directors (Continued)

The RMB is not freely convertible. There is a risk that the Chinese government may take actions affecting exchange rates which may have a material adverse effect on the Group's net assets, earnings and any dividends it declares if such dividend is to be exchanged or converted into foreign exchange. The Group has not entered into any hedging transactions to manage the potential fluctuation in foreign currency. However, the management will closely monitor the Group's exposure to the fluctuation of exchange rates and takes appropriate measures as necessary to minimise any adverse impact that may be caused by such fluctuation.

### Financial instruments risk

The major financial instruments risks faced by the Group are interest risk and credit risk. Management of the Group meets regularly to analyse and formulate measures to manage the Group's exposure to these risks, the financial risk management objectives and policies are set out in note 37 to the consolidated financial statements.

Management of the Group will regularly identify and assess key operational exposures so that appropriate risk response can be taken.

### Use of Proceeds from the Company's Initial Public Offering

Details of the use of proceeds from the Listing are set out on page 15 of this annual report.

### Summary Financial Information

A summary of the published results and assets and liabilities of the Group for the last five financial years, as extracted from the audited financial statements and restated/reclassified as appropriate, is set out on page 136. This summary does not form part of the audited financial statements.

### Property, Plant and Equipment and Revenue Generating Assets

Details of movements in the property, plant and equipment and revenue generating assets of the Company during the year are set out in notes 13 and 14 to the consolidated financial statements, respectively.

### Share Capital

Details of movements in the Company's share capital during the year are set out in note 30 to the consolidated financial statements.

### Pre-emptive Rights

There are no provisions for pre-emptive rights under the Articles of Association or the laws of the Cayman Islands which would oblige the Company to offer new shares on a pro rata basis to existing Shareholders.

## Report of the Directors (Continued)

### Purchase, Redemption or Sale of Listed Securities of the Company

#### Issued New Shares

As disclosed in the Company's announcement dated 16 November 2016, the Company entered into the Subscription Agreement with Glorious Shine Holdings Limited, the Subscriber, on 13 November 2016, pursuant to which the Subscriber has conditionally agreed to subscribe for, and the Company has conditionally agreed to allot and issue 316,299,950 new Shares. The Subscriber is wholly-owned by Glorious Shine Capital Limited, which in turn is held by the Xiao Family Trust and the discretionary beneficiaries of which include Mr. Xiao Shu, Chairman and Chief Executive Officer of the Group and certain of his family members, as a party acting in concert. The Subscription Price is HK\$1.71 per Subscription Share, representing a premium of approximately 2.40% to the closing price of HK\$1.67 per Share as quoted on the Stock Exchange on 11 November 2016 (being the Last Trading Day). Upon Completion, Mr. Xiao, the Subscriber and their associates and concert parties will be interested in 791,032,150 issued Shares in aggregate, representing approximately 38.66% of the issued share capital of the Group as enlarged by the allotment and issue of the Subscription Shares.

The gross proceeds from the subscription amounted to approximately HK\$540,873,000 and the net proceeds amounted to approximately HK\$537,873,000. The net subscription price was approximately HK\$1.70 per Subscription Share. The Company intends that the net proceeds of the Subscription will be used as follows: (i) approximately 25% will be used for manufacturing and installation of water purifying machines; (ii) approximately 25% will be used for the opening of "experience stores"; (iii) approximately 20% will be used for potential merger and acquisition of targets in the water purification and air sanitization industries; (iv) approximately 15% will be used for the building of the distribution network and service platform; and (v) approximately 15% will be used for sales and marketing activities.

The Board considers that entering into the Subscription Agreement represents a good opportunity to (i) raise a substantial amount of additional funds for the Company; (ii) improve the financial position and liquidity of the Group; and (iii) provide the Company with financial flexibility necessary for the Group's future business development and the capability to capture investment opportunity as and when it arises.

The above-mentioned subscription was completed on 25 January 2017 and the Subscription Shares were issued on 25 January 2017.

For details, please refer to the Company's announcements dated 16 November 2016 and 25 January 2017 and the Company's circular dated 30 December 2016. Unless otherwise defined, the capitalized terms used in section shall the same meanings as defined in the aforesaid announcement and circular.

#### Share Repurchase

Consistent with the management's commitment to maintaining the well-being of the Group, and protecting its long-term interest, share repurchase exercises were implemented during the year ended 31 December 2016. During the period, 2,864,000 ordinary shares of the Company were repurchased on the Stock Exchange at an aggregate price of HK\$4.96 million, which does not include any fees associated with the repurchase. Consequent to these share repurchase exercises, the Company has acquired and cancelled approximately 0.17% of the total number of issued shares of the Company immediately prior to such repurchases and cancellations. As the Board considers that the value of the Company's shares is consistently undervalued, it trusts that the action taken will go towards addressing this trend. The Board also believes that given the current financial resources of the Company, the share repurchase will not affect the Company's solid financial position. As at the date of this annual report, all the above repurchased shares were cancelled. Details of shares repurchased during the relevant period are set out as follows:

Month of repurchases	Number of Shares purchased on the Stock Exchange	Price paid per Share		Aggregate consideration paid HK\$
		Highest HK\$	Lowest HK\$	
19 January 2016	1,120,000	1.81	1.73	1,980,160
20 January 2016	1,144,000	1.76	1.67	1,992,220
21 January 2016	600,000	1.68	1.61	985,140



## Report of the Directors (Continued)

The Directors believe that repurchases of shares are in the best interests of the Company and its Shareholders and that such repurchases of shares would lead to an enhancement of the earnings per share.

Saved as disclosed above and in this annual report, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities during the year ended 31 December 2016.

### Closure of Register of Members

The Company will hold an AGM on 28 June 2017.

For determining the entitlement to attend and vote at the AGM, the register of members of the Company will be closed from Sunday, 18 June 2017 to Wednesday, 28 June 2017, both days inclusive, during which period no transfer of shares of the Company will be registered. In order to be eligible to attend and vote at the AGM, all transfer of shares of the Company, accompanied by the relevant share certificates, must be lodged with the Company's Hong Kong share registrar, 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 Friday, 16 June 2017, being the business day before the first day of closure of the register of members of the Company.

### Reserves

Details of movements in the reserves of the Company and the Group during the year are set out in note 30 to the consolidated financial statements and in the consolidated statement of changes in equity, respectively.

### Distributable Reserves

As at 31 December 2016, the Company's reserves available for distribution to Shareholders amounted to RMB910.7 million.

### Charitable Contributions

During the year, the Group made charitable contributions totaling RMB350,000.

### Major Customers and Suppliers

In the year under review, sales to the Group's five largest customers accounted for 34.4% of the total sales for the year and sales to the largest customer included therein amounted to 11.3%. Purchases from the Group's five largest suppliers accounted for 51.9% of the total purchases for the year and the purchases from the largest supplier included therein amounted to 17.0%.

None of the Directors or any of their close associates or any Shareholders (which, to the best knowledge of the directors, own more than 5% of the Company's share capital) had any beneficial interest in the Group's five largest customers and suppliers.

## Report of the Directors (Continued)

### Key Relationships with Employees, Customers and Suppliers

Being people-oriented, the Group emphasizes the importance of attracting competent employees through a combination of competitive salary incentives, on-job training and opportunities for development. The Group ensures all staff are reasonable remunerated.

The Group places great emphasis on end user satisfaction in the operation of our business. The end users' loyalty to our products and services is demonstrated by strong renewal rates as approximately over 96.5%. The Group maintains a good relationship with our distributors, clients and end customers.

The Group maintains a good relationship with its suppliers. The procurement department of the Group conducts annual review of our suppliers to ensure the quality of the products supplied to us meet the requirements.

### Directors

The directors of the Company during the year and as at the date of this annual report were as follows:

#### Executive Directors

Mr. Xiao Shu (*Chairman and Chief Executive Officer*)

Mr. Zhu Mingwei (*Vice Chairman and Deputy Chief Executive Officer*) (resigned on 28 March 2017)

Mr. He Jun (resigned on 28 March 2017)

Mr. Tan Jibin

Mr. Xiao Lilin (resigned on 28 March 2017)

Mr. Zhou Guanxuan (*Vice Chairman*) (re-designated from independent non-executive director on 28 March 2017)

Mr. Li Honggao (appointed on 28 March 2017)

Mr. Wang Yonghui (appointed on 28 March 2017)

#### Non-Executive Directors

Mr. Ng Benjamin Jin-Ping (resigned on 28 March 2017)

Mr. Yan Andrew Yan (appointed on 28 March 2017)

Mr. He Sean Xing

Ms. Wang Haitong

#### Independent Non-Executive Directors

Dr. Chan Yuk Sing Gilbert

Mr. Lau Tze Cheung Stanley

Dr. Bao Jiming (appointed on 28 March 2017)

Mr. Gu Jiuchuan

The Company has received annual confirmations of independence from Mr. Zhou Guanxuan, Mr. Gu Jiuchuan, Dr. Chan Yuk Sing Gilbert and Mr. Lau Tze Cheung Stanley, and still considers them to be independent.

In accordance with the Articles of Association, all Directors are subject to retirement by rotation at least once every three years and any new Director appointed to fill a causal vacancy shall submit himself/herself for re-election by Shareholders at the next following general meeting of the Company after appointment and new Directors appointed as an addition to the Board shall submit himself/herself for re-election by Shareholders at the next following annual general meeting of the Company after appointment.

## Report of the Directors (Continued)

In accordance with article 99 of the Articles of Association, Mr. Li Honggao, Mr. Wang Yonghui, Mr. Yan Andrew Yan and Dr. Bao Jiming shall retire by rotation at the AGM and being eligible, have offered themselves for re-election at the forthcoming AGM.

In accordance with article 110 of the Articles of Association, Mr. Xiao Shu, Mr. Tan Jibin, Mr. He Sean Xing and Mr. Lau Tze Cheung Stanley will retire by rotation at the forthcoming AGM and, being eligible, offer themselves for re-election.

### Directors' and Senior Management's Biographies

Biographical details of the directors of the Company and the senior management of the Group are set out on pages 32 to 36 of the annual report.

### Permitted Indemnity Provisions

The Articles of Association provides that each Director or officer of the Company shall be entitled to be indemnified out of the assets of the Company against all losses or liabilities which he or she may sustain or incur in or about the execution of the duties of his or her office or otherwise in relation thereto. In addition, the Company has arranged appropriate insurance cover for Directors' and officers' liabilities in respect of relevant legal actions against them.

### Directors' Service Contracts

Each of the executive Directors has entered into a service agreement with the Company for a term of three years commencing from their respective date of appointment. Each of the non-executive Directors and the independent non-executive Directors has signed a letter of appointment with the Company for a term of three years commencing from their respective date of appointment.

None of the Directors has entered into a service contract with any member of the Group which is not determinable by the Company or any of its subsidiaries within one year without payment of compensation, other than statutory compensation.

### Directors' Interests in Transactions, Arrangements or Contracts

Saved as the related party transactions as disclosed in note 34 to the consolidated financial statements and in the "Connected Transactions" section below, no Director and/or any of his/her connected entity had a material interest, whether directly or indirectly, in any transactions, arrangements or contracts of significance to the business of the Group to which the Company, its holding company, or any of its subsidiaries or fellow subsidiaries was a party subsisted at the end of the year or at anytime during the year.

### Management Contracts

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the year ended 31 December 2016.

## Report of the Directors (Continued)

### Directors' and Chief Executive's Interests and Short Positions in Shares and Underlying Shares and Debentures

As at 31 December 2016, the interests and short positions of the Directors and chief executives in the share capital and underlying shares and debentures of the Company or its associated corporations (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 pursuant to 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, were as follows:

#### Long/short positions in ordinary shares of the Company

Name of director	Long/short positions	Nature of Interest	Note	Number of ordinary shares	Percentage of the Company's issued share capital as at 31 December 2016
Mr. XIAO Shu	Long position	Founder of discretionary trusts	(a)	786,834,150	45.49%
		Beneficial owner	(b)	55,284,706	3.20%
	Short position	Founder of discretionary trusts	(c)	46,875,000	2.71%

(a) These 786,834,150 Shares are held as to 341,820,000 Shares by Baida Holdings Limited, 62,182,200 Shares by Lion Rise Holdings Limited and 382,831,950 Shares by Glorious Shine Holdings Limited, respectively. Baida Holdings Limited, Lion Rise Holdings Limited and Glorious Shine Holdings Limited are wholly-owned by Baida Capital Limited, Lion Rise Capital Limited and Glorious Shine Capital Limited under the Xiao Family I Trust, the Xiao Family II Trust and the Xiao Family III Trust, respectively. Each of the Xiao Family I Trust, the Xiao Family II Trust and the Xiao Family III Trust is a discretionary trust established by Mr. XIAO Shu (as the settlor) and the discretionary beneficiaries of which include Mr. XIAO Shu and certain of his family members. Accordingly, Mr. XIAO Shu is deemed to be interested in the 341,820,000 Shares, 62,182,000 Shares and 382,831,950 Shares held by each of Baida Holdings Limited, Lion Rise Holdings Limited and Glorious Shine Holdings Limited, respectively.

(b) These 55,284,706 Shares include 4,198,000 Shares which Mr. Xiao is interested in as beneficial owner and options granted under the Pre-IPO Share Option Scheme entitling Mr. Xiao to subscribe for 51,086,706 Shares.

(c) The short position in 46,875,000 Shares was held by Baida Holdings Limited. Baida Holdings Limited is wholly-owned by Baida Capital Limited under the Xiao Family I Trust. The Xiao Family I Trust is a discretionary trust established by Mr. XIAO Shu (as the settlor) and the discretionary beneficiaries of which include Mr. XIAO Shu and certain of his family members. Accordingly, Mr. XIAO Shu is deemed to have the short position in the 46,875,000 Shares held by Baida Holdings Limited.

## Report of the Directors (Continued)

### Long positions in share options of the Company

Name of Director	Number of options directly beneficially owned	Approximate percentage of shareholding as at 31 December 2016
Mr. XIAO Shu	51,086,706	2.95%
Mr. ZHU Mingwei <sup>(1)</sup>	11,160,859	0.65%
Mr. HE Jun <sup>(1)</sup>	10,662,531	0.62%
Mr. TAN Jibin	8,547,535	0.49%
Mr. XIAO Lilin <sup>(1)</sup>	7,596,652	0.44%
	89,054,283	5.15%

(1) Mr. ZHU Mingwei, Mr. HE Jun and Mr. XIAO Lilin resigned as the executive Directors on 28 March 2017.

Save as disclosed above, as at 31 December 2016, none of the Directors and chief executives had registered an interest or short position in the shares, underlying shares or debentures of the Company or any of its associated corporations that was required to be recorded pursuant to 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.

### Share Incentive Schemes

The Company operates the Pre-IPO Share Option Scheme, the Share Option Scheme and Restricted Share Unit Scheme (collectively, the “Schemes”) for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group’s operations. Further details of the Schemes are disclosed in note 31 to the consolidated financial statements.

### Pre-IPO Share Option Scheme

On 26 May 2014, the Pre-IPO Share Option Scheme was approved and adopted by the then sole Shareholder. The Pre-IPO Share Option Scheme was valid and effective for a period commencing from the date of its adoption and expiring on the listing date of the Company, after which no further pre-IPO options shall be granted but the provisions of the Pre-IPO Share Option Scheme shall remain in full force and effect to the extent necessary to give effect to the exercise of any pre-IPO options granted prior thereto which are at that time or become thereafter capable of exercise under the Pre-IPO Share Option Scheme, or otherwise to the extent as may be required in accordance with the provisions of the Pre-IPO Share Option Scheme. The pre-IPO share options which have been granted but not yet exercised shall continue to be exercisable in accordance with the Pre-IPO Share Option Scheme.

The purpose of the Pre-IPO Share Option Scheme is to incentivize and reward the eligible participants, being employees (whether full time or part-time) or directors of a member of the Group or associated companies of the Company, for their contribution to the Group and to align their interests with that of the Company so as to encourage them to work towards enhancing the value of the Group. The options granted under the Pre-IPO Share Option Scheme remain exercisable for ten years from the offer date of the options.

## Report of the Directors (Continued)

The following table discloses movements in the outstanding options granted under the Pre-IPO Share Option Scheme during the year:

Name or category of participant	Number of share options				As at 31 December 2016	Approximate percentage of shareholding as at 31 December 2016
	As at 1 January 2016	Exercised during the Year	Lapsed during the Year	Forfeited during the Year		
<b>Director</b>						
Mr. XIAO Shu	51,086,706	—	—	—	51,086,706	2.95%
Mr. ZHU Mingwei <sup>(1)</sup>	11,160,859	—	—	—	11,160,859	0.65%
Mr. HE Jun <sup>(1)</sup>	10,662,531	—	—	—	10,662,531	0.62%
Mr. TAN Jibin	8,547,535	—	—	—	8,547,535	0.49%
Mr. XIAO Lilin <sup>(1)</sup>	7,596,652	—	—	—	7,596,652	0.44%
	89,054,283	—	—	—	89,054,283	5.15%
<b>Directors of the Company's subsidiaries</b>						
Mr. LI Honggao <sup>(2)</sup>	3,200,000	—	—	—	3,200,000	0.18%
Mr. CHEN Jie	1,128,547	—	—	—	1,128,547	0.07%
Mr. XIAO Jianping	875,464	—	—	—	875,464	0.05%
Mr. PAN Jianming	456,065	—	—	—	456,065	0.03%
	5,660,076	—	—	—	5,660,076	0.33%
<b>Other employees</b>						
In aggregate	66,073,055	—	—	(3,612,975)	62,460,080	3.61%
<b>Total</b>	<b>160,787,414</b>	<b>—</b>	<b>—</b>	<b>(3,612,975)</b>	<b>157,174,439</b>	<b>9.09%</b>

(1) Mr. ZHU Mingwei, Mr. HE Jun and Mr. XIAO Lilin resigned as the executive Directors on 28 March 2017.

(2) Mr. LI Honggao has been appointed as the executive Directors on 28 March 2017.

As at 31 December 2016, the maximum number of shares that may be issued pursuant to options granted and outstanding under the Pre-IPO Share Option Scheme is 157,174,439 shares (31 December 2015: 160,787,414 Shares), representing approximately 9.09% (31 December 2015: approximately 9.27% of the issued share capital of the Company as at 31 December 2015) of the issued share capital of the Company as at 31 December 2016 and approximately 7.68% as at the date of this annual report. For the year ended 31 December 2016, the total share option expense was RMB22.4 million (for the year ended 31 December 2015: RMB58.6 million).

## Report of the Directors (Continued)

All outstanding options under the Pre-IPO Share Option Scheme were granted on 26 May 2014. No further options were granted after the listing date. The exercise price of the Pre-IPO Share Option Scheme was HK\$2.295 per share, representing 85% of the final Offer Price per share of HK\$2.70 under the initial public offering of the Company. A consideration of HK\$1.00 was payable by each grantee on acceptance of the grant of share options. The options granted under the Pre-IPO Share Option Scheme shall vest in accordance with the following schedule:

Vesting period	Cumulative percentage of options vested
Upon 12 months after the listing date (i.e. 17 June 2015)	40%
Upon 24 months after the listing date (i.e. 17 June 2016)	70%
Upon 36 months after the listing date (i.e. 17 June 2017)	100%

Any vested option which has not lapsed may, unless the Board determines otherwise in its absolute discretion, be exercised at any time.

The Directors have estimated the values of the share options granted, calculated using the binomial option pricing model as at the date of grant of the options:

Grantee	Number of options granted	Theoretical value of share options RMB'000
Mr. XIAO Shu	51,086,706	46,766
Mr. ZHU Mingwei (resigned on 28 March 2017)	11,160,859	10,217
Mr. HE Jun (resigned on 28 March 2017)	10,662,531	9,761
Mr. TAN Jibin	8,547,535	7,824
Mr. XIAO Lilin (resigned on 28 March 2017)	7,596,652	6,954
Mr. LI Honggao	3,200,000	2,500
Mr. CHEN Jie	1,128,547	882
Mr. XIAO Jianping	875,464	684
Mr. PAN Jianming	456,065	356
Mr. XIN Junwei (resigned)	63,009	49
Other employees	74,022,632	57,701
	168,800,000	143,694

The binomial option pricing model is a generally accepted method of valuing options. The significant assumptions used in the calculation of the values of the share options were risk-free rate of interest, dividend yield, volatility, exercise multiple and forfeiture rate. The measurement dates used in the valuation calculations were the dates on which the options were granted.

The values of share options calculated using the binomial model are subject to certain fundamental limitations, due to the subjective nature of and uncertainty relating to a number of assumptions of the expected future performance input to the model, and certain inherent limitations of the model itself. The value of an option varies with different variables of certain subjective assumptions. Any change to the variables used may materially affect the estimation of the fair value of an option.

## Report of the Directors (Continued)

### Share Option Scheme

The Share Option Scheme was approved and adopted on 26 May 2014 with implementation conditional on the listing of the Company. At the AGM of the Company held on 27 May 2016, the Shareholders approved the refreshment of the scheme mandate limit for the Share Option Scheme and any other share option schemes of the Company to 10% of the shares in issue as at the date of the AGM (the "Refreshed Scheme Mandate Limit"). As at 31 December 2016, the maximum number of shares which may be issued upon exercise of all options to be granted under the Share Option Scheme and any other share option schemes of the Company under the Refreshed Scheme Mandate Limit together with all outstanding options granted and yet to be exercised under the Pre-IPO Share Option Scheme must not in aggregate exceed 330,142,639 shares. Options lapsed in accordance with the terms of the Share Option Scheme and any other share option schemes of the Company will not be counted for the purpose of calculating the Refreshed Scheme Mandate Limit. As at 31 December 2016, the total number of shares which may be issued on the exercise of options to be granted under the Share Option Scheme is 172,968,200 shares (31 December 2015: 8,012,586 shares), representing approximately 10% (31 December 2015: 0.46% as at the date of the annual report of the Company dated 22 March 2016) of the issued share capital of the Company as at the date of this annual report.

There was no outstanding share option under the Share Option Scheme at the beginning and at the end of the year ended 31 December 2016.

The Board may grant options under Share Option Scheme to (i) employees (whether full time or part-time) or a director of a member of our Group or associated companies of the Company; and (ii) a distributor or a full-time employee of any distributor of the Group or associated companies the Company, to incentive and reward them for their contribution to the Group and to align their interests with that of the Company so as to encourage them to work towards enhancing the value of the Group. Upon acceptance of the option, the grantee shall pay HK\$1.00 to the Company as consideration for the grant. The Share Option Scheme shall be valid and effective for a period of ten years commencing on the listing date (i.e. 17 June 2014) and has a remaining period of approximately 7 years as at the date of this annual report.

Unless approved by the Shareholders in a general meeting, the total number of Shares issued and to be issued upon the exercise of the options granted to each eligible person of the Share Option Scheme (including exercised, cancelled and outstanding options) in any 12-month period shall not exceed 1% of the relevant class of securities of our Company in issue.

An option shall be subject to such terms and conditions (if any) as may be determined by the Board and specified in the offer of the option, including any vesting schedule and/or conditions, any minimum period for which any option must be held before it can be exercised and/or any performance target which need to be achieved by an option-holder before the option can be exercised. Such terms and conditions determined by the Board must not be contrary to the purpose of the Share Option Scheme and must be consistent with such guidelines (if any) as may be approved from time to time by the Shareholders.

Any vested option which has not lapsed and which conditions have been satisfied or waived by the Board in its sole discretion may, unless the Board determines otherwise in its absolute discretion, be exercised at any time from the next business day after the offer of options has been accepted. Any option which remain unexercised shall lapse upon the expiry of the option period, which period shall be determined by the Board and shall not exceed ten years from the offer date of the option.



## Report of the Directors (Continued)

The exercise price in respect of any option granted under the Share Option Scheme shall be such price as determined by the Board and notified to an option-holder and which shall not be less than the highest of:

- (i) the closing price of the shares as stated in the Stock Exchange's daily quotation sheets on the date of offer of the option;
- (ii) the average of the closing price of the shares as stated in the Stock Exchange's daily quotation sheets for the five trading days immediately preceding the date of offer of the option; and
- (iii) the nominal value of the shares.

No share option was granted under the Share Option Scheme for the year ended 31 December 2016.

### Restricted Share Unit Scheme

The purpose of the Restricted Share Unit Scheme (the "RSU Scheme") is to incentivize Directors, senior management and employees of the Company or its subsidiaries for their contribution to the Group, to attract, motivate and retain skilled and experienced personnel to strive for the future development and expansion of the Group by providing them with the opportunity to own equity interests in the Company.

Persons eligible to receive Restricted Share Units ("RSUs") under the RSU Scheme include existing directors (whether executive or non-executive, but excluding independent non-executive Directors), senior management or employees of the Company or any of its subsidiaries. The Board may select any eligible persons to receive RSUs under the RSU Scheme as the Board may determine from time to time on the basis of their contribution to the development and growth of the Group or such other factors as the Board may deem appropriate.

A RSU gives a participant a conditional right when the RSU vests to obtain either Shares or an equivalent value in cash with reference to the market value of the Shares on or about the date of exercise of the RSUs, as determined by the Board in its absolute discretion. The Board may, at its absolute discretion, grant RSUs to any selected person on such terms and conditions, including without limitation vesting criteria and conditions, vesting schedule and/or lock-up period, as the Board thinks fit. Details of the RSUs granted under the RSU Scheme will be provided in the grant letter to be issued by the Company to the selected person.

The maximum number of RSUs that may be granted under the RSU Scheme in aggregate (excluding RSUs that have lapsed or been cancelled in accordance with the rules of the RSU Scheme) shall be such number of Shares held by the trustee of the RSU Scheme for the purpose of the RSU Scheme from time to time. Unless the Board otherwise decides, the total number of all Shares held by the trustee under the RSU Scheme must at all times be less than 10% of the number of issued Shares from time to time. Pursuant to the RSU Scheme, the trustee shall not exercise the voting rights in respect of any Shares held by it under the RSU Scheme.

Unless terminated earlier in accordance with the RSU Scheme rules, the RSU Scheme will be valid and effective for a period of ten (10) years commencing from 7 December 2015 and has a remaining period of approximately 9 years as at the date of this report.

On 22 March 2016, the Board has resolved to amend the rules of the RSU Scheme by including the distributors as persons eligible to receive RSUs under the RSU Scheme. Such amendments aimed to incentivize the distributors for their contributions and to attract, motivate and retain the distributors to strive for the future development and expansion of the Group by providing them with the opportunity to own equity interests in the Company.

## Report of the Directors (Continued)

Total RSUs granted under the RSU Scheme for the year ended 31 December 2016 were as follows:

The Board announced that on 13 July 2016, four employees of the Group were granted RSUs in respect of an aggregate of 482,095 ordinary shares with par value of HK\$0.01 each of the Company (the "Shares"). Amongst such four grantees ("Grantees") of the RSUs, Mr. WANG Yonghui, an executive director of the Company appointed on 28 March 2017, was granted RSUs in respect of 359,772 Shares. Save as disclosed above, none of the Grantees of the RSUs is a director, chief executive or substantial shareholder of the Company or associate (as defined in the Listing Rules) of any of them. The Grantees of the RSUs are not required to pay for the grant of any RSUs under the RSU Scheme or for the exercise of the RSUs.

The newly granted RSUs shall vest as follows:

- (i) as to 40% of the RSUs on the date ending 12 months after the date of grant of the RSUs;
- (ii) as to an additional 30% of the RSUs on the date ending 24 months after the date of grant of the RSUs; and
- (iii) as to the remaining 30% of the RSUs on the date ending 36 months after the date of grant of the RSUs.

The RSU Scheme involves granting of RSUs over the existing Shares underlying the RSUs under the RSU Scheme which were held by Computershare Hong Kong Trustees Limited (the "RSU Trustee") as trustee for the benefit of the relevant participants in the RSU Scheme. Since the adoption of the RSU Scheme, the RSU Trustee has purchased a total number of 10,188,000 Shares on the market at an average price of approximately HK\$1.27 per Share and a total consideration of approximately HK\$12,958,999.

Immediately after the grant of the RSUs representing 482,095 underlying Shares as mentioned in this report, RSUs representing a total of 482,095 Shares have been granted and are outstanding and held by the RSU Trustee and 9,705,905 Shares are held by the RSU Trustee for future grant of RSUs.

No new Shares will be issued by the Company as a result of the grant of the RSUs as mentioned in this report, and accordingly, the granting of the RSUs will not result in any dilution effect on the shareholdings of existing shareholders of the Company.

The closing price of the Shares on the Stock Exchange on Hong Kong Limited as at the date of grant of the RSUs is HK\$1.31 per Share.

### Rights to Acquire the Company's Securities

Save as disclosed under the sections headed "Pre-IPO Share Option Scheme", "Share Option Scheme" and "Restricted Share Unit Scheme" above, at no time during the year or at the end of the year was the Company, or any of its holding companies or subsidiaries, or any of its fellow subsidiaries, a party to any arrangement to enable the Directors or chief executive of the Company or their respective associates (as defined under the Listing Rules to have any right to subscribe for securities of the Company or any of its associated corporations as defined under the SFO or to acquire benefits by means of acquisitions of shares in, or debentures of, the Company or any other body corporate.

### Equity-linked Agreements

Other than the Bonds, the Pre-IPO Share Option Scheme, the Share Option Scheme and the RSU Scheme as disclosed above, no equity-linked agreements were entered into by the Company during the year.

## Report of the Directors (Continued)

### Substantial Shareholders' and Other Persons' Interests and Short Positions in Shares and Underlying Shares

As at 31 December 2016, the following persons (other than the Directors and chief executive of the Company) had the following interests and short positions in the share capital or underlying shares of the Company recorded in the register of interests required to be kept by the Company pursuant to section 336 of the SFO:

#### Long/short positions in ordinary shares of the Company

Name	Long/ Short Positions	Notes	Nature of interest	Number of ordinary shares held	Percentage of the Company's issued share capital as of 31 December 2016
Standard Chartered Trust (Singapore) Limited	Long position	(a)	Trustee of a trust	786,834,150	45.49%
	Short Position	(b)	Trustee of a trust	46,875,000	2.71%
SCTS Capital Pte. Ltd.	Long position	(a)	Nominee for another person	786,834,150	45.49%
	Short Position	(b)	Nominee for another person	46,875,000	2.71%
Glorious Shine Holdings Limited	Long position	(j)	Beneficial owner	382,831,950	22.13%
Glorious Shine Capital Limited	Long position	(j)	Interest in a controlled corporation	382,831,950	22.13%
Baida Holdings Limited	Long position	(c)	Beneficial owner	341,820,000	19.76%
	Short Position	(b)	Beneficial owner	46,875,000	2.71%
Baida Capital Limited	Long position	(c)	Interest in a controlled corporation	341,820,000	19.76%
	Short Position	(b)	Interest in a controlled corporation	46,875,000	2.71%
SAIF Partners IV L.P.	Long position	(d)	Beneficial owner	334,857,000	19.36%
SAIF IV GP, L.P.	Long position	(d)	Interest in a controlled corporation	334,857,000	19.36%
SAIF IV GP Capital Ltd.	Long position	(d)	Interest in a controlled corporation	334,857,000	19.36%
Mr. Andrew Y. YAN	Long position	(d)	Interest in a controlled corporation	334,857,000	19.36%
Central Huijin Investment Ltd.	Long position	(e)	Interest in a controlled corporation	46,875,000	
		(e)	Security interest	239,300,000	
				286,175,000	16.54%
China Construction Bank Corporation	Long position	(e)	Interest in a controlled corporation	46,875,000	
		(e)	Security interest	239,300,000	
				286,175,000	16.54%
Mr. XIE Zhikun	Long position	(f)	Interest in a controlled corporation	433,141,697	25.04%
China Innovative Capital Management Co., Ltd	Long position	(f)	Interest in a controlled corporation	433,141,697	25.04%
Beijing Zhonghaijiacheng Capital Management Co., Ltd	Long position	(f)	Interest in a controlled corporation	433,141,697	25.04%
Chongqing Innovative Investment Co., Ltd	Long position	(f)	Interest in a controlled corporation	243,455,497	
		(f)	Beneficial owner	5,868,000	
				249,323,497	14.41%

## Report of the Directors (Continued)

Name	Long/ Short Positions	Notes	Nature of interest	Number of ordinary shares held	Percentage of the Company's issued share capital as of 31 December 2016
Chongqing Zhongxinrongbang Investment Centre (Limited partnership)	Long position	(f)	Beneficial owner	243,455,497	14.06%
Shenzhen Qianhai China Innovative Capital Management Co., Ltd	Long position	(f)	Interest in a controlled corporation	184,732,200	10.68%
Hong Kong China Innovative Capital Management Co., Ltd	Long position	(f)	Beneficial owner	184,732,200	10.68%
Ares FW Holdings, L.P.	Long position	(g)	Beneficial owner	187,166,800	10.82%
ACOF Asia GP, Ltd.	Long position	(g)	Interest in a controlled corporation	187,166,800	10.82%
ACOF Asia Management, L.P.	Long position	(g)	Interest in a controlled corporation	187,166,800	10.82%
Ares Management (Cayman), Ltd.	Long position	(g)	Interest in a controlled corporation	187,166,800	10.82%
Watercube Holdings, L.L.C.	Long position	(h)	Beneficial owner	139,006,800	8.04%
GS Direct, L.L.C.	Long position	(h)	Interest in a controlled corporation	139,006,800	8.04%
Goldman, Sachs & Co.	Long position	(h)	Interest in a controlled corporation	139,006,800	8.04%
The Goldman, Sachs & Co. L.L.C.	Long position	(h)	Interest in a controlled corporation	139,006,800	8.04%
The Goldman Sachs Group, Inc.	Long position	(h) & (i)	Interest in a controlled corporation	140,666,800	8.13%

### Notes:

- (a) Standard Chartered Trust (Singapore) Limited, the trustee of the Xiao Family I Trust, the Xiao Family II Trust and the Xiao Family III Trust, holds the entire issued share capital of Baida Capital Limited, Lion Rise Capital Limited and Glorious Shine Capital Limited through SCTS Capital Pte. Ltd. (as nominee for Standard Chartered Trust (Singapore) Limited). Baida Capital Limited, Lion Rise Capital Limited and Glorious Shine Capital Limited in turn hold the entire issued share capital of Baida Holdings Limited, Lion Rise Holdings Limited and Glorious Shine Holdings Limited, respectively. Baida Holdings Limited, Lion Rise Holdings Limited and Glorious Shine Holdings Limited hold 341,820,000 Shares, 62,182,200 Shares and 382,831,950 Shares, respectively. Each of the Xiao Family I Trust, the Xiao Family II Trust and the Xiao Family III Trust is a discretionary trust established by Mr. XIAO Shu (as the settlor) and the discretionary beneficiaries of which include Mr. XIAO Shu and certain of his family members. Accordingly, each of Mr. XIAO Shu, Standard Chartered Trust (Singapore) Limited and SCTS Capital Pte. Ltd. is deemed to be interested in the aggregate number of 786,834,150 Shares held by Baida Holdings Limited, Lion Rise Holdings Limited and Glorious Shine Holdings Limited, respectively.
- (b) The short position in 46,875,000 Shares was held by Baida Holdings Limited. Baida Holdings Limited is wholly-owned by Baida Capital Limited under the Xiao Family I Trust. The Xiao Family I Trust is a discretionary trust established by Mr. XIAO Shu (as the settlor) and the discretionary beneficiaries of which include Mr. XIAO Shu and certain of his family members. Accordingly, Mr. XIAO Shu is deemed to have the short position the 46,875,000 Shares held by Baida Holdings Limited.
- (c) The entire issued share capital of Baida Holdings Limited is held by Baida Capital Limited. Accordingly, Baida Capital Limited is deemed to be interested in the 341,820,000 Shares held by Baida Holdings Limited.
- (d) SAIF Partners IV L.P. is a limited partnership fund established in the Cayman Islands whose sole general partner is SAIF IV GP, L.P., a limited partnership established in the Cayman Islands. The sole general partner of SAIF IV GP, L.P. is SAIF IV GP Capital Ltd., an exempted limited liability company incorporated in the Cayman Islands, which is wholly owned and controlled by Mr. Andrew Yan YAN. Accordingly, each of SAIF IV GP, L.P., SAIF IV GP Capital Ltd. and Mr. Andrew Yan YAN is deemed to be interested in the 334,857,000 Shares held by SAIF Partners IV L.P. After the balance sheet date of 31 December 2016, Mr. Andrew Yan YAN has been appointed as a non-executive director of the Company on 28 March 2017.
- (e) These 286,175,000 Shares represents the total of (i) a security interest of 239,300,000 Shares owned by CCB International Overseas Limited and (ii) 46,875,000 Shares in which CCB International Overseas Limited is interested. CCB International Overseas Limited is a wholly-owned subsidiary of CCB International (Holdings) Limited which is in turn wholly-owned by CCB Financial Holdings Limited. CCB Financial Holdings Limited is a wholly-owned subsidiary of CCB International Group Holdings Limited which is in turn wholly-owned by China Construction Bank Corporation. China Construction Bank Corporation is owned as to 57.31% by Central Huijin Investment Ltd. By virtue of the SFO, each of Central Huijin Investment Ltd. and China Construction Bank Corporation is deemed to be interested in the total number of 286,175,000 Shares.

## Report of the Directors (Continued)

- (f) These 433,141,697 Shares consist of 243,455,497 Shares in which Chongqing Zhongxinrongbang Investment Centre (Limited Partnership) is interested, 4,954,000 Shares in which Chongqing Innovative Investment Co., Ltd. is interested and 184,732,200 Shares in which Hong Kong China Innovative Capital Management Co., Ltd. is interested. Chongqing Innovative Investment Co., Ltd., being the general partner of Chongqing Zhongxinrongbang Investment Centre (Limited Partnership), is wholly-owned by China Innovative Capital Management Co., Ltd. which is in turn owned as to 80% by Beijing Zhonghaijiacheng Capital Management Co., Ltd., a company owned as to 99% by Mr. XIE Zhikun. Hong Kong China Innovative Capital Management Co., Ltd. is wholly-owned by Shenzhen Qianhai China Innovative Capital Management Co., Ltd. which is in turn wholly-owned by China Innovative Capital Management Co., Ltd. By virtue of the SFO, each of Mr. Xie Zhikun, China Innovative Capital Management Co., Ltd. and Beijing Zhonghaijiacheng Capital Management Co., Ltd. is deemed to be interested in the aggregate number of 433,141,697 Shares in which Chongqing Zhongxinrongbang Investment Centre (Limited Partnership), Chongqing Innovative Investment Co., Ltd., Hong Kong China Innovative Capital Management Co., Ltd. and Shenzhen Qianhai China Innovative Capital Management Co., Ltd. are interested.
- (g) Ares FW Holdings, L.P. is an exempted limited partnership organized and existing under the laws of the Cayman Islands and is 100% controlled by ACOF Asia GP Ltd. which in turn is 100% controlled by ACOF Asia Management, L.P. and which in turn is 100% controlled by Ares Management (Cayman), Ltd. Accordingly, each of ACOF Asia GP Ltd., ACOF Asia Management, L.P. and Ares Management (Cayman), Ltd. is deemed to be interested in the 187,166,800 Shares held by Ares FW Holdings, L.P..
- (h) Watercube Holdings, L.L.C. is a limited liability company organized under the laws of Delaware. GS Direct, L.L.C., a limited liability company organized under the laws of Delaware, is the managing member of Watercube Holdings L.L.C. and owns 80.1% of the voting interest in Watercube Holdings L.L.C. Goldman, Sachs & Co., a limited partnership organized under the laws of New York, is the managing member of GS Direct, L.L.C. The Goldman, Sachs & Co. L.L.C., a limited liability company organized under the laws of Delaware, is the general partner of Goldman, Sachs & Co. The Goldman Sachs Group, Inc., a corporation organized under the laws of Delaware, holds (i) 100% voting interests of The Goldman, Sachs & Co. L.L.C.; (ii) 99.8% voting interests of Goldman, Sachs & Co.; and (iii) 100% non-voting interests of GS Direct, L.L.C. The Goldman Sachs Group, Inc. is listed on the New York Stock Exchange. Accordingly, each of GS Direct, L.L.C., Goldman, Sachs & Co., The Goldman, Sachs & Co. L.L.C. and The Goldman Sachs Group, Inc. is deemed to be interested in the 139,006,800 Shares held by Watercube Holdings, L.L.C..
- (i) Goldman Sachs International is a wholly-owned subsidiary of Goldman Sachs Group UK Limited, which is in turn owned as to 97.21% by Goldman Sachs (UK) L.L.C.. Goldman Sachs (UK) L.L.C. is a wholly-owned subsidiary of The Goldman Sachs Group, Inc.. By virtue of the SFO, The Goldman Sachs Group, Inc. is deemed to be interested in the 1,660,000 Shares held by Goldman Sachs International.
- (j) The entire issued share capital of the Glorious Shine Holdings Limited is held by Glorious Shine Capital Limited. By virtue of the SFO, Glorious Shine Capital Limited is deemed to be interested in the 382,831,950 Shares held by the Glorious Shine Holdings Limited.

Save as disclosed above, as at 31 December 2016, no person, other than the Directors and chief executive of the Company, whose interests are set out in the section "Directors' and chief executive's interests and short positions in shares and underlying shares and debentures" above, had registered an interest or short position in the shares or underlying shares of the Company that was required to be recorded pursuant to section 336 of the SFO.

### Connected Transactions

Save as disclosed below, the Group had not entered any connected transactions or continuing connected transactions which are required to be disclosed in this annual report in compliance with the requirements of Chapter 14A of the Listing Rules during the year ended 31 December 2016. The Directors confirm that they have complied with the disclosure requirements in accordance with Chapter 14A of the Listing Rules.

A summary of the related party transactions entered into by the Group during the year ended 31 December 2016 is contained in note 34 to the consolidated financial statements in this annual report. The transactions summarised in such note do not fall under the definition of "connected transactions" or "continuing connected transactions" under Chapter 14A of the Listing Rules.

On 13 November 2016, the Company entered into the Subscription Agreement with Glorious Shine Holdings Limited, the Subscriber, pursuant to which the Subscriber has conditionally agreed to subscribe for, and the Company has conditionally agreed to allot and issue, 316,299,950 new Shares at a total subscription price of HK\$540,872,914.50, being a subscription price of HK\$1.71 per Subscription Share.

## Report of the Directors (Continued)

The Subscriber is wholly-owned by Glorious Shine Capital Limited. The entire issued share capital of Glorious Shine Capital Limited is in turn held by Standard Chartered Trust (Singapore) Limited as the trustee of the Xiao Family III Trust. The Xiao Family III Trust is a discretionary trust established by Mr. Xiao (as the settlor) and the discretionary beneficiaries of which include Mr. Xiao and certain of his family members. Hence, the Subscriber is an associate of Mr. Xiao, and therefore a connected person of the Company.

Mr. Xiao is the chairman, chief executive officer and executive director of the Company. The Subscriber, being an associate of Mr. Xiao, is a connected person of the Company under Rule 14A.07 of the Listing Rules. Therefore, the Subscription constitutes a connected transaction of the Company and is subject to the reporting, announcement and independent shareholders' approval requirements under Chapter 14A of the Listing Rules.

The subscription was completed on 25 January 2017 and the subscription Shares was issued on 25 January 2016. Upon the completion of the transaction, Mr. Xiao, the Subscriber and their associates and concert parties are interested in 791,032,150 issued Shares in aggregate, representing approximately 38.66% of the issued share capital of the Company as enlarged by the allotment and issue of the Subscription Shares.

### Sufficiency of Public Float

Based on information that is publicly available to the Company and within the knowledge of the Directors, the Company has maintained the minimum public float as required under the Listing Rules as at the date of this annual report.

### Directors' Interests in a Competing Business

As at the date of this annual report, none of the Directors or their respective associates had engaged in or had any interest in any business which competes or is likely to compete, either directly or indirectly, with the business of the Group.

### Events after the Reporting Period

There was no subsequent events between the end of reporting period and the date of this annual report that would cause material impact on the Group.

## Report of the Directors (Continued)

### Compliance with Relevant Laws and Regulations

During the year ended 31 December 2016, as far as the Company is aware, there was no material breach of or non-compliance with applicable laws and regulations by the Group that has a significant impact on the business and operations of the Group.

### Environmental Protection

Our business is subject to relevant PRC national and local environmental laws and regulations which, among other things, require the payment of fees in connection with activities that discharge waste materials and impose fines and other penalties on facilities that threaten the environment.

Our production process does not cause any material damage to the environment. The Group has installed environmental protection equipment and facilities to treat and, where possible, recycle waste materials. The Group has procedures in place to treat and dispose of our waste in accordance with national and local environmental laws and regulations. The Group is also constantly seeking to improve our environmental protection measures, for example, by reducing our use of water and production of waste water, fuelling our equipment with natural gas instead of oil to reduce carbon emissions.

### Corporate Governance

Information on the corporate governance practices adopted by the Company is set out in the Corporate Governance Report on pages 19 to 31 of this annual report.

### Review by Audit Committee

The Audit Committee was established with written terms of reference in compliance with Rule 3.21 of the Listing Rules and the Corporate Governance Code as set out in Appendix 14 to the Listing Rules on 26 May 2014. The Audit Committee consists of four members, namely Mr. LAU Tze Cheung Stanley, Mr. GU Jiuchuan, Dr. CHAN Yuk Sing Gilbert and Mr. ZHOU Guanxuan (resigned on 28 March 2017 and Dr. BAO Jiming has been appointed on the same date), all being independent non-executive Directors. Mr. LAU Tze Cheung Stanley has been appointed as the chairman of the Audit Committee, and is our independent non-executive Director possessing the appropriate professional qualifications. The primary duties of the Audit Committee are to review and supervise the financial reporting process and internal control and risk management systems of the Group, oversee the audit process and perform other duties and responsibilities as assigned by our Board.

The Audit Committee had reviewed together with the management and external auditors of the Company the accounting principles and policies adopted by the Group and the consolidated financial statements for the year ended 31 December 2016.

## Report of the Directors (Continued)

### Auditors

Ernst & Young retire and a resolution for their reappointment as auditors of the Company will be proposed at the forthcoming AGM. There have been no other changes of auditors in the past three years.

ON BEHALF OF THE BOARD

**XIAO Shu (肖述)**

*Chairman and Chief Executive Officer*

Hong Kong

28 March 2017



# Independent Auditors' Report



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## To the shareholders of Ozner Water International Holding Limited

(Incorporated in the Cayman Islands with limited liability)

### Opinion

We have audited the consolidated financial statements of Ozner Water International Holding Limited (the “Company”) and its subsidiaries (the “Group”) set out on pages 61 to 135, which comprise the consolidated statement of financial position as at 31 December 2016, and the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Company and its subsidiaries as at 31 December 2016, and of their financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

### Basis for opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing (“HKSA”) issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”). Our responsibilities under those standards are further described in the *Auditor’s responsibilities for the audit of the consolidated financial statements* section of our report. We are independent of the Group in accordance with the HKICPA’s Code of Ethics for Professional Accountants (the “Code”), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor’s responsibilities for the audit of the consolidated financial statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

## Independent Auditors' Report (Continued)

### KAM1

#### Existence of Revenue Generating Assets and Related Revenue

The Group manufactures water purification machines and enters into standard dealership contracts with the Group's appointed dealers to lease out the machines and earns rental income from the dealers. The dealership contracts, in substance, grant right to the dealers to sublease the machines to end customers. Water purification machines leased out by dealers to end customers were delivered to and installed by the Group at the end customers' premises. For assets tracking purpose, all installed water purification machines, including the installation date, machine identification number, end customer signed installation form number and the relevant dealer information, were recorded in the Group's CRM system. Such machines were classified as revenue generating assets in the consolidated statement of financial position upon installation. The Group computes and records the related rental income based on the leasing rate and period, and the number of installed water purification machines. Considering the revenue generating assets represented 40% of the total assets of the Group as at 31 December 2016 and the related rental income from water purification services accounted for 60% of total revenue of the Group for the year ended and the fact that these revenue generation assets are located in premises widely spread across the country, the existence of revenue generating assets and the related rental income are the most significant in our audit.

Our audit procedures included, amongst others, the assessment of the Group's controls over the revenue generating assets and the related rental income from leasing of water purification machines. On a sample basis, we checked the information in the CRM system to goods delivery notes and installation forms signed by end customers. We confirmed the annual and life-to-date number of installed water purification machines with selected key dealers in writing. We recomputed the related rental income based on the contractual leasing rate and period, and the number of installed water purification machine.

The Group's disclosure about revenue generating assets and rental income from water purification services are included in notes 13 and 6 to the financial statements, respectively.

### KAM2

#### Inventory Provision

The total inventories and related inventory provision as of 31 December 2016 amounted to RMB169 million and RMB5 million, respectively. The Group considers inventory provision on a semi-annual basis by assessing the inventories' net realisable values. The determination as to whether the inventories are impaired requires a high level of management judgement and estimates, whereby the Group considers specific factors including the ageing of the inventories, the subsequent selling or rental price or estimated selling or rental price, and the forecasted market demand. Given the significant judgement and estimates used in assessing the net realisable values of inventories, the assessment of inventory provision is considered most significance to our audit.

Our audit procedures included, amongst others, the assessment of the Group's control over the determination of inventory provision. On a sample basis, we checked the ageing of the inventories by checking to the related good receipt notes and other relevant supporting evidences. We challenged management's judgement and estimates regarding inventory provision by checking the subsequent rental or sales of inventories and evaluating the assumptions used in the Group's sales forecast by reviewing the annual rental plan communicated between the Group and its distributors. We observed physical stock takes performed by the Group to check if there were any excess and obsolete inventories which required additional provisions. We also reviewed the Group's disclosures in this area for appropriateness.

The Group's disclosure about inventories and inventory provision are included in notes 4.2 and 19 to the financial statements.

## Independent Auditors' Report (Continued)

### Other information included in the Annual Report

The directors of the Company are responsible for the other information. The other information comprises the information included in the Annual Report, other than the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Directors' responsibility for the consolidated financial statements

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors of the Company are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors of the Company either intend to liquidate the Group or to cease operations or have no realistic alternative but to do so.

The directors of the Company are assisted by the Audit Committee in discharging their responsibilities for overseeing the Group's financial reporting process.

## Independent Auditors' Report (Continued)

### Auditors' responsibility for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Our report is made solely to you, as a body, in accordance with section 405 of the Hong Kong Companies Ordinance, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSA's will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with HKSA's, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

## Independent Auditors' Report (Continued)

We communicate with the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Audit Committee, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Lawrence K. W. Lau.

### **Ernst & Young**

*Certified Public Accountants*

Hong Kong

28 March 2017

# Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 31 December 2016

	Notes	2016 RMB'000	2015 RMB'000
<b>Revenue</b>	6	<b>920,766</b>	745,399
Cost of revenue		<b>(418,673)</b>	(306,454)
<b>Gross profit</b>		<b>502,093</b>	438,945
Other income and gains	6	<b>20,464</b>	20,309
Selling and distribution expenses		<b>(155,042)</b>	(182,465)
Administrative expenses		<b>(114,044)</b>	(127,009)
Other expenses		<b>(33,423)</b>	(38,497)
Fair value gains/(losses) on derivative component of convertible bonds		<b>96,149</b>	(53,962)
Finance costs	8	<b>(50,214)</b>	(4,875)
<b>Profit before tax</b>	7	<b>265,983</b>	52,446
Income tax expense	11	<b>(37,328)</b>	(24,385)
<b>Profit for the year</b>		<b>228,655</b>	28,061
<b>Attributable to:</b>			
Owners of the parent		<b>229,193</b>	28,061
Non-controlling interests		<b>538</b>	—
		<b>228,655</b>	28,061
<b>Other comprehensive income</b>			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>			
Translation from functional currency to presentation currency		<b>(21,340)</b>	4,675
<b>Total comprehensive income for the year, net of tax, attributable to owners of the parent</b>		<b>207,315</b>	32,736
<b>Earnings per share attributable to ordinary equity holders of the parent:</b>	12		
Basic (RMB cents)		<b>13.31</b>	1.61
Diluted (RMB cents)		<b>8.56</b>	1.61

## Consolidated Statement of Profit or Loss and Other Comprehensive Income (Continued)

For the year ended 31 December 2016

Notes	2016 RMB'000	2015 RMB'000
Profit for the year	<b>228,655</b>	28,061
<b>Other comprehensive income</b>		
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods:</i>		
Translation from functional currency to presentation currency	<b>(21,340)</b>	4,675
<b>Total comprehensive income for the year, net of tax, attributable to owners of the parent</b>	<b>207,315</b>	32,736
<b>Attributable to:</b>		
Owners of the parent	<b>207,853</b>	32,736
Non-controlling interests	<b>(538)</b>	—
	<b>207,315</b>	32,736

# Consolidated Statement of Financial Position

As at 31 December 2016

	Notes	2016 RMB'000	2015 RMB'000
<b>NON-CURRENT ASSETS</b>			
Revenue generating assets	13	1,484,409	1,245,364
Property, plant and equipment	14	776,116	804,341
Prepaid land lease payments-non-current portion	15	71,780	73,196
Intangible assets	16	59,718	63,871
Goodwill	17	26,037	26,037
Prepayment for acquiring property, plant and equipment	22	69,381	91,110
Deferred tax assets	18	47,697	26,530
Other non-current asset		1,856	5,300
<b>TOTAL NON-CURRENT ASSETS</b>		<b>2,536,994</b>	2,335,749
<b>CURRENT ASSETS</b>			
Inventories	19	164,231	191,537
Prepaid land lease payments-current portion	15	1,480	1,544
Trade and bills receivables	20	44,044	71,396
Prepayments, deposits and other receivables	22	411,652	190,762
Pledged deposits	23	42,448	137,485
Cash and cash equivalents	23	486,882	380,922
Amount due from shareholder	35	791	—
<b>TOTAL CURRENT ASSETS</b>		<b>1,151,528</b>	973,646
<b>CURRENT LIABILITIES</b>			
Trade and bills payables	24	128,378	155,659
Other payables, advances from customers and accruals	25	271,882	445,449
Deferred revenue	26	124,272	171,290
Derivative component of convertible bonds	27	—	142,006
Short-term borrowing	28	49,500	—
Income tax payable		170,829	130,826
Other borrowing-current portion	29	146,810	—
<b>TOTAL CURRENT LIABILITIES</b>		<b>891,671</b>	1,045,230
<b>NET CURRENT ASSETS/(LIABILITIES)</b>		<b>259,857</b>	(71,584)
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>2,796,851</b>	2,264,165
<b>NON-CURRENT LIABILITIES</b>			
Other borrowing-non-current portion	29	224,960	—
Liability component of convertible bonds	27	342,039	305,914
Deferred tax liabilities	18	6,206	6,482
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>573,205</b>	312,396
<b>NET ASSETS</b>		<b>2,223,646</b>	1,951,769
<b>EQUITY</b>			
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT</b>			
Share capital	30	13,757	13,802
Share premium	30	935,408	944,507
Treasury shares	30	(10,895)	(4,968)
Equity Component of convertible bonds	27	52,321	—
Non-controlling interests	30	1,228,693	998,428
Reserves		2,219,284	1,951,769
Non-controlling interests		4,362	—
<b>TOTAL EQUITY</b>		<b>2,223,646</b>	1,951,769

Xiao Shu  
Director

Zhu Mingwei  
Director



# Consolidated Statement of Changes in Equity

For the year ended 31 December 2016

	Attributable to owners of the parent											Total RMB'000	Non- Controlling Interests RMB'000	Total Equity RMB'000 (Note 30)
	Share capital RMB'000 (Note 30)	Share premium RMB'000 (Note 30)	Equity component of convertible bonds RMB'000 (Note 27)	Share- based payment reserve RMB'000 (Note 30)	Retained earnings RMB'000 (Note 30)	Merger reserves RMB'000 (Note 30)	Foreign currency translation reserve RMB'000 (Note 30)	Other reserves RMB'000 (Note 30)	Treasury shares RMB'000 (Note 30)	Total	Total			
At 1 January 2016	13,802	944,507	—	105,295	366,577	56,018	(1,560)	472,098	(4,968)	1,951,769	—	1,951,769		
Profit for the year	—	—	—	—	229,193	—	—	—	—	229,193	(538)	228,655		
Other comprehensive income for the year: translation from functional currency to presentation currency	—	—	—	—	—	—	(21,340)	—	—	(21,340)	—	(21,340)		
Total comprehensive income for the year	—	—	—	—	229,193	—	(21,340)	—	—	207,853	(538)	207,315		
Share-based payments (note 3)	—	—	—	22,412	—	—	—	—	—	22,412	—	22,412		
Transfer from retained earnings	—	—	—	—	(19,816)	—	—	19,816	—	—	—	—		
Reclassification of convertible bonds	—	—	52,321	—	—	—	—	—	—	52,321	—	52,321		
Repurchase of share capital	—	—	—	—	—	—	—	—	(15,071)	(15,071)	—	(15,071)		
Cancellation of repurchased shares	(45)	(9,099)	—	—	—	—	—	—	9,144	—	—	—		
Contribution from non-controlling interests	—	—	—	—	—	—	—	—	—	—	4,900	4,900		
At 31 December 2016	13,757	935,408	52,321	127,707*	575,954*	56,018*	(22,900)*	491,914*	(10,895)	2,219,284	4,362	2,223,646		

For the year ended 31 December 2015

	Attributable to owners of the parent										Total equity RMB'000
	Share capital RMB'000	Share premium RMB'000	Share- based payment reserve RMB'000 (note 30)	Retained earnings RMB'000	Merger reserves RMB'000 (note 30)	Foreign currency translation reserve RMB'000 (note 30)	Other reserves RMB'000 (note 30)	Treasury shares RMB'000	Total	Total	
At 1 January 2015	13,928	974,847	46,648	353,371	56,018	(6,235)	457,243	—	—	1,895,820	
Profit for the year	—	—	—	28,061	—	—	—	—	—	28,061	
Other comprehensive income for the year: translation from functional currency to presentation currency	—	—	—	—	—	4,675	—	—	—	4,675	
Total comprehensive income for the year	—	—	—	28,061	—	4,675	—	—	—	32,736	
Share-based payments (note 31)	—	—	58,647	—	—	—	—	—	—	58,647	
Transfer from retained earnings	—	—	—	(14,855)	—	—	14,855	—	—	—	
Repurchase of share capital (note 30)	—	—	—	—	—	—	—	(35,434)	—	(35,434)	
Cancellation of repurchased shares (note 30)	(126)	(30,340)	—	—	—	—	—	30,466	—	—	
At 31 December 2015	13,802	944,507	105,295*	366,577*	56,018*	(1,560)*	472,098*	(4,968)	—	1,951,769	

\* These reserve amounts comprise the consolidated reserves of RMB1,228,693,000 (2015: RMB998,428,000) in the consolidated statement of financial position.

# Consolidated Statement of Cash Flows

For the year ended 31 December 2016

	Notes	2016 RMB'000	2015 RMB'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before tax		<b>265,983</b>	52,446
Adjustments for:			
Depreciation of revenue generating assets	13	<b>172,857</b>	136,286
Depreciation of property, plant and equipment	7	<b>32,350</b>	36,009
Amortisation of intangible assets	7	<b>3,040</b>	3,345
Amortisation of other non-current assets		<b>3,444</b>	2,850
Share-based payments	31	<b>21,035</b>	55,049
Unrealised exchange gain		<b>(918)</b>	(12,847)
Loss on disposal of items of property, plant and equipment	14	<b>364</b>	102
Loss on disposal of revenue generating assets	13	<b>2,793</b>	615
Fair value (gains)/losses on derivative component of convertible bonds	28	<b>(96,149)</b>	53,962
Write-down of inventories to net realisable value	7	<b>202</b>	5,064
Finance costs	8	<b>50,214</b>	4,875
(Reversal of)/impairment of trade and bills receivables	20	<b>(661)</b>	2,388
		<b>454,554</b>	340,144
Decrease/(increase) in inventories		<b>27,104</b>	(106,107)
Decrease/(increase) in trade and bills receivables		<b>28,013</b>	(30,235)
Increase in prepayments, deposits and other receivables		<b>(196,330)</b>	(134,014)
Increase in other non-current asset		<b>(791)</b>	(3,300)
(Decrease)/increase in trade and bills payables		<b>(27,281)</b>	26,507
(Decrease)/increase in other payables, advances from customers and accruals		<b>(8,745)</b>	90,894
Decrease/(increase) in pledged deposits		<b>33,381</b>	(36,361)
(Decrease)/increase in deferred revenue		<b>(47,018)</b>	49,421
<b>Cash generated from operations</b>		<b>262,887</b>	196,949
Income tax paid		<b>(18,768)</b>	(9,096)
<b>Net cash flows from operating activities</b>		<b>244,119</b>	187,853

## Consolidated Statement of Cash Flows (Continued)

For the year ended 31 December 2016

Note	2016 RMB'000	2015 RMB'000
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Decrease/(increase) in pledged deposits	61,656	(85,062)
Decrease in financial assets at fair value through profit or loss	—	300,000
Purchases of revenue generating assets	(367,117)	(411,635)
Purchases of items of property, plant and equipment	(185,256)	(266,036)
Purchases of intangible assets	(5,934)	(3,984)
Payment of land lease deposit	(24,560)	—
<b>Net cash flows used in investing activities</b>	<b>(521,211)</b>	<b>(466,717)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from borrowings	437,300	—
Capital contribution from non-controlling interest	4,900	—
Interest paid	(35,477)	—
Share repurchase	(15,072)	(35,434)
Repayment of borrowings	(16,030)	—
Capital element of finance lease rental payments	—	(5,090)
Proceeds from issuance of convertible bonds	—	379,601
<b>Net cash flows from financing activities</b>	<b>375,621</b>	<b>339,077</b>
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>		
Cash and cash equivalents at beginning of year	380,922	293,708
Effect of foreign exchange rate changes, net	7,432	27,001
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>486,882</b>	<b>380,922</b>
<b>ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS</b>		
Cash and bank balances	529,330	518,407
Less: Pledged deposits	(42,448)	(137,485)
Cash and cash equivalents as stated in the statement of financial position and statement of cash flows	23 486,882	380,922

# Notes to the Consolidated Financial Statements

For the year ended 31 December 2016

## 1. Corporate and Group Information

Ozner Water International Holding Limited (the “Company”) is a limited liability company incorporated in the Cayman Islands on 15 November 2013. The registered office of the Company is situated at the offices of Intertrust Corporate Services (Cayman) Limited, 190 Elgin Avenue, George Town, Grand Cayman KY1-9005, Cayman Islands. The Company is an investment holding company. During the year ended 31 December 2016, the Company’s subsidiaries were involved in the following principal activities in the People’s Republic of China (the “PRC”):

- Water purification services
- Air sanitisation services
- Financing services

Through a group reorganisation (the “Reorganisation”) as set out in the section headed “Our History and Reorganization” in the prospectus dated 5 June 2014 for the listing of the Company’s shares on the Main Board of The Stock Exchange of Hong Kong Limited, the Company became the holding company of the companies now comprising the Group.

### Information about subsidiaries

Particulars of the Company’s principal subsidiaries are as follows:

Name of company	Notes	Place and date of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity interest attributable to the Company		Principal activities
				Direct	Indirect	
Ozner Water Group Limited (“Ozner Water Group”)		BVI/ 21 November 2013	—	100%	—	Investment holding
Hong Kong Fresh Water International Group Limited (“HK Fresh Water”)		Hong Kong/ 31 August 2010	HK\$35,000	—	100%	Investment holding
Park Wealth International Limited (“Park Wealth”)		BVI/ 23 May 2007	US\$50,000	—	100%	Investment holding
Shanghai Haoze Environmental Technology Co., Ltd. (“Shanghai Haoze Environmental Technology”)	1	Mainland China 17 November 2010	HK\$200,000,000	—	100%	Sale of water purification/air sanitisation products
Shanghai Haoze Water Purification Technology Development Co., Ltd. (“Shanghai Haoze Water Purification Technology”)	1	Mainland China 30 July 2009	RMB10,000,000	—	100%	Water purifying services

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 1. Corporate and Group Information (Continued)

### Information about subsidiaries (Continued)

Name of company	Notes	Place and date of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity interest attributable to the Company		Principal activities
				Direct	Indirect	
Shangyu Haorun Environmental Protection Technology Co., Ltd. ("Shangyu Haorun Environmental Technology")	2	Mainland China 15 December 2009	RMB1,000,000	—	100%	Manufacturing of water purification/air sanitisation products
Shanghai Haorun Environmental Works Co., Ltd. ("Shanghai Haorun Environmental Works")	2	Mainland China 18 December 2010	RMB1,000,000	—	100%	Air sanitisation construction services
Shaanxi Haoze Environmental Technology Development Co., Ltd. ("Shaanxi Haoze Environmental Technology")	2	Mainland China 7 March 2012	RMB70,853,900	—	100%	Water purifying services
Shaanxi Haoze Air Purification Technology Co., Ltd. ("Shaanxi Haoze Air Purification Technology")	2	Mainland China 22 August 2012	RMB3,000,000	—	100%	Air sanitisation products
Shanghai Haoze Comfort Environment and Science Co., Ltd. ("Shanghai Comfort")	1	Mainland China 23 September 2005	RMB54,815,300	—	100%	Development and manufacture of water purification and air sanitisation products
Shanghai Comfort Environmental Works Co., Ltd. ("Shanghai Comfort Environmental Works")	2	Mainland China 7 December 2007	RMB5,100,000	—	100%	Air sanitisation construction services
Shanghai Comfort Water Purification Co., Ltd. ("Shanghai Comfort Water Purification")	2	Mainland China 7 December 2007	RMB100,000	—	100%	Development and manufacture of water purification and air sanitisation products
Shanghai Hongjia Air Purification Equipment Co., Ltd. ("Shanghai Hongjia Air Purification")	2	Mainland China 20 December 2007	RMB500,000	—	100%	Sale of air sanitisation products
Hong Kong Ozner Water International Limited ("HK Ozner")		Hong Kong 13 August 2014	HK\$10,000	—	100%	Investment holding

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 1. Corporate and Group Information (Continued)

### Information about subsidiaries (Continued)

Name of company	Notes	Place and date of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity interest attributable to the Company		Principal activities
				Direct	Indirect	
Haoze (Shanghai) Environment and Science Co., Ltd. ("Haoze")	1	Mainland China 14 October 2014	RMB3,000,000	—	100%	Development and sale of air and water purification machines
Small Dragon (Shanghai) Lease & Finance Co., Ltd. ("Lease & Finance")	1	Mainland China 2 June 2015	RMB100,000,000	—	100%	Finance leasing /leasing /factoring
Shanghai Hoyo Information Technology Co., Ltd. ("Haoyou")	2	Mainland China 1 July 2016	RMB10,000,000	—	51%	Water purifying services

Note 1: Registered as wholly-foreign-owned entities under the PRC law.

Note 2: Registered as limited liability companies under the PRC law.

The above table lists the subsidiaries of the Company which, in the opinion of the directors, principally affected the results for the year or formed a substantial portion of the net assets of the Group. To give details of other subsidiaries would, in the opinion of the directors, result in particulars of excessive length.

## 2.1 Basis of Preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRSs") (which include all International Financial Reporting Standards, International Accounting Standards ("IASs") and Interpretations) issued by the International Accounting Standards Board ("IASB") and the disclosure requirements of the Hong Kong Companies Ordinance. They have been prepared on a historical cost basis, except for derivative financial instruments, which have been measured at fair value. They are presented in Renminbi ("RMB") and all values are rounded to the nearest thousand except when otherwise indicated.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 2.2 Basis of Consolidation

The consolidated financial statements comprise the financial statements of the Group and its subsidiaries as at 31 December 2016. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

When the Company has, directly or indirectly, less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- (a) the contractual arrangement with the other vote holders of the investee;
- (b) rights arising from other contractual arrangements; and
- (c) the Group's voting rights and potential voting rights.

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income ("OCI") are attributed to the owners of the parent of the Group and to the non-controlling interests, even if this result in the non-controlling interests having a deficit balance. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described above. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises (i) the assets (including goodwill) and liabilities of the subsidiary, (ii) the carrying amount of any non-controlling interest and (iii) the cumulative translation differences recorded in equity; and recognises (i) the fair value of the consideration received, (ii) the fair value of any investment retained and (iii) any resulting surplus or deficit in profit or loss. The Group's share of components previously recognised in OCI is reclassified to profit or loss or retained earnings, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 3.1 Changes in Accounting Policies and Disclosures

The Group has adopted the following revised standards for the first time for the current year's financial statements.

Amendments to IFRS 10, IFRS 12 and IAS 28 (2011)	<i>Investment Entities: Applying the Consolidation Exception</i>
Amendments to IFRS 11 IFRS 14	<i>Accounting for Acquisitions of Interests in Joint Operations Regulatory Deferral Accounts</i>
Amendments to IAS 1	<i>Disclosure Initiative</i>
Amendments to IAS 16 and IAS 38	<i>Clarification of Acceptable Methods of Depreciation and Amortisation</i>
Amendments to IAS 16 and IAS 41	<i>Agriculture: Bearer Plants</i>
Amendments to IAS 27 (2011) <i>Annual Improvements 2012–2014 Cycle</i>	<i>Equity Method in Separate Financial Statements Amendments to a number of IFRSs</i>

These new standards and interpretation do not have significant impact on the Group.

### 3.2 Issued But Not Yet Effective International Financial Reporting Standards

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

Amendments to IFRS 2	<i>Classification and Measurement of Share-based Payment Transactions<sup>2</sup></i>
Amendments to IFRS 4 HKFRS 9	<i>Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts<sup>2</sup> Financial Instruments<sup>2</sup></i>
Amendments to IFRS 10 and IAS 28 (2011)	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture<sup>4</sup></i>
IFRS 15	<i>Revenue from Contracts with Customers<sup>2</sup></i>
Amendments to IFRS 15	<i>Clarifications to IFRS 15 Revenue from Contracts with Customers<sup>2</sup></i>
IFRS 16	<i>Leases<sup>3</sup></i>
Amendments to IAS 7	<i>Disclosure Initiative<sup>1</sup></i>
Amendments to IAS 12	<i>Recognition of Deferred Tax Assets for Unrealised Losses<sup>1</sup></i>

1 Effective for annual periods beginning on or after 1 January 2017

2 Effective for annual periods beginning on or after 1 January 2018

3 Effective for annual periods beginning on or after 1 January 2019

4 No mandatory effective date yet determined but available for adoption



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 3.2 Issued But Not Yet Effective International Financial Reporting Standards (Continued)

Further information about those IFRSs that are expected to be applicable to the Group is as follows:

The IASB issued amendments to IFRS 2 in August 2016 that address three main areas: the effects of vesting conditions on the measurement of a cash-settled share-based payment transaction; the classification of a share-based payment transaction with net settlement features for withholding a certain amount in order to meet the employee's tax obligation associated with the share-based payment; and accounting where a modification to the terms and conditions of a share-based payment transaction changes its classification from cash-settled to equity-settled. The amendments clarify that the approach used to account for vesting conditions when measuring equity-settled share-based payments also applies to cash-settled share-based payments. The amendments introduce an exception so that a share-based payment transaction with net share settlement features for withholding a certain amount in order to meet the employee's tax obligation is classified in its entirety as an equity-settled share-based payment transaction when certain conditions are met. Furthermore, the amendments clarify that if the terms and conditions of a cash-settled share-based payment transaction are modified, with the result that it becomes an equity-settled share-based payment transaction, the transaction is accounted for as an equity-settled transaction from the date of the modification. The Group expects to adopt the amendments from 1 January 2018. The amendments are not expected to have any significant impact on the Group's financial statements.

In September 2014, the IASB issued the final version of IFRS 9, bringing together all phases of the financial instruments project to replace IAS 39 and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment and hedge accounting. The Group expects to adopt IFRS 9 from 1 January 2018. During 2016, the Group performed a high-level assessment of the impact of the adoption of IFRS 9. This preliminary assessment is based on currently available information and may be subject to changes arising from further detailed analyses or additional reasonable and supportable information being made available to the Group in the future. The expected impacts arising from the adoption of IFRS 9 are summarised as follows:

#### (a) Classification and measurement

The Group does not expect that the adoption of IFRS 9 will have a significant impact on the classification and measurement of its financial assets. It expects to continue measuring at fair value all financial assets currently held at fair value. Equity investments currently held as available for sale will be measured at fair value through other comprehensive income as the investments are intended to be held for the foreseeable future and the Group expects to apply the option to present fair value changes in other comprehensive income. Gains and losses recorded in other comprehensive income for the equity investments cannot be recycled to profit or loss when the investments are derecognised.

#### (b) Impairment

IFRS 9 requires an impairment on debt instruments recorded at amortised cost or at fair value through other comprehensive income, lease receivables, loan commitments and financial guarantee contracts that are not accounted for at fair value through profit or loss under IFRS 9, to be recorded based on an expected credit loss model either on a twelve-month basis or a lifetime basis. The Group expects to apply the simplified approach and record lifetime expected losses that are estimated based on the present value of all cash shortfalls over the remaining life of all of its trade and other receivables (*add any other debt instruments as applicable*). *The Group will perform a more detailed analysis which considers all reasonable and supportable information, including forward-looking elements, for estimation of expected credit losses on its trade and other receivables (add any other debt instruments as applicable) upon the adoption of IFRS 9.*

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 3.2 Issued But Not Yet Effective International Financial Reporting Standards (Continued)

Amendments to IFRS 10 and IAS 28 (2011) address an inconsistency between the requirements in IFRS 10 and in IAS 28 (2011) in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss when the sale or contribution of assets between an investor and its associate or joint venture constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The previous mandatory effective date of amendments to IFRS 10 and IAS 28 (2011) was removed by the CICPA in January 2016 and a new mandatory effective date will be determined after the completion of a broader review of accounting for associates and joint ventures. However, the amendments are available for application now.

IFRS 15 establishes a new five-step model to account for revenue arising from contracts with customers. Under IFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in IFRS 15 provide a more structured approach for measuring and recognising revenue. The standard also introduces extensive qualitative and quantitative disclosure requirements, including disaggregation of total revenue, information about performance obligations, changes in contract asset and liability account balances between periods and key judgements and estimates. The standard will supersede all current revenue recognition requirements under IFRSs. In June 2016, the CICPA issued amendments to IFRS 15 to address the implementation issues on identifying performance obligations, application guidance on principal versus agent and licences of intellectual property, and transition. The amendments are also intended to help ensure a more consistent application when entities adopt IFRS 15 and decrease the cost and complexity of applying the standard. The Group expects to adopt IFRS 15 on 1 January 2018. During the year ended 31 December 2016, the Group performed a preliminary assessment on the impact of the adoption of IFRS 15.

The Group's principal activities consist of the manufacture and sale of electronic products, the manufacture and sale of machinery, property investment and the provision of property management services. The expected impacts arising from the adoption of IFRS 15 on the Group are summarised as follows:

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 3.2 Issued But Not Yet Effective International Financial Reporting Standards (Continued)

#### (a) Variable consideration on the sale of electronic products

The Group provides a right of return, trade discounts or volume rebates for some of the sales contracts of electronic products with customers. Currently, the Group recognises revenue from the sale of goods measured at fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. If revenue cannot be reliably measured, revenue recognition is deferred until the uncertainty is resolved. Under IFRS 15, a transaction price is considered variable if a customer is provided with a right of return, trade discounts or volume rebates. The Group is required to estimate the amount of consideration to which it will be entitled in the sales of its electronic products and the estimated amount of variable consideration will be included in the transaction price only to the extent that it is highly probable that a significant reversal in the amount of cumulative revenue recognised will not occur when the uncertainty associated with the variable consideration is subsequently resolved. The Group expects that the constraint on recognition of variable consideration may result in more revenue being deferred.

#### (b) Sale of machinery with installation services

The Group provides installation services for the sale of machinery. Currently, when installation services are bundled together with the sale of machinery, revenue from the sale of machinery is recognised after the installation services are completed. Upon the adoption of IFRS 15, revenue from the sale of machinery will be recognised at a point in time when control of the asset is transferred to the customer, generally on delivery of the goods. The Group has preliminarily assessed that the installation services bundled together with the sale of machinery are distinct and are considered as separate performance obligations under IFRS 15. The Group further assessed that the services are satisfied over time given that the customers simultaneously receive and consume the benefits provided by the Group. Revenue allocated to the installation services will be recognised over the period that the services are provided upon the adoption of IFRS 15.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 3.2 Issued But Not Yet Effective International Financial Reporting Standards (Continued)

IFRS 16 replaces IAS 17 *Leases*, HK(IFRIC)-Int 4 *Determining whether an Arrangement contains a Lease*, HK(SIC)-Int 15 *Operating Leases — Incentives* and HK(SIC)-Int 27 *Evaluating the Substance of Transactions Involving the Legal Form of a Lease*. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to recognise assets and liabilities for most leases. The standard includes two recognition exemptions for lessees — leases of low-value assets and short-term leases. At the commencement date of a lease, a lessee will recognise a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). The right-of-use asset is subsequently measured at cost less accumulated depreciation and any impairment losses unless the right-of-use asset meets the definition of investment property in IAS 40. The lease liability is subsequently increased to reflect the interest on the lease liability and reduced for the lease payments. Lessees will be required to separately recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset. Lessees will also be required to remeasure the lease liability upon the occurrence of certain events, such as change in the lease term and change in future lease payments resulting from a change in an index or rate used to determine those payments. Lessees will generally recognise the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset. Lessor accounting under IFRS 16 is substantially unchanged from the accounting under IAS 17. Lessors will continue to classify all leases using the same classification principle as in IAS 17 and distinguish between operating leases and finance leases. The Group expects to adopt IFRS 16 on 1 January 2019 and is currently assessing the impact of IFRS 16 upon adoption.

Amendments to IAS 7 require an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes. The amendments will result in additional disclosure to be provided in the financial statements. The Group expects to adopt the amendments from 1 January 2017.

Amendments to IAS 12 were issued with the purpose of addressing the recognition of deferred tax assets for unrealised losses related to debt instruments measured at fair value, although they also have a broader application for other situations. The amendments clarify that an entity, when assessing whether taxable profits will be available against which it can utilise a deductible temporary difference, needs to consider whether tax law restricts the sources of taxable profits against which it may make deductions on the reversal of that deductible temporary difference. Furthermore, the amendments provide guidance on how an entity should determine future taxable profits and explain the circumstances in which taxable profit may include the recovery of some assets for more than their carrying amount. The Group expects to adopt the amendments from 1 January 2017.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies

#### Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The consideration transferred is measured at the acquisition date fair value which is the sum of the acquisition date fair values of assets transferred by the Group, liabilities assumed by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of net assets in the event of liquidation at fair value or at the proportionate share of the acquiree's identifiable net assets. All other components of non-controlling interests are measured at fair value. Acquisition-related costs are expensed as incurred.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, any previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in profit or loss.

Any contingent consideration to be transferred by the acquirer will be recognised at fair value at the acquisition date. Contingent consideration classified as an asset or liability is measured at fair value with changes in fair value recognised in profit or loss. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred, the amount recognised for non-controlling interests and any fair value of the Group's previously held equity interests in the acquiree over the identifiable net assets acquired and liabilities assumed. If the sum of this consideration and other items is lower than the fair value of the net assets acquired, the difference is, after reassessment, recognised in profit or loss as a gain on bargain purchase.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired. The Group performs its annual impairment test of goodwill as at 31 December. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units or groups of units.

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, an impairment loss is recognised. An impairment loss recognised for goodwill is not reversed in a subsequent period.

Where goodwill has been allocated to a cash-generating unit (or group of cash-generating units) and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on the disposal. Goodwill disposed of in these circumstances is measured based on the relative value of the operation disposed of and the portion of the cash-generating unit retained.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Current versus non-current classification

The Group presents assets and liabilities in statement of financial position based on current/non-current classification. An asset is classified as current when it is:

- expected to be realised or intended to be sold or consumed in its normal operating cycle;
- held primarily for the purpose of trading;
- expected to be realised within twelve months after the reporting period; or
- cash or cash equivalent unless it is restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is classified as current when:

- it is expected to be settled in its normal operating cycle;
- it is held primarily for the purpose of trading;
- it is due to be settled within twelve months after the reporting period; or
- there is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Group classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

### Fair value measurement

The Group measures its derivative financial instruments at fair value at the end of each reporting period. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or in the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Fair value measurement (Continued)

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 – Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

### Impairment of non-financial assets

The Group assesses, at each reporting date, whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required (other than inventories, construction contract assets and financial assets), the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's ("CGU") fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the CGU to which the asset belongs. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

The Group bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the Group's CGUs to which the individual assets are allocated.

Impairment losses are recognised in profit or loss in the period in which it arises in expense categories consistent with the function of the impaired asset. For assets excluding goodwill, an assessment is made at each reporting date to determine whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the Group estimates the asset's or CGU's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation/amortisation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in profit or loss in the period in which it arises, unless the asset is carried at a revalued amount, in which case, the reversal is treated as a revaluation increase.

Goodwill is tested for impairment annually at 31 December and when circumstances indicate that the carrying value may be impaired.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Impairment of non-financial assets (Continued)

Impairment is determined for goodwill by assessing the recoverable amount of each CGU (or group of CGUs) to which the goodwill relates. When the recoverable amount of the CGU is less than its carrying amount, an impairment loss is recognised. Impairment losses relating to goodwill cannot be reversed in future periods.

#### Related parties

A party is considered to be related to the Group if:

(a) the party is a person or a close member of that person's family and that person

- (i) has control or joint control over the Group;
- (ii) has significant influence over the Group; or
- (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

(b) the party is an entity where any of the following conditions applies:

- (i) the entity and the Group are members of the same group;
- (ii) one entity is an associate or joint venture of the other entity (or of a parent, subsidiary or fellow subsidiary of the other entity);
- (iii) the entity and the Group are joint ventures of the same third party;
- (iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
- (v) the entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group;
- (vi) the entity is controlled or jointly controlled by a person identified in (a);
- (vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity); and
- (viii) the entity, or any member of a group of which it is a part, provides key management personnel services to the Group or to the parent of the Group.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Property, plant and equipment, revenue generating assets and depreciation

Property, plant and equipment and revenue generating assets, other than construction in progress, are stated at cost, net of accumulated depreciation and accumulated impairment losses, if any.

The cost of an item of property, plant and equipment and revenue generating assets comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Such cost includes the cost of replacing part of the plant and equipment and borrowing costs for long-term construction projects if the recognition criteria are met. When significant parts of plant and equipment are required to be replaced at intervals, the Group depreciates them separately based on their specific useful lives. Likewise, when a major inspection is performed, its cost is recognised in the carrying amount of the plant and equipment as a replacement if the recognition criteria are satisfied. All other repair and maintenance costs are recognised in profit or loss as incurred. The present value of the expected cost for the decommissioning of an asset after its use is included in the cost of the respective asset if the recognition criteria for a provision are met.

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment and revenue generating assets to its residual value over its estimated useful life. The principal estimated useful lives and residual values of property, plant and equipment and revenue generating assets are as follows:

Category	Useful life	Residual value
Revenue generating assets		
— water purification machines	10 years	5%
Plant	30 years	5%
Leasehold improvements	Over the shorter of the lease terms and 5 years	0%
Machinery	5 to 10 years	5%
Furniture and fixtures	3 to 5 years	0–5%
Motor vehicles	5 years	5%

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss when the asset is derecognised.

The residual values, useful lives and methods of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

Construction in progress represents items of property, plant and equipment under construction, which is stated at cost less any impairment losses, and is not depreciated. Cost comprises the direct costs of construction and capitalised borrowing costs on related borrowed funds during the period of construction. Construction in progress is reclassified to the appropriate category of property, plant and equipment when completed and ready for use.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Intangible assets (other than goodwill)

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is the fair value at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses. Internally generated intangibles, excluding capitalised development costs, are not capitalised and the related expenditure is reflected in profit or loss in the period in which the expenditure is incurred. The useful lives of intangible assets of the Group are assessed as finite.

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are considered to modify the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in profit or loss in the expense category that is consistent with the function of the intangible assets.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in profit or loss when the asset is derecognised.

### Patents and trademarks

The patents have been granted for a period of 10 years by the relevant government agency. Trademarks are granted for a period of 10 years with the option of renewal at the end of this period.

### Research and development costs

Research costs are expensed as incurred. Development expenditures on an individual project are recognised as an intangible asset when the Group can demonstrate:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale
- its intention to complete and its ability and intention to use or sell the asset
- how the asset will generate future economic benefits
- the availability of resources to complete the asset
- the ability to measure reliably the expenditure during development

Following initial recognition of the development expenditure as an asset, the asset is carried at cost less any accumulated amortisation and accumulated impairment losses. Amortisation of the asset begins when development is complete and the asset is available for use. It is amortised over the period of expected future benefit. Amortisation is recorded in cost of sales. During the period of development, the asset is tested for impairment annually.

### Software

Software is stated at cost less any impairment losses and is amortised on the straight-line basis over the estimated useful life of 2 to 10 years.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Leases

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease. The arrangement is, or contains, a lease if fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in the arrangement.

#### Group as a lessee

A lease is classified at the inception date as a finance lease or an operating lease. Leases where substantially all the rewards and risks of ownership of assets remain with the lessor are accounted for as operating leases. Operating lease payments are recognised as an operating expense in the statement of profit or loss on the straight-line basis over the lease term.

#### Group as a lessor

Leases in which the Group does not transfer substantially all the risks and rewards of ownership of an asset are classified as operating leases. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised over the lease term on the same basis as rental income. Contingent rents are recognised as revenue in the period in which they are earned.

#### Prepaid land lease payments

Prepaid land lease payments under operating leases are initially stated at cost and subsequently recognised on the straight-line basis over the lease terms.

When the lease payments cannot be allocated reliably between the land and buildings elements, the entire lease payments are included in the cost of the land and buildings as a finance lease in property, plant and equipment.

#### Financial assets

##### Initial recognition and measurement

Financial assets are classified, at initial recognition, as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, or available-for-sale financial assets, as appropriate. When financial assets are recognised initially, they are measured at fair value plus transaction costs that are attributable to the acquisition of the financial assets, except in the case of financial assets recorded at fair value through profit or loss.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

##### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as described below:

- **Loans and receivables**

This category is the most relevant to the Group. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate method, less any impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in other income and gains in profit or loss. The losses arising from impairment are recognised in profit or loss in other expenses for loans and receivables.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Financial assets (Continued)

#### Derecognition of financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

- The rights to receive cash flows from the asset have expired; or
- The Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

#### Impairment of financial assets

The Group assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that occurred since the initial recognition of the asset (an incurred "loss event") have an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that a debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

- **Financial assets carried at amortised cost**

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The amount of any impairment loss identified measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Financial assets (Continued)

##### Impairment of financial assets (Continued)

- **Financial assets carried at amortised cost (Continued)**

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in profit or loss. Interest income continues to be accrued on the reduced carrying amount using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group.

If, in a subsequent period, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to other expenses in profit or loss.

#### Financial liabilities

##### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and other borrowings, payables, convertible bonds and derivative financial instruments, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and other borrowings, convertible bonds and payables, net of directly attributable transaction costs.

The Group's financial liabilities include trade and bills payables, other payables and accruals and convertible bonds.

##### Subsequent measurement

The measurement of financial liabilities depends on their classification as described below:

- **Financial liabilities at fair value through profit or loss**

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments that are not designated as hedging instruments in hedge relationships as defined by IAS 39. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in profit or loss.

Financial liabilities designated upon initial recognition as at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in IAS 39 are satisfied. The Group has not designated any financial liability as at fair value through profit or loss.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Financial liabilities (Continued)

#### Subsequent measurement (Continued)

- **Convertible bonds**

The component of convertible bonds that exhibits characteristics of a liability is recognised as a liability in the statement of financial position, net of transaction costs.

(In the first year of issuance date, the convertible bonds contain only liability and derivative components) If the conversion option of convertible bonds exhibits characteristics of an embedded derivative, it is separated from its liability component. On initial recognition, the derivative component of the convertible bonds is measured at fair value and presented as part of derivative financial instruments. Any excess of proceeds over the amount initially recognised as the derivative component is recognised as the liability component. On issuance of convertible bonds, the fair value of the liability component is determined for an equivalent non-convertible bond; and this amount is carried as a long term liability on the amortised cost basis until extinguished on conversion or redemption. Transaction costs are apportioned between the liability and derivative components of the convertible bonds based on the allocation of proceeds to the liability and derivative components when the instruments are initially recognised. The portion of the transaction costs relating to the liability component is recognised initially as part of the liability. The portion relating to the derivative component is recognised immediately in profit or loss.

Commencing from the second year of issuance date, the convertible bonds contain only liability and equity components. By the end of the first anniversary of issuance date, fair value of the conversion option is recognised and included in shareholders' equity, net of transaction costs. The carrying amount of the conversion option is not remeasured in subsequent years. Transaction costs are apportioned between the liability and equity components of the convertible bonds based on the allocation of proceeds to the liability and equity components when the instruments are first recognised.

- **Loans and borrowings**

This is the category most relevant to the Group. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost, using the effective interest rate method unless the effect of discounting would be immaterial, in which case they are stated at cost. Gains and losses are recognised in profit or loss when the liabilities are derecognised as well as through the effective interest rate amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in profit or loss.

### Derecognition

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in profit or loss.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

#### Inventories

Inventories are valued at the lower of cost and net realisable value. Cost is determined on the weighted average basis and, in the case of work in progress and finished goods, comprises direct materials, direct labour and an appropriate proportion of overheads. Net realisable value is the estimated selling price in the ordinary course of business, less any estimated costs of completion and the estimated costs necessary to make the sale.

#### Treasury shares

Own equity instruments which are reacquired and held by the Company or the Group (treasury shares) are recognised directly in equity at cost. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the Group's own equity instruments.

#### Cash and cash equivalents

For the purpose of the consolidated statement of cash flows, cash and cash equivalents comprise cash on hand and demand deposits, and short term highly liquid investments that are readily convertible into known amounts of cash, are subject to an insignificant risk of changes in value, and have a short maturity of generally within three months when acquired, less bank overdrafts which are repayable on demand and form an integral part of the Group's cash management.

For the purpose of the consolidated statement of financial position, cash and cash equivalents comprise cash on hand and at banks, including term deposits, and assets similar in nature to cash, which are not restricted as to use.

#### Provisions

##### General

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the Group expects some or all of a provision to be reimbursed, for example, under an insurance contract, the reimbursement is recognised as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in profit or loss net of any reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, when appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

##### Warranty provisions

Provisions for warranty-related costs are recognised when the product is sold or service provided to the customer. Initial recognition is based on historical experience. The initial estimate of warranty-related costs is revised annually.

A contingent liability recognised in a business combination is initially measured at its fair value. Subsequently, it is measured at the higher of (i) the amount that would be recognised in accordance with the general guidance for provisions above; and (ii) the amount initially recognised less, when appropriate, cumulative amortisation recognised in accordance with the guidance for revenue recognition.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Taxes

##### Current income tax

Current income tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date in the countries where the Group operates and generates taxable income.

Current income tax relating to items recognised directly in equity is recognised in equity and not in profit or loss. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

##### Deferred tax

Deferred tax is provided using the liability method on all temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the reporting date.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future .

Deferred tax assets are recognised for all deductible temporary differences, the carryforward of unused tax credits and any unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, the carryforward of unused tax credits and unused tax losses can be utilised, except:

- when the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries, deferred tax assets are only recognised to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are re-assessed at each reporting date and are recognised to the extent that it has become probable that future taxable profits will be available to allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.1 Summary of Significant Accounting Policies (Continued)

#### Taxes (Continued)

##### Deferred tax (Continued)

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss. Deferred tax items are recognised in correlation to the underlying transaction either in OCI or directly in equity.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

Tax benefits acquired as part of a business combination, but not satisfying the criteria for separate recognition at that date, are recognised subsequently if new information about facts and circumstances changes. The adjustment is either treated as a reduction in goodwill (as long as it does not exceed goodwill) if it was incurred during the measurement period or recognised in profit or loss.

##### Sales tax

Expenses and assets are recognised net of the amount of sales tax, except:

- When the sales tax incurred on a purchase of assets or services is not recoverable from the taxation authority, in which case, the sales tax is recognised as part of the cost of acquisition of the asset or as part of the expense item, as applicable
- When receivables and payables are stated with the amount of sales tax included

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the statement of financial position.

#### Government grants

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the related costs, for which it is intended to compensate, are expensed.

Where the grant relates to an asset, the fair value is credited to a deferred income account and is released to profit or loss over the expected useful life of the relevant asset by equal annual instalments or deducted from the carrying amount of the asset and released to profit or loss by way of a reduced depreciation charge

#### Revenue recognition

Revenue is recognised when it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured, regardless of when the payment is being made, on the following bases:

##### Rental income

Rental income arising from operating leases on the revenue generating assets is accounted for on the straight-line basis over the lease terms and is included in revenue in profit or loss due to its operating nature.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Revenue recognition (Continued)

#### Rendering of services

Revenue from the rendering of services is recognised when services are provided.

#### Sale of goods

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have been transferred to the buyer, provided that the Group maintains neither managerial involvement to the degree usually associated with ownership, nor effective control over the goods sold.

#### Interest income

Interest income is recognised on an accrual basis using the effective interest method by applying the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument to the net carrying amount of the financial asset.

#### Construction contracts

Contract revenue comprises the agreed contract amount and appropriate amounts from variation orders, claims and incentive payments. Contract costs incurred comprise direct materials, the costs of subcontracting, direct labour and an appropriate proportion of variable and fixed construction overheads.

Revenue from fixed price construction contracts is recognised using the percentage of completion method, measured by reference to the proportion of costs incurred to date to the estimated total cost of the relevant contract.

Provision is made for foreseeable losses as soon as they are anticipated by management. Where contract costs incurred to date plus recognised profits less recognised losses exceed progress billings, the surplus is treated as an amount due from contract customers. Where progress billings exceed contract costs incurred to date plus recognised profits less recognised losses, the surplus is treated as an amount due to contract customers.

#### Employee benefits

Pursuant to the relevant regulations of the PRC government, the companies comprising the Group operating in Mainland China ("PRC Group companies") have participated in a local municipal government retirement benefit scheme (the "Scheme"), whereby the PRC Group companies are required to contribute a certain percentage of the salaries of their employees to the Scheme to fund their retirement benefits. The only obligation of the Group with respect to the Scheme is to pay the ongoing contribution under the Scheme. Contributions under the Scheme are charged to profit or loss in the period in which they are incurred.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the asset. The capitalisation of such borrowing costs ceases when the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs capitalised. All other borrowing costs are expensed in the period in which they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### Foreign currencies

The functional currency of the Company is Hong Kong dollar ("HK\$") and the functional currency of its major operating subsidiaries is RMB which is the currency of the primary economic environment in which those entities operate. The Group's consolidated financial statements are presented in RMB. In the opinion of the directors, as the Group's operations are mainly in Mainland China, the use of RMB as the presentation currency is more appropriate for the presentation of the Group's results and financial position. For each entity the Group determines the functional currency and items included in the financial statements of each entity are measured using that functional currency. The Group uses the direct method of consolidation and on disposal of a foreign operation, the gain or loss that is reclassified to profit or loss reflects the amount that arises from using this method.

Transactions in foreign currencies are initially recorded by the Group's entities at their respective functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in profit or loss.

Differences arising on settlement or translation of monetary items are recognised in profit or loss with the exception of monetary items that are designated as part of the hedge of the Group's net investment of a foreign operation. These are recognised in other comprehensive income until the net investment is disposed of, at which time the cumulative amount is reclassified to profit or loss. Tax charges and credits attributable to exchange differences on those monetary items are also recorded in other comprehensive income.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of gain or loss on change in fair value of the item (i.e., translation difference on the item whose fair value gain or loss is recognised in OCI or profit or loss is also recognised in OCI or profit or loss, respectively).

### Group companies

On consolidation, the assets and liabilities of foreign operations are translated into RMB at the rates of exchange prevailing at the reporting date and their profits or losses are translated at exchange rates prevailing at the dates of the transactions. The exchange differences arising on translation for consolidation are recognised in OCI. On disposal of a foreign operation, the component of OCI relating to that particular foreign operation is recognised in profit or loss.

# Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

## 4.1 Summary of Significant Accounting Policies (Continued)

### Share-based payments

Employees (including senior executives) of the Group receive remuneration in the form of share-based payments, whereby employees render services as consideration for equity instruments (equity-settled transactions).

The cost of equity-settled transactions is determined by the fair value at the date when the grant is made using an appropriate valuation model.

That cost is recognised in employee benefit expense, together with a corresponding increase in share-based payment reserve in equity, over the period in which the performance and/or service conditions are fulfilled. The cumulative expense recognised for equity-settled transactions at each reporting date until the vesting date reflects the extent to which the vesting period has expired and the Group's best estimate of the number of equity instruments that will ultimately vest. The charge or credit to profit or loss for a period represents the movement in cumulative expense recognised as at the beginning and end of that period and is recognised in employee benefit expense.

Service and non-market performance conditions are not taken into account when determining the grant date fair value of awards, but the likelihood of the conditions being met is assessed as part of the Group's best estimate of the number of equity instruments that will ultimately vest. Market performance conditions are reflected within the grant date fair value. Any other conditions attached to an award, but without an associated service requirement, are considered to be non-vesting conditions. Non-vesting conditions are reflected in the fair value of an award and lead to an immediate expensing of an award unless there are also service and/or performance conditions.

For awards that do not ultimately vest because non-market performance and/or service conditions have not been met, no expense is recognised. Where awards include a market or non-vesting condition, the transactions are treated as vesting irrespective of whether the market or non-vesting condition is satisfied, provided that all other performance and/or service conditions are satisfied.

When the terms of an equity-settled award are modified, the minimum expense recognised is the expense had the terms had not been modified, if the original terms of the award are met. An additional expense is recognised for any modification that increases the total fair value of the share-based payment transaction, or is otherwise beneficial to the employee as measured at the date of modification.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of diluted earnings per share.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.2 Significant Accounting Judgements, Estimates and Assumptions

The preparation of the Group's consolidated financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods.

#### Judgements

In the process of applying the Group's accounting policies, management has made the following judgements apart from those involving estimates, which have the most significant effect on the amounts recognised in the consolidated financial statements:

##### Operating lease commitments – Group as lessor

The Group has entered into commercial leases on its water purification machines. The Group has determined, based on an evaluation of the terms and conditions of the arrangements, that it retains all the significant risks and rewards of ownership of these machines and has accounted for the contracts as operating leases.

#### Estimations and assumptions

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising that are beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

##### Impairment of non-financial assets

The Group determines whether goodwill is impaired at least on an annual basis at each reporting date. The Group assesses whether there are any indicators of impairment for all non-financial assets (other than goodwill) at each reporting date. Impairment exists when the carrying value of an asset or CGU exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use.

The calculation of the fair value less costs of disposal is based on available data from binding sales transactions in arm's length transactions of similar assets or observable market prices less incremental costs for disposing of the asset. When value in use calculations are undertaken, management must estimate the expected future cash flows from the asset or CGU and choose a suitable discount rate in order to calculate the present value of these cash flows.

The recoverable amount is sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash flows and the growth rate used for extrapolation purposes. These estimates are most relevant to goodwill recognised by the Group. The carrying amounts of goodwill, revenue generating assets, property, plant and equipment and intangible assets were disclosed in notes 17, 13, 14 and 16, respectively to the financial statements.

##### Estimated useful life of water purification machines

The Group engaged an independent appraiser to estimate the useful life of the revenue generating assets (i.e., water purification machines for rental services). The estimation takes into account factors such as the expected usage of the assets by the Group, the expected physical wear and tear, and the technical obsolescence arising from changes or improvements in production or from changes in the market demand for the products.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 4.2 Significant Accounting Judgements, Estimates and Assumptions (Continued)

#### Estimations and assumptions (Continued)

##### Deferred tax assets

Deferred tax assets are recognised for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The carrying value of deferred tax assets relating to recognised tax losses at 31 December 2016 was nil (2015: RMB1,702,000). The amount of unrecognised tax losses at 31 December 2016 was RMB7,838,000 (2015: RMB19,782,000). Further details are contained in note 11 and 18 to the financial statements.

##### Impairment of trade receivables

The provision policy for impairment of trade receivables is based on ongoing evaluation of the collectability and ageing analysis of the outstanding receivables and on management's judgement. A considerable amount of judgement is required in assessing the ultimate realisation of those receivables, including the creditworthiness and the past collection history of each customer. If the financial conditions of the customers of the Group were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances might be required. The carrying amount of trade receivables was RMB44,043,000 (2015: RMB71,396,000)

##### Estimation of fair value of derivative component of convertible bonds

Derivative component of convertible bonds have been valued based on a valuation technique of binomial model that incorporates various market inputs including risk-free rate, volatility, liquidity discount and risky discount rate, and hence they are subject to uncertainty. The fair value of derivative component of convertible bonds at 6 November 2016 was RMB 52,321,094. Further details, including the key assumptions used for fair value measurement and a sensitivity analysis, are given in note 37 to the financial statements.

##### Net realizable value of inventories

Net realizable value of inventories is the estimated selling price in the ordinary course of business less estimated selling expenses. These estimates are based on the current market condition and the historical experience of selling products of a similar nature. It could change significantly as a result of changes in market conditions. Management reassesses these estimates at each reporting date. The carrying values of inventories provision were RMB5,266,000 and RMB5,064,000 as at 31 December 2016 and 2015, respectively. Further details are disclosed in note 19.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 5. Operating Segment Information

For management purposes, the Group is organised into business units based on their products and services and has three reportable operating segments as follows:

- (a) the water purification segment engages in leasing of water purification machines, provision of relevant services to customers and selling of water purification products;
- (b) the air sanitisation segment engages in the provision of air sanitisation construction services and relevant consulting and training service and selling of air sanitisation products; and
- (c) the "others" segment comprises, principally, the Group's factoring business.

Management monitors the operating results of the Group's segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the consolidated financial statements. However, the Group's share-based payment expense, finance costs and exchange gain or loss, fair value losses on derivative component of convertible bond as well as head office and corporate expenses are managed on a group basis and are not allocated to operating segments.

Segment assets exclude deferred tax assets, cash and cash equivalents and other unallocated head office and corporate assets as these assets are managed on a group basis.

Segment liabilities exclude income tax payable, deferred tax liabilities, convertible bonds and other unallocated head office and corporate liabilities as these liabilities are managed on a group basis.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the prevailing market prices.

No further geographical segment information is presented as the Group's revenue from external customers is derived solely from its operations in Mainland China and no non-current assets are located outside Mainland China.

Revenue of approximately 15%, 14% and 11%, and 17%, 16% and 12% was derived from sales from the water purification segment to three customers for each of the years ended 31 December 2015 and 2016, respectively.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 5. Operating Segment Information (Continued)

#### Operating segments

The following tables present revenue, cost of revenue, profit and certain asset, liability and expenditure information of the Group's operating segments:

Year ended 31 December 2016	Water purification RMB'000	Air sanitization RMB'000	Others RMB'000	Total RMB'000
<b>Segment revenue</b>				
Sales to external customers	854,202	54,553	12,011	920,766
<b>Segment cost of revenue</b>				
Sales to external customers	377,178	41,339	156	418,673
<b>Segment results</b>	221,698	13,301	9,935	244,934
<i>Reconciliations:</i>				
Share-based payments				(21,035)
Fair value gains on derivative component of convertible bonds				96,149
Corporate and other unallocated expenses				(3,961)
Exchange gain				110
Finance costs				(50,214)
Profit before tax				265,983
<b>Segment assets</b>	3,020,908	5,938	265,645	3,292,491
<i>Reconciliations:</i>				
Corporate and other unallocated assets				396,031
Total assets				3,688,522
<b>Segment liabilities</b>	931,816	8,148	637	940,601
<i>Reconciliations:</i>				
Convertible bonds				342,039
Corporate and other unallocated liabilities				182,236
Total liabilities				1,464,876
<b>Other segment information</b>				
Depreciation and amortisation	208,241	—	6	208,247
Impairment losses recognised in profit or loss	195	(654)	—	(459)
Capital expenditure*	462,795	—	—	462,795

\* Capital expenditure consists of additions to revenue generating assets, property, plant and equipment and intangible assets.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 5. Operating Segment Information (Continued)

#### Operating segments (Continued)

Year ended 31 December 2015	Water purification RMB'000	Air sanitization RMB'000	Others RMB'000	Total RMB'000
<b>Segment revenue</b>				
Sales to external customers	679,388	63,626	2,385	745,399
<b>Segment cost of revenue</b>				
Sales to external customers	258,444	47,882	128	306,454
<b>Segment results</b>				
	181,679	13,431	690	195,800
<i>Reconciliations:</i>				
Share-based payments				(55,049)
Fair value losses on derivative component of convertible bonds				(53,962)
Corporate and other unallocated expenses				(21,716)
Exchange loss				(7,752)
Finance costs				(4,875)
Profit before tax				52,446
<b>Segment assets</b>				
	2,732,774	47,037	58,150	2,837,961
<i>Reconciliations:</i>				
Corporate and other unallocated assets				471,434
Total assets				3,309,395
<b>Segment liabilities</b>				
	752,976	16,077	816	769,869
<i>Reconciliations:</i>				
Convertible bonds				447,920
Corporate and other unallocated liabilities				139,837
Total liabilities				1,357,626
<b>Other segment information</b>				
Depreciation and amortisation	168,558	7,082	—	175,640
Impairment losses recognised in profit or loss	3,532	3,920	—	7,452
Capital expenditure*	831,113	298	—	831,411

\* Capital expenditure consists of additions to revenue generating assets, property, plant and equipment, prepaid land lease payments and intangible assets.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 6. Revenue, Other Income and Gains

Revenue represents the rental income of water purification machines, air sanitisation service income, training service income and sales of industrial/household water purification and air sanitisation products.

The revenue and other income and gains are analysed as follows:

	2016 RMB'000	2015 RMB'000
<b>Revenue</b>		
Water purification services:		
Rental income	557,943	534,179
Training services	103,186	31,870
Sales of goods	193,073	113,339
Air sanitisation services:		
Construction services	38,871	60,482
Sales of goods	14,390	194
Others	1,292	2,950
Others	12,011	2,385
	<b>920,766</b>	745,399
<b>Other income and gains</b>		
Government grants	11,965	11,799
Interest income	7,786	8,044
Others	713	466
	<b>20,464</b>	20,309

Government grants of the Group are related to income. There are no unfulfilled conditions or contingencies attached to these grants.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 7. Profit Before Tax

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

	Notes	2016 RMB'000	2015 RMB'000
Cost of construction services provided		30,595	46,909
Cost of inventories sold		145,921	100,158
Depreciation of revenue generating assets	13	172,857	136,286
Depreciation of property, plant and equipment	14	69,919	53,690
Less: Amount capitalised in revenue generating assets		(37,569)	(17,681)
		32,350	36,009
Amortisation of intangible assets	16	10,193	9,484
Less: Amount capitalised in revenue generating assets		(7,153)	(6,139)
		3,040	3,345
Amortisation of prepaid land lease payments	15	1,480	1,544
Less: Amount capitalised in revenue generating assets		(1,480)	(1,544)
		—	—
Research and development costs		29,283	20,598
Auditors' remuneration		3,807	5,416
Employee benefit expense (including directors' remuneration (note 9)):			
Total wages and salaries		117,933	105,046
Less: Amount capitalised in revenue generating assets		(38,402)	(19,439)
		79,531	85,607
Total pension scheme contributions		30,095	17,187
Less: Amount capitalised in revenue generating assets		(13,071)	(6,989)
		17,024	10,198
Operating lease expenses		26,043	21,943
Less: Amount capitalised in revenue generating assets		(13,805)	(9,907)
		12,238	12,036
Share-based payments	31	21,035	55,049
Warranty provision		35,984	22,616
Foreign exchange differences, net		(110)	7,752
Fair value (gains)/losses on derivative component of convertible bonds	29	(96,149)	53,962
(Reversal of impairment)/impairment of trade and bills receivables	20	(661)	2,388
Write-down of inventories to net realisable value	19	202	5,064
Expenditures incurred for handling of unfounded allegations		—	6,000
Loss on disposal of items of property, plant and equipment	14	364	102
Loss on disposal of revenue generating assets	13	2,793	615

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 8. Finance Costs

An analysis of finance costs is as follows:

	2016 RMB'000	2015 RMB'000
Interest on bank loan and other borrowings (including convertible bonds)	50,214	4,875
Less: Interest capitalised	—	—
	<b>50,214</b>	4,875

### 9. Directors' and Chief Executive's Remuneration

Directors' and chief executive's remuneration for the year, disclosed pursuant to the Listing Rules, section 383(1)(a), (b), (c) and (f) of the Hong Kong Companies Ordinance and Part 2 of the Companies (Disclosure of Information about Benefits of Directors) Regulation, is as follows:

	2016 RMB'000	2015 RMB'000
Fees	692	652
Salaries, allowances and benefits in kind	6,038	5,676
Pension scheme contributions	20	19
Share-based payments	14,208	35,174
	<b>20,958</b>	41,521

In 2014, certain directors were granted share options, in respect of their services to the Group, under the share option scheme of the Company, further details of which are set out in note 32 to the financial statements. The fair value of such options, which has been recognised in profit or loss over the vesting period, was determined as at the date of grant and the amount included in the financial statements for the current year is included in the above directors' and chief executive's remuneration disclosures.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 9. Directors' and Chief Executive's Remuneration

The remuneration paid to executive directors, non-executive directors and independent non-executive directors was as follows:

2016

Name of directors	Salaries, allowances and benefits		Pension scheme contributions	Share-based payments	Total
	Fees RMB'000	in kind RMB'000	RMB'000	RMB'000	RMB'000
Executive directors:					
Mr. Xiao Shu*	—	1,684	—	8,150	9,834
Mr. Zhu Mingwei	—	1,256	4	1,781	3,041
Mr. He Jun	—	1,172	4	1,701	2,877
Mr. Tan Jibin	—	1,089	4	1,364	2,457
Mr. Xiao Lilin	—	837	8	1,212	2,057
	—	6,038	20	14,208	20,266
Non-executive directors:					
Mr. Ng Benjamin Jin-Ping	—	—	—	—	—
Mr. He Sean Xing	—	—	—	—	—
Ms. Wang Haitong	—	—	—	—	—
	—	—	—	—	—
Independent non-executive directors:					
Mr. Zhou Guanxuan	173	—	—	—	173
Mr. Gu Jiuchuan	173	—	—	—	173
Mr. Chan Yuk Sing Gilbert	173	—	—	—	173
Mr. Lau Tze Cheung Stanley	173	—	—	—	173
	692	—	—	—	692
	692	6,038	20	14,208	20,958

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 9. Directors' and Chief Executive's Remuneration (Continued)

2015

Name of directors	Fees RMB'000	Salaries, allowances and benefits in kind RMB'000	Pension scheme contributions RMB'000	Share-based payments RMB'000	Total RMB'000
Executive directors:					
Mr. Xiao Shu*	—	1,544	—	20,178	21,722
Mr. Zhu Mingwei	—	1,226	4	4,408	5,638
Mr. He Jun	—	1,039	4	4,211	5,254
Mr. Tan Jibin	—	1,059	4	3,376	4,439
Mr. Xiao Lilin	—	808	7	3,001	3,816
	—	5,676	19	35,174	40,869
Non-executive directors:					
Mr. Ng Benjamin Jin-Ping	—	—	—	—	—
Mr. He Sean Xing	—	—	—	—	—
Ms. Wang Haitong	—	—	—	—	—
	—	—	—	—	—
Independent non-executive directors:					
Mr. Zhou Guanxuan	163	—	—	—	163
Mr. Gu Jiuchuan	163	—	—	—	163
Mr. Chan Yuk Sing Gilbert	163	—	—	—	163
Mr. Lau Tze Cheung Stanley	163	—	—	—	163
	652	—	—	—	652
	652	5,676	19	35,174	41,521

\* Mr. Xiao Shu is also the chief executive of the Company.

There was no arrangement under which a director or the chief executive waived or agreed to waive any remuneration during the year.

### 10. Five Highest Paid Employees

The five highest paid employees during the year included five executive directors (2015: five executive directors), details of whose remuneration are set out in note 9 above.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 11. Income Tax

Pursuant to the rules and regulations of the Cayman Islands and BVI, the Group is not subject to any income tax in the Cayman Islands and BVI. No Hong Kong profits tax has been provided as there was no assessable profit earned in or derived from Hong Kong during the year.

All of the Group's subsidiaries registered in the PRC and operating only in Mainland China are subject to PRC enterprise income tax on the taxable income as reported in their PRC statutory accounts adjusted in accordance with relevant PRC income tax laws. Except for those further explained below, PRC enterprise income tax has been provided at the rate of 25% (2015: 25%) on the taxable income.

Pursuant to relevant laws and regulations in the PRC and with approval from tax authorities in charge, one of the Group's subsidiaries, Shanghai Haoze Water Purification Technology, qualified as a High and New Technology Enterprise, was entitled to the preferential tax rate of 15% for three years from 2015 to 2017.

Pursuant to relevant laws and regulations in the PRC and with approval from tax authorities in charge, one of the Group's subsidiaries, Shanghai Comfort, qualified as a High and New Technology Enterprise, was entitled to the preferential tax rate of 15% for three years from 2014 to 2016.

Pursuant to the document "Shan Fa Gai Wai Zi (2013) No. 618" issued by the Development and Reform Commission of Shaanxi Province on 2 May 2013, one of the Group's subsidiaries, Shaanxi Haoze Environmental Technology, is entitled to the preferential tax rate of 15% from 2012 to 2020.

Pursuant to the document "Guo Shui Fa (2008) No. 116" issued by the Ministry of Finance and the State Administration of Taxation of the PRC on 10 December 2008, the Group was entitled to an income tax credit of RMB1,916,000 for the year ended 31 December 2016 (2015: RMB1,247,000), relating to the additional deduction of research and development costs.

The major components of income tax expense for the years ended 31 December 2016 and 2015 are:

	<b>2016</b> <b>RMB'000</b>	2015 RMB'000
Current tax	<b>58,036</b>	37,476
Deferred tax (note 18)	<b>(20,708)</b>	(13,091)
Income tax expense reported in profit or loss	<b>37,328</b>	24,385

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 11. Income Tax (Continued)

Reconciliation of the tax expense and the accounting profit multiplied by the statutory rates for the jurisdictions in which the Company and the majority of its subsidiaries are domiciled for 2015 and 2016:

	2016 RMB'000	2015 RMB'000
Profit before tax	265,983	52,446
Tax at the statutory tax rate	66,496	13,112
Lower tax rates for specific provinces or enacted by local authority	(23,627)	(17,326)
Tax exempted by local authority	(12,160)	17,552
Expenses not deductible for tax	6,576	14,514
Unrecognised tax losses	1,959	1,125
Additional deduction of research and development costs	(1,916)	(1,247)
Tax losses utilised from previous periods	—	(3,345)
Tax at the effective income tax rate	37,328	24,385

### 12. Earnings Per Share (“EPS”)

The basic EPS amount is calculated by dividing the profit for the year attributable to owners of the parent by the weighted average number of ordinary shares in issue during the year.

The diluted EPS amount is calculated by dividing the profit attributable to owners of the parent, adjusted to reflect the interest on the convertible bonds and fair value losses on derivative component of convertible bonds, where applicable (see below), by the weighted average number of ordinary shares in issue during the year plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares.

An adjustment has been made to the basic EPS amounts presented for the years ended 31 December 2016 in respect of a dilution as the convertible bonds had a dilutive effect on the basic earnings per share amounts presented.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 12. Earnings Per Share (“EPS”) (Continued)

The following reflect the income and share data used in the basic and diluted EPS computations:

	2016 RMB'000	2015 RMB'000
<b>Earnings:</b>		
Profit attributable to owners of the parent, used in the basic EPS calculation:	<b>229,193</b>	28,061
Interest on convertible bonds (note 8)	<b>35,071</b>	4,875
Add: Fair value (gains)/losses on derivative component of convertible bonds	<b>(96,149)</b>	53,962
Profit attributable to owners of the parent, before the effect of convertible bonds	<b>168,115</b>	86,898
<b>Number of shares</b>		
<b>Shares:</b>		
Weighted average number of ordinary shares for basic EPS	<b>1,722,509,456</b>	1,743,094,292
Effect of dilution — weighted average number of ordinary shares:		
Convertible bonds	<b>242,336,917</b>	31,000,000
	<b>1,964,846,373</b>	1,774,094,292
Basic EPS (RMB cents)	<b>13.31</b>	1.61
Diluted EPS (RMB cents)*	<b>8.56</b>	1.61

\* Because the diluted EPS amount is increased when taking convertible bonds into account, the convertible bonds had an anti-dilutive effect on the basic EPS for the year and were ignored in the calculation of diluted EPS.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 13. Revenue Generating Assets

	RMB'000
At 1 January 2015:	
Cost	1,112,693
Accumulated depreciation	(171,025)
Net carrying amount	941,668
At 1 January 2015, net of accumulated depreciation	941,668
Additions	440,597
Disposals	(615)
Depreciation provided during the year	(136,286)
At 31 December 2015, net of accumulated depreciation	1,245,364
At 31 December 2015:	
Cost	1,552,451
Accumulated depreciation	(307,087)
Net carrying amount	1,245,364
At 1 January 2016, net of accumulated depreciation	<b>1,245,364</b>
Additions	<b>357,844</b>
Transfers from Property, Plant and Equipment	<b>56,851</b>
Disposals	<b>(2,793)</b>
Depreciation provided during the year	<b>(172,857)</b>
At 31 December 2016, net of accumulated depreciation	<b>1,484,409</b>
At 31 December 2016:	
Cost	<b>1,968,788</b>
Accumulated depreciation	<b>(484,379)</b>
Net carrying amount	<b>1,484,409</b>

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 14. Property, Plant and Equipment

	Leasehold improvements RMB'000	Plant and machinery RMB'000	Furniture and fixtures RMB'000	Motor vehicles RMB'000	Construction in progress RMB'000	Total RMB'000
At 1 January 2015:						
Cost	21,456	373,885	119,352	7,266	10,371	532,330
Accumulated depreciation	(7,718)	(17,089)	(32,387)	(2,051)	—	(59,245)
Net carrying amount	13,738	356,796	86,965	5,215	10,371	473,085
At 1 January 2015, net of accumulated depreciation	13,738	356,796	86,965	5,215	10,371	473,085
Additions	23,789	15,112	5,811	7,631	332,705	385,048
Depreciation provided during the year	(6,990)	(27,920)	(17,476)	(1,304)	—	(53,690)
Transferred from construction in progress	—	111,502	—	—	(111,502)	—
Disposals	—	(93)	(9)	—	—	(102)
At 31 December 2015, net of accumulated depreciation	30,537	455,397	75,291	11,542	231,574	804,341
At 31 December 2015:						
Cost	45,245	500,406	125,154	14,897	231,574	917,276
Accumulated depreciation	(14,708)	(45,009)	(49,863)	(3,355)	—	(112,935)
Net carrying amount	30,537	455,397	75,291	11,542	231,574	804,341
At 1 January 2016, net of accumulated depreciation	<b>30,537</b>	<b>455,397</b>	<b>75,291</b>	<b>11,542</b>	<b>231,574</b>	<b>804,341</b>
Additions	<b>2,700</b>	<b>40,986</b>	<b>2,002</b>	<b>271</b>	<b>52,952</b>	<b>98,911</b>
Depreciation provided during the year	<b>(2,880)</b>	<b>(41,629)</b>	<b>(23,310)</b>	<b>(2,100)</b>	—	<b>(69,919)</b>
Transferred from construction in progress	<b>72,636</b>	<b>207,101</b>	—	—	<b>(279,737)</b>	—
Transfers to intangible assets	—	—	—	—	(2)	(2)
Transfers to revenue generating assets	—	<b>(56,851)</b>	—	—	—	<b>(56,851)</b>
Disposals	<b>(151)</b>	—	<b>(213)</b>	—	—	<b>(364)</b>
At 31 December 2016, net of accumulated depreciation	<b>102,842</b>	<b>605,004</b>	<b>53,770</b>	<b>9,713</b>	<b>4,787</b>	<b>776,116</b>
At 31 December 2016:						
Cost	<b>120,421</b>	<b>685,829</b>	<b>126,230</b>	<b>15,167</b>	<b>4,787</b>	<b>952,434</b>
Accumulated depreciation	<b>(17,579)</b>	<b>(80,825)</b>	<b>(72,460)</b>	<b>(5,454)</b>	—	<b>(176,318)</b>
Net carrying amount	<b>102,842</b>	<b>605,004</b>	<b>53,770</b>	<b>9,713</b>	<b>4,787</b>	<b>776,116</b>

The carrying value of motor vehicles held under finance leases at 31 December 2016 was RMB8,177,000 (2015: RMB8,769,000). Additions during the year include motor vehicles was nil (2015: RMB6,304,000) under finance leases.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 15. Prepaid Land Lease Payments

	2016 RMB'000	2015 RMB'000
Carrying amount at 1 January	74,740	76,284
Amortised during the year	(1,480)	(1,544)
Carrying amount at 31 December	73,260	74,740
Current portion	(1,480)	(1,544)
Non-current portion	71,780	73,196

### 16. Intangible Assets

	Patents and trademarks RMB'000	Software RMB'000	Total RMB'000
At 1 January 2015:			
Cost	44,092	41,355	85,447
Accumulated amortisation	(11,414)	(6,445)	(17,859)
Net carrying amount	32,678	34,910	67,588
At 1 January 2015, net of accumulated amortisation	32,678	34,910	67,588
Addition	2	5,765	5,767
Amortisation provided during the year	(5,070)	(4,414)	(9,484)
At 31 December 2015, net of accumulated amortisation	27,610	36,261	63,871
At 31 December 2015:			
Cost	44,094	47,120	91,214
Accumulated amortisation	(16,484)	(10,859)	(27,343)
Net carrying amount	27,610	36,261	63,871
At 1 January 2016, net of accumulated amortisation	27,609	36,262	63,871
Addition	—	6,040	6,040
Amortisation provided during the year	(5,052)	(5,141)	(10,193)
At 31 December 2016, net of accumulated amortisation	22,557	37,191	59,718
At 31 December 2016:			
Cost	44,063	52,815	96,878
Accumulated amortisation	(21,536)	(15,624)	(37,160)
Net carrying amount	22,527	37,191	59,718

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 17. Goodwill

	RMB'000
At 31 December 2015:	
Cost	26,037
Accumulated impairment	—
Net carrying amount	26,037
Cost at 1 January 2016, net of accumulated impairment	26,037
Impairment during the year	—
Cost and net carrying amount at 31 December 2016	26,037
At 31 December 2016:	
Cost	<b>26,037</b>
Accumulated impairment	—
Net carrying amount	<b>26,037</b>

Goodwill of the Group includes RMB545,000 arising from the acquisition of Shanghai Haoze Environmental Technology in 2010 and RMB25,492,000 arising from the acquisition of Park Wealth in 2012. No impairment was recognised for the years ended 31 December 2016 and 2015.

Goodwill is allocated to the water purification services CGU for impairment testing.

The Group performed its annual impairment test in December 2016 and 2015. The Group considers the relationship between its market capitalisation and its book value, among other factors, when reviewing the indicators of impairment. No indicators of impairment were noted during 2016 and 2015.

In 2016, the recoverable amount of the water purification services CGU was determined based on a value in use calculation using cash flow projections based on financial budgets covering a five-year period approved by senior management. The discount rate applied to the cash flow projections was 16% (2015: 16%) and cash flows beyond the five-year period were extrapolated using a growth rate of 3% (2015: 3%) which was less than the long term average growth rate of water purification industry. Management determined budgeted growth rates based on past performance and its expectations of market development, taking into consideration of the Group's specific synergies and reflecting the Group's strategy and intention in operating the business.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 17. Goodwill (Continued)

Assumptions were used in the value in use calculation of the water purification services CGU for 31 December 2016 and 31 December 2015. The following describes each key assumption on which management has based its cash flow projections to undertake impairment testing of goodwill:

*Budgeted gross margins* — The basis used to determine the value assigned to the budgeted gross margins is the average gross margins achieved in the year immediately before the budget year, increased for expected efficiency improvements, and expected market development.

*Discount rates* — The discount rates used are before tax and reflect specific risks relating to the relevant units.

Management does not foresee any significant change in the key assumptions used in the value in use calculation that will cause the recoverable amount of goodwill to be less than its carrying amount.

The values assigned to the key assumptions on market development and discount rates are consistent with external information sources.

### 18. Deferred Tax Assets/Liabilities

Deferred tax relates to the following:

Deferred tax assets:

	Elimination of unrealised profits RMB'000	Accruals RMB'000	Losses available for offsetting against future taxable profits RMB'000	Total RMB'000
At 1 January 2015	1,959	11,483	—	13,442
Income tax credited to profit or loss during the year (note 11)	718	10,668	1,702	13,088
At 31 December 2015 and 1 January 2016	2,677	22,151	1,702	26,530
Income tax (charged)/credited to profit or loss during the year (note 11)	(1,345)	24,214	(1,702)	21,167
At 31 December 2016	<b>1,332</b>	<b>46,365</b>	<b>—</b>	<b>47,697</b>

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 18. Deferred Tax Assets/Liabilities (Continued)

Deferred tax liabilities:

	Accrued government grant RMB'000	Fair value adjustment arising from acquisition of subsidiaries RMB'000	Total RMB'000
At 1 January 2015	718	5,767	6,485
Deferred tax charged/(credited) to profit or loss during the year (note 11)	473	(476)	(3)
At 31 December 2015 and 1 January 2016	1,191	5,291	6,482
Deferred tax credited to profit or loss during the year (note 11)	(241)	(35)	(276)
At 31 December 2016	<b>950</b>	<b>5,256</b>	<b>6,206</b>

Deferred tax assets have not been recognised in respect of losses as they have arisen in subsidiaries that have been loss-making for some time and it is not considered probable that taxable profits will be available against which the tax losses can only be utilised.

Pursuant to the PRC Corporate Income Tax Law, 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. The Group is therefore liable for withholding taxes at a rate of 10% on dividends distributed by those subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008.

At the end of each reporting period, no deferred tax has been recognised for withholding taxes that would be payable on the unremitted earnings that are subject to withholding taxes of the Group's subsidiaries established in Mainland China. In the opinion of the directors, it is not probable that these subsidiaries will distribute such earnings in the foreseeable future. The aggregate amount of temporary differences associated with investments in subsidiaries in Mainland China for which deferred tax liabilities have not been recognised totalled approximately RMB570,418,000 and RMB757,968,000 as at 31 December 2015 and 2016, respectively.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 19. Inventories

	2016 RMB'000	2015 RMB'000
Raw materials	40,912	53,509
Work in progress	28,901	39,678
Finished goods	99,684	103,414
Write-down of inventories to net realisable value	(5,266)	(5,064)
	<b>164,231</b>	191,537

### 20. Trade and Bills Receivables

		2016 RMB'000	2015 RMB'000
Trade receivables		41,522	63,093
Amount due from contract customers	21	3,305	9,897
Bills receivable		1,300	1,150
		<b>46,127</b>	74,140
Impairment		(2,083)	(2,744)
Net trade and bills receivables		<b>44,044</b>	71,396

Trade and bills receivables mainly represent water purification product sales receivables from distributors and receivables for air sanitisation services. The Group usually requires a payment in advance before installation of water purification machines from most of the distributors. The Group only grants credit periods to some distributors with long-term relationship and good credit history. The credit period is generally three months. For sales of goods, the Group grants less than 90 days credit term to the customers. For air sanitisation service receivables, the payment terms are stipulated in the relevant contracts. The credit period is generally one month with a retention period of one year. The Group seeks to maintain strict control over its outstanding receivables and closely monitors them to minimise credit risk. Overdue balances are reviewed regularly by senior management. The Group does not hold any collateral or other credit enhancements over its trade and bills receivable balances. Trade and bills receivables are unsecured and non-interest-bearing.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 20. Trade and Bills Receivables (Continued)

As at 31 December, the ageing analysis of trade and bills receivables, based on the revenue recognition date and net of provisions, is as follows:

	2016 RMB'000	2015 RMB'000
Within 90 days	33,304	15,871
Over 90 days and within 180 days	2,248	32,185
Over 180 days and within 1 year	1,462	9,687
Over 1 year and within 2 years	3,451	3,756
Over 2 years and within 3 years	274	—
	<b>40,739</b>	61,499

The ageing analysis of trade and bills receivables that are not individually nor collectively considered to be impaired is as follows:

	2016 RMB'000	2015 RMB'000
Neither past due nor impaired	38,460	37,283
Past due but not impaired		
Within 90 days past due	992	7,003
90 to 180 days past due	869	11,033
180 days to 1 year past due	—	5,657
1 to 2 years past due	418	523
	<b>40,739</b>	61,499

The balances of the trade and bills receivables of RMB2,279,000 and RMB24,216,000 as at 31 December 2016 and 2015, respectively, were past due. The directors of the Company are of the opinion 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.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 20. Trade and Bills Receivables (Continued)

As at 31 December 2016, trade receivables of an initial value of RMB2,083,000 (2015: RMB2,744,000) were impaired and fully provided for. The movements in the provision for impairment of receivables are as follows:

	Individually impaired RMB'000
At 1 January 2015	356
Charged for the year	2,388
At 31 December 2015	2,744
Reversed	(661)
At 31 December 2016	<b>2,083</b>

### Transferred financial assets that are not derecognised in their entirety

At 31 December 2016, the Group endorsed certain bills receivable accepted by banks in Mainland China (the "Endorsed Bills") with a carrying amount of RMB1,200,000 (2015: RMB1,000,000) to certain of its suppliers in order to settle the trade payables due to such suppliers (the "Endorsement"). In the opinion of the directors, the Group has retained the substantial risks and rewards, which include default risks relating to such Endorsed Bills, and accordingly, it continued to recognise the full carrying amounts of the Endorsed Bills and the associated trade payables settled. Subsequent to the Endorsement, the Group did not retain any rights on the use of the Endorsed Bills, including the sale, transfer or pledge of the Endorsed Bills to any other third parties. The aggregate carrying amount of the trade payables settled by the Endorsed Bills during the year to which the suppliers have recourse was RMB1,200,000 (2015: RMB 1,000,000) as at 31 December 2016.

### 21. Construction Contracts

	2016 RMB'000	2015 RMB'000
Gross amount due from contract customers	<b>3,305</b>	9,897
Contract costs incurred plus recognised profits less recognised losses to date	<b>66,100</b>	60,482
Less: Progress billings	<b>(62,795)</b>	(50,585)
	<b>3,305</b>	9,897

At 31 December 2016, retentions held by customers for contract works included in trade receivables amounted to approximately RMB6,381,000 (2015: RMB4,812,000).

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 22. Prepayments, Deposits and Other Receivables

	2016 RMB'000	2015 RMB'000
Other receivables	253,355	81,044
Deposits	2,860	4,741
Prepayments	224,818	196,087
	<b>481,033</b>	281,872
Less: Non-current portion	<b>(69,381)</b>	(91,110)
	<b>411,652</b>	190,762

The above balances are unsecured, interest-free and have no fixed terms of repayment. The carrying amounts of deposits and other receivables approximate to their fair values.

None of the above assets is either past due or impaired. The financial assets included in the above balances relate to receivables for which there was no recent history of default.

Prepayments included the Mainland China Value Added Tax ("VAT") receivable amounting to RMB48,976,000 and RMB45,555,000 as at 31 December 2015 and 2016, respectively. Input VAT on purchases can be deducted from output VAT payable. The VAT receivable is deductible input VAT which has not been claimed to the tax bureau.

### 23. Cash and Cash Equivalents and Pledged Deposits

	2016 RMB'000	2015 RMB'000
Cash and bank balances	523,816	453,406
Time deposits	5,514	65,001
Total cash and bank balances	<b>529,330</b>	518,407
Less: Pledged as collateral for issuance of bank acceptance notes	<b>42,448</b>	137,485
Cash and cash equivalents	<b>486,882</b>	380,922
Denominated in RMB	<b>502,788</b>	292,768
Denominated in HK\$	<b>25,920</b>	225,062
Denominated in US\$	<b>622</b>	577
Total cash and bank balances	<b>529,330</b>	518,407

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 23. Cash and Cash Equivalents and Pledged Deposits (Continued)

The RMB is not freely convertible into other currencies, however, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business.

Cash at banks earns interest at floating rates based on daily bank deposit rates. Short-term time deposits are made for varying periods of between 1 month and 2 months depending on the immediate cash requirements of the Group, and earn interest at the respective short term time deposits rates. The bank balances are deposited with creditworthy banks with no recent history of default.

### 24. Trade and Bills Payables

An ageing analysis of the trade and bills payables of the Group as at the end of the reporting period, based on the invoice date, is as follows:

	2016 RMB'000	2015 RMB'000
Within 90 days	44,385	126,876
Over 90 days and within 180 days	63,934	16,844
Over 180 days and within 1 year	7,043	9,957
Over 1 year and within 2 years	11,118	153
Over 2 year and within 3 years	111	1,124
Over 3 years	1,787	705
	<b>128,378</b>	155,659

The trade and bills payables are unsecured, non-interest-bearing and normally repayable within one to two months or on demand.

### 25. Other Payables, Advances from Customers and Accruals

	2016 RMB'000	2015 RMB'000
Other payables	206,081	359,331
Advances from customers	43,184	72,836
Accruals	22,617	11,902
Finance lease payable	—	1,380
	<b>271,882</b>	445,449

The above balances are unsecured, non-interest-bearing and repayable on demand.

The Group leases motor vehicles for its rental service business. These leases are classified as finance leases and have remaining lease terms within one year.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 26. Deferred Revenue

Deferred revenue represented the advances received from distributors, being amortised over the lease terms of the Group's water purification machines, at the end of each reporting period. All of the advances are expected to be recognised as revenue within one year.

### 27. Convertible Bonds

On 6 November 2015, the Company issued HK\$ dominated HK\$ settled 5% coupon convertible bonds due in 2020 in the principal amount of HK\$465,000,000 (equivalent to RMB380,742,000) (the "Convertible Bonds").

Pursuant to the bond subscription agreement, the Convertible Bonds are:

- (a) convertible at the option of the bond holders into fully-paid ordinary shares of the Company at any time from 17 December 2015 to 28 October 2020 at an conversion price of HK\$2.25 per share (subject to adjustments); while on 1 December 2016, the conversion price of the bonds was adjusted to HKD1.91 by the announcement, and
- (b) redeemable at the option of the bond holders upon the occurrence of any of the events of default as stipulated in the agreement.

The Convertible Bonds bear interest at the rate of 5% per annum payable semi-annually in arrears on 15 May and 15 November in each year. The Convertible Bonds will mature on 6 November 2020. The Convertible Bonds will be redeemed on maturity at a value equal to the aggregate of (1) its principal amount outstanding; and (2) the interest accrued.

Pursuant to the subscription agreement, the conversion price in effect shall be adjusted downward if it is greater than the average market price on the first anniversary of 6 November 2015 ("Price Adjustment").

The proceeds from the issuance of the Convertible Bonds on 6 November 2015 of HK\$465,000,000 have been split into liability and derivative components in the first year of issuance date. On issuance of the Convertible Bonds, the fair value of the derivative component is determined using an option pricing model and this amount is carried as a derivative component until extinguished on conversion or redemption. The remainder of the proceeds is allocated to the liability component and is carried as a liability on the amortised cost basis until extinguished on conversion or redemption. The derivative component is measured at fair value on the issue date and any subsequent changes in fair value of the derivative component as at the end of the reporting period are recognised in profit or loss. Starting from the second year of issuance date, upon the expiration of the Price Adjustment, the fair value of the derivative component, with amount of RMB52,321,000 as at 6 November 2016 was assigned as an equity component.

There was no movement in the number of the Convertible Bonds during the year.

The fair values of the derivative component are determined based on the valuations performed by American Appraisal & Consulting Limited, an independent firm of professional valuers, using the applicable option pricing model.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 27. Convertible Bonds (Continued)

The movements of the liability component and the derivative component of the Convertible Bonds are as follows:

	Liability component of Convertible Bonds RMB'000	Derivative component of Convertible Bonds RMB'000	Equity component of Convertible Bonds RMB'000	Total RMB'000
At 1 January 2016	305,914	142,006	—	447,920
Interest expense	35,071	—	—	35,071
Interest paid	(20,334)	—	—	(20,334)
Fair value adjustment	—	(96,149)	—	(96,149)
Currency translation differences	21,388	6,464	—	27,852
Reclassification	—	(52,321)	52,321	—
At 31 December 2016	342,039	—	52,321	394,360

### 28. Interest-Bearing Bank Loan

	31 December, 2016			31 December, 2015		
	Effective interest rate (%)	Maturity	RMB'000	Effective interest rate (%)	Maturity	RMB'000
Current						
Bank loans — secured	4.50	2017	30,000	—	—	—
	4.57	2017	19,500	—	—	—
			49,500			—

	As at 31 December 2016 RMB'000	As at 31 December 2015 RMB'000
Analyzed into		
Bank loan Within one year	49,500	—

The Group's loan facilities amounting to RMB 100,000,000, of which RMB 49,500,000 had been utilized as at the end of the reporting period, are guaranteed by the Company's subsidiary, Shaanxi Haoze Environmental Technology.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 29. Other Borrowings

Other borrowings as at December 31, 2016 represents the borrowings under a financing arrangements entered into by the Group with a third-party leasing company, in the form of a sale and leaseback transaction which results in a finance lease and bear a repurchase option. The subjects sold and leased back under the financing arrangements are the water purifying machines owned by the Group. As the repurchase prices are set at RMB100 which is minimal compared to the expected fair values of the underlying assets at the end of the lease periods of two years and the Group is certain that it will exercise the repurchase option, and considering the amounts of the lease payments to be paid on the selling prices, the above financing arrangements are accounted for as collateralised borrowings at amortised cost using the effective interest method.

At 31 December 2016, the Group's other borrowings were payable as follows:

	<b>Minimum lease payments As at 31 December 2016 RMB'000</b>	<b>Present value of minimum lease payments As at 31 December 2016 RMB'000</b>
Amounts payable:		
Within one year	178,822	146,810
In the second year	243,518	224,960
<b>Total minimum finance lease payments</b>	<b>422,340</b>	<b>371,770</b>
Future finance charges	(50,570)	
Total net finance lease payables	371,770	
Portion classified as current liabilities	(146,810)	
<b>Non-current portion</b>	<b>224,960</b>	

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 30. Share Capital, Share Premium and Reserves

#### Ordinary shares issued and fully paid

	Number of shares in issue	Share capital RMB'000
At 1 January 2014	1	—
Issuance of share capital to Fresh Water Group on 18 March 2014	1	—
Issuance of share capital to Fresh Water Group on 17 June 2014	1,265,999,998	10,076
Issuance of share capital in the initial public offering on 17 June 2014	422,000,000	3,350
Issuance of share capital for over-allotment on 27 June 2014	63,300,000	502
Shares cancellation	(15,878,000)	(126)
At 31 December 2015	1,735,422,000	13,802
Share cancellation	(5,740,000)	(45)
At 31 December 2016	1,729,682,000	13,757

#### Share premium

	RMB'000
At 1 January 2014	—
Issuance of share capital to Fresh Water Group on 18 March 2014	600
Issuance of share capital to Fresh Water Group on 17 June 2014	(10,076)
Issuance of share capital in the initial public offering on 17 June 2014	855,065
Issuance of share capital for over-allotment on 27 June 2014	129,258
Shares cancellation	(30,340)
At 31 December 2015	944,507
Shares cancellation	(9,099)
At 31 December 2016	935,408

The Company was incorporated as an exempted company with limited liability in the Cayman Islands on 15 November 2013 with authorised share capital of HK\$380,000 divided into 38,000,000 shares of HK\$0.01 each.

On 15 November 2013, the Company allotted and issued one share to Walkers Nominees Limited at par value, which was transferred to Fresh Water Group on 19 November 2013.

On 18 March 2014, the Company allotted and issued one share to Fresh Water Group at a subscription price of RMB600,000.



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 30. Share Capital, Share Premium and Reserves (Continued)

#### Share premium (Continued)

On 17 June 2014, Fresh Water Group subscribed for one share of HK Fresh Water at a subscription price of RMB409,221,000, which was equal to and settled by the amount due to Fresh Water Group by HK Fresh Water. Fresh Water Group designated Ozner Water Group to take up such one share. As a result, the Group recognised other reserve of RMB409,221,000.

On 17 June 2014, authorised share capital of the Company was increased from HK\$380,000 to HK\$40,000,000 by the creation of additional 3,962,000,000 shares, and 1,265,999,998 shares were allotted and issued, credited as fully paid, to Fresh Water Group, who immediately transferred all the shares of the Company to certain other investors.

On 17 June 2014, the Company issued 422,000,000 shares in its initial public offering at the price of HK\$2.70 per share (the "Offer Price").

On 27 June 2014, the Company issued additional 63,300,000 shares at the price of HK\$2.70 per share as a result of exercise of over-allotment option by the underwriters.

Total proceeds from the initial public offering (including the over-allotment) were HK\$1,310,310,000 (approximately RMB1,040,142,000), and net proceeds were HK\$1,244,847,000 (approximately RMB988,175,000) after deduction of related issuance costs.

During the twelve months ended 30 December 2016, the Company purchased a total of 13,052,000(2015: 18,754,000) ordinary shares of HK\$0.01 each in the capital of the Company at an aggregate price of approximately RMB15,071,000 (2015: RMB35,434,000) on the Hong Kong Stock Exchange at a total consideration of, which was paid wholly out of share premium. The purchased shares of 5,740,000(2015:15,878,000) were cancelled during the period and the total amount paid for the purchase of the shares of RMB9,144,000 (2015: RMB30,466,000) has been charged to share capital and share premium of the Company.

As at 31 December 2016, treasure shares of RMB 10,895,000 (2015: RMB 4,968,000) consisted of remaining repurchased ordinary shares of RMB10,188,000 (2015: RMB2,876,000) without cancellation at the end of reporting period.

#### Reserves

##### (a) Share-based payment reserve

The share-based payment reserve is used to recognise the value of equity-settled share-based payments provided to employees, including key management personnel, as part of their remuneration.

##### (b) Merger reserve

Pursuant to the Reorganisation, the Company became the holding company of the companies now comprising the Group on 13 March 2014. The merger reserve of the Group represents the reserve arose pursuant to the Reorganisation.

##### (c) Foreign currency translation reserve

The exchange differences arising on translation of the financial statements of foreign operations to RMB are recognised in OCI and accumulated to the foreign currency translation reserve.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 30. Share Capital, Share Premium and Reserves (Continued)

#### Reserves (Continued)

##### (d) Other reserves

Other reserves represent the statutory reserve fund which comprise:

##### (i) Reserve fund

PRC laws and regulations require wholly-owned foreign enterprises (“WFOE”) to provide for the reserve fund by appropriating a part of the net profit (based on the entity’s statutory accounts) before dividend distribution. Each subsidiary being WFOE is required to appropriate at least 10% of its net profit after tax to the reserve fund until the balance of such fund has reached 50% of its registered capital. The reserve fund can only be used, upon approval by the relevant authority, to offset accumulated losses or increase capital.

##### (ii) Statutory surplus reserve

In accordance with the PRC Company Law and the articles of association, a subsidiary registered in the PRC as a domestic company is required to appropriate 10% of its annual statutory net profit (after offsetting any prior years’ losses) to the statutory surplus reserve. When the balance of such reserve fund reaches 50% of the entity’s capital, any further appropriation is optional. The statutory surplus reserve can be utilised to offset prior years’ losses or to increase capital. However, such balance of the statutory surplus reserve must be maintained at a minimum of 25% of the registered capital after the capitalisation.

### 31. Share-Based Payments

#### Pre-IPO Share Option Scheme

The Pre-IPO Share Option Scheme was approved and adopted on 26 May 2014 and expired on the listing date (i.e., 17 June 2014). 168,800,000 share options of the Company were approved to be granted to employees or directors of a member of the Group under the Pre-IPO Share Option Scheme on 26 May 2014. The exercise price of the options granted under the Pre-IPO Share Option Scheme was 85% of the Offer Price of HK\$2.70 (i.e., HK\$2.295). Exercise of the options granted under the Pre-IPO Share Option Scheme was conditional until the successful listing of the Company on 17 June 2014. The options granted under the Pre-IPO Share Option Scheme shall vest in accordance with the following schedules:

Vesting period	Exercise Period	Maximum cumulative percentage of options vested
Upon 12 months after the listing date	6/16/2015–6/17/2024	40%
Upon 24 months after the listing date	6/16/2016–6/17/2024	70%
Upon 36 months after the listing date	6/16/2017–6/17/2024	100%

The fair value of the share options is estimated at the grant date using a binomial option pricing model, taking into account the terms and conditions upon which the share options were granted. The contractual term of each option granted is ten years. There are no cash settlement alternatives.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 31. Share-Based Payments (Continued)

#### Pre-IPO Share Option Scheme (Continued)

The fair value of options granted was estimated on the date of grant using the following assumptions:

Share price	HK\$2.70
Risk free rate of interest	1.96%
Dividend yield	—
Life of option	10 years
Volatility	35.29%
Exercise multiple	2 for key management and 1.5 for other employees
Forfeiture rate	5% for key management and 15% for other employees

The volatility is determined based on the average historical volatility of several comparable companies' stocks and reflects the assumption that the historical volatility over a period similar to the life of the options is indicative of future trends, which may not necessarily be the actual outcome. The exercise multiple and forfeiture rate are estimated based on studies of historical data and current expectations and are not necessarily indicative of exercise patterns that may occur.

The share option expense recognised for employee services received during the year is shown in the following table:

	2016 RMB'000	2015 RMB'000
Total expense arising from equity-settled share-based payment transactions	22,412	58,647
Less: Amount capitalised in revenue generating assets	(1,377)	(3,598)
	<b>21,035</b>	55,049

There were no cancellations of or modifications to the awards in 2016.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 31. Share-Based Payments (Continued)

#### Pre-IPO Share Option Scheme (Continued)

The following table discloses movements of the Company's share options held by the key management personnel and other employees of the Company:

	Outstanding at 1 January 2016	Granted during the year	Forfeited during the year	Exercised during the year	Expired during the year	Outstanding at 31 December 2016
<i>Directors</i>						
Mr. Xiao Shu	51,086,706	—	—	—	—	51,086,706
Mr. Zhu Mingwei	11,160,859	—	—	—	—	11,160,859
Mr. He Jun	10,662,531	—	—	—	—	10,662,531
Mr. Tan Jibin	8,547,535	—	—	—	—	8,547,535
Mr. Xiao Lilin	7,596,652	—	—	—	—	7,596,652
<i>Other employees</i>						
In aggregate	71,733,131	—	(3,612,975)	—	—	68,120,156
	160,787,414	—	(3,612,975)	—	—	157,174,439
Exercisable at the end of the year		—	—	—	—	110,022,107

	Outstanding at 1 January 2015	Granted during the year	Forfeited during the year	Exercised during the year	Expired during the year	Outstanding at 31 December 2015
<i>Directors</i>						
Mr. Xiao Shu	51,086,706	—	—	—	—	51,086,706
Mr. Zhu Mingwei	11,160,859	—	—	—	—	11,160,859
Mr. He Jun	10,662,531	—	—	—	—	10,662,531
Mr. Tan Jibin	8,547,535	—	—	—	—	8,547,535
Mr. Xiao Lilin	7,596,652	—	—	—	—	7,596,652
<i>Other employees</i>						
In aggregate	72,350,818	—	(617,687)	—	—	71,733,131
	161,405,101	—	(617,687)	—	—	160,787,414
Exercisable at the end of the year	—	—	—	—	—	63,591,506

The weighted average remaining contractual life of the share options outstanding as at 31 December 2016 was 8.5 years. The weighted average fair value of the options granted under the Pre-IPO Share Option Scheme was HK\$1.07 (RMB0.85).

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 31. Share-Based Payments (Continued)

#### Share Option Scheme

The Share Option Scheme was approved and adopted on 26 May 2014 with implementation conditional on the listing of the Company. The maximum number of shares which may be issued upon exercise of all options to be granted under the Share Option Scheme and any other share option schemes (including but not limited to the Pre-IPO Share Option Scheme, the "Other Schemes") of the Company must not in aggregate exceed 168,800,000 (the "Scheme Mandate Limit"). Options lapsed in accordance with the terms of the Share Option Scheme and any of the Other Schemes of the Company will not be counted for the purpose of calculating the Scheme Mandate Limit.

The board of directors may grant options under the Share Option Scheme to (i) employees (whether full time or part-time) or a director of a member of the Group or associated companies of the Company; and (ii) a distributor or a full-time employee of any distributor of the Group or associated companies of the Company. The Share Option Scheme shall be valid and effective for a period of ten years commencing on the listing date.

No share option was granted under the Share Option Scheme as at 31 December 2016.

#### Restricted Share Unit Scheme

The restricted share unit scheme was approved and adopted on 7 December 2015. The maximum number of restricted share units that may be granted under this restricted share unit scheme in aggregate (excluding restricted share units that have lapsed or been cancelled in accordance with the restricted share unit scheme) shall be such number of shares of the Company held by the trustee of the restricted share unit scheme for the purpose of this restricted share unit scheme from time to time.

The board of directors may, at its absolute discretion, grant restricted share unit under the restricted share unit scheme to directors, senior management and employees of the Company or its subsidiaries for their contribution to the Group. This restricted share unit scheme shall be valid and effective for a period of ten years, commencing from the 7 December 2015.

The number of 424,531 restricted shares were granted under the Restricted Share Unit Scheme as at 31 December 2016.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 32. Operating Lease Arrangements

#### (a) As lessor

The Group leases its water purification machines under operating lease arrangements, with leases negotiated for term of one year.

At the reporting date, the Group had total future minimum lease receivables under non-cancellable operating leases with its tenants falling due as follows:

	2016 RMB'000	2015 RMB'000
Within one year	167,630	56,492

#### (b) As lessee

The Group leases certain of its warehouses and factory properties under operating lease arrangements, negotiated for terms of one to four years with an option for renewal after the end of lease terms, at which time all terms will be renegotiated.

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

	2016 RMB'000	2015 RMB'000
Within one year	9,282	12,928
In the second to fifth years, inclusive	739	10,430
	10,021	23,358

### 33. Commitments

In addition to the operating lease commitments detailed in note 32(b) above, the Group had the following capital commitments at the reporting date:

	2016 RMB'000	2015 RMB'000
Contracted, but not provided for: Property, plant and equipment	83,994	52,426

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 34. Related Party Transactions and Balances

#### (a) Name and relationship

Name of related party	Relationship with the Group
Fresh Water Group	Ultimate holding company before 17 June 2014 *
Mr. Xiao Shu	Chairman, chief executive officer, executive director and one of the ultimate shareholders

\* On 17 June 2014, Fresh Water Group transferred all 1,266,000,000 shares of the Company to certain other investors.

#### (b) Outstanding balances with related parties:

The Group had an outstanding balance due from shareholder of RMB791,000 as at the end of the reporting period. This balance is unsecured, interest-free and has no fixed terms of repayment.

#### (c) Compensation of key management personnel of the Group

	2016 RMB'000	2015 RMB'000
Short term employee benefits	6,730	6,328
Pension scheme contributions	20	19
Share-based payments	14,208	35,174
Total compensation paid to key management personnel	20,958	41,521

The amounts disclosed above are the amounts recognised as an expense during the reporting period related to key management personnel.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 35. Financial Instruments by Category

#### Financial assets – loans and receivables

	2016 RMB'000	2015 RMB'000
Trade and bills receivables	44,043	71,396
Financial assets included in deposits and other receivables	256,215	85,785
Pledged deposits	42,448	137,485
Cash and cash equivalents	486,882	380,922
	<b>829,589</b>	675,588

Loans and receivables are non-derivative financial assets carried at amortised cost which generate a fixed or variable interest income for the Group. The carrying value may be affected by changes in the credit risk of the counterparties.

#### Financial liabilities – financial liabilities at amortised cost

	2016 RMB'000	2015 RMB'000
Trade and bills payables	128,378	155,659
Financial liabilities included in other payable and accruals	83,353	240,440
Liability component of convertible bonds	342,039	305,914
Interest-bearing bank loan	49,500	—
Other borrowing	371,770	—
	<b>975,040</b>	702,013

#### Financial liabilities – Financial liabilities at fair value through profit or loss

	2016 RMB'000	2015 RMB'000
Derivative component of convertible bonds	—	142,006



## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 36. Fair Value Measurement

The carrying amounts and fair values of the Group's financial instruments, other than those with carrying amounts that reasonably approximate to fair values, are as follows:

	Carrying amounts		Fair values	
	2016 RMB'000	2015 RMB'000	2016 RMB'000	2015 RMB'000
<b>Financial liabilities</b>				
Derivative component of convertible bonds	—	142,006	—	142,006
Liability component of convertible bonds	<b>342,039</b>	305,914	<b>341,507</b>	304,853
	<b>342,039</b>	447,920	<b>341,507</b>	446,859

Management has assessed that the fair values of trade and bills receivables, financial assets included in deposits and other receivables, pledged deposit, cash and cash equivalent, trade and bills payables and financial liabilities included in other payables and accruals of the Group approximate to their carrying amounts largely due to the short term maturities of these instruments.

The fair value of financial assets at fair value through profit or loss has been estimated using Monte Carlo simulation involving the lowest level input including the gold spot price and its volatility, USD risk-free rate and its volatility of USD/CNY exchange rate. The fair value of the derivative component of the convertible bonds has been estimated using a valuation technique of binomial model that incorporates various market unobservable or observable inputs including risk-free rate, volatility, liquidity discount and risky discount rate.

The directors believe that the estimated fair value resulting from the valuation technique, which are recorded in the statement of financial position, and the related changes in fair value, which are recorded in profit or loss, are reasonable, and that they were the most appropriate value at the end of the reporting period.

The fair value of the liability component of the convertible bonds is calculated by Binomial Tree Model which assumes multiple scenarios discounting at credit discount rate. It is categorised under level 3 within the fair value hierarchy.

The Group's corporate finance team headed by the finance manager is responsible for determining the policies and procedures for the fair value measurement of financial instruments. The corporate finance team reports directly to the chief financial officer. At each reporting date, the corporate finance team analyses the movements in the values of financial instruments and determines the major inputs applied in the valuation. The valuation is reviewed and approved by the chief financial officer.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 36. Fair Value Measurement (Continued)

Below is a summary of significant unobservable inputs to the valuation of financial instruments together with a quantitative sensitivity analysis as at 6 November 2016 :

	Valuation technique	Significant unobservable input	Ratio	Sensitivity of fair value to the input
Derivative component of convertible bonds	Binomial model	Risk-free rate	0.625%	1% increase in risk-free rate would result in decrease in fair value by RMB2,650
		Volatility	55.0%	10% increase in volatility would result in increase in fair value by RMB15,365
		Liquidity discount	-23%	5% increase in liquidity discount would result in increase in fair value by RMB6,236
		Risky discount rate	-6.23%	5% increase in risky discount rate would result in increase in fair value by RMB21,489

### Fair value hierarchy

The following tables illustrate the fair value measurement hierarchy of the Group's financial instruments:

	Fair value measurement as at 6 November 2016 using			
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	Total RMB'000
Recurring fair value measurement for: Derivative component of convertible bonds	—	—	52,321	52,321
	—	—	52,321	52,321

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 36. Fair Value Measurement (Continued)

#### Fair value hierarchy (Continued)

	Fair value measurement as at 31 December 2015 using			Total RMB'000
	Quoted	Significant	Significant	
	prices in	observable	unobservable	
	active markets	inputs	inputs	
	(Level 1)	(Level 2)	(Level 3)	
	RMB'000	RMB'000	RMB'000	RMB'000
Recurring fair value measurement for:				
Derivative component of convertible bonds	—	—	142,006	142,006
	—	—	142,006	142,006

During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3 for both financial assets and financial liabilities. (2015: nil).

Reconciliation of fair value measurements categorised within Level 3 of the fair value hierarchy:

	<b>Derivative component of convertible bonds RMB'000</b>
Carrying amount at 1 January 2016	142,006
Additions	—
Net gains from a fair value adjustment recognised in profit or loss	(96,149)
Currency translation differences	6,464
Carrying amount at 6 November 2016	52,321

### 37. Financial Risk Management Objectives and Policies

The Group's principal financial instruments comprise convertible bonds and cash and short term deposits. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets and liabilities, such as trade and other receivables and trade and other payables, which arise directly from its operations.

The Group is exposed to foreign currency risk, credit risk and liquidity risk. The Group's senior management oversees the management of these risks. The board of directors reviews and agrees policies for managing each of these risks, which are summarised below.

#### Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of an asset or a liability will fluctuate because of changes in foreign exchange rates. The Group's exposure to the risk of changes in foreign exchange rates relates primarily to the Group's cash and cash equivalents denominated in Hong Kong dollars ("HK\$"), the convertible bonds denominated in HK\$ and the foreign entities within the Group with the functional currency of HK\$.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 37. Financial Risk Management Objectives and Policies (Continued)

#### Foreign currency risk (Continued)

The Group has not entered into any hedging transactions to manage the potential fluctuation in foreign currencies.

The following table demonstrates the sensitivity at each reporting date to a reasonably possible change in the HK\$ exchange rate, respectively, with all other variables held constant, of the Group's profit before tax (cash and cash equivalents denominated in HK\$ and the convertible bonds denominated in HK\$), the Group's equity (due to the foreign entities where the functional currency is HK\$).

	Increase/ (decrease) in HK\$ rate	Increase/ (decrease) in profit before tax	Increase/ (decrease) in equity * RMB'000
<b>2015</b>			
If HK\$ weakens against RMB	-5%	(11,024)	(48,921)
If HK\$ strengthens against RMB	+5%	11,024	48,921
<b>2016</b>			
If HK\$ weakens against RMB	<b>-5%</b>	<b>(1,163)</b>	<b>(47,821)</b>
If HK\$ strengthens against RMB	<b>+5%</b>	<b>1,163</b>	<b>47,821</b>

\* Excluding retained earnings

#### Credit risk

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Group is exposed to credit risk from its operating activities (primarily trade and other receivables) and from its financing activities, including deposits with banks and financial institutions. The Group trades only with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis and the Group's exposure to bad debts is not significant.

All the Group's cash and cash equivalents and pledged deposits are held in major financial institutions located in Mainland China and Hong Kong, which do not have recent history of default.

The carrying amounts of cash and cash equivalents, pledged deposits, trade and bills receivables and financial assets included in prepayments, deposits and other receivables included in the consolidated statements of financial position represent the Group's maximum exposure to credit risk in relation to its financial assets. The Group has no other financial assets which carry significant exposure to credit risk.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 37. Financial Risk Management Objectives and Policies (Continued)

#### Liquidity risk

The Group's policy is to monitor regularly the current and expected liquidity requirements to ensure that it maintains sufficient reserves of cash and adequate committed lines of funding from major financial institutions to meet its liquidity requirements in the short and long terms.

The maturity profile of the Group's financial liabilities as at each reporting date, based on the contractual undiscounted payments, is as follows:

#### 31 December 2016

	On demand RMB'000	Less than 1 year RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	—	20,797	478,334	499,131
Trade and bills payables	—	128,378	—	128,378
Financial liabilities included in other payables and accruals	83,353	—	—	83,353
Other borrowing	—	146,810	224,960	371,770
Interest-bearing bank loan	—	49,500	—	49,500
	<b>83,353</b>	<b>345,485</b>	<b>703,294</b>	<b>1,132,132</b>

#### 31 December 2015

	On demand RMB'000	Less than 1 year RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	—	19,479	467,492	486,971
Trade and bills payables	—	155,659	—	155,659
Financial liabilities included in other payables and accruals	240,440	—	—	240,440
	240,440	175,138	467,492	883,070

#### Capital management

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the years ended 31 December 2016 and 31 December 2015.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 37. Financial Risk Management Objectives and Policies (Continued)

#### Capital management (Continued)

The Group monitors capital using a gearing ratio, which is net debt divided by the adjusted capital plus net debt. The Group's policy is to maintain the gearing ratio reasonable. Net debt includes trade and bills payables and other payables and accruals, less cash and cash equivalents. Adjusted capital includes liability component of convertible bonds and equity attributable to owners of the parent. The gearing ratios as at the end of the reporting periods were as follows:

	2016 RMB'000	2015 RMB'000
Trade and bills payables	128,378	155,659
Other payables and accruals	228,698	372,613
Other borrowing	371,770	
Short-term borrowing	49,500	—
Less: Cash and cash equivalents	(486,882)	(380,922)
Net debt	291,464	147,350
Liability component of convertible bonds	342,039	305,914
Equity attributable to owners of the parent	2,219,284	1,951,944
Adjusted capital	2,561,323	2,257,858
Adjusted capital and net debt	2,852,787	2,405,208
Gearing ratio	10%	6%

### 38. Events After the Reporting Period

There were no subsequent events between the end of the reporting period and the date of this annual report that would cause material impact on the Group.

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 39. Statement of Financial Position of the Company

Information about the statement of financial position of the Company at the end of the reporting period is as follows:

	2016 RMB'000	2015 RMB'000
<b>NON-CURRENT ASSETS</b>		
Due from subsidiaries	1,425,047	1,136,453
Investments in subsidiaries	128,308	105,896
<b>TOTAL NON-CURRENT ASSETS</b>	<b>1,553,355</b>	1,242,349
<b>CURRENT ASSETS</b>		
Other receivable	15,145	—
Due from related party	34	34
Due from shareholder	791	—
Cash and cash equivalents	17,257	272,246
<b>TOTAL CURRENT ASSETS</b>	<b>33,227</b>	272,280
<b>CURRENT LIABILITIES</b>		
Other payables	1,866	1,515
Derivative component of convertible bonds	—	142,006
Due to subsidiaries	24,796	24,796
<b>TOTAL CURRENT LIABILITIES</b>	<b>26,662</b>	168,317
<b>NET CURRENT ASSETS</b>	<b>6,565</b>	103,963
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<b>1,559,920</b>	1,346,312
<b>NON-CURRENT LIABILITIES</b>		
Liability component of convertible bonds	342,039	305,914
<b>NET ASSETS</b>	<b>1,217,881</b>	1,040,398
<b>EQUITY</b>		
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT</b>		
Share capital	13,757	13,802
Share premium (note)	935,408	944,507
Treasury shares (note)	(10,895)	(4,968)
Equity component of convertible bonds	52,321	—
Reserves (note)	227,290	87,057
<b>TOTAL EQUITY</b>	<b>1,217,881</b>	1,040,398

## Notes to the Consolidated Financial Statements (Continued)

For the year ended 31 December 2016

### 39. Statement of Financial Position of the Company (Continued)

Note:

A summary of the Company's reserves is as follows:

	Share premium RMB'000	Retained earnings RMB'000	Foreign currency translation reserve RMB'000	Share-based payment reserve RMB'000	Treasury shares RMB'000	Total RMB'000
At 1 January 2015	974,847	(3,161)	(6,235)	46,648	—	1,012,099
Profit for the year	—	(70,207)	—	—	—	(70,207)
Other comprehensive income	—	—	61,365	—	—	61,365
Share-based payments	—	—	—	58,647	—	58,647
Cancellation of repurchased shares	(30,340)	—	—	—	30,466	126
Repurchase of shares	—	—	—	—	(35,434)	(35,434)
At 1 January 2016	<b>944,507</b>	<b>(73,368)</b>	<b>55,130</b>	<b>105,295</b>	<b>(4,968)</b>	<b>1,026,596</b>
Profit for the year	—	<b>48,642</b>	—	—	—	<b>48,642</b>
Other comprehensive income	—	—	<b>69,179</b>	—	—	<b>69,179</b>
Share-based payments	—	—	—	<b>22,412</b>	—	<b>22,412</b>
Cancellation of repurchased shares	<b>(9,099)</b>	—	—	—	<b>9,144</b>	<b>45</b>
Repurchase of shares	—	—	—	—	<b>(15,071)</b>	<b>(15,071)</b>
At 31 December 2016	<b>935,408</b>	<b>(24,726)</b>	<b>124,309</b>	<b>127,707</b>	<b>(10,895)</b>	<b>1,151,803</b>

The share-based payment reserve comprises the fair value of share options granted which are yet to be exercised, as further explained in the accounting policy for share-based payments in note 31 to the financial statements. The amount will either be transferred to the share premium account when the related options are exercised, or be transferred to retained earnings should the related options expire or be forfeited.

### 40. Approval of the Financial Statements

The financial statements were approved and authorised for issue by the board of directors on 28 March 2017.



## Financial Summary

	Year ended 31 December				
	2016 RMB'000	2015 RMB'000	2014 RMB'000	2013 RMB'000	2012 RMB'000
<b>Revenue</b>					
Water purification services	854,202	679,388	411,267	313,960	197,793
Air sanitization services	54,553	63,626	100,444	88,374	92,603
Other	12,011	2,385	—	—	—
	<b>920,766</b>	745,399	511,711	402,334	290,396
<b>Gross Profit</b>	<b>502,093</b>	438,945	334,715	272,792	187,392
Gross Profit Margin	54.5%	58.9%	65.4%	67.8%	64.5%
<b>Profit for the year</b>	<b>228,655</b>	28,061	123,902	152,912	101,691
Net Profit Margin	24.8%	3.8%	24.2%	38.0%	35.0%

	As at 31 December				
	2016 RMB'000	2015 RMB'000	2014 RMB'000	2013 RMB'000	2012 RMB'000
<b>Revenue generating assets</b>	<b>1,484,409</b>	1,245,364	941,668	585,345	384,127
<b>Total assets</b>	<b>3,688,522</b>	3,309,395	2,450,033	1,309,705	862,518
<b>Total liabilities</b>	<b>1,464,876</b>	1,357,626	554,213	976,163	681,888
<b>Total equities</b>	<b>2,223,646</b>	1,951,769	1,895,820	334,542	180,630

Note:

- (1) The results and summary of assets and liabilities for the year ended 31 December 2012 and 2013 which were extracted from the Prospectus dated 5 June 2014 have been prepared on a combined basis to indicate the results of the group as if the Group structure, at time when the Company's shares were listed on the Stock Exchange, had been in existence through those years.