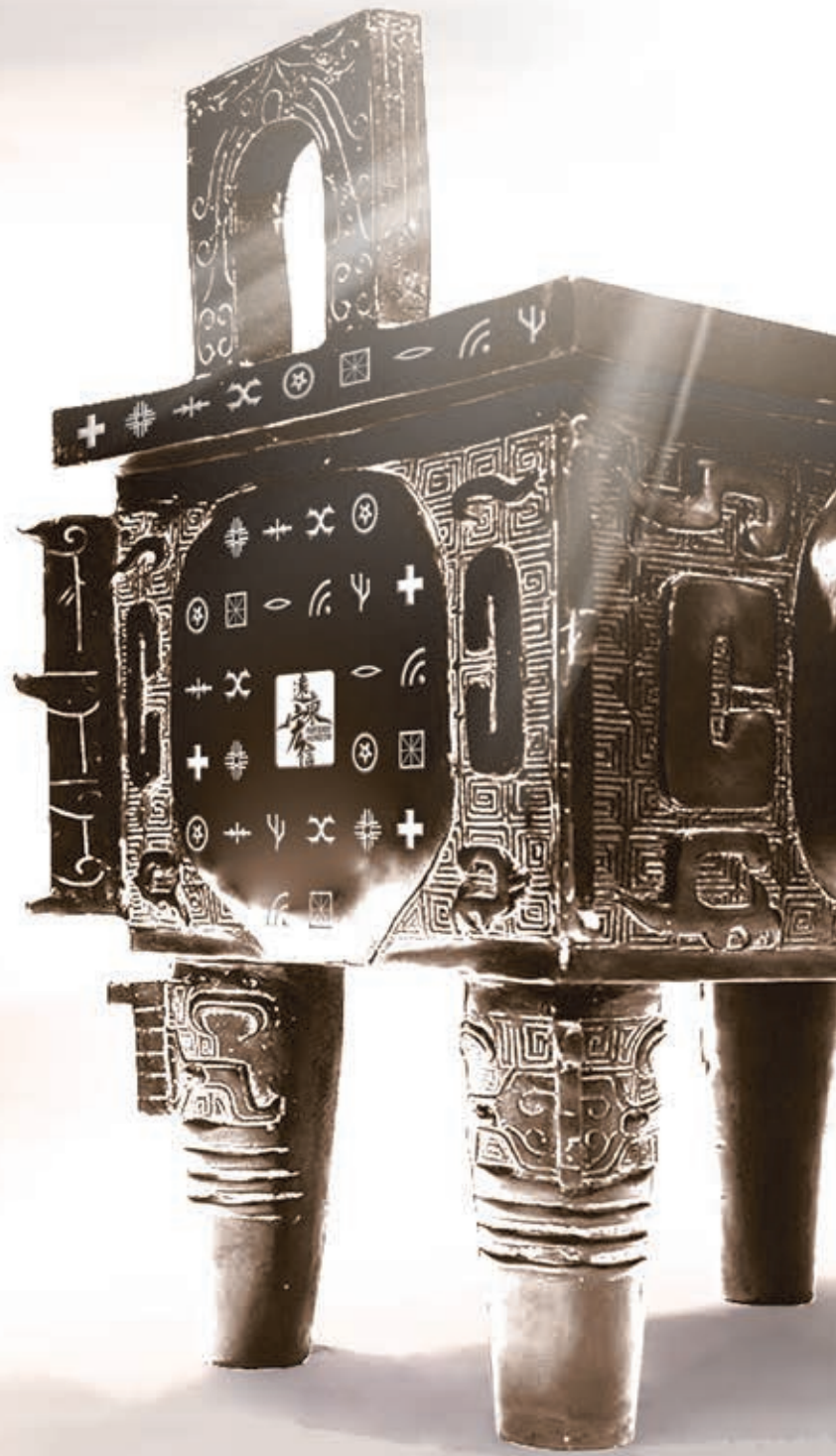
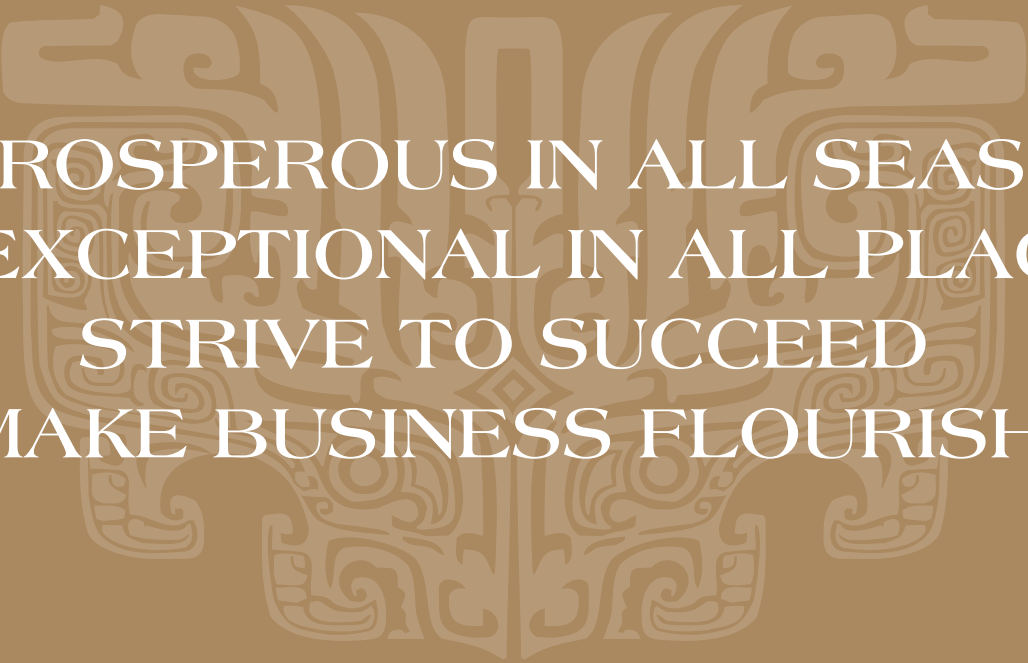


## 2017 Interim Report

Incorporated in Hong Kong with limited liability Stock Code: 3360





BE PROSPEROUS IN ALL SEASONS  
BE EXCEPTIONAL IN ALL PLACES  
STRIVE TO SUCCEED  
MAKE BUSINESS FLOURISH







---

|  |     |
|--|-----|
| Corporate Information  | 4   |
| Company Profile  | 5   |
| Business Overview  | 6   |
| Management Discussion and Analysis   | 9   |
| Disclosure of Interest   | 58  |
| Corporate Governance   | 60  |
| Other Information  | 62  |
| Report on Review of Interim Condensed<br>Consolidated Financial Statements | 63  |
| Interim Condensed Consolidated Statement<br>of Profit or Loss              | 64  |
| Interim Condensed Consolidated Statement<br>of Comprehensive Income        | 65  |
| Interim Condensed Consolidated Statement<br>of Financial Position          | 66  |
| Interim Condensed Consolidated Statement<br>of Changes in Equity           | 68  |
| Interim Condensed Consolidated Statement<br>of Cash Flows                  | 70  |
| Notes to Unaudited Interim Condensed Consolidated<br>Financial Statements  | 72  |
| Financial Summary  | 126 |







## Corporate Information

---

### Board of Directors

**Chairman and Non-Executive Director**  
Mr. NING Gaoning (*Chairman*)

**Executive Director**  
Mr. KONG Fanxing (*Vice Chairman, Chief Executive Officer*)  
Mr. WANG Mingzhe (*Chief Financial Officer*)

**Non-Executive Director**  
Mr. YANG Lin  
Dr. CHEN Guogang  
Mr. LIU Haifeng David  
Mr. KUO Ming-Jian  
Mr. John LAW

**Independent Non-Executive Director**  
Mr. CAI Cunqiang  
Mr. HAN Xiaojing  
Mr. LIU Jialin  
Mr. YIP Wai Ming

### Composition of Committee

**Audit and Risk Management Committee**  
Mr. YIP Wai Ming (*Chairman*)  
Mr. HAN Xiaojing  
Mr. John LAW

### Remuneration and Nomination Committee

Mr. LIU Jialin (*Chairman*)  
Mr. HAN Xiaojing  
Mr. KUO Ming-Jian

### Strategy and Investment Committee

Mr. LIU Haifeng David (*Chairman*)  
Mr. KONG Fanxing  
Mr. CAI Cunqiang

### Company Secretary

Ms. MAK Sze Man

### Authorised Representatives

Mr. KONG Fanxing  
Ms. MAK Sze Man

### Registered Office

Suite 6305, 63/F,  
Central Plaza,  
18 Harbour Road,  
Wanchai, Hong Kong

### Principal Place of Business in the PRC

35th Floor, Jin Mao Tower,  
88 Century Avenue, Pudong,  
Shanghai, the People's Republic of China

### Principal Place of Business in Hong Kong

Suite 6305, 63/F,  
Central Plaza,  
18 Harbour Road,  
Wanchai, Hong Kong

### Share Registrar

Computershare Hong Kong Investor Services Limited

### Principal Bankers

China Development Bank  
Bank of China

### Auditors

Ernst & Young

### Legal Adviser

Baker & McKenzie

### Company's Website

[www.fehorizon.com](http://www.fehorizon.com)

### Stock Code

The Company's shares are listed on the Main Board of The Stock Exchange of Hong Kong Limited  
Stock Code: 3360

## Company Profile

Far East Horizon Limited (“the Company” or “Far East Horizon”) and its subsidiaries (“The Group”) is one of China’s leading innovative financial companies focusing on the Chinese fundamental industries and leveraging the business model of integrating finance and industry to serve enterprises of greatest vitality with the support of the fast-growing and enormous economy in China. Based on its philosophy of “creating value and pursuing excellence”, Far East Horizon endeavours to realize its vision of “Integrating global resources and promoting China’s industries” by making innovations in products and services to provide our customers with tailor-made integrated operations services.

Over the past two decades, the Group has evolved from a single financial service company into an integrated service provider with a global vision centered on China so as to facilitate sustainable economic and social development. With the creative integration of industrial services and financial capital and with unique advantages in the organization of resources and value added services, we provide integrated finance, investment, trade, advisory and engineering services in healthcare, education, infrastructure construction, transportation, packaging, industrial machinery, electronic information, urban public utility as well as other sectors. The Group, headquartered in Hong Kong, has operations centers in Shanghai and Tianjin, and has offices in major cities throughout China such as Beijing, Shenyang, Ji’nan, Zhengzhou, Wuhan, Chengdu, Chongqing, Changsha, Shenzhen, Xi’an, Harbin, Xiamen, Kunming, Hefei and Nanning, forming a client service network that covers the national market. The Group has been successfully operating its professional and dedicated business platforms in China and abroad in financial services, industrial investment, hospital investment and operations, equipment operation services, high-end education, trade brokerage, management consulting, engineering services, etc.

The Company was officially listed on the Main Board of The Stock Exchange of Hong Kong Limited (“Stock Exchange”) on 30 March 2011.





## Business Overview

|   | For the six months ended 30 June |                                | For the year ended 31 December |                              |                              |
|---|----------------------------------|--------------------------------|--------------------------------|------------------------------|------------------------------|
|   | 2017<br>RMB'000<br>(Unaudited)   | 2016<br>RMB'000<br>(Unaudited) | 2016<br>RMB'000<br>(Audited)   | 2015<br>RMB'000<br>(Audited) | 2014<br>RMB'000<br>(Audited) |
| <b>OPERATING RESULTS</b>  |                                  |                                |                                |                              |                              |
| TOTAL REVENUE   | 8,972,211                        | 7,280,667                      | 13,928,369                     | 11,795,983                   | 10,060,717                   |
| Finance leasing and factoring<br>(interest income)                                  | 4,816,021                        | 3,967,770                      | 8,139,285                      | 6,849,330                    | 6,457,748                    |
| Advisory services (fee income)  | 2,872,184                        | 2,639,020                      | 3,820,487                      | 3,850,659                    | 2,709,366                    |
| Revenue from business operation   | 1,335,449                        | 790,587                        | 2,113,804                      | 1,206,807                    | 1,009,959                    |
| Business tax and surcharges   | (51,443)                         | (116,710)                      | (145,207)                      | (110,813)                    | (116,356)                    |
| Cost of sales   | (3,508,756)                      | (2,566,867)                    | (5,735,538)                    | (4,771,610)                  | (4,106,547)                  |
| Borrowing Costs   | (2,530,199)                      | (1,940,820)                    | (4,131,599)                    | (3,963,282)                  | (3,422,599)                  |
| Costs for industrial operation  | (978,557)                        | (626,047)                      | (1,603,939)                    | (808,328)                    | (683,948)                    |
| Pre-Provision Operating Profit <sup>(1)</sup>                                       | 3,297,269                        | 2,965,755                      | 5,333,732                      | 4,426,148                    | 3,961,209                    |
| Profit before tax   | 2,303,904                        | 2,085,122                      | 4,072,470                      | 3,579,725                    | 3,211,200                    |
| Profit for the year attributable to<br>holders of ordinary shares of the<br>Company | 1,619,032                        | 1,439,491                      | 2,882,208                      | 2,503,109                    | 2,295,954                    |
| Basic earnings per share (RMB)  | 0.42                             | 0.37                           | 0.74                           | 0.70                         | 0.70                         |
| Diluted earnings per share (RMB)  | 0.42                             | 0.37                           | 0.74                           | 0.70                         | 0.70                         |
| <b>Profitability indicators</b>   |                                  |                                |                                |                              |                              |
| Return on average assets <sup>(2)</sup>   | 1.78%                            | 2.02%                          | 1.92%                          | 2.06%                        | 2.37%                        |
| Return on average equity <sup>(3)</sup>   | 13.93%                           | 13.37%                         | 13.00%                         | 13.35%                       | 15.19%                       |
| Net interest margin <sup>(4)</sup>  | 2.96%                            | 3.17%                          | 3.04%                          | 2.62%                        | 3.30%                        |
| Net interest spread <sup>(5)</sup>  | 1.94%                            | 1.81%                          | 1.79%                          | 1.22%                        | 2.01%                        |
| Cost to income ratio <sup>(6)</sup>   | 37.41%                           | 35.61%                         | 35.06%                         | 36.04%                       | 38.06%                       |



## Business Overview

|  | 30 June<br>2017<br>RMB'000<br>(Unaudited) | 30 June<br>2016<br>RMB'000<br>(Unaudited) | 31 December<br>2016<br>RMB'000<br>(Audited) | 31 December<br>2015<br>RMB'000<br>(Audited) | 31 December<br>2014<br>RMB'000<br>(Audited) |
|--|---|---|---|---|---|
| <b>Assets and liabilities</b>  |   |   |   |   |   |
| Total assets   | 196,985,860                               | 150,329,147                               | 166,560,921                                 | 139,312,889                                 | 110,726,124                                 |
| Net interest-earning assets  | 168,795,841                               | 133,483,992                               | 139,798,341                                 | 121,970,478                                 | 100,828,572                                 |
| Total liabilities  | 170,564,624                               | 127,022,536                               | 141,714,820                                 | 116,351,469                                 | 93,276,231                                  |
| Interest-bearing bank and other borrowings                           | 130,499,810                               | 93,025,113                                | 106,937,588                                 | 83,428,801                                  | 71,777,837                                  |
| Gearing Ratio  | 86.59%                                    | 84.50%                                    | 85.08%                                      | 83.52%                                      | 84.24%                                      |
| Total equity   | 26,421,236                                | 23,306,611                                | 24,846,101                                  | 22,961,420                                  | 17,449,893                                  |
| Equity attributable to holders of ordinary shares of the Company     | 23,514,984                                | 21,679,467                                | 22,959,230                                  | 21,391,037                                  | 16,112,952                                  |
| Net assets per share (RMB)   | 5.95                                      | 5.49                                      | 5.81  | 5.41  | 4.89  |
| <b>Duration matching of assets and Liabilities</b>                   |   |   |   |   |   |
| Financial assets   | 180,058,843                               | 138,700,655                               | 148,699,641                                 | 128,291,002                                 | 104,545,229                                 |
| Financial liabilities  | 164,260,138                               | 122,093,907                               | 137,335,079                                 | 112,966,022                                 | 90,313,636                                  |
| <b>Quality of interest-earning assets</b>                            |   |   |   |   |   |
| Non-performing asset ratio <sup>(7)</sup>                            | 0.95%                                     | 1.01%                                     | 0.99%                                       | 0.97%                                       | 0.91%                                       |
| Provision coverage ratio <sup>(8)</sup>                              | 216.48%                                   | 220.29%                                   | 212.13%                                     | 201.24%                                     | 218.66%                                     |
| Write-off of non-performing assets ratio <sup>(9)</sup>              | 5.21%                                     | 12.24%                                    | 29.82%                                      | 27.39%                                      | 19.02%                                      |
| Overdue interest-earning assets (over 30 days) ratio <sup>(10)</sup> | 0.84%                                     | 1.08%                                     | 0.98%                                       | 1.08%                                       | 0.91%                                       |



## Business Overview



Notes:

- (1) Pre-Provision Operating Profit = Profit before tax + Provision for assets;
- (2) Return on average assets = profit for the year or the period/ average balance of assets at the beginning and end of the period, presented on an annualized basis;
- (3) Return on average equity = profit for the year or the period attributable to holders of ordinary shares of the Company/average balance of equity attributable to holders of ordinary shares of the Company at the beginning and end of the period, presented on an annualized basis;
- (4) Net interest margin = net interest income/average balance of interest-earning assets, presented on an annualized basis;
- (5) Net interest spread = average yield of interest-earning assets – average cost rate of interest-bearing liabilities, presented on an annualized basis;
- (6) Cost to income ratio = selling and administrative expense/gross profit;
- (7) Non-performing asset ratio = net non-performing assets/net interest-earning assets;
- (8) Provision coverage ratio = provision for interest-earning assets/net non-performing assets;
- (9) Write-off of non-performing assets ratio = interest-earning bad debt written-off/non-performing assets at the end of the previous year;
- (10) Overdue interest-earning assets (over 30 days) ratio = overdue interest-earning assets (over 30 days)/net interest-earning assets.



## Management Discussion and Analysis

### 1. Economic Environment

#### 1.1 Macro-economy Environment

During the first half of 2017, the Chinese macro-economy achieved stable but strong progress with gross domestic product (GDP) growing year on year by 6.9%. Looking at the top three demands, net export was the key factor for stable economic growth in the first half of the year. In the first half of the year, net export led to increase in GDP by 0.3 percentage point, representing an increase of 0.8 percentage point as compared to the whole previous year. The total national retail sales of social consumer goods increased by 10.4% year on year, representing an increase of 0.1 percentage point as compared to the corresponding period of last year. The fixed asset investment growth remained stable but in a slower rate and grew by 8.6% year on year.

For financial environment, the slightly tight liquidity and rising interest rates were resulted from the “stable and neutral” monetary policy and strict regulatory policy in the first half of the year. Meanwhile, the central bank repeatedly put emphasis on “enhancement of financial risk prevention and control”. In the first half of the year, the total financing amount across the country increased year on year by RMB1.36 trillion to RMB11.17 trillion. RMB loans issued to the real economy increased year on year by RMB728.8 billion to RMB8.21 trillion. The M2 balance increased by 9.4% year on year to RMB163.13 trillion, reaching its historical low.

#### 1.2 Industry Environment

With the steady slowdown in the growth rate of the Chinese economy and further deepening of industrial restructuring, the growth of the tertiary sector continued to outpace that of the secondary sector. Based on the preliminary accounting information, in the first half of the year, the production value of the tertiary sector grew by 7.6%, which was 1.3 percentage points higher than that of the secondary sector. In respect of accumulative year-on-year contribution rate to GDP, the contribution rates of the secondary and tertiary sectors were 36.5% and 60.2% respectively.

In respect of various industries sectors served by the Group, the differentiation trend in their industry environment continued. Sunrise industries with rigid demand and weak periodicity, including healthcare and education, maintained an overall rapid growth amid the aging population and the “Two-child Policy”. Sectors including electronic information and urban public utilities enjoyed good market development under consumption upgrades and new urbanization. With the structural adjustment in the industry, the construction industry experienced a slowdown in the growth of industrial value, with significant differentiation between construction enterprises. However, as an important means of steady growth, the construction of infrastructure still maintained a certain market size. The operating sector with manufacturing industry as the core remained in the phases of constant adjustment and upgrade.





# Management Discussion and Analysis



## 1.3 The Leasing Industry

In the first half of 2017, the financial leasing industry maintained a good stable development trend. The number of new financial leasing companies rapidly increased with increasing capital amount and business scale. The overall operation was stable and there were no signs of systemic and regional risk of the industry.

According to the statistics of China Leasing Union, in the first half of 2017, the total financial leasing companies in China (excluding single-project companies, branches, SPV companies and acquired overseas companies) amounted to approximately 8,218, representing an increase of 1,082 from 7,136 at the end of last year, reflecting a rapid growth rate. The overall registered capital of the industry amounted to approximately RMB2,934.1 billion, representing an increase of 14.8% as compared to RMB2,556.9 billion at the end of last year. The balance of financial leasing contracts in China amounted to approximately RMB5.6 trillion, representing an increase of 5.1% as compared to RMB5.33 trillion at the end of last year.

## 1.4 Company's Solutions

In line with the Chinese economy and the trend of structural adjustment of the industry, the Group still remained highly vigilant to the changes in the external environment. The Group followed the trend and made the best of the situation, adhered to the strategic upgrades, maintained operational innovation and fully promoted the implementation of "comprehensive and quasi-investment banking service" strategy in order to secure the safe, healthy and sustainable development of the Group.

### (1) *To stimulate regional vitality and enlarge customer coverage*

The Group made use of features and advantages of "focusing on industry" and thoroughly covered the market as well as innovated products and services. Through 18 offices and 105 operating units, the Group formed its customer service network to "get close to the business" in China to intensively cultivate certain areas and deeply penetrate the market.

### (2) *To develop innovative potential and enhance business revenue*

With the goal of service integration, the Group deeply understood customer needs, while continuing to strength linkage and interaction between liabilities and assets. Through innovative products such as structural financing, asset management service, consultation and other means of operating business similar to investment banking, the Group put efforts into forming differentiation features and further enhancing resources value-added capabilities and market competitiveness.



## Management Discussion and Analysis

### (3) To demonstrate synergy and enhance embedded value

The Group continued to demonstrate mutual synergy added differentiation advantages between the industry and financial businesses and sped up the promotion of the three major industries, namely healthcare, infrastructure construction and education. While promoting the growth of financial business, the industrial collaborative operation system gradually formed.

In the first half of 2017, the Group continued to invest in and acquire quality hospitals nationwide with an aggregate investment in or holding of 26 hospitals and over 10,000 hospital beds, preliminarily forming a national hospital operation network in regions including East China, Southern China, Northern China, Southwest and Northeast China. Meanwhile, the Group integrated its internal medical technology resources, strengthened coordination to form positive interaction between invested hospitals, so as to enhance the overall medical technology and operating efficiency.

In the first half of the year, the capabilities in the resources integration and the whole industrial chain layout of the construction industry of the Group preliminarily formed with synergy between its businesses. The macro information equipment platform, mainly engaged in equipment operation management and construction services, owned 6,296 aerial work vehicles, 260,000 tons of foundation pit supporting materials, 224 road construction equipment, power equipment of 37MW, taking a leading position in sub-segments of the above construction equipment. As one of the largest new mold support system suppliers, the macro capital equipment platform owned 250,000 aluminum alloy model, 280,000 tons of new scaffolding. Its production capacity and capabilities in operation maintenance gradually appeared in the fields where it operated, forming differentiated competitive advantages.

The education segment of the Group continued to promote K12 high-end quality education. In the first half of the year, with the opening of Chongqing kindergarten, there were 5 operating kindergartens and 13 sites contracted for construction of kindergartens, forming the operation landscape of proposing to cover 7 core cities in China. Education quality and operating efficiency of the invested two high schools continued to increase.

### (4) To strengthen the financing advantages and ensure stable operation

Under the tight capital situation in the first half of the year, the Group anticipated early and responded quickly, strengthened the cooperation with financial institutions to actively expand financing channels. As the only financial leasing company in the territory to obtain independent ratings as investment grade from two international rating agencies, the Group continued to strengthen the issue of bonds, asset-backed securities and other financing products while expanding the non-banking market limit and restarting overseas financing market, to secure the necessary capital resources for operation of the Company.

### (5) To continue to optimize management and ensure asset security

According to the market condition and risks, the Group reined in credit granting to high-risk industries and regional business with risky assets and rapid growth. Meanwhile, the Group further promoted the construction of regional asset management system to enhance asset disposal and management results. For risky assets in place, the Group sped up the progress and efficiency of asset disposal and the quality of non-performing assets remained stable with improvement.





## Management Discussion and Analysis

### 2. Analysis of Profit and Loss

#### 2.1 Analysis of Profit and Loss (Overview)

In the first half of 2017, the Group relied on China's real economy and continued to implement its operational philosophy of "integrating finance and industry", which led to an overall healthy and steady growth in its results. The Group realized a profit before tax of RMB2,303,904,000, representing a growth of 10.49% as compared to the corresponding period of the previous year. The profit attributable to holders of ordinary shares of the Company during the period was RMB1,619,032,000, representing a growth of 12.47% as compared to the corresponding period of the previous year. The following table sets forth the figures for the six months ended 30 June 2017 and the comparative figures for the six months ended 30 June 2016.

|  | For the six months ended 30 June |             | Change %   |
|--|----------------------------------|-------------|------------|
|  | 2017                             | 2016        |            |
|  | RMB'000                          | RMB'000     |            |
|  | (Unaudited)                      | (Unaudited) |            |
| Revenue  | 8,972,211                        | 7,280,667   | 23.23%     |
| Cost of sales                                  | (3,508,756)                      | (2,566,867) | 36.69%     |
| Gross profit                                   | 5,463,455                        | 4,713,800   | 15.90%     |
| Other income and gains                         | 200,806                          | 144,238     | 39.22%     |
| Selling and administrative expenses            | (2,043,913)                      | (1,678,390) | 21.78%     |
| Other expenses                                 | (218,488)                        | (130,158)   | 67.86%     |
| Finance costs                                  | (92,292)                         | (84,723)    | 8.93%      |
| Gains and loss on investment in Joint Ventures | (1,518)                          | 826         | -283.78%   |
| Gains and loss on investment in associates     | (10,781)                         | 162         | -6,754.94% |
| Pre-Provision Operating Profit                 | 3,297,269                        | 2,965,755   | 11.18%     |
| Provision for assets                           | (993,365)                        | (880,633)   | 12.80%     |
| Profit before tax                              | 2,303,904                        | 2,085,122   | 10.49%     |
| Income tax expense                             | (684,358)                        | (619,698)   | 10.43%     |
| Profit for the year                            | 1,619,546                        | 1,465,424   | 10.52%     |
| Attributable to:                               |                                  |             |            |
| Holders of ordinary shares of the Company      | 1,619,032                        | 1,439,491   | 12.47%     |
| Holders of perpetual securities                | 39,856                           | 37,212      | 7.11%      |
| Non-controlling interests                      | (39,342)                         | (11,279)    | 248.81%    |

## Management Discussion and Analysis

### 2.2 Revenue

In the first half of 2017, the Group realized revenue of RMB8,972,211,000, representing a growth of 23.23% from RMB7,280,667,000 as compared to the corresponding period of the previous year. It also recorded steady growth of income in financial and advisory segment and industrial operation segment. In the first half of 2017, income (before taxes and surcharges) of the financial and advisory segment was RMB7,688,205,000, accounting for 85.20% of the total income (before taxes and surcharges), and representing a growth of 16.37% as compared to the corresponding period of the previous year. Income derived from advisory services grew by 8.84% due to the Group's active efforts in providing comprehensive value-added services encompassing financial management, business operation, management advisory services and others. The Group also accelerated its pace in developing integrated industrial operation business with income derived from industrial operations grew by 68.92% as compared to the corresponding period of the previous year.

The table below sets forth the composition and the change of Group's revenue by business segments in the indicated periods.

|                                      | For the six months ended 30 June |            |                        |            |         |
|--------------------------------------|----------------------------------|------------|------------------------|------------|---------|
|                                      | 2017                             |            | 2016                   |            | Change% |
|                                      | RMB'000<br>(Unaudited)           | % of total | RMB'000<br>(Unaudited) | % of total |         |
| Financial and advisory segment       | 7,688,205                        | 85.20%     | 6,606,790              | 89.31%     | 16.37%  |
| Financial services (interest income) | 4,816,021                        | 53.37%     | 3,967,770              | 53.63%     | 21.38%  |
| Advisory services (fee income)       | 2,872,184                        | 31.83%     | 2,639,020              | 35.68%     | 8.84%   |
| Industrial operation segment         | 1,335,449                        | 14.80%     | 790,587                | 10.69%     | 68.92%  |
| Total                                | 9,023,654                        | 100.00%    | 7,397,377              | 100.00%    | 21.98%  |
| Taxes and surcharges                 | (51,443)                         |            | (116,710)              |            | -55.92% |
| Income (after taxes and surcharges)  | 8,972,211                        |            | 7,280,667              |            | 23.23%  |

The Group also categorized income by industry, and the Group was mainly engaged in 9 industries covering healthcare, education, infrastructure construction, industrial machinery, packaging, transportation, electronic information, urban public utility and comprehensive development for the first half of 2017. Meanwhile, with the promulgation of national macro-control policies and the further promotion of the industrial operation of the Group, the overall income of healthcare, education and infrastructure construction segments increased by 29.84%, 21.77% and 21.10% respectively as compared to the corresponding period of the previous year. With the expansion of the industries covered, income of comprehensive development business segment increased by 40.39% as compared to the corresponding period of the previous year.



## Management Discussion and Analysis

The table below sets forth the composition and the change of the Group's income (before taxes and surcharges) by industry in the indicated periods.

|                             | For the six months ended 30 June |                |                  |                |               | Change % |
|-----------------------------|----------------------------------|----------------|------------------|----------------|---------------|----------|
|                             | 2017                             |                | 2016             |                |               |          |
|                             | RMB'000                          | % of total     | RMB'000          | % of total     |               |          |
|                             | (Unaudited)                      |                | (Unaudited)      |                |               |          |
| Healthcare                  | 2,621,200                        | 29.05%         | 2,018,800        | 27.29%         | 29.84%        |          |
| Education                   | 1,598,228                        | 17.71%         | 1,312,509        | 17.74%         | 21.77%        |          |
| Infrastructure construction | 1,624,167                        | 18.00%         | 1,341,124        | 18.13%         | 21.10%        |          |
| Transportation              | 612,449                          | 6.79%          | 536,561          | 7.25%          | 14.14%        |          |
| Packaging                   | 548,244                          | 6.08%          | 496,980          | 6.72%          | 10.32%        |          |
| Industrial machinery        | 671,646                          | 7.44%          | 641,392          | 8.67%          | 4.72%         |          |
| Comprehensive development   | 388,286                          | 4.30%          | 276,569          | 3.74%          | 40.39%        |          |
| Electronic information      | 564,745                          | 6.26%          | 452,648          | 6.12%          | 24.76%        |          |
| Urban public utility        | 378,962                          | 4.20%          | 316,690          | 4.28%          | 19.66%        |          |
| Others                      | 15,727                           | 0.17%          | 4,104            | 0.06%          | 283.21%       |          |
| <b>Total</b>                | <b>9,023,654</b>                 | <b>100.00%</b> | <b>7,397,377</b> | <b>100.00%</b> | <b>21.98%</b> |          |



## Management Discussion and Analysis

### 2.2.1 Financial Services (Interest Income)

The interest income (before taxes and surcharges) from the financial and advisory segment of the Group rose by 21.38% from RMB3,967,770,000 for the first half of 2016 to RMB4,816,021,000 for the first half of 2017, accounting for 53.37% of the Group's total revenue (before taxes and surcharges).

The table below sets forth the average balance of interest-earning assets, interest income and average yield by industry during the indicated periods.

|                              | For the six months ended 30 June                                       |                                   |                                 |  |                                   |                                 |
|------------------------------|--|-----------------------------------|---------------------------------|--|-----------------------------------|---------------------------------|
|                              | 2017   |                                   |                                 | 2016   |                                   |                                 |
|                              | Average<br>balance of<br>interest-<br>earning<br>assets <sup>(1)</sup> | Interest<br>income <sup>(2)</sup> | Average<br>yield <sup>(3)</sup> | Average<br>balance of<br>interest-<br>earning<br>assets <sup>(1)</sup> | Interest<br>income <sup>(2)</sup> | Average<br>yield <sup>(3)</sup> |
|                              | RMB'000<br>(Unaudited)   | RMB'000<br>(Unaudited)            | %                               | RMB'000<br>(Unaudited)   | RMB'000<br>(Unaudited)            | %                               |
| Healthcare                   | 35,532,888   | 1,253,833                         | 7.06%                           | 30,885,894   | 1,017,927                         | 6.59%                           |
| Education                    | 27,920,217   | 932,146                           | 6.68%                           | 21,330,039   | 670,589                           | 6.29%                           |
| Infrastructure construction  | 21,192,808   | 650,230                           | 6.14%                           | 19,058,551   | 618,925                           | 6.49%                           |
| Transportation               | 12,783,840   | 363,915                           | 5.69%                           | 9,913,336  | 309,170                           | 6.24%                           |
| Packaging                    | 13,406,002   | 391,181                           | 5.84%                           | 12,304,406   | 368,770                           | 5.99%                           |
| Industrial machinery         | 15,764,388   | 403,408                           | 5.12%                           | 13,454,251   | 377,125                           | 5.61%                           |
| Comprehensive<br>development | 8,228,775  | 248,341                           | 6.04%                           | 5,415,933  | 153,737                           | 5.68%                           |
| Electronic information       | 11,031,540   | 352,861                           | 6.40%                           | 8,155,993  | 253,025                           | 6.20%                           |
| Urban public utility         | 8,266,097  | 219,204                           | 5.30%                           | 7,069,505  | 196,461                           | 5.56%                           |
| Others                       | 170,536  | 902                               | 1.06%                           | 139,327  | 2,041                             | 2.93%                           |
| <b>Total</b>                 | <b>154,297,091</b>   | <b>4,816,021</b>                  | <b>6.24%</b>                    | <b>127,727,235</b>   | <b>3,967,770</b>                  | <b>6.21%</b>                    |

Notes:

- (1) Calculated based on the average balance of interest-earning assets at the beginning and end of the indicated periods.
- (2) Interest income of each industry represents the revenue before taxes and surcharges.
- (3) Average yield represents the quotient of interest income as divided by average balance of interest-earning assets, on annualized basis.
- (4) Interest-earning assets include net financial leasing receivable, entrusted loans, mortgage loans, long-term receivables, factoring receivables and respective interest accrued but not received.

## Management Discussion and Analysis

### *Analysis according to average balance of interest-earning assets*

The average balance of interest-earning assets of the Group increased by 20.80% from RMB127,727,235,000 for the first half of 2016 to RMB154,297,091,000 for the first half of 2017. Besides the continuous encouragement from the three major segments, namely healthcare, education and infrastructure construction, there were substantial growth in comprehensive development and electronic information for the period, representing an increase of 41.91% as compared to the corresponding period of the previous year. The increase in the average balance of interest-earning assets reflected the business expansion of the Group and its in-depth exploration into each of the industries, as well as the benefits from the Group's greater efforts in marketing and promotion.

### *Analysis according to average yield*

In the first half of 2017, the average yield of the Group was 6.24%, representing 0.03 percentage point higher than 6.21% as compared to the corresponding period of the previous year. This was mainly due to the fact that (i) in 2015, the People's Bank of China reduced the benchmark interest rate for five times, which resulted in the benchmark interest rate of Renminbi loans with respective terms of 1 to 5 years decreased by 125 basis points from 6.00% to 4.75%, thus the continuing effect on interest-earning assets of the Group led to the decrease of 0.30 percentage point in the average asset yield of the Group; (ii) since 1 May 2016, the policy of "replacing business tax with value-added tax" has been implemented in the finance industry, resulting in the commodity turnover tax of leaseback projects decreasing from 17% to 6% and therefore increasing the Group's average yield of asset by approximately 0.33 percentage points; (iii) in the first half of 2017, the Group actively adjusted its pricing strategy according to the change in market environment. In the first half of the year, the percentage of the balance of additional interest-earning assets to the balance of interest-earning assets as at 30 June 2017 amounted to approximately 40%, and the pulling effect of the pricing of the additional interest-earning assets on average yield will gradually show in future. At the same time, the Group continuously increased the investments in high-end quality customers and improved the quality of comprehensive financial services, according to the statistics, customers who contributed revenue of more than RMB100 million accounted for 71% of the newly contracted customers in the first half of 2017, up by 3 percentage points from 68% in the first half of 2016.

The table below sets forth the breakdown of interest income by region in the indicated periods:

|                 | For the six months ended 30 June |                |                        |                |
|-----------------|----------------------------------|----------------|------------------------|----------------|
|                 | 2017                             |                | 2016                   |                |
|                 | RMB'000<br>(Unaudited)           | % of total     | RMB'000<br>(Unaudited) | % of total     |
| Northeast China | 490,824                          | 10.19%         | 349,369                | 8.81%          |
| Northern China  | 667,727                          | 13.86%         | 421,594                | 10.63%         |
| Eastern China   | 1,273,037                        | 26.44%         | 1,337,888              | 33.72%         |
| Southern China  | 429,981                          | 8.93%          | 380,851                | 9.60%          |
| Central China   | 657,506                          | 13.65%         | 586,003                | 14.77%         |
| Northwest China | 337,992                          | 7.02%          | 197,389                | 4.97%          |
| Southwest China | 958,954                          | 19.91%         | 694,676                | 17.50%         |
| <b>Total</b>    | <b>4,816,021</b>                 | <b>100.00%</b> | <b>3,967,770</b>       | <b>100.00%</b> |

## Management Discussion and Analysis

### 2.2.2 Advisory Services (Fee Income)

In the first half of 2017, fee income (before taxes and surcharges) from financial and advisory segment grew by 8.84% from RMB2,639,020,000 for the first half of 2016 to RMB2,872,184,000 for the first half of 2017, accounting for 31.83% of the total revenue (before taxes and surcharges) of the Group.

The table below sets forth the Group's service charge income (before taxes and surcharges) by industry during the indicated periods.

|                             | For the six months ended 30 June |                |                        |                |              |
|-----------------------------|----------------------------------|----------------|------------------------|----------------|--------------|
|                             | 2017                             |                | 2016                   |                | Change %     |
|                             | RMB'000<br>(Unaudited)           | % of total     | RMB'000<br>(Unaudited) | % of total     |              |
| Healthcare                  | 704,675                          | 24.53%         | 691,502                | 26.20%         | 1.90%        |
| Education                   | 594,783                          | 20.71%         | 591,374                | 22.41%         | 0.58%        |
| Infrastructure construction | 436,473                          | 15.20%         | 388,491                | 14.72%         | 12.35%       |
| Transportation              | 186,013                          | 6.48%          | 139,422                | 5.28%          | 33.42%       |
| Packaging                   | 157,063                          | 5.47%          | 128,210                | 4.86%          | 22.50%       |
| Industrial machinery        | 268,238                          | 9.34%          | 264,267                | 10.01%         | 1.50%        |
| Comprehensive development   | 139,945                          | 4.87%          | 122,833                | 4.65%          | 13.93%       |
| Electronic information      | 211,781                          | 7.37%          | 190,044                | 7.20%          | 11.44%       |
| Urban public utility        | 159,758                          | 5.56%          | 120,229                | 4.56%          | 32.88%       |
| Others                      | 13,455                           | 0.47%          | 2,648                  | 0.11%          | 408.12%      |
| <b>Total</b>                | <b>2,872,184</b>                 | <b>100.00%</b> | <b>2,639,020</b>       | <b>100.00%</b> | <b>8.84%</b> |

Healthcare, education and infrastructure construction accounted for the greatest contribution to the aggregate growth of the Group's service charge income (before taxes and surcharges). The distribution of the industries of service charge income generally remained stable. Service charge income in the first half of 2017 increased by RMB1,690,717,000 year on year as compared to the second half of 2016, representing an increase of 143.10%. The Group continued to strengthen the access to business opportunities with more quality customers. High-end customers' requirements for the content of advisory services and means of services experienced certain changes. At the same time, the complexity of some advisory services were increasing, lengthening the cycle of certain advisory service and income recognition. The Group will gradually enhance its service capabilities, enrich the scope and means of service based on the changes of customers' requirements, and strive to remain steady and healthy growth of service income of the business.



## Management Discussion and Analysis

The table below sets forth the breakdown of the Group's service charge income (before taxes and surcharges) by region in the indicated periods.

|                 | For the six months ended 30 June |                |                        |                |
|-----------------|----------------------------------|----------------|------------------------|----------------|
|                 | 2017                             |                | 2016                   |                |
|                 | RMB'000<br>(Unaudited)           | % of total     | RMB'000<br>(Unaudited) | % of total     |
| Northeast China | 323,720                          | 11.27%         | 187,731                | 7.11%          |
| Northern China  | 510,589                          | 17.78%         | 509,501                | 19.31%         |
| Eastern China   | 541,657                          | 18.86%         | 660,463                | 25.03%         |
| Southern China  | 212,033                          | 7.38%          | 187,474                | 7.10%          |
| Central China   | 471,572                          | 16.42%         | 303,340                | 11.49%         |
| Northwest China | 205,880                          | 7.17%          | 157,370                | 5.96%          |
| Southwest China | 606,733                          | 21.12%         | 633,141                | 24.00%         |
| <b>Total</b>    | <b>2,872,184</b>                 | <b>100.00%</b> | <b>2,639,020</b>       | <b>100.00%</b> |

### 2.2.3 Revenue from Industrial Operation Segment

Revenue from industrial operation segment of the Group, before taxes and surcharges, increased by 68.92% from RMB790,587,000 for the first half of 2016 to RMB1,335,449,000 for the first half of 2017, accounting for 14.80% of the total revenue of the Group (before taxes and surcharges).

The table below sets forth the Group's revenue from industrial operation segment (before taxes and surcharges) by business segment during the indicated periods.

|  | For the six months ended 30 June |            |                        |            |          |
|--|----------------------------------|------------|------------------------|------------|----------|
|  | 2017                             |            | 2016                   |            | Change % |
|  | RMB'000<br>(Unaudited)           | % of total | RMB'000<br>(Unaudited) | % of total |          |
| Revenue from industrial operation segment    | 1,335,449                        | 100.00%    | 790,587                | 100.00%    | 68.92%   |
| Including:                                   |                                  |            |                        |            |          |
| Revenue from operating lease                 | 443,893                          | 33.24%     | 284,209                | 35.95%     | 56.19%   |
| Revenue from hospital operation              | 590,678                          | 44.23%     | 235,578                | 29.80%     | 150.74%  |
| Revenue from trading                         | 115,786                          | 8.67%      | 76,844                 | 9.72%      | 50.68%   |
| Revenue from education institution operation | 71,299                           | 5.34%      | 50,546                 | 6.39%      | 41.06%   |



## Management Discussion and Analysis

In the first half of 2017, the Group's equipment operation business development had established a relatively optimized complete preliminary marketing system and the assets scale has joined the front ranks in sub-markets such as engineering equipment and scaffolds. Revenue (before taxes and surcharges) amounted to RMB443,893,000, accounting for 33.24% of the revenue from industrial operation segment for the year and representing an increase of 56.19% as compared to the same period last year.

In the first half of 2017, the Group continued to speed up the investment in the hospital. During the first half of 2017, the Group entered into agreements to invest or gain control over four hospitals, namely Daishan Guanghua Hospital (岱山廣華), Wuchang Chinese Medicine Hospital (五常中醫), Zhaotong Renan Hospital (昭通仁安) and Qiaojia Renan Hospital (巧家仁安). We invested or gained control over 26 hospitals in total with over 10,000 beds available (the first half of 2016: over 5,000 beds). According to the operation needs of the hospitals, over 5,600 beds were actually in use as of the first half of 2017 (the first half of 2016: approximately 3,500 beds). In terms of operation capability, the operating revenue of the first half of 2017 from the above 26 hospitals (including the hospitals which the Group is interested in and the hospitals for which the Group has entered into contracts but has not yet delivered) amounted to approximately RMB925 million, with an operating gross profit of approximately RMB281 million, a gross margin of approximately 30% and a net profit of RMB58 million. The Group planned the future operation with the principle of "one network, one system and one hospital".

The Group committed to the establishment of high-end kindergartens and steadily promoted the layout of first-class international education at home and abroad in 2017. The Group also further enhanced the curriculum system, operation flow management and corporate culture integration of kindergartens and schools within the Group. As of the first half of 2017, the Group entered into agreements in respect of 13 new high-end kindergarten sites in Shanghai and some other cities and opened 1 kindergarten. As of the end of June 2017, together with 4 operating kindergartens and 2 schools from last year, the Group operated 5 high-end kindergartens (among which, 3 kindergartens had fulfilled their enrolment quota after optimization of curriculum and operation systems) and 2 high schools (among which, 1 had fulfilled its enrolment quota) with nearly 970 students, representing an increase of approximately 20.68% as compared to the first half of 2016. Revenue from education institutions amounted to RMB71,299,000 in the first half of 2017, representing an increase of 41.06% as compared to the first half of 2016.

The Group's trade income for the first half of 2017 was RMB115,786,000, representing an increase of 50.68% as compared to the corresponding period of the previous year. Trade income is mainly from the medical, construction-related equipment trade services.

## Management Discussion and Analysis

### 2.3 Cost of sales

Cost of sales of the Group for the first half of 2017 was RMB3,508,756,000, representing an increase of 36.69% from RMB2,566,867,000 in the corresponding period of the previous year. Among them, the cost of the financial and advisory segment was RMB2,530,199,000, accounting for 72.15% of the total cost and representing an increase of 30.37% from RMB1,940,820,000 in the corresponding period of the previous year, mainly due to the rapid growth of the financial leasing business of the Group. During the period, the proportion of investment in interest-earning assets through debt financing increased while the additional financing cost in the surrounding financing market rapidly increased. Interest expenditure of the financial and advisory segment recorded a rapid growth due to the increases in financing size and additional financing cost. The cost of the industrial operation segment was RMB978,557,000, accounting for 27.85% of the total cost and representing an increase of 56.31% from RMB626,047,000 in the corresponding period of the previous year. This was mainly due to the fact that the Group's industrial operations in respect of healthcare, education and operating lease were at their preliminary stage and their economies of scale were not sufficient. The rapid business expansion led to the significant growth in cost of sales for industrial operation. The Group will, through group management, gradually enhance operating efficiency of each industrial operation companies, to transform the cost of sales of industrial operation into its revenue in a highly-effective manner.

The table below sets forth the composition and the change of the Group's cost of sales by business segments during the indicated periods.

|  | For the six months ended 30 June |            |                        |            |          |
|--|----------------------------------|------------|------------------------|------------|----------|
|  | 2017                             |            | 2016                   |            | Change % |
|  | RMB'000<br>(Unaudited)           | % of total | RMB'000<br>(Unaudited) | % of total |          |
| Cost of the finance and advisory segment | 2,530,199                        | 72.15%     | 1,940,820              | 75.61%     | 30.37%   |
| Cost of the industrial operation segment | 978,557                          | 27.85%     | 626,047                | 24.39%     | 56.31%   |
| Cost of sales                            | 3,508,756                        | 100.00%    | 2,566,867              | 100.00%    | 36.69%   |

#### 2.3.1 Cost of the Financial and Advisory Segment

The cost of sales of the financial and advisory segment of the Group comprised solely of the relevant interest expenses of the interest-bearing bank and other financing of the Group. The following table sets forth the average balance of the interest-bearing liabilities of the Group, the interest expense of the Group and the average cost of the Group in the indicated period.

|                              | For the six months ended 30 June                         |  |                                  |  |  |                                  |
|------------------------------|--|--|----------------------------------|--|--|----------------------------------|
|                              | 2017   |  |                                  | 2016   |  |                                  |
|                              | Average balance <sup>(1)</sup><br>RMB'000<br>(Unaudited) | Interest expense<br>RMB'000<br>(Unaudited) | Average cost rate <sup>(2)</sup> | Average balance <sup>(1)</sup><br>RMB'000<br>(Unaudited) | Interest expense<br>RMB'000<br>(Unaudited) | Average cost rate <sup>(2)</sup> |
| Interest-bearing liabilities | 117,745,355  | 2,530,199                                  | 4.30%                            | 88,183,248   | 1,940,820                                  | 4.40%                            |

Notes:

(1) Calculated as the average balance of interest-bearing liabilities at the beginning and end of the period.

(2) Calculated by dividing Interest expense by the average balance of interest-bearing liabilities, on an annualized basis.

## Management Discussion and Analysis

The cost of sales of financial and advisory segment increased from RMB1,940,820,000 for the first half of 2016 to RMB2,530,199,000 for the first half of 2017. The average cost rate of the Group was 4.30% for the first half of 2017, representing a decrease as compared to the first half of 2016. It is mainly due to the fact that:

(i) in the first half of 2017, in the external market where the overall liquidity was tight with increasing financing cost, the Group deepened the core channels of banks, actively expanded bank resources, enlarged extraction of bilateral loans with the proportion of bilateral loans extraction increased from 40% to 58% year on year, resulting in the increase of 0.12% in the average cost rate in the first half of 2017; (ii) the Group adhered to the “diversified resources” financing strategy, increasing the proportion of direct financing by issuing corporate bonds, short-term financial bonds and medium term notes before 2017; meanwhile, using the window period, the Group extracted free trade zone (FTZ) loans, foreign direct loans and other products. The advantage of low cost of stock interest-bearing liabilities began to show in the first half of 2017, accounting for 79% of the average balance of stock interest-bearing liabilities. As the proportion of that part was larger, the average cost rate in the first half of 2017 decreased by 0.38%. (iii) since 1 May 2016, the policy of “replacing business tax with value-added tax” has been implemented in the finance industry, and the output value-added tax rate for financial institutions is 6%, which led to the decrease in amount of interest expense deductible for value-added tax, such effects resulted in an increase of approximately 0.16% of average cost rate. With decreasing balance of stock interest-bearing liabilities and increasing proportion of the additional interest-bearing liabilities in the year, the average cost rate at the end of the year was expected to increase but remained more competitive than the other industry players.

In the second half of 2017, under the guidance of “resources globalization” strategy, the Group will continue to optimize its liability structure and effectively control its finance costs. Our major measures are as follows: (i) the Group will continue to deepen the existing cooperation with banks and financial institutions to enlarge the credit size; (ii) the Group will actively monitor the direct financing market and continue to enrich direct financing products; (iii) the Group will pay attention to overseas markets to enlarge overseas financing as appropriate in order to expand resources channels.

### 2.3.2 Cost of the Industrial Operation Segment

The cost of sales of industrial operation segment of the Group is primarily derived from the cost of operating lease, cost of hospital operation and cost of education institution operation etc. The following table sets forth the cost of industrial operating segments of the Group by business type of the period indicated.

|  | For the six months ended 30 June |            |                        |            |          |
|--|----------------------------------|------------|------------------------|------------|----------|
|  | 2017                             |            | 2016                   |            | Change % |
|  | RMB'000<br>(Unaudited)           | % of total | RMB'000<br>(Unaudited) | % of total |          |
| Cost of the industrial operation segment | 978,557                          | 100.00%    | 626,047                | 100.00%    | 56.31%   |
| Of which:                                |                                  |            |                        |            |          |
| Cost of operating lease                  | 281,752                          | 28.79%     | 230,605                | 36.84%     | 22.18%   |
| Cost of hospital operation               | 404,626                          | 41.35%     | 165,620                | 26.45%     | 144.31%  |
| Cost of trading                          | 109,983                          | 11.24%     | 64,755                 | 10.34%     | 69.84%   |
| Cost of education institution operation  | 45,953                           | 4.70%      | 30,467                 | 4.87%      | 50.83%   |

Cost of operating lease of the Group increased by 22.18% to RMB281,752,000 in the first half of 2017 from RMB230,605,000 in the first half of 2016 mainly due to the addition in the leased assets resulting from the rapid growth of the operating leasing business of the Group.

## Management Discussion and Analysis

The cost of hospital operation of the Group increased to RMB404,626,000 in the first half of 2017 from RMB165,620,000 in the corresponding period in 2016, mainly due to the consolidation of the five hospitals through mergers and acquisitions in the second half of last year into the first half of this year as well as the internal infrastructure construction and upgrade of medical equipment for existing hospitals of the Group, leading to the significant increase in cost of hospital operation of the Group during the year. The Group's subordinate hospitals then adhered to the focus on development and construction of disciplines to enhance the core competitiveness of the hospitals and strengthen horizontal interaction and complementation between hospitals of the Group. Through enhancing operating efficiency and economies of scales, the Group will gradually lower operating cost rate and raise the management level.

In the first half of 2017, with the approaching completion of preparation of some new kindergartens, the labor costs of Chinese and foreign teachers and the housing leasing and decoration amortization were increased. The operating cost of educational institutions in the first half of 2017 was RMB45,953,000, representing an increase of 50.83% as compared to the first half of 2016.

In the first half of 2017, the Group's cost of trading business was RMB109,983,000, representing an increase of 69.84% as compared to the corresponding period of the previous year. The cost of trade is mainly for the medical, construction-related trade business equipment procurement and related tax costs.

### 2.4 Gross Profit

The gross profit of the Group for the first half of 2017 increased by RMB749,655,000 or 15.90% to RMB5,463,455,000 from RMB4,713,800,000 in the corresponding period of the previous year. For the first half of 2017 and 2016, the gross profit margin of the Group was 60.89% and 64.74%, respectively.

#### 2.4.1 Gross Profit of the Financial and Advisory Segment

The gross profit margin of the financial and advisory segment of the Group for the first half of 2017 was 67.09%, down from 70.62% in the same period last year. The gross profit margin of the financial and advisory segment was affected by the change of net interest income and net interest margin. The following table sets forth the interest income, interest expense, net interest income, net interest spread and net interest margin for the periods indicated.

|                                    | For the six months ended 30 June |                        |          |
|------------------------------------|----------------------------------|------------------------|----------|
|                                    | 2017                             | 2016                   | Change % |
|                                    | RMB'000<br>(Unaudited)           | RMB'000<br>(Unaudited) |          |
| Interest income <sup>(1)</sup>     | 4,816,021                        | 3,967,770              | 21.38%   |
| Interest expense <sup>(2)</sup>    | 2,530,199                        | 1,940,820              | 30.37%   |
| Net Interest income                | 2,285,822                        | 2,026,950              | 12.77%   |
| Net interest spread <sup>(3)</sup> | 1.94%                            | 1.81%                  | 0.13%    |
| Net interest margin <sup>(4)</sup> | 2.96%                            | 3.17%                  | -0.21%   |

#### Notes:

- (1) Interest income is the interest income of the financial and advisory segment of the Group.
- (2) Interest expense is the borrowing cost of the financial and advisory segment of the Group.
- (3) Calculated as the difference between the average yield and the average cost. The average yield is calculated by dividing interest income by the average total balance of interest-earning assets. The average cost rate is calculated by dividing interest expense by the average total balance of the interest-bearing liabilities.
- (4) Calculated by dividing net interest income by the average total balance of interest-earning assets.



## Management Discussion and Analysis

Net interest spread of the Group for the first half of 2017 increased by 0.13 percentage point to 1.94% as compared with 1.81% for the corresponding period of the previous year. The increase in net interest spread was primarily due to the increase of 3 basis points in the average yield on interest-earning assets of the Group and the decrease of 10 basis points in respect of the average cost on interest-bearing liabilities of the Group. For the changes in respect of the average yield on interest-earning assets and average cost rate on interest bearing liabilities, please refer to the discussion and analysis in paragraphs 2.2.1 and 2.3.1 of this section. At the same time, the net interest income of the Group increased by 12.77% to RMB2,285,822,000 for the first half of 2017 from RMB2,026,950,000 for the first half of 2016. Net interest spread of the Group for the first half of 2017 recorded an increase as compared to the corresponding period of the previous year while the average cost on interest-bearing liabilities of the Group decreased during the period. However, the proportion of non-interest-bearing liabilities in the average balance of interest-earning assets decreased from 31.0% for the corresponding period of last year to 23.7% for this period, leading to the decrease of 0.31 percentage point in the net interest margin. Based on the above-mentioned reasons, the net interest margin of the Group decreased by 0.21 percentage point to 2.96% as compared with 3.17% for the corresponding period of the previous year.

### 2.4.2 Gross Profit of the Industrial Operation Segment

The gross profit of the industrial operation segment increased by 116.90% to RMB356,892,000 during the first half of 2017 from RMB164,540,000 for the first half of 2016. Among which, the gross profit of the operating leasing business and the hospital operation were RMB162,141,000 and RMB186,052,000 respectively, accounting for 45.43% and 52.13% of the total gross profit of the industrial operation segment.

Based on the rapid development of hospital operating income in the first half of 2017, through scientific management, hospitals under the Group made horizontal interactions and the Group optimized its medical quality and pricing structure, which resulted in an overall stable gross profit margin of 31.50% (the first half of 2016: 29.70%).

In the first half of 2017, the gross profit of the education institutions operation was RMB25,346,000, with gross profit margin of 35.55% (the first half of 2016: 39.72%). Recently, three kindergartens and one international school have fulfilled their enrolment quota and the remaining two kindergartens and one international school have not fulfilled their enrolment quota. The gross profit is expected to further increase after all kindergartens and international schools fulfilled their enrolment quota.

The gross profit of operating leasing increased by 202.48% from RMB53,604,000 for the first half of 2016 to RMB162,141,000 for the first half of 2017, mainly due to the fact that while increasing the size of operating lease equipment, the Group enhanced reasonable allocation of equipment according to the customer needs in the industry to raise the leasing efficiency of equipment.



## Management Discussion and Analysis

|  | For the six months ended 30 June |                       |         |                       |          |
|--|----------------------------------|-----------------------|---------|-----------------------|----------|
|  | 2017                             |                       | 2016    |                       | Change % |
|  | RMB'000                          | Gross profit margin % | RMB'000 | Gross profit margin % |          |
| (Unaudited)                                      |                                  | (Unaudited)           |         |                       |          |
| Gross profit of the industrial operation segment | 356,892                          | 26.72%                | 164,540 | 20.81%                | 116.90%  |
| Of which:  |                                  |                       |         |                       |          |
| Gross profit of operating leasing                | 162,141                          | 36.53%                | 53,604  | 18.86%                | 202.48%  |
| Gross profit of hospital operation               | 186,052                          | 31.50%                | 69,958  | 29.70%                | 165.95%  |
| Gross profit of trading                          | 5,803                            | 5.01%                 | 12,089  | 15.73%                | -52.00%  |
| Gross profit of education institution operation  | 25,346                           | 35.55%                | 20,079  | 39.72%                | 26.23%   |

### 2.5 Other Income and Gains

The following table sets forth a breakdown of our other income and gains for the periods indicated:

|   | For the six months ended 30 June |         |          |
|---|----------------------------------|---------|----------|
|   | 2017                             | 2016    | Change % |
|   | RMB'000                          | RMB'000 |          |
| (Unaudited)   | (Unaudited)                      |         |          |
| Bank interest income  | 11,302                           | 24,343  | -53.57%  |
| Gains from deductible inter-group loans <sup>(1)</sup>                  | –                                | 56,381  | -100.00% |
| Gains from structured financial products                                | 21,819                           | 2,948   | 640.13%  |
| Government grants   | 6,564                            | 5,934   | 10.62%   |
| Net income from the holdings of off-balance-sheet assets <sup>(2)</sup> | 112,267                          | 11,739  | 856.36%  |
| Financial equity investment income <sup>(3)</sup>                       | 26,118                           | –       | N/A      |
| Gains from the transfer of financial assets <sup>(4)</sup>              | 17,769                           | 36,201  | -50.92%  |
| Other income  | 4,967                            | 6,692   | -25.78%  |
| Total   | 200,806                          | 144,238 | 39.22%   |

Note:

- (1) The decrease in the gains from deductible inter-group loans is mainly affected by the policy of “replacing business tax with value-added tax” for turnover tax in China in 2016. The payable tax rate and the deductible tax rate remains flat for the business after the implementation of “replacing business tax with value-added tax”.
- (2) For the holding of off-balance-sheet assets of the Group, the net income of the year was recognized according to the expected yield and expected loss rate of such holding. For the changes in respect of the off-balance-sheet assets of the Group, please refer to the discussion and analysis in paragraph 3.3 of this section.
- (3) The Group's financial equity investment income was mainly gains on transfer of the available-for-sale financial assets.
- (4) The Group's gains from transfer of financial assets are the premium of interest-bearing assets gained from issuing asset-backed securities of the Group.

## Management Discussion and Analysis

### 2.6 Selling and Administrative Expenses

Selling and administrative expenses of the Group in the first half of 2017 were RMB2,043,913,000, representing an increase of RMB365,523,000 or 21.78% from the corresponding period of the previous year. The change in selling and administrative expenses was mainly due to the cost regarding the remuneration and welfare of staff relating to the administrative expenses increased by RMB269,730,000 or 20.01% from the previous year, which was due to the effectively control of the costs by the Group in light of the increase in the headcount of fulltime staff. The total headcount of full-time staff of the Group increased from 7,036 in the first half of 2016 to 9,595 in the first half of 2017.

Cost to income ratio of the Group in the first half of 2017 was 37.41%, which was slightly higher as compared with 35.61% of the corresponding period of the previous year.

### 2.7 Other Expenses

Other expenses of the Group in the first half of 2017 amounted to RMB218,488,000, representing an increase of RMB88,330,000 or 67.86% from the corresponding period of the previous year. Other expenses comprised foreign exchange loss of RMB32,905,000, remaining at a stable level as compared to RMB30,250,000 in the corresponding period of the previous year.

### 2.8 Pre-Provision Operating Profit

Pre-provision operation profit of the Group in the first half of 2017 amounted to RMB3,297,269,000, representing an increase of RMB331,514,000 or 11.18% from the corresponding period of the previous year. The increase of 11.18% in pre-provision operating profit was mainly due to the increase of 23.23% in the Group's revenue, the increase of 36.69% in cost of sales as compared to the corresponding period of the previous year, leading to the increase of 15.90% in gross profit of the Group during the period as well as the increase of 21.78% in selling and administrative expenses. For the changes in respect of the revenue, cost of sales, gross profit and selling and administrative expenses, please refer to the discussion and analysis in paragraphs 2.2, 2.3, 2.4 and 2.6 of this section. In view of the above, in face of the changes in the external objective environment, the Group adopted a prudent and stable development strategies. The interest expenditures increased significantly due to the complicated and changing external financing market. At the same time, industrial operation was at the early stage of rapid growth and investment period, hence the growths in costs and selling and administrative expenses were rapid, resulting in the decrease in the growth in pre-provision operating profit as compared to the growth in revenue. It is expected that with gradual stabilization of the external market environment in future and the gradual increase in industrial operating business scale and internal operating efficiency, the pre-provision operating profit of the Group will show a stable and growing trend.

### 2.9 Provision for Assets

The following table sets forth a breakdown of our provision for assets for the periods indicated:

|                                       | For the six months ended 30 June |                |                        |                |               |  |
|---------------------------------------|----------------------------------|----------------|------------------------|----------------|---------------|--|
|                                       | 2017                             |                | 2016                   |                | Change %      |  |
|                                       | RMB'000<br>(Unaudited)           | Proportion %   | RMB'000<br>(Unaudited) | Proportion %   |               |  |
| Provision for interest-earning assets | 758,483                          | 76.35%         | 860,660                | 97.73%         | -11.87%       |  |
| Provision for accounts receivable     | 53,561                           | 5.39%          | 19,781                 | 2.25%          | 170.77%       |  |
| Provision for other receivables       | 24,895                           | 2.51%          | 192                    | 0.02%          | 12866.15%     |  |
| Provision for inventories             | 8,023                            | 0.81%          | -                      | -              | N/A           |  |
| Provision for fixed assets            | 148,403                          | 14.94%         | -                      | -              | N/A           |  |
| <b>Total</b>                          | <b>993,365</b>                   | <b>100.00%</b> | <b>880,633</b>         | <b>100.00%</b> | <b>12.80%</b> |  |

## Management Discussion and Analysis

### 2.10 Income Tax Expense

Income tax expense of the Group in the first half of 2017 was RMB684,358,000, which increased by RMB64,660,000 or 10.43% from the corresponding period of the previous year. The increase was primarily due to an increase in the operating profit of the Group during the relevant period.

Effective income tax rate of the Group in the first half of 2017 was 29.7%, which remained stable as compared to the corresponding period of the previous year. The following table sets forth a breakdown of particulars of the income tax rate:

|   | For the six months ended 30 June |                     | Change%  |
|---|----------------------------------|---------------------|----------|
|   | 2017<br>(Unaudited)              | 2016<br>(Unaudited) |          |
| Domestic statutory tax rate                                 | 25.0%                            | 25.0%               |          |
| Cross-border business withholding income tax <sup>(1)</sup> | 1.2%                             | 3.8%                | -2.6%    |
| Others <sup>(2)</sup>                                       | 3.5%                             | 0.9%                | 2.6%     |
| <b>Total</b>  | <b>29.7%</b>                     | <b>29.7%</b>        | <b>-</b> |

*Notes:*

- (1) The decrease in cross-border business withholding income tax was due to, (i) the increase in domestic financing ratio in the first half of 2017 and the decrease in the size of cross-border financing transactions within the Group; (ii) the decrease of the withholding tax on the distributable profits of the Group's subsidiaries in Mainland China.
- (2) The other increase was mainly due to the increase in overseas income tax.

### 2.11 Profit for the Period Attributable to Holders of Ordinary Shares of the Company

Based on the above discussion and analysis, profit for the period attributable to holders of ordinary shares of the Company was RMB1,619,032,000, which increased by RMB179,541,000 or 12.47% from the corresponding period of the previous year.

### 2.12 Basic Earnings per Share

Basic earnings per share for the period amounted to RMB0.42, representing an increase of RMB0.05 or 13.51% from the corresponding period of the previous year. Profit for the period attributable to holders of ordinary shares of the Company for the period increased by 12.47% as compared to the corresponding period of the previous year. The Group acquired the shares of the Company for the Restricted Share Award Scheme, leading to the decrease in the weighted average number of outstanding ordinary shares of the Group during the period as compared to the corresponding period of the previous year.

## Management Discussion and Analysis

### 3. Analysis of Financial Position

#### 3.1 Assets (Overview)

As at 30 June 2017, the total assets of the Group increased by RMB30,424,939,000 or 18.27% from the end of the previous year to RMB196,985,860,000. Loans and accounts receivable increased by RMB28,821,382,000 or 20.76% from the end of the previous year to RMB167,622,759,000.

The following table sets forth the analysis of the assets as of the dates indicated.

|  | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--|------------------------|----------------|----------------------|----------------|---------------|
|  | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Loans and accounts receivable            | 167,622,759            | 85.09%         | 138,801,377          | 83.33%         | 20.76%        |
| Cash and cash equivalents                | 2,790,075              | 1.42%          | 2,051,307            | 1.23%          | 36.01%        |
| Restricted deposits                      | 3,043,840              | 1.55%          | 2,461,364            | 1.48%          | 23.66%        |
| Holding of asset-backed securities/notes | 3,239,306              | 1.64%          | 2,350,662            | 1.41%          | 37.80%        |
| Assets with continuing involvement       | 3,294,083              | 1.67%          | 2,398,981            | 1.44%          | 37.31%        |
| Prepayment and other accounts receivable | 2,571,821              | 1.31%          | 5,241,576            | 3.15%          | -50.93%       |
| Deferred tax assets                      | 2,491,367              | 1.26%          | 1,907,364            | 1.15%          | 30.62%        |
| Property, plant and equipment            | 5,413,399              | 2.75%          | 4,995,714            | 3.00%          | 8.36%         |
| Prepaid land lease payments              | 1,234,987              | 0.63%          | 1,215,828            | 0.73%          | 1.58%         |
| Investment in joint ventures             | 1,534,566              | 0.78%          | 1,404,870            | 0.84%          | 9.23%         |
| Investment in associates                 | 382,104                | 0.19%          | 263,700              | 0.16%          | 44.90%        |
| Available-for-sale financial assets      | 214,794                | 0.11%          | 289,889              | 0.17%          | -25.90%       |
| Financial assets held for trading        | 1,144,111              | 0.58%          | 721,239              | 0.43%          | 58.63%        |
| Derivative financial instruments         | 460,459                | 0.23%          | 1,382,876            | 0.83%          | -66.70%       |
| Inventories                              | 326,009                | 0.17%          | 246,057              | 0.15%          | 32.49%        |
| Construction contracts                   | 53,073                 | 0.03%          | 44,129               | 0.03%          | 20.27%        |
| Goodwill                                 | 1,122,558              | 0.57%          | 748,821              | 0.45%          | 49.91%        |
| Other assets                             | 46,549                 | 0.02%          | 35,167               | 0.02%          | 32.37%        |
| <b>Total assets</b>                      | <b>196,985,860</b>     | <b>100.00%</b> | <b>166,560,921</b>   | <b>100.00%</b> | <b>18.27%</b> |



## Management Discussion and Analysis

### 3.2 Loans and Accounts Receivable

The main components of assets of the Group were loans and accounts receivable, accounting for 85.08% of the total assets of the Group as of 30 June 2017. In the first half of 2017, the Group adjusted development strategies for each industry based on dynamic environment and industry situation to develop relevant markets and strengthened its risk control in a prudent manner to, while safeguarding its assets, implement ongoing and stable expansion of the financial business so as to maintain stable growth in both the number of customers served and the number of new contracts entered into by the Group and keep the net interest-earning assets increase steadily.

The following table sets forth the analysis of loans and accounts receivable as of the dates indicated.

|  | 30 June 2017           |            | 31 December 2016     |            | Change % |
|--|------------------------|------------|----------------------|------------|----------|
|  | RMB'000<br>(Unaudited) | % of total | RMB'000<br>(Audited) | % of total |          |
| Interest-earning assets                    | 168,795,841            |            | 139,798,341          |            | 20.74%   |
| Less: interest-earning assets provisions   | (3,463,496)            |            | (2,946,686)          |            | 17.54%   |
| Net interest-earning assets <sup>(1)</sup> | 165,332,345            | 98.63%     | 136,851,655          | 98.60%     | 20.81%   |
| Others <sup>(2)</sup>                      | 2,290,414              | 1.37%      | 1,949,722            | 1.40%      | 17.47%   |
| Net loans and accounts receivable          | 167,622,759            |            | 138,801,377          |            | 20.76%   |

Notes:

- (1) Interest-earning assets include receivable finance lease, entrusted loans, mortgage loans, long term receivables and factoring receivables, as well as their respective interest accrued but not received.
- (2) Others include notes receivables and accounts receivables.

#### 3.2.1 Interest-earning Assets

Net interest-earning assets of the Group as of 30 June 2017 were RMB168,795,841,000, representing an increase of 20.74% as compared with RMB139,798,341,000 as of 31 December 2016. The increase was due to a steady increase in both the number of customers served and the number of new contracts entered into by the Group, as a result of the continuous and steady expansion of financial business of the Group on a basis of the Group's effective risk control in the first half of 2017.



## Management Discussion and Analysis

### 3.2.2 Net Interest-earning Assets by Industry

The following table sets forth net interest-earning assets of the Group by industry as of the dates indicated<sup>(1)</sup>.

|                             | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|-----------------------------|------------------------|----------------|----------------------|----------------|---------------|
|                             | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Healthcare                  | 39,481,345             | 23.39%         | 31,584,432           | 22.59%         | 25.00%        |
| Education                   | 30,578,415             | 18.12%         | 25,262,019           | 18.07%         | 21.05%        |
| Infrastructure construction | 21,977,357             | 13.02%         | 20,408,257           | 14.60%         | 7.69%         |
| Transportation              | 14,262,471             | 8.45%          | 11,305,210           | 8.09%          | 26.16%        |
| Packaging                   | 14,241,023             | 8.44%          | 12,570,982           | 8.99%          | 13.28%        |
| Industrial Machinery        | 16,373,463             | 9.70%          | 15,155,313           | 10.84%         | 8.04%         |
| Comprehensive development   | 10,130,937             | 6.00%          | 6,326,613            | 4.53%          | 60.13%        |
| Electronic information      | 12,340,620             | 7.31%          | 9,722,460            | 6.95%          | 26.93%        |
| Urban public utilities      | 9,251,090              | 5.48%          | 7,281,104            | 5.21%          | 27.06%        |
| Others                      | 159,120                | 0.09%          | 181,951              | 0.13%          | -12.55%       |
| <b>Total</b>                | <b>168,795,841</b>     | <b>100.00%</b> | <b>139,798,341</b>   | <b>100.00%</b> | <b>20.74%</b> |

Note:

- (1) Net interest-earning assets for healthcare and education as of 30 June 2017 grew the most in amount among the target industries of the Group, namely by RMB7,896,913,000 and RMB5,316,396,000, respectively over those as at 31 December 2016. The increase was attributable to the business expansion and exploration in different industries, as well as contribution from enhanced promotion and marketing activities. Furthermore, the Group, in order to adapt to the market environment, made strategic moves to reduce allocation to certain sluggish industries, which led to lower growth rates for infrastructure construction and industrial machinery.



## Management Discussion and Analysis

### 3.2.3 Net Interest-earning Assets by Region

The table below sets forth net interest-earning assets of the Group by region as of the dates indicated.

|                 | 30 June 2017           |                | 31 December 2016     |                |
|-----------------|------------------------|----------------|----------------------|----------------|
|                 | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |
| Northeast China | 17,714,011             | 10.49%         | 11,844,952           | 8.50%          |
| Northern China  | 24,138,121             | 14.30%         | 18,197,391           | 13.02%         |
| Eastern China   | 42,006,350             | 24.89%         | 43,638,738           | 31.22%         |
| Southern China  | 15,632,977             | 9.26%          | 13,537,396           | 9.68%          |
| Central China   | 22,036,399             | 13.06%         | 19,000,338           | 13.59%         |
| Northwest China | 13,043,574             | 7.73%          | 8,875,007            | 6.35%          |
| Southwest China | 34,224,409             | 20.28%         | 24,664,519           | 17.64%         |
| <b>Total</b>    | <b>168,795,841</b>     | <b>100.00%</b> | <b>139,798,341</b>   | <b>100.00%</b> |

### 3.2.4 Aged Analysis of Net Interest-earning Assets

The following table sets forth an aged analysis of net interest-earning assets as of the dates indicated, categorized by the time elapsed since the effective date of the relevant leases, entrusted loans, mortgage loans, credit assignment and factoring contracts.

|                             | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|-----------------------------|------------------------|----------------|----------------------|----------------|---------------|
|                             | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Net interest-earning assets |                        |                |                      |                |               |
| With 1 year                 | 99,456,732             | 58.92%         | 80,457,796           | 57.55%         | 23.61%        |
| 1 to 2 years                | 46,839,247             | 27.75%         | 36,838,840           | 26.35%         | 27.15%        |
| 2 to 3 years                | 13,110,472             | 7.77%          | 13,728,718           | 9.82%          | -4.50%        |
| 3 years and beyond          | 9,389,390              | 5.56%          | 8,772,987            | 6.28%          | 7.03%         |
| <b>Total</b>                | <b>168,795,841</b>     | <b>100.00%</b> | <b>139,798,341</b>   | <b>100.00%</b> | <b>20.74%</b> |

Net interests-earning assets within one year represent net interest-earning assets the Group received, and are still valid as of the end of the year or the end of the period. As of 30 June 2017, net interest-earning assets within one year as set out in the table above represented 58.92% of net interest-earning assets of the Group, which remained stable as compared to the previous year.

## Management Discussion and Analysis

### 3.2.5 Maturity Profile of Net Interest-earning Assets

The following table sets forth, as of the dates indicated, the maturity profile of the net interest-earning assets.

|                    | 30 June 2017           |            | 31 December 2016     |            | Change % |
|--------------------|------------------------|------------|----------------------|------------|----------|
|                    | RMB'000<br>(Unaudited) | % of total | RMB'000<br>(Audited) | % of total |          |
| Maturity date      |                        |            |                      |            |          |
| Within 1 year      | 62,838,852             | 37.23%     | 53,359,728           | 38.17%     | 17.76%   |
| 1 to 2 years       | 47,057,726             | 27.88%     | 39,550,951           | 28.29%     | 18.98%   |
| 2 to 3 years       | 32,233,454             | 19.10%     | 26,164,131           | 18.72%     | 23.20%   |
| 3 years and beyond | 26,665,809             | 15.80%     | 20,723,531           | 14.82%     | 28.67%   |
| Total              | 168,795,841            | 100.00%    | 139,798,341          | 100.00%    | 20.74%   |

Net interest-earning assets due within one year represent net interest-earning assets which the Group will receive within one year of the reporting date indicated. As of 30 June 2017, net interest-earning assets due within one year as set forth in the table above represented 37.23% of the Group's net interest-earning assets as of each of the respective dates, which was flat as compared to the end of the previous year. This indicated that the maturity of the Group's net financial leasing receivable was widely spread and could provide the Group with consistent and sustainable cash inflows that facilitated the matching of our liabilities.

### 3.2.6 Asset Quality of Net Interest-earning Assets

#### 3.2.6.1 Five-category Net Interest-earning Assets Classification

The Group implements a five-category classification of interest-earning assets that accurately reveal the asset risk profile and confirm the quality of assets primarily by obtaining information on the qualification of stock and assets. On such basis, we have deployed management resources and efforts in a focused manner to effectively implement measures on category management, and have strengthened risk anticipation and the relevance of risk prevention to improve the ability to control asset risks.

#### Classification criteria

In determining the classification of our interest-earning assets portfolio, we apply a series of criteria that are derived from our own internal regulations regarding the management of lease assets. These criteria are designed to assess the likelihood of repayment by the borrower and the collect ability of principal and interest on our interest-earning assets. Our interest-earning assets classification criteria focus on a number of factors, if applicable; and our asset classifications include:

**Pass.** There is no reason to doubt that the loan principal and interest will not be paid by the debtor in full and/or on a timely basis. There is no reason whatsoever to suspect that the interest-earning assets will be impaired.



# Management Discussion and Analysis



**Special mention.** Even though the debtor has been able to pay his payments in a timely manner, there are still factors that could adversely affect its ability to pay, which are related to changes in the economic, policy and industrial environment, the structure of the debtor's property rights and the debtor's management mechanisms, organizational framework and management personnel adjustments, operating capabilities, material investments and credit size and conditions, as well as the impact of changes in the value of core assets on the debtor's ability to repay; while taking into consideration the impact of subjective factors, including any change in the debtor's willingness to repay, on the quality of assets, such as if payments have been overdue for 30 days or more, then the interest-earning assets for this contract shall be classified as special mention or lower.

**Substandard.** The debtor's ability to pay is in question as it is unable to make its payments in full with its operating revenues, and we are likely to incur losses notwithstanding the enforcement of any guarantees underlying the contract. We take into account other factors, for example, if lease payments have been overdue for over three months, then the interest-earning assets for this contract shall be classified as substandard or lower.

**Doubtful.** The debtor's ability to pay is in question as it is unable to make payments in full and/or on a timely basis with its operating revenues and we are likely to incur significant losses notwithstanding the enforcement of any guarantees underlying the contract. We take into account other factors, for example, if payments have been overdue for over six months, the interest-earning assets for this contract shall be classified as doubtful or lower.

**Loss.** After taking all possible steps or going through all necessary legal procedures, payments remain overdue or only a very limited portion has been recovered. We take into account other factors, for example, if payments have been overdue for more than one year, the interest-earning assets for this contract shall be classified as a loss.

### Asset management measures

In the first half of 2017, the recovery of global economy created a favourable external environment. The PRC government emphasized on strengthening the supply side reform, facilitated the innovation-driven development and economic transformation and upgrade, and maintained stable operation of the national economy. With the transformation of management system, customer base moving upwards, optimization of asset allocation and risk control, diversified methods of asset process monitoring and the enhanced ability of disposal of non-performing asset, the Group's asset quality showed a stabilizing trend with improvement during the reporting period.

### Strengthening the industry and customer management and optimizing the asset allocation and risk control

In the first half of 2017, the Group reviewed the criteria for classification of matured segments related to our business based on the historical non-performing rate in the industry and external practices, made reasonable adjustment to industry classification, and continuously increased the resource support to industries encouraged by the government. Effective industrial asset allocation was made in the first half of 2017 with investment in industries encouraged by the government accounting for over half of the new investment made in the first half of the year. For new industries, we made investment in industrial leaders or listed companies so as to reduce the uncontrollable risk in unknown areas.

For change in customer base, the Group also continuously optimized the risk management related to customers. On the basis of industry classification, we also strengthened the utilization of customer assessment to implement the combined management of "industry" and "customer". We strictly prohibited the introduction of low-end customers in industries with high risk and encouraged the introduction of customers with rating of BBB and above. We continued to implement the differentiation management for state-owned companies, listed companies and non-state-owned companies, specified the characteristics of industries with high risk and strengthened the identification and management control. The Group also further refined its management of credit facilities to prevent the grant of oversized credit facilities to quality customers.

## Management Discussion and Analysis

Refining the project operation and prioritization management and control and strengthening detailed implementation and the model of function prioritization

In the first half of 2017, based on the basic systems of credit management, the Group continued to facilitate all sectors to gradually implement the standards of income verification, debt identification, investment confirmation and formulation of risk management measures, further standardized the requirements for credit management practices and reduced the discretionary decision. The Group also formulated comprehensive rules of "sectional" supervision and inspection, strengthened the management members' responsibility for management and control, and continuously carried out sharing of risk cases to enhance the awareness and skills of staff responsible for risk control.

In the first half of 2017, the necessity of regional risk management and control was further evidenced. Through the pilot operation of two business regions, namely the "southern region" centered by Shenzhen and the "central region" centered by Zhengzhou, the risk management and control prioritization model advocated by the Group became more mature with necessary staff in place and was ready for further promotion of application. Currently, the establishment of the "northern region" and "western region" business operation centers and the gradual implementation of regional risk information collection and management and control significantly alleviated the issue of information mismatch due to far distance away from customers, thereby facilitating the successful identification of risk projects and prevention of introduction of risk assets during the first half of the year.

Enhancing the effectiveness of process monitoring system and strengthening the risk prevention and mitigation

In the first half of 2017, the Group continued to enhance the asset monitoring system. For asset management localization, reasonable regional allocation of talents was formed, and customer coverage and response to abnormalities experienced continuous enhancement. For network monitoring system, the Group continued to expand the scope of risk information monitoring, and implemented a comprehensive and ongoing information monitoring and warning feedback mechanism.

In the first half of 2017, based on the strict asset monitoring system, the Group enhanced its ability in risk identification and mitigation. Through the anticipation of risk exposure, the Company formulated targeted measures for risk prevention, seized the preemptive opportunity of risk mitigation, and took active approaches such as prelitigation preservation, debt restructuring and increase of measures against risk to mitigate potential risk in a timely and effective manner and prevent the decline of asset quality.

Optimizing management mechanism on risk mitigation to enhance the ability in risk asset disposal

In the first half of 2017, the Group continued to optimize the management system on risk disposition, and included the standardized litigation documents into the online contract database of the Company for unified management. The Group improved the system of external service procurement for disposal of non-performing assets and simplified relevant procedures. It also established a national judicial resource network to provide powerful support of resources and enhance the litigation efficiency.

In the first half of 2017, the Group continued to enhance its ability in disposal of non-performing assets, strengthened the working mechanism, specified the management responsibility and disposal objective, implemented the mechanism combining incentives and restraints, and sought breakthrough in innovation of disposal guidelines and methods, which achieved effective results in disposal of material non-performing assets.



## Management Discussion and Analysis

The following table sets forth the five-category interest-earning assets classification as of the dates indicated.

|                             | 30 June 2017 |            | 31 December 2016 |            | 31 December 2015 |            | 31 December 2014 |            |
|-----------------------------|--------------|------------|------------------|------------|------------------|------------|------------------|------------|
|                             | RMB'000      | % of total | RMB'000          | % of total | RMB'000          | % of total | RMB'000          | % of total |
|                             | (Unaudited)  |            | (Audited)        |            | (Audited)        |            | (Audited)        |            |
| Pass                        | 151,671,911  | 89.86%     | 124,443,723      | 89.02%     | 105,643,641      | 86.61%     | 86,066,609       | 85.36%     |
| Special mention             | 15,524,011   | 9.20%      | 13,965,494       | 9.99%      | 15,143,803       | 12.42%     | 13,841,631       | 13.73%     |
| Substandard                 | 1,098,125    | 0.64%      | 853,232          | 0.61%      | 793,889          | 0.65%      | 597,030          | 0.59%      |
| Doubtful                    | 501,794      | 0.30%      | 535,892          | 0.38%      | 389,145          | 0.32%      | 323,302          | 0.32%      |
| Loss                        | -            | -          | -                | -          | -                | -          | -                | -          |
| Net interest-earning assets | 168,795,841  | 100.00%    | 139,798,341      | 100.00%    | 121,970,478      | 100.00%    | 100,828,572      | 100.00%    |
| Non-performing assets       | 1,599,919    |            | 1,389,124        |            | 1,183,034        |            | 920,332          |            |
| Non-performing asset ratio  | 0.95%        |            | 0.99%            |            | 0.97%            |            | 0.91%            |            |

The Group has established prudent asset quality control and adhered to a stringent and conservative asset classification policy. As at 30 June 2017, the Group's assets under special mention accounted for 9.20% of its net interest-earning assets, representing a decrease by 0.79% from 9.99% at the end of 2016 mainly as the Group continued to implement the reform in its management system, and significantly optimized the structure of its customer base. In particular, assets under special mention in the transportation industry accounted for the largest portion of 19.70%. The shipping industry gradually showed sign of recovery. However, the problems of insufficient long-term demand and over-capacity could hardly get any significant alleviation. The Group prudently monitored assets in this sector and kept close attention to the systematic risks of such industry. The assets under special mention in the machinery industry accounted for the second largest portion at 16.28%. As the manufacturing industry remained to be in the process of capacity cut, the overall investment sentiment was relatively sluggish, the enterprises were still in operation difficulty and will remain to be under pressure before the pick-up in the industry. As such, the Group continued to take prudent approaches and reclassified more assets in this sector as assets under special mention. The assets under special mention in the healthcare industry accounted for the third largest portion at 15.13%, attributable to the large investment of the infrastructure of certain healthcare institutions and their related parties with high debts. The Group prudently kept this asset class under ongoing supervision. Assets under special mention in the packaging industry accounted for the fourth largest portion at 12.24%, mainly attributable to the fact that certain SME clients in packaging industry experienced decline in operation with tight liquidity and frequent overdue payment. The Group prudently reclassified more assets in this sector as assets under special mention.



## Management Discussion and Analysis

The following table sets forth the analysis on the Group's assets under special mention by industry for the dates indicated.

|                                | 30 June 2017           |                | 31 December 2016     |                | 31 December 2015     |                | 31 December 2014     |                |
|--------------------------------|------------------------|----------------|----------------------|----------------|----------------------|----------------|----------------------|----------------|
|                                | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     |
| Healthcare                     | 2,348,671              | 15.13%         | 2,299,614            | 16.47%         | 2,665,640            | 17.60%         | 2,163,851            | 15.63%         |
| Education                      | 1,414,602              | 9.11%          | 816,376              | 5.85%          | 1,228,615            | 8.11%          | 1,092,498            | 7.89%          |
| Infrastructure<br>construction | 1,406,592              | 9.06%          | 1,286,848            | 9.21%          | 984,774              | 6.50%          | 1,208,022            | 8.73%          |
| Transportation                 | 3,058,709              | 19.70%         | 3,193,299            | 22.87%         | 3,803,153            | 25.11%         | 3,203,122            | 23.14%         |
| Packaging                      | 1,900,192              | 12.24%         | 1,860,066            | 13.32%         | 2,059,459            | 13.60%         | 2,002,526            | 14.47%         |
| Industrial Machinery           | 2,527,027              | 16.28%         | 2,178,558            | 15.60%         | 1,988,419            | 13.13%         | 1,676,805            | 12.11%         |
| Comprehensive<br>development   | 1,041,950              | 6.71%          | 929,650              | 6.66%          | 464,485              | 3.07%          | 220,133              | 1.59%          |
| Electronic information         | 939,918                | 6.06%          | 657,479              | 4.71%          | 1,027,950            | 6.79%          | 1,043,528            | 7.54%          |
| Urban public utilities         | 886,350                | 5.71%          | 743,604              | 5.31%          | 915,313              | 6.05%          | 1,145,490            | 8.28%          |
| Others                         | -                      | -              | -                    | -              | 5,995                | 0.04%          | 85,656               | 0.62%          |
| <b>Total</b>                   | <b>15,524,011</b>      | <b>100.00%</b> | <b>13,965,494</b>    | <b>100.00%</b> | <b>15,143,803</b>    | <b>100.00%</b> | <b>13,841,631</b>    | <b>100.00%</b> |

The following table sets forth the migration of the Group's assets under special mention for the dates indicated.

|                    | 30 June 2017              | 31 December 2016        | 31 December 2015        | 31 December 2014        |
|--------------------|---------------------------|-------------------------|-------------------------|-------------------------|
|                    | % of total<br>(Unaudited) | % of total<br>(Audited) | % of total<br>(Audited) | % of total<br>(Audited) |
| Pass               | 10.68%                    | 6.84%                   | 6.60%                   | 8.59%                   |
| Special attention  | 58.46%                    | 40.15%                  | 43.05%                  | 51.83%                  |
| Substandard        | 3.65%                     | 4.39%                   | 2.18%                   | 2.16%                   |
| Doubtful           | 0.08%                     | 1.21%                   | 1.42%                   | 0.07%                   |
| Loss and write-off | -                         | -                       | -                       | -                       |
| Recovery           | 27.14%                    | 47.41%                  | 46.75%                  | 37.35%                  |
| <b>Total</b>       | <b>100.00%</b>            | <b>100.00%</b>          | <b>100.00%</b>          | <b>100.00%</b>          |

The Group's asset quality remained favourable. The non-performing asset ratio decreased by 0.04% from 0.99% at the end of the previous year to 0.95% as of 30 June 2017.

## Management Discussion and Analysis

The non-performing asset ratio for the transportation industry to total non-performing assets was 47.93%, mainly because the single project amount of transportation vessel project was relatively large, and the prolonged downturn in shipping market led to the operation difficulty of certain vessel clients. Besides, the non-performing vessel asset takes a longer disposal period. The Group prudently reclassified the assets of the segment into substandard and doubtful assets.

The non-performing asset ratio for the packaging industry to total non-performing assets was 20.91%, which was due to the fact that mostly SME corporates were strained in production operation and involved in economic disputes and litigations with severe level of overdue payment. The Group prudently reclassified more assets of the segment into substandard and doubtful assets.

The non-performing assets of the machinery industry accounted for 11.28% of the total non-performing assets, mainly due to the severe over-capacity in certain industries and increase in price of raw material, which led to the decrease in profit margin of the customers overburdened with debts. The Group prudently reclassified the assets with the above problems in this segment into substandard and doubtful assets.

The non-performing assets of the infrastructure construction industry accounted for 8.3% of the total non-performing assets, mainly because of the decrease in state fixed assets investment, the slowdown in the growth of the construction industry for houses and highways, and deteriorated operation of certain customers. The Group prudently reclassified the assets with the above problems in this segment into substandard and doubtful assets.

The following table sets forth the analysis on the Group's non-performing assets by industry for the dates indicated.

|                                | 30 June 2017           |                | 31 December 2016     |                | 31 December 2015     |                | 31 December 2014     |                |
|--------------------------------|------------------------|----------------|----------------------|----------------|----------------------|----------------|----------------------|----------------|
|                                | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     |
| Healthcare                     | 44,639                 | 2.79%          | 25,244               | 1.82%          | 13,196               | 1.11%          | 8,116                | 0.88%          |
| Education                      | 15,413                 | 0.96%          | 11,641               | 0.84%          | 1,607                | 0.14%          | 3,557                | 0.39%          |
| Infrastructure<br>construction | 132,715                | 8.30%          | 175,729              | 12.65%         | 223,328              | 18.88%         | 101,783              | 11.06%         |
| Transportation                 | 766,908                | 47.93%         | 557,433              | 40.13%         | 422,961              | 35.75%         | 478,051              | 51.94%         |
| Packaging                      | 334,554                | 20.91%         | 313,235              | 22.55%         | 313,142              | 26.47%         | 184,098              | 20.00%         |
| Industrial Machinery           | 180,453                | 11.28%         | 185,474              | 13.35%         | 97,468               | 8.24%          | 120,802              | 13.13%         |
| Comprehensive<br>development   | 41,289                 | 2.58%          | 44,094               | 3.17%          | 25,371               | 2.14%          | 9,048                | 0.98%          |
| Electronic information         | 7,800                  | 0.49%          | 7,800                | 0.56%          | 20,526               | 1.74%          | 14,877               | 1.62%          |
| Urban public utilities         | 12,673                 | 0.79%          | 5,000                | 0.36%          | -                    | -              | -                    | -              |
| Others                         | 63,475                 | 3.97%          | 63,474               | 4.57%          | 65,435               | 5.53%          | -                    | -              |
| <b>Total</b>                   | <b>1,599,919</b>       | <b>100.00%</b> | <b>1,389,124</b>     | <b>100.00%</b> | <b>1,183,034</b>     | <b>100.00%</b> | <b>920,332</b>       | <b>100.00%</b> |

## Management Discussion and Analysis

The following table sets forth the analysis on the Group's substandard assets by industry for the dates indicated.

|                                | 30 June 2017     |                | 31 December 2016 |                | 31 December 2015 |                | 31 December 2014 |                |
|--------------------------------|------------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|
|                                | RMB'000          | % of total     | RMB'000          | % of total     | RMB'000          | % of total     | RMB'000          | % of total     |
|                                | (Unaudited)      |                | (Audited)        |                | (Audited)        |                | (Audited)        |                |
| Healthcare                     | 32,152           | 2.93%          | 17,986           | 2.10%          | 7,724            | 0.97%          | 3,403            | 0.57%          |
| Education                      | 4,683            | 0.43%          | -                | -              | -                | -              | 1,779            | 0.30%          |
| Infrastructure<br>construction | 68,876           | 6.27%          | 94,396           | 11.06%         | 157,634          | 19.86%         | 56,582           | 9.48%          |
| Transportation                 | 680,311          | 61.95%         | 446,825          | 52.37%         | 281,559          | 35.46%         | 302,711          | 50.70%         |
| Packaging                      | 211,524          | 19.26%         | 217,532          | 25.50%         | 237,288          | 29.89%         | 119,926          | 20.09%         |
| Industrial Machinery           | 74,526           | 6.79%          | 61,427           | 7.20%          | 61,742           | 7.78%          | 104,415          | 17.49%         |
| Comprehensive<br>development   | 13,380           | 1.22%          | 15,065           | 1.77%          | 21,287           | 2.68%          | 4,909            | 0.82%          |
| Electronic information         | -                | -              | -                | -              | 16,445           | 2.07%          | 3,305            | 0.55%          |
| Urban public utilities         | 12,673           | 1.15%          | -                | -              | -                | -              | -                | -              |
| Others                         | -                | -              | -                | -              | 10,210           | 1.29%          | -                | -              |
| <b>Total</b>                   | <b>1,098,125</b> | <b>100.00%</b> | <b>853,232</b>   | <b>100.00%</b> | <b>793,889</b>   | <b>100.00%</b> | <b>597,030</b>   | <b>100.00%</b> |

The following table sets forth the analysis on the Group's doubtful assets by industry for the dates indicated.

|                                | 30 June 2017   |                | 31 December 2016 |                | 31 December 2015 |                | 31 December 2014 |                |
|--------------------------------|----------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|
|                                | RMB'000        | % of total     | RMB'000          | % of total     | RMB'000          | % of total     | RMB'000          | % of total     |
|                                | (Unaudited)    |                | (Audited)        |                | (Audited)        |                | (Audited)        |                |
| Healthcare                     | 12,487         | 2.49%          | 7,258            | 1.35%          | 5,472            | 1.41%          | 4,713            | 1.46%          |
| Education                      | 10,730         | 2.14%          | 11,641           | 2.17%          | 1,607            | 0.41%          | 1,778            | 0.55%          |
| Infrastructure<br>construction | 63,840         | 12.72%         | 81,333           | 15.18%         | 65,694           | 16.88%         | 45,201           | 13.98%         |
| Transportation                 | 86,596         | 17.26%         | 110,607          | 20.64%         | 141,402          | 36.34%         | 175,340          | 54.23%         |
| Packaging                      | 123,030        | 24.52%         | 95,703           | 17.86%         | 75,854           | 19.49%         | 64,172           | 19.85%         |
| Industrial Machinery           | 105,927        | 21.11%         | 124,047          | 23.15%         | 35,726           | 9.18%          | 16,387           | 5.07%          |
| Comprehensive<br>development   | 27,909         | 5.56%          | 29,029           | 5.42%          | 4,084            | 1.05%          | 4,139            | 1.28%          |
| Electronic information         | 7,800          | 1.55%          | 7,800            | 1.46%          | 4,081            | 1.05%          | 11,572           | 3.58%          |
| Urban public utilities         | -              | -              | 5,000            | 0.93%          | -                | -              | -                | -              |
| Others                         | 63,475         | 12.65%         | 63,474           | 11.84%         | 55,225           | 14.19%         | -                | -              |
| <b>Total</b>                   | <b>501,794</b> | <b>100.00%</b> | <b>535,892</b>   | <b>100.00%</b> | <b>389,145</b>   | <b>100.00%</b> | <b>323,302</b>   | <b>100.00%</b> |

## Management Discussion and Analysis

The following table sets forth the analysis on the Group's loss assets by industry for the dates indicated.

|                             | 30 June 2017 |            | 31 December 2016 |            | 31 December 2015 |            | 31 December 2014 |            |
|-----------------------------|--------------|------------|------------------|------------|------------------|------------|------------------|------------|
|                             | RMB'000      | % of total | RMB'000          | % of total | RMB'000          | % of total | RMB'000          | % of total |
|                             | (Unaudited)  |            | (Audited)        |            | (Audited)        |            | (Audited)        |            |
| Healthcare                  | -            | -          | -                | -          | -                | -          | -                | -          |
| Education                   | -            | -          | -                | -          | -                | -          | -                | -          |
| Infrastructure construction | -            | -          | -                | -          | -                | -          | -                | -          |
| Transportation              | -            | -          | -                | -          | -                | -          | -                | -          |
| Packaging                   | -            | -          | -                | -          | -                | -          | -                | -          |
| Industrial Machinery        | -            | -          | -                | -          | -                | -          | -                | -          |
| Comprehensive development   | -            | -          | -                | -          | -                | -          | -                | -          |
| Electronic information      | -            | -          | -                | -          | -                | -          | -                | -          |
| Urban public utilities      | -            | -          | -                | -          | -                | -          | -                | -          |
| Others                      | -            | -          | -                | -          | -                | -          | -                | -          |
| <b>Total</b>                | <b>-</b>     | <b>-</b>   | <b>-</b>         | <b>-</b>   | <b>-</b>         | <b>-</b>   | <b>-</b>         | <b>-</b>   |

The following table sets forth the movement of non-performing assets of the Group for the dates indicated.

|                              | 30 June 2017 | 31 December 2016 | 31 December 2015 |
|------------------------------|--------------|------------------|------------------|
|                              | RMB'000      | RMB'000          | RMB'000          |
| At the beginning of the year | 1,389,124    | 1,183,034        | 920,332          |
| Downgrades <sup>(1)</sup>    | 584,791      | 989,462          | 1,033,727        |
| Upgrades                     | (56)         | (94,433)         | (37,013)         |
| Recoveries                   | (301,509)    | (336,154)        | (481,950)        |
| Write-off and loss           | (72,431)     | (352,785)        | (252,062)        |
| At the end of the year       | 1,599,919    | 1,389,124        | 1,183,034        |
| NPA ratio                    | 0.95%        | 0.99%            | 0.97%            |

Note:

- (1) Represents downgrades of interest-earning assets classified as normal or special mention at the end of prior year and interest-earning assets newly classified in the current year to non-performing categories.

## Management Discussion and Analysis

### 3.2.6.2 Interest-earning Assets Provisions

The following table sets forth the analysis of the Group's provisions under the assessment methodology as of the dates indicated.

|                                     | 30 June 2017           |                | 31 December 2016     |                | 31 December 2015     |                | 31 December 2014     |                |
|-------------------------------------|------------------------|----------------|----------------------|----------------|----------------------|----------------|----------------------|----------------|
|                                     | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     | RMB'000<br>(Audited) | % of total     |
| Interest-earning Assets Provisions: |                        |                |                      |                |                      |                |                      |                |
| Individual assessment               | 688,914                | 19.89%         | 558,366              | 18.95%         | 392,455              | 16.48%         | 407,940              | 20.27%         |
| Collective assessment               | 2,774,582              | 80.11%         | 2,388,320            | 81.05%         | 1,988,296            | 83.52%         | 1,604,453            | 79.73%         |
| <b>Total</b>                        | <b>3,463,496</b>       | <b>100.00%</b> | <b>2,946,686</b>     | <b>100.00%</b> | <b>2,380,751</b>     | <b>100.00%</b> | <b>2,012,393</b>     | <b>100.00%</b> |
| Non-performing assets               | 1,599,919              |                | 1,389,124            |                | 1,183,034            |                | 920,332              |                |
| Provision coverage ratio            | 216.48%                |                | 212.13%              |                | 201.24%              |                | 218.66%              |                |

### 3.2.6.3 Write-offs of Interest-earning Assets

The following table sets forth the write-offs of interest-earning assets as of the dates indicated.

|  | 30 June 2017           | 31 December 2016     | 31 December 2015     | 31 December 2014     |
|--|------------------------|----------------------|----------------------|----------------------|
|  | RMB'000<br>(Unaudited) | RMB'000<br>(Audited) | RMB'000<br>(Audited) | RMB'000<br>(Audited) |
| Write-off  | 72,431                 | 352,785              | 252,062              | 122,924              |
| Non-performing assets as at the end of the previous year | 1,389,124              | 1,183,034            | 920,332              | 646,436              |
| Write-off ratio <sup>(1)</sup>                           | 5.21%                  | 29.82%               | 27.39%               | 19.02%               |

Note:

- (1) The write-off ratio is calculated as the percentage of interest-earning assets write-offs over the net non-performing assets as of the beginning of the relevant year.

In the first half of 2017, according to the requirements of the accounting standards, the Group wrote off bad debts of RMB72,431,000, mainly distributed in the packaging, industrial machinery, transportation and infrastructure construction industries, which respectively account for RMB23,029,000, RMB18,128,000, RMB13,921,000, and RMB12,198,000. Despite the Group's effort in collection through judicial means, actionable assets were unable to cover risk exposure of projects at the moment. Although the Group is required to write-off the bad debts of the relevant non-performing assets pursuant to the requirements of the accounting standards, the Group has not stopped the disposal of assets, and continued to collect the payment through disposal of equipment, demand for payment and exerting pressure on guarantors. From 2011 to the first half of 2017, the written-off bad debts amounted RMB810,590,000 and RMB26,312,000 has been recovered.



## Management Discussion and Analysis

### 3.2.6.4 Status of Interest-earning Assets (Over 30 Days)

The following table sets forth status of interest-earning assets (over 30 days) as of the dates indicated.

|                              | 30 June 2017 | 31 December 2016 | 31 December 2015 | 31 December 2014 |
|------------------------------|--------------|------------------|------------------|------------------|
|                              | RMB'000      | RMB'000          | RMB'000          | RMB'000          |
|                              | (Unaudited)  | (Audited)        | (Audited)        | (Audited)        |
| Overdue ratio (over 30 days) | 0.84%        | 0.98%            | 1.08%            | 0.91%            |

As a result of the Group's prudent strategies of risk control and asset management, with the customer base moving upwards and the implementation of more effective process regulation and control, the general asset quality remains stable with improvement. The Group's lease overdue ratio (over 30 days) was 0.84% as at 30 June 2017, representing 0.14 percentage point lower than 0.98% as of the end of 2016.

The following table sets forth the interest-earning assets (overdue more than 30 days) in different industries as of the dates indicated.

|                             | 30 June 2017 |            | 31 December 2016 |            |
|-----------------------------|--------------|------------|------------------|------------|
|                             | RMB'000      | % of total | RMB'000          | % of total |
|                             | (Unaudited)  |            | (Audited)        |            |
| Healthcare                  | 11,953       | 0.85%      | 198,831          | 14.55%     |
| Education                   | 242,340      | 17.16%     | 13,865           | 1.01%      |
| Infrastructure construction | 131,137      | 9.29%      | 259,141          | 18.96%     |
| Transportation              | 319,700      | 22.64%     | 279,028          | 20.42%     |
| Packaging                   | 313,748      | 22.22%     | 223,406          | 16.35%     |
| Industrial Machinery        | 123,071      | 8.72%      | 131,508          | 9.62%      |
| Comprehensive development   | 150,668      | 10.67%     | 39,702           | 2.91%      |
| Electronic information      | 55,877       | 3.96%      | 7,800            | 0.57%      |
| Urban public utilities      | –            | 0.00%      | 149,684          | 10.95%     |
| Others                      | 63,475       | 4.50%      | 63,474           | 4.66%      |
| Total                       | 1,411,970    | 100.00%    | 1,366,439        | 100.00%    |



## Management Discussion and Analysis

The following table sets forth the interest-earning assets (overdue more than 30 days) classification as of the dates indicated.

|                 | 30 June 2017           |                | 31 December 2016     |                |
|-----------------|------------------------|----------------|----------------------|----------------|
|                 | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |
| Pass            | 6,574                  | 0.47%          | –                    | –              |
| Special mention | 560,386                | 39.69%         | 586,898              | 42.95%         |
| Substandard     | 362,903                | 25.70%         | 274,200              | 20.07%         |
| Doubtful        | 482,108                | 34.14%         | 505,341              | 36.98%         |
| Loss            | –                      | –              | –                    | –              |
| <b>Total</b>    | <b>1,411,970</b>       | <b>100.00%</b> | <b>1,366,439</b>     | <b>100.00%</b> |

### 3.3 Asset-backed Securities/Notes-related Assets Items and etc.

The following table sets forth total interest-earning assets which were sold by means of asset-backed securities/notes and etc. since 2015 as of the dates indicated.

|                             | 30 June 2017               |                | 31 December 2016           |                |
|-----------------------------|----------------------------|----------------|----------------------------|----------------|
|                             | RMB million<br>(Unaudited) | % of total     | RMB million<br>(Unaudited) | % of total     |
| Healthcare                  | 11,070                     | 20.18%         | 9,227                      | 21.73%         |
| Education                   | 17,891                     | 32.62%         | 12,790                     | 30.12%         |
| Infrastructure construction | 12,307                     | 22.44%         | 9,463                      | 22.29%         |
| Transportation              | 1,391                      | 2.54%          | 741                        | 1.75%          |
| Packaging                   | 672                        | 1.23%          | 550                        | 1.30%          |
| Industrial machinery        | 2,313                      | 4.22%          | 2,198                      | 5.18%          |
| Comprehensive development   | 921                        | 1.68%          | 550                        | 1.30%          |
| Electronic information      | 5,617                      | 10.24%         | 4,739                      | 11.16%         |
| Urban public utility        | 2,669                      | 4.85%          | 2,196                      | 5.17%          |
| Others                      | –                          | –              | –                          | –              |
| <b>Total</b>                | <b>54,851</b>              | <b>100.00%</b> | <b>42,454</b>              | <b>100.00%</b> |

## Management Discussion and Analysis

The following table sets forth balance of interest-earning assets which were sold by means of asset-backed securities/notes and etc. as of the dates indicated.

|                             | 30 June 2017               |                | 31 December 2016           |                | Change %      |
|-----------------------------|----------------------------|----------------|----------------------------|----------------|---------------|
|                             | RMB million<br>(Unaudited) | % of total     | RMB million<br>(Unaudited) | % of total     |               |
| Healthcare                  | 7,056                      | 20.76%         | 6,732                      | 22.98%         | 4.81%         |
| Education                   | 12,303                     | 36.21%         | 9,254                      | 31.60%         | 32.95%        |
| Infrastructure construction | 6,957                      | 20.47%         | 5,672                      | 19.36%         | 22.66%        |
| Transportation              | 1,095                      | 3.22%          | 1,051                      | 3.59%          | 4.19%         |
| Packaging                   | 353                        | 1.04%          | 298                        | 1.02%          | 18.46%        |
| Industrial machinery        | 943                        | 2.78%          | 1,346                      | 4.59%          | -29.94%       |
| Comprehensive development   | 460                        | 1.35%          | 183                        | 0.62%          | 151.37%       |
| Electronic information      | 3,116                      | 9.17%          | 3,124                      | 10.66%         | -0.26%        |
| Urban public utility        | 1,698                      | 5.00%          | 1,634                      | 5.58%          | 3.92%         |
| Others                      | –                          | –              | –                          | –              | N/A           |
| <b>Total</b>                | <b>33,981</b>              | <b>100.00%</b> | <b>29,294</b>              | <b>100.00%</b> | <b>16.00%</b> |

On 30 June 2017, the balance of holding of asset-backed securities/notes-related assets items amounted to RMB3,239,306,000, representing an increase of 37.8% as compared with 31 December 2016. The Group had accumulated approximately RMB54,851 million in principal amount of interest-earning assets through asset-backed securities/notes in 2015, 2016 and the first half of 2017. The balance of the holding of off-balance-sheet assets of the Group at 30 June 2017 amounted to approximately RMB33,981 million (31 December 2016: approximately RMB29,294 million) of which non-performing assets accounted for no more than 0.06%, assets which are overdue 30 days or more accounted for no more than 0.04%. As an off-balance sheet asset management service providers, the group implemented the same prudent asset management policy as the on-balance sheet asset and strengthened the monitoring process. The off-balance sheet assets were stable in the first half of 2017 with no significant anomalies of asset quality.

Assets with continuing involvement of the Group amounted to RMB3,294,083,000, representing an increase of RMB895,102,000 or 37.31% from the end of last year. Pursuant to specific requirements of accounting standards, for the asset-backed securities/notes business above the Group should continue to recognise assets and liabilities with continuing involvement in relation to such activities due to risk associated with subordinate and enhanced credit facilities held by the Group.

## Management Discussion and Analysis

### 3.4 Other Assets

On 30 June 2017, cash and cash equivalents of the Group amounted to RMB2,790,075,000. The Group started to reserve relatively sufficient cash to sustain the business development and ensure the capital liquidity safety of the Group. Restricted deposits of the Group amounted to RMB3,043,840,000, which mainly comprised restricted bank deposits.

Prepayments and other receivables of the Group amounted to RMB2,571,821,000, comprised mainly of prepayments for suppliers of machinery and equipment and deductible value-added tax etc.

Deferred tax assets of the Group amounted to RMB2,491,367,000, mainly for the deferred income tax provided for the time difference between accounting and taxation.

Property, plant and equipment of the Group amounted to RMB5,413,399,000, mainly comprised of equipment and instruments for operating leasing and plants and medical equipment of subsidiary hospitals.

Prepaid lease payments and other receivables of the Group amounted to RMB1,234,987,000, mainly comprised of those for the land use right for the construction of its main office building acquired in 2013.

Investment in associates of the Group amounted to RMB1,534,566,000, mainly comprised of equity investments in Guangzhou Kangda, Weihai Haida Hospital, Kunming Broad healthcare and Fengyang Gulou Hospital.

The balance of tradable financial assets of the Group was RMB1,144,111,000, mainly due to the financial equity investment invested by the Group.

The balance of derivative financial instruments of the Group is RMB460,459,000, mainly for the financial instruments such as exchange rate forwards and currency swaps of the Group. These instruments are mainly used to hedge the foreign exchange exposure of the Group.

The balance of the Group's goodwill amounted to RMB1,122,558,000, which was mainly the goodwill recognized for the acquisition of thirteen medical and five educational institutions.

## Management Discussion and Analysis

### 3.5 Liabilities (Overview)

On 30 June 2017, total liabilities of the Group amounted to RMB170,564,624,000, representing an increase of RMB28,849,804,000 or 20.36% as compared to the end of last year. Interest-bearing bank and other borrowings were the main component of the Group's liabilities, accounting for 76.51% of the total, representing an increase as compared to 75.46% of the end of last year.

The following table sets forth the liability analysis as of the dates indicated.

|  | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--|------------------------|----------------|----------------------|----------------|---------------|
|  | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Interest-bearing bank and other borrowings | 130,499,810            | 76.51%         | 106,937,588          | 75.46%         | 22.03%        |
| Other payables, accruals and liabilities   | 33,356,949             | 19.56%         | 28,177,195           | 19.88%         | 18.38%        |
| Liabilities for continuing involvement     | 3,294,083              | 1.93%          | 2,398,981            | 1.69%          | 37.31%        |
| Trade and bills payables                   | 2,274,969              | 1.33%          | 2,887,321            | 2.04%          | -21.21%       |
| Tax Payable                                | 753,651                | 0.44%          | 1,002,600            | 0.71%          | -24.83%       |
| Derivative financial instruments           | 165,439                | 0.10%          | 92,217               | 0.07%          | 79.40%        |
| Deferred tax liabilities                   | 45,185                 | 0.03%          | 70,850               | 0.05%          | -36.22%       |
| Deferred revenue                           | 174,538                | 0.10%          | 148,068              | 0.10%          | 17.88%        |
| <b>Total Liabilities</b>                   | <b>170,564,624</b>     | <b>100.00%</b> | <b>141,714,820</b>   | <b>100.00%</b> | <b>20.36%</b> |

### 3.6 Interest-bearing Bank and Other Borrowings

In the first half of 2017, major central banks in the world withdrew quantitative easing monetary policy, reduced the scale of the balance sheet and entered the interest rate hike cycle. On the other hand, domestically, with tightening of the medium and long-term monetary policy and the continued decline in the growth rate of money supply, financial supervision continued to upgrade. The financial market as a whole tended to be tight. The growth rate of financing slowed down and financing rate of straight indirect financing market rose rapidly.

As the complex financial environment at home and overseas faced by the Group, the Group adhered to the established strategy of "resources globalization" and "diversification of financing", and made good progress in both indirect financing and direct financing with an improved liability structure, thus obviously enjoying a finance cost advantage over the peers.

With respect to direct financing, the Group further enriched the bond portfolios, having formed the continued issuing trend. The Group was actively involved in the exchange market and inter-banks markets, issued various bond portfolios including corporate bonds and private placement notes. This initially formed the new situation of multi-product, alternate issue in multi-market.

Within the market of indirect financing, the Group achieved cross-platform facility on the basis of the current financing channel as required by its strategic development, and strengthened its co-operation relationship with key bank channels. The Group formed a deep cooperative relationship with banks including the four big banks and certain policy banks. In terms of remote credit, the scale of credit in Tianjin platform increased rapidly, continuing to improve financing cost.

## Management Discussion and Analysis

In the first half of 2017, the issuing cost of asset securitization products was pushed up by the decline in the domestic bond market as a whole. However, based on the market image and efficient issuance capability, the Group continued to promote asset securitization business in unfavorable market environment, so as to enrich the capital source, optimize the debt structure and improve the management means. In the first half of this year, the Group's accumulated asset securitization business amounted to RMB12.4 billion, and the cost was the lowest in the same period. It was the financial leasing company with the most mature, active and largest scale of stock.

In addition, in the first half of 2017, Hongxin of the Group successfully issued over US\$300,000,000 non-redeemable perpetual securities in overseas pricing, obtained more than 18 times of over-subscribed at 4.35% of bond coupon rate, decreased by 40 basis points, compared with the initial pricing range. In July 2017, Far East International Leasing Co., Ltd. a subsidiary wholly owned by the Group, successfully issued RMB5,000,000,000 renewable Corporate Bonds in China, at 5.5% of coupon rate. The two issuances reflected the broad recognition of the Group by the capital market and optimized the financial structure of the Group, laying a solid foundation for the future expansion of overseas capital markets.

In conclusion, the Group had diverse financing methods with an improved liability structure, thus further reducing our reliability on a single product and a single market, and in turn achieving diversity of financing products, decentralization of financing regions and continuation of maintaining a competitive cost advantage. In the first half of the year, Fitch Ratings recognised the investment grade rating of the Group. The Group became the only financial leasing company in the territory which obtains independent rating of two international authorities. For future outlook, the Group was confident that with the global financing network as well as resource advantage, the Group can further improve its competitiveness in liability side.

As of 30 June 2017, the total sum of the Group's interest-bearing bank and other borrowings amounted to RMB130,499,810,000, representing an increase of 22.03% as compared with RMB106,937,588,000 as of the end of last year, mainly due to the increase in the interest-bearing liability resulting from supporting the Group's expanding our business operations. The Group's borrowings were mainly denominated in RMB and USD.

The following table sets forth, as of the dates indicated, the distribution between current and non-current interest bearing bank and other borrowings.

|              | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--------------|------------------------|----------------|----------------------|----------------|---------------|
|              | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Current      | 59,761,153             | 45.79%         | 53,545,549           | 50.07%         | 11.61%        |
| Non-current  | 70,738,657             | 54.21%         | 53,392,039           | 49.93%         | 32.49%        |
| <b>Total</b> | <b>130,499,810</b>     | <b>100.00%</b> | <b>106,937,588</b>   | <b>100.00%</b> | <b>22.03%</b> |

As of 30 June 2017, the Group's current interest-bearing bank and other borrowings (including short-term loans and portions that are due within one year in long-term loans) as a percentage of the Group's total interest-bearing bank and other borrowings was 45.79%, representing a decrease of 4.28 percentage points as compared with 50.07% as of 31 December 2016, with a sound financing strategy and reasonable liability structure.

The following table sets forth, as at the dates indicated, the distribution between secured and unsecured interest-bearing bank and other borrowings.

|              | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--------------|------------------------|----------------|----------------------|----------------|---------------|
|              | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Secured      | 17,296,387             | 13.25%         | 12,719,705           | 11.89%         | 35.98%        |
| Unsecured    | 113,203,423            | 86.75%         | 94,217,883           | 88.11%         | 20.15%        |
| <b>Total</b> | <b>130,499,810</b>     | <b>100.00%</b> | <b>106,937,588</b>   | <b>100.00%</b> | <b>22.03%</b> |

## Management Discussion and Analysis

The Group carefully managed its funding risk in the first half of 2017. As at 30 June 2017, the proportion of the Group's interest-bearing bank and other borrowings that were unsecured accounted for 86.75% of the Group's total interest-bearing bank and other borrowings, which decreased slightly as compared with that of the end of last year, as the Group obtained more funds at lower cost in the first half of the year through pledge of assets.

The following table sets forth, as at the dates indicated, the interest-bearing bank and other borrowings based on the distribution between bank loans and other loans.

|             | 30 June 2017           |            | 31 December 2016     |            | Change % |
|-------------|------------------------|------------|----------------------|------------|----------|
|             | RMB'000<br>(Unaudited) | % of total | RMB'000<br>(Audited) | % of total |          |
| Bank loans  | 77,209,040             | 59.16%     | 61,819,996           | 57.81%     | 24.89%   |
| Other loans | 53,290,770             | 40.84%     | 45,117,592           | 42.19%     | 18.12%   |
| Total       | 130,499,810            | 100.00%    | 106,937,588          | 100.00%    | 22.03%   |

The proportion of the Group's loans as a percentage to the Group's total bank and other borrowings increased slightly as at 30 June 2017. The reason is due to the deterioration of the external direct financing environment in the first half year, high cost of financing and that advantages of cost of banks borrowing were shown, the Group increased the core channels of exploring banks and its strength of expanding the bank loan resources.

The following table sets forth, as at the dates indicated, the interest-bearing bank and other borrowings based on the distribution between China and overseas.

|          | 30 June 2017           |            | 31 December 2016     |            | Change % |
|----------|------------------------|------------|----------------------|------------|----------|
|          | RMB'000<br>(Unaudited) | % of total | RMB'000<br>(Audited) | % of total |          |
| China    | 117,384,915            | 89.95%     | 88,511,044           | 82.77%     | 32.62%   |
| Overseas | 13,114,895             | 10.05%     | 18,426,544           | 17.23%     | -28.83%  |
| Total    | 130,499,810            | 100.00%    | 106,937,588          | 100.00%    | 22.03%   |

As at 30 June 2017, the proportion of the Group's borrowings from China and other borrowings as a percentage to the Group's total borrowings was 89.95%, which increased as compared with that at the end of last year as the Group, taking into the consideration of the uncertainty in overseas market and the relevant hedging costs, proactively expanded various financing channels China in order to satisfy the funding needs.



## Management Discussion and Analysis

The following table sets forth, as at the dates indicated, the interest-bearing bank and other borrowings based on the distribution of currencies.

|                                | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--------------------------------|------------------------|----------------|----------------------|----------------|---------------|
|                                | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| RMB                            | 116,834,366            | 89.53%         | 88,265,386           | 82.54%         | 32.37%        |
| US\$                           | 8,044,924              | 6.16%          | 12,069,354           | 11.29%         | -33.34%       |
| Borrowings in other currencies | 5,620,520              | 4.31%          | 6,602,848            | 6.17%          | -14.88%       |
| <b>Total</b>                   | <b>130,499,810</b>     | <b>100.00%</b> | <b>106,937,588</b>   | <b>100.00%</b> | <b>22.03%</b> |

As at 30 June 2017, the Group's activities in RMB accounted for 89.53% of its total interest-bearing bank and other borrowings, representing an increase from the end of last year as the Group proactively promoted, expanded and consolidated financing in RMB in view of uncertainties and high costs in overseas markets.

The following table sets forth, as at the dates indicated, the interest-bearing bank and other borrowings based on direct and indirect financing.

|                    | 30 June 2017           |                | 31 December 2016     |                | Change %      |
|--------------------|------------------------|----------------|----------------------|----------------|---------------|
|                    | RMB'000<br>(Unaudited) | % of total     | RMB'000<br>(Audited) | % of total     |               |
| Direct financing   | 51,313,552             | 39.32%         | 43,690,437           | 40.86%         | 17.45%        |
| Indirect financing | 79,186,258             | 60.68%         | 63,247,151           | 59.14%         | 25.20%        |
| <b>Total</b>       | <b>130,499,810</b>     | <b>100.00%</b> | <b>106,937,588</b>   | <b>100.00%</b> | <b>22.03%</b> |

As at 30 June 2017, Group's direct borrowings accounted for 39.32% of the total, basically the same with the end of last year as the Group's deep participation and good cooperation records in both direct and indirect financing markets, and the balanced financing structure ensured the financial resources needed for the future development of the Company.



## Management Discussion and Analysis

### 3.7 Shareholders' Equity

As at 30 June 2017, the total equity of the Group was RMB26,421,236,000, representing an increase of RMB1,575,135,000 or 6.34% from the end of last year.

The following table sets forth the analysis of equity as at the dates indicated.

|   | 30 June 2017           |            | 31 December 2016     |            | Change % |
|---|------------------------|------------|----------------------|------------|----------|
|   | RMB'000<br>(Unaudited) | % of total | RMB'000<br>(Audited) | % of total |          |
| Share capital   | 10,213,688             | 38.66%     | 10,213,017           | 41.11%     | 0.01%    |
| Reserve   | 13,301,296             | 50.34%     | 12,746,213           | 51.29%     | 4.35%    |
| Equity attributable to ordinary shareholders of the Company | 23,514,984             | 89.00%     | 22,959,230           | 92.40%     | 2.42%    |
| Perpetual securities <sup>(1)</sup>                         | 2,036,648              | 7.71%      | 1,231,881            | 4.96%      | 65.33%   |
| Non-controlling interests                                   | 869,604                | 3.29%      | 654,990              | 2.64%      | 32.77%   |
| Total Equity  | 26,421,236             | 100.00%    | 24,846,101           | 100.00%    | 6.34%    |

Note: (1) On 23 June 2014, the Group issued US\$200,000,000 senior perpetual capital securities ("Perpetual Securities") at an initial distribution rate of 5.55%. On 23 June 2017, the Group redeemed the Perpetual Securities in accordance with the principal of the Securities together with any accumulated allotment to the date of the redemption and applied to the Stock Exchange of Hong Kong Limited for the cancellation of the listing status of the securities.

On 14 June 2017, the Group issued US\$300,000,000 perpetual securities at an initial distribution rate of 4.35%. The Perpetual Securities have no fixed maturity date and are callable at the Company's option in whole on 14 June 2022 ("First Call Date") or any Distribution Payment Date falling after the First Call Date at their principal amounts together with any accrued, unpaid or deferred distributions. The applicable distribution rate will be reset, on the First Call Date and every three years after the First Call Date, to the sum of the initial spread of 2.62%, the treasury rate and a step-up margin of 5.00% per annum.

## Management Discussion and Analysis

### 4. Capital Management

The primary objective of the Group's capital management activities is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximise shareholder value. In the first half of 2017, no change was made to the objectives, policies or processes for managing capital.

#### 4.1 Gearing Ratio

The Group monitors our capital by gearing ratio. The following table sets forth the gearing ratios as at the dates indicated:

|                       | 30 June 2017 | 31 December 2016 |
|-----------------------|--------------|------------------|
|                       | RMB'000      | RMB'000          |
|                       | (Unaudited)  | (Audited)        |
| Total assets (A)      | 196,985,860  | 166,560,921      |
| Total liabilities (B) | 170,564,624  | 141,714,820      |
| Total equity          | 26,421,236   | 24,846,101       |
| Gearing ratio (C=B/A) | 86.59%       | 85.08%           |

In the first half of 2017, the Company made full use of capital leverage for our operations to keep the Group's gearing ratio relatively high while at the same time closely managed the Group's gearing ratio to avoid potential liquidity risk. As at 30 June 2017, our gearing ratio was 86.59%.

In June and July 2017, the Group issued S\$300,000,000 perpetual capital securities at an initial distribution rate of 4.35% and RMB\$5,000,000,000 of Renewable Corporate Bonds (at an indicative coupon rate of 5.50%). The two issuances reflected the broad recognition of the capital market for the Group, which did only meet the needs of working capital and business development, but also had positive significance to the further expansion of the financing channels, enrichment of the financing means, reduction in the financing cost and optimization of the financial structure.

#### 4.2 Ratio of Assets at Risk to Equity

In accordance with the requirements of the Measures on the Administration of Foreign Investment in the Leasing Industry, the risk assets of International Far Eastern Leasing Co., Ltd., Far East Horizon (Tianjin) Financial Leasing Co., Ltd. and Far Eastern Horizon Financial Leasing Co., Ltd. (incorporated in the first half year of 2017) should not exceed 10 times of its equity

As at 30 June 2017, the ratios of risk assets to equity of International Far Eastern Leasing Co., Ltd., Far East Horizon (Tianjin) Financial Leasing Co., Ltd. and Far Eastern Horizon Financial Leasing Co., Ltd. were 7.33, 6.10 and 3.03 respectively, which was in compliance with the ratio of risk assets to equity requirements of the measures. The Group will ensure that the domestic finance leasing operations entity will continue to meet the above regulatory requirements through allocation of internal resource.



## Management Discussion and Analysis

The following table sets forth the ratio of assets at risk to equity as of the dates indicated:

### International Far Eastern Leasing Co., Ltd.

|                                   | 30 June 2017 | 31 December 2016 |
|-----------------------------------|--------------|------------------|
|                                   | RMB'000      | RMB'000          |
|                                   | (Unaudited)  | (Audited)        |
| Total assets                      | 156,998,697  | 136,526,718      |
| Less: Cash                        | 3,494,015    | 2,408,413        |
| Total assets at risk              | 153,504,682  | 133,848,305      |
| Equity                            | 20,949,397   | 20,449,035       |
| Ratio of assets at risk to equity | 7.33         | 6.55             |

### Far Eastern Horizon (Tianjin) Financial Leasing Co., Ltd.

|                                   | 30 June 2017 | 31 December 2016 |
|-----------------------------------|--------------|------------------|
|                                   | RMB'000      | RMB'000          |
|                                   | (Unaudited)  | (Audited)        |
| Total assets                      | 54,507,964   | 40,167,598       |
| Less: Cash                        | 1,620,944    | 1,510,316        |
| Total risk assets                 | 52,887,020   | 38,657,282       |
| Equity                            | 8,666,090    | 7,313,405        |
| Ratio of assets at risk to equity | 6.10         | 5.29             |

### Far Eastern Horizon Financial Leasing Co., Ltd.

|                                   | 30 June 2017 | 31 December 2016 |
|-----------------------------------|--------------|------------------|
|                                   | RMB'000      | RMB'000          |
|                                   | (Unaudited)  | (Audited)        |
| Total assets                      | 3,185,962    | N/A              |
| Less: Cash                        | 40,107       | N/A              |
| Total assets at risk              | 3,145,855    | N/A              |
| Equity                            | 1,036,631    | N/A              |
| Ratio of assets at risk to equity | 3.03         | N/A              |

Note: Far Eastern Horizon Financial Leasing Co., Ltd. was incorporated in 2017. Thus, there is no comparison data of the previous year.

## Management Discussion and Analysis

### 5. Capital Expenditures

The Group's capital expenditure was RMB1,751,886,000 in first half of 2017, which was mainly used as the expenditures for additions of property, plant and equipment, and external equity investments.

### 6. Risk Management

#### 6.1 Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Group's exposure to the risk of changes in market interest rates relates primarily to the Group's interest-bearing bank and other borrowings and lease receivables, factoring receivables.

A principal part of the Group's management of interest rate risk is to monitor the sensitivity of projected net interest income under varying interest rate scenarios (simulation modelling). The Group aims to continuously monitor the impact of prospective interest rate movements which could reduce future net interest income, while balancing the cost of such risk measures to mitigate such risk. As of 30 June 2017, the proportion of fixed rate products of the Group amounted to 49.57% (31 December 2016: 51.59%).

The table below demonstrates the sensitivity to a reasonably possible change in interest rate, to the Group's profit before tax with all other variables held constant. The sensitivity of the profit before tax is the effect of the assumed changes in interest rates on profit before tax, based on the financial assets and financial liabilities held at the end of each reporting period subject to re-pricing within the coming year.

|                        | Increase/(decrease) in profit<br>before tax of the Group |  |
|------------------------|--|--|
|                        | 30 June 2017<br>RMB'000<br>(Unaudited)                   | 31 December 2016<br>RMB'000<br>(Audited) |
| Change in basis points |  |  |
| + 100 basis points     | 85,636   | 65,369                                   |
| - 100 basis points     | (85,636)   | (65,369)                                 |

## Management Discussion and Analysis

### 6.2 Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates. The Group's exposure to the risk of changes in foreign exchange relates primarily to the operating activities of the Group (when receipt or payment is settled using a currency that is different from the functional currency).

The Group conducts its businesses mainly in RMB, with certain transactions denominated in US\$, and to a lesser extent, other currencies. The Group's treasury operations exposure mainly arises from its transactions in currencies other than RMB. In order to control currency fluctuation risk, the Group adopted prudent currency risk management which hedges risk exposures one by one under comprehensive risk exposure management. The Group proactively hedged against foreign exchange exposure based on the currency and terms through using the operation of financial instruments such as foreign exchange forwards and currency swaps. According to relevant statistics, as of 30 June 2017, the Group's actual exposure to foreign exchange risk (including perpetual securities) approximately amounted to US\$1,962 million, hedges against foreign exchange exposure amounted to US\$1,681 million or decreasing from 92% as at 31 December 2016 to 86% as at 30 June 2017 (percentage of the aforesaid two items). Thus, the Group's actual exposure to foreign exchange risk is limited, mainly due to the fact that the Group redeemed US\$200,000,000 perpetual securities and newly issued US\$300,000,000 perpetual securities during June 2017.

The table below demonstrates the effect of reasonable potential changes in exchanges rates of US\$ and HK\$ against RMB arising from actual exposure to foreign exchange risk (including perpetual securities), with all other variables held constant, on the Group's equity interest.

| Currency  | Change in<br>currency rate | Increase/(decrease) in equity<br>interest of the Group |  |
|---|----------------------------|--|--|
|   |                            | 30 June 2017<br>RMB'000<br>(Unaudited)                 | 31 December 2016<br>RMB'000<br>(Audited) |
| US\$ and HK\$ – effect on the profit before tax<br>(excluding perpetual securities) | -1%                        | (1,736)  | 117                                      |
| US\$ – direct effect of perpetual<br>securities on the equity                       | -1%                        | 20,323   | 13,874                                   |
|   |                            | 18,587   | 13,991                                   |

The effect above was based on the assumption that the Group's foreign exchange exposures as of the end of each reporting period are kept unchanged and the average percentage of foreign exchange exposure with hedges remained as above so as to calculate the effect of exchange rate change on profit before tax.

## Management Discussion and Analysis

### 6.3 Liquidity Risk

Liquidity risk is the risk that funds will not be available to meet liabilities as they fall due. This may arise from mismatches in amounts or duration with regard to the maturity of financial assets and liabilities.

The Group manages its liquidity risk through daily monitoring with the following objectives: maintaining the stability of the leasing business, projecting cash flows and evaluating the level of current assets, and maintaining an efficient internal fund transfer mechanism to ensure liquidity of the Group.

The table below summarises the maturity profile of the Group's financial assets and liabilities based on the contractual undiscounted cash flows.

|                                  | On demand<br>RMB'000 | Less than<br>3 months<br>RMB'000 | 3 to<br>12 months<br>RMB'000 | 1 to 5 years<br>RMB'000 | Over 5 years<br>RMB'000 | Total<br>RMB'000 |
|----------------------------------|----------------------|----------------------------------|------------------------------|-------------------------|-------------------------|------------------|
| As of 30 June 2017 (Unaudited)   |                      |                                  |                              |                         |                         |                  |
| Total financial assets           | 3,592,358            | 23,165,227                       | 53,737,223                   | 119,287,556             | 735,977                 | 200,518,341      |
| Total financial liabilities      | 89,564               | 22,677,124                       | 52,033,637                   | 95,755,603              | 466,722                 | 171,022,650      |
| Net liquidity gap                | 3,502,794            | 488,103                          | 1,703,586                    | 23,531,953              | 269,255                 | 29,495,691       |
| As of 31 December 2016 (Audited) |                      |                                  |                              |                         |                         |                  |
| Total financial assets           | 2,722,640            | 19,490,692                       | 44,910,081                   | 96,673,418              | 714,573                 | 164,511,404      |
| Total financial liabilities      | 109,165              | 23,521,554                       | 42,508,404                   | 75,213,310              | 647,880                 | 142,000,313      |
| Net liquidity gap                | 2,613,475            | (4,030,862)                      | 2,401,677                    | 21,460,108              | 66,693                  | 22,511,091       |

## 7. Charge on Group Assets

The Group had lease receivables and entrusted loans in the amount of RMB14,916,598,000, cash in the amount of RMB175,882,000, property, plant and equipment of RMB786,655,000 and prepaid lease payments of RMB892,502,000 pledged to the bank as of 30 June 2017 in order to secure or pay the bank borrowings, and cash of RMB129,812,000 was pledged for bank acceptances, letter of credit and etc.

## 8. Material Investments, Acquisitions and Disposals

In the first half of 2017, the Group completed the investment in Fengyang Gulou Hospital (鳳陽鼓樓醫院), Siyang Xiehe Hospital (泗陽協和醫院), Zhengzhou Renji Hospital (鄭州仁濟醫院), Shenzhen Zhonghai Hospital Group (深圳中海醫院集團), Daishan Guanghua Hospital (岱山廣華醫院) and others in which the Group has control or holds equity interest. Meanwhile, the Group entered into agreement in respect of Daishan Guanghua Hospital (岱山廣華醫院), Wuchang Chinese Medicine Hospital (五常中醫院), Zhaotong Renan Hospital (昭通仁安醫院), Qiaojia Ren'an Hospital (巧家仁安醫院) and others in the first half of 2017. The total number of hospitals in which the Group currently has control or holds equity interest under contract reaches 26. The Group will focus on the nature of medical care as the core and consider the construction of discipline development as the main line, increase the hospitals' core competitiveness, and strive to build the hospital group with the operational concept of "one network, one system, one hospital".

In the first half of 2017, the Group opened one new kindergarten in Chongqing. The Group currently operates five kindergartens and two schools, in which four kindergartens and two schools started to operate in previous years. In the first half of this year, the Group newly entered into agreement regarding three high-end kindergarten venues in Shanghai, Qingdao and Tianjin. The Group currently has signed agreement in respect of a total of 13 places to build kindergartens. The Group will continue to accelerate the layout of the education industry, enhance the service content, and gradually establish a high brand reputation, strong service capability and the most unique private education system.

## Management Discussion and Analysis

### 9. Human Resources

As of 30 June 2017, the Group had 9,595 full-time employees, an increase of 1,411 full-time employees compared to 8,184 by the end of 2016.

The Group believes it has a high quality work force with specialized industry expertise. As at 30 June 2017, approximately 57.60% of the Group's employees had bachelor's degrees and above, and approximately 19.35% had master's degrees and above.

#### 9.1 Incentive Schemes

The Group has established effective employee incentive schemes to correlate the remuneration of our employees with their overall performance and contribution to the Company rather than operating results, and have established a merit based remuneration awards system. Employees are promoted not only in terms of position and seniority, but also in terms of professional classification. Our senior employees are reviewed every quarter on the basis of, among other criteria, their performance as business leaders to achieve stipulated performance targets (such as budget targets) and their risk management capabilities on the operational matters under their charge.

With a view of promoting the Group to establish and complete the medium-long term stimulation and restriction system for fully arousing the enthusiasm of the management, attracting and retaining the excellent management talents, and effectively integrating the interests of shareholders, the Company and the management to guarantee the long, stable and healthy development, the board of the Company considered and passed the programme of setting up the equity incentive plans (including the share option scheme (the "2014 Share Option Scheme") and restricted share award scheme (the "2014 Restricted Share Award Scheme")) in 2014. Please refer to the 2016 Annual Report for details of the schemes.

During the reporting period, options under the 2014 Share Option Scheme entitling the holders thereof to subscribe for an aggregate of 4,329,506 Shares were granted to two executive directors and the remaining options entitling the holders to subscribe for an aggregate of 28,594,494 Shares were granted to 294 grantees under the 2014 Share Option Scheme. A summary of the movements of the outstanding share options under the 2014 Share Option Scheme during the reporting period is as follows:

| Grantee  | Date of grant | Vesting period<br>(Note 1)     | Exercise period<br>(Note 2)    | Exercise price<br>per share HK\$<br>(Note 3-6) | Outstanding<br>as at 1 January<br>2017 | Number of share options |                       |        |           | Outstanding<br>as at 30 June<br>2017 |
|--|---------------|--------------------------------|--------------------------------|--|--|-------------------------|-----------------------|--------|-----------|--------------------------------------|
|  |               |                                |                                |  |  | Granted                 | Exercised<br>(Note 7) | Lapsed | Cancelled |                                      |
| KONG Fanxing,<br>CEO and executive<br>director | 11 July 2014  | 11 July 2016 –<br>11 July 2018 | 11 July 2016 –<br>11 July 2024 | 5.86   | 1,316,960                              | -                       | -                     | -      | -         | 1,316,960                            |
| KONG Fanxing,<br>CEO and executive<br>director | 3 July 2015   | 3 July 2017 –<br>3 July 2019   | 3 July 2017 –<br>3 July 2025   | 7.17   | 1,856,913                              | -                       | -                     | -      | -         | 1,856,913                            |
| KONG Fanxing,<br>CEO and executive<br>director | 15 June 2016  | 15 June 2018 –<br>15 June 2020 | 15 June 2018 –<br>15 June 2026 | 5.714  | 3,292,400                              | -                       | -                     | -      | -         | 3,292,400                            |
| KONG Fanxing,<br>CEO and executive<br>director | 20 June 2017  | 20 June 2019 –<br>20 June 2021 | 20 June 2019 –<br>20 June 2027 | 6.82   | -                                      | 3,292,400               | -                     | -      | -         | 3,292,400                            |



## Management Discussion and Analysis

| Grantee  | Date of grant | Vesting period<br>(Note 1)     | Exercise period<br>(Note 2)    | Exercise price<br>per share HK\$<br>(Note 3-6) | Outstanding<br>as at 1 January<br>2017 | Number of share options |                       |          |                | Outstanding<br>as at 30 June<br>2017 |
|--|---------------|--------------------------------|--------------------------------|--|--|-------------------------|-----------------------|----------|----------------|--------------------------------------|
|  |               |                                |                                |  |  | Granted                 | Exercised<br>(Note 7) | Lapsed   | Cancelled      |                                      |
| Mr. WANG Mingzhe,<br>CFO and executive<br>director | 11 July 2014  | 11 July 2016 –<br>11 July 2018 | 11 July 2016 –<br>11 July 2024 | 5.86   | 460,936                                | -                       | -                     | -        | -              | 460,936                              |
| Mr. WANG Mingzhe,<br>CFO and executive<br>director | 3 July 2015   | 3 July 2017 –<br>3 July 2019   | 3 July 2017 –<br>3 July 2025   | 7.17   | 594,212                                | -                       | -                     | -        | -              | 594,212                              |
| Mr. WANG Mingzhe,<br>CFO and executive<br>director | 15 June 2016  | 15 June 2018 –<br>15 June 2020 | 15 June 2018 –<br>15 June 2026 | 5.714  | 1,053,568                              | -                       | -                     | -        | -              | 1,053,568                            |
| Mr. WANG Mingzhe,<br>CFO and executive<br>director | 20 June 2017  | 20 June 2019 –<br>20 June 2021 | 20 June 2019 –<br>20 June 2027 | 6.82   | -                                      | 1,037,106               | -                     | -        | -              | 1,037,106                            |
| <b>SUBTOTAL FOR DIRECTORS</b>                      |               |                                |                                |  | <b>8,574,989</b>                       | <b>4,329,506</b>        | <b>-</b>              | <b>-</b> | <b>-</b>       | <b>12,904,495</b>                    |
| Employees  | 11 July 2014  | 11 July 2016 –<br>11 July 2018 | 11 July 2016 –<br>11 July 2024 | 5.86   | 9,256,334                              | -                       | 103,000               | -        | 58,017         | 9,095,317                            |
| Employees  | 3 July 2015   | 3 July 2017 –<br>3 July 2019   | 3 July 2017 –<br>3 July 2025   | 7.17   | 14,451,334                             | -                       | -                     | -        | 186,496        | 14,264,838                           |
| Employees  | 15 June 2016  | 15 June 2018 –<br>15 June 2020 | 15 June 2018 –<br>15 June 2026 | 5.714  | 28,350,856                             | -                       | -                     | -        | 204,129        | 28,146,727                           |
| Employees  | 20 June 2017  | 20 June 2019 –<br>20 June 2021 | 20 June 2019 –<br>20 June 2027 | 6.82   | -                                      | 28,594,494              | -                     | -        | -              | 28,594,494                           |
| <b>TOTAL</b>                                       |               |                                |                                |  | <b>60,633,513</b>                      | <b>32,924,000</b>       | <b>103,000</b>        | <b>-</b> | <b>448,642</b> | <b>93,005,871</b>                    |

Note 1: Subject to the rules of the 2014 Share Option Scheme, the options granted on 11 July 2014 will vest to the grantees at the second, third and fourth anniversary of the date of grant at an average amount.

Note 2: According to the 2014 Share Option Scheme, the options shall be exercised within the Option Period. "Option Period" shall mean, in respect of any particular option, a period (which may not be later than 10 years from the offer date of that option) to be determined and notified by the Board or the Administration Committee to the grantee thereof and, in the absence of such determination, from the offer date to the earlier of (i) the date on which such option lapses; and (ii) 10 years from the offer date of that option. There is no minimum period for which any vested option must be held before it can be exercised and no performance target which need to be achieved by a grantee before the vested options can be exercised.

## Management Discussion and Analysis

*Note 3:* The exercise price is not less than the higher of (i) the closing price of HK\$5.86 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheet on 11 July 2014 (i.e. the grant date) and (ii) the average closing price of HK\$5.81 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheets for the five trading days immediately preceding 11 July 2014. The Share does not carry nominal value.

*Note 4:* The exercise price is not less than the higher of (i) the closing price of HK\$6.88 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheet on 3 July 2015 (i.e. the grant date) and (ii) the average closing price of HK\$7.17 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheets for the five trading days immediately preceding 3 July 2015. The Share does not carry nominal value.

*Note 5:* The exercise price is not less than the higher of (i) the closing price of HK\$5.60 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheet on 15 June 2016 (i.e. the grant date) and (ii) the average closing price of HK\$5.714 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheets for the five trading days immediately preceding 15 June 2016. The Share does not carry nominal value.

*Note 6:* The exercise price is not less than the higher of (i) the closing price of HK\$6.820 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheet on 20 June 2017 (i.e. the grant date) and (ii) the average closing price of HK\$6.714 per share on the Stock Exchange as stated in the Stock Exchange's daily quotations sheets for the five trading days immediately preceding 20 June 2017. The Share does not carry nominal value. The closing price of shares immediately before the date on which the options were granted is HK\$6.8 per share.

*Note 7:* The weighted average closing price of shares immediately before the dates on which the options were exercised by directors and employees is HK\$7.142.

The aggregate fair value (measured as at the grant date) of the share options granted during the reporting period was RMB53,950,000 and the fair values were RMB1.60, RMB1.64 and RMB1.68 per option each for three tranches with two-year, three-year and four-year vesting periods, respectively. Costs of such share options were incorporated into employee benefit expense for relevant accounting periods after granting.

The fair values above were estimated as at their respective date of grant, using a binomial model, taking into account the terms and conditions upon which the options were granted. The following table lists the main inputs to the model used:

|   |       |
|---|-------|
| Expected dividend yield (%)                       | 3.37  |
| Expected volatility (%)                           | 35.39 |
| Risk-free interest rate (%)                       | 1.29  |
| Expected life                                     | 10.00 |
| Share price at the date of grant (HK\$ per share) | 6.82  |
| Expected exercise trigger multiple                | 2.00  |

Estimation of the value of the share options is subjective and uncertain as such values are subject to a number of assumptions and with regard to the limitation of the model. The expected volatility is based on the historical volatility reflecting the assumption that the historical volatility is indicative of future trends, which may also not necessarily be the actual outcome. The expected exercise trigger multiple is also estimated and is not necessarily indicative of the exercise patterns that may occur. All significant features necessary to be considered for the measurement of fair values of the share options granted in the reporting period were incorporated into such measurement.

During the reporting period, the Company granted 49,386,000 Shares under the 2014 Restricted Share Award Scheme, and as of 30 June 2017, the Company granted an aggregate of 147,640,133 Shares under its award schemes. The 2014 Restricted Share Award Scheme does not constitute a share option scheme or an arrangement analogous to a share option scheme for the purpose of Chapter 17 of the Listing Rules.

### 9.2 Employee benefits

In accordance with applicable PRC regulations, the Group has made contributions to social security insurance funds including pension plans, medical insurance, work-related injury insurance, unemployment insurance and maternity insurance) and housing funds for our employees. The Group also provides supplemental commercial medical insurance, property insurance and safety insurance in addition to those required under the PRC regulations. As of 30 June 2017, the Group complied with all statutory social insurance and housing fund obligations applicable to the Group under the PRC laws in all material aspects.

## Management Discussion and Analysis

### 10. Circumstances Including Contractual Obligations, Contingent Liabilities and Capital Commitments

#### 10.1 Contingent Liabilities

The table below sets forth the total outstanding claims as of each of the dates indicated.

|                                       | 30 June 2017<br>RMB'000<br>(Unaudited) | 31 December 2016<br>RMB'000<br>(Audited) |
|---------------------------------------|--|--|
| Legal proceedings:<br>Claimed amounts | 4,855                                  | 4,257                                    |

#### 10.2 Capital Commitments and Credit Commitments

The Group had the following capital commitments and irrevocable credit commitments as of each of the dates indicated:

|   | 30 June 2017<br>RMB'000<br>(Unaudited) | 31 December 2016<br>RMB'000<br>(Audited) |
|---|--|--|
| Contracted, but not provided for:                             |  |  |
| Capital expenditure for acquisition of property and equipment | 754,433                                | 535,261                                  |
| Capital expenditure for equity investment                     | 399,049                                | 386,500                                  |
| Irrevocable credit Commitments                                | 9,778,844                              | 5,432,647                                |

The Group's irrevocable credit commitments represent leases that have been signed but the term of the lease has not started.

Capital expenditure for equity investment mainly represents investment in equity joint ventures with Nayong Xinli Hospital (納雍新立醫院), Deyang Fifth Hospital (德陽第五醫院), Fengyang Gulou Hospital (鳳陽鼓樓醫院), Meizhou Tielu Bridge Hospital (梅州鐵爐橋醫院), Shenzhen Zhonghai Hospital Group (深圳中海醫院集團), Daishan Guanghua Hospital (岱山廣華醫院), Wuchang Chinese Medicine Hospital (五常中醫院), Zhaotong Renan Hospital (昭通仁安醫院) and Qiaojia Renan Hospital (巧家仁安醫院).

### 11. Future Outlook

For future outlook, with the slowdown in investment growth, China's macroeconomic overall may continue to keep the trend of fall among the steady, the industrial structure will continue to adjust and the trend will continue to divide. However, the real estate industry-related areas lay the foundation for the long-term economy. The Group will adhere to the line of taking root in industry, the development strategy of "finance + industry", play a focus on industry, explore the industry, grasp the advantages of industry customers, keep improving service capability and methods, in order to achieve the vision of the enterprise "convergence of global resources, helping industries in China".

For the direction of financial business, the Group will ensure business safety according to the characteristics of the new economic cycle, dynamic adjustment and industry configuration of optimization of assets; meanwhile, the Group will rely on and bring the Group's accumulation of innovation in capital-side and industry-side into play to meet the multi-dimensional financial needs of customers of the real economy. For the direction of industry operation, the Group will consider the three major industries, health care, construction and education as the focus. The Group will accelerate the progress of the investment in hospitals and their operation, equipment operation services, high-end education and other integrated operation layout on the basis of enriched experience and industry customers which are accumulated in many years. These are to deepen the construction of organic and collaborative management system and to strive to form a virtuous circle, promoting the overall healthy and stable development of business.

## Disclosure of Interest

### Directors' and Chief Executives' Interests and/or Short Positions in the Shares, Underlying Shares and Debentures of the Company or any of its Associated Corporations

As at 30 June 2017, the interests or short positions of the directors and chief executives of the Company in the shares, underlying shares and debentures of the Company and any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "SFO")) which were notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they are taken or deemed to have under such provisions of the SFO), or which were required, pursuant to section 352 of the SFO, to be entered in the register referred to therein, or which were required, pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code"), to be notified to the Company and the Stock Exchange, were detailed as follows:

| Name of shareholder | Name of corporation | Capacity/nature of interest          | Total number of ordinary shares <sup>(1)</sup> | Approximate percentage of interest in the Company |
|---------------------|---------------------|--------------------------------------|--|---|
| KONG Fanxing        | The Company         | Beneficial owner                     | 25,266,684 (L) <sup>(2)</sup>                  | 0.64%   |
|                     |                     | Interest in a controlled corporation | 265,552,000 (L) <sup>(3)</sup>                 | 6.72%   |
| WANG Mingzhe        | The Company         | Beneficial owner                     | 8,350,556 (L) <sup>(4)</sup>                   | 0.21%   |

*Notes:*

- (1) The letter "L" denotes the person's long position in the shares of the Company.
- (2) The interest includes 9,758,673 underlying shares in respect of the share options granted pursuant to the Company's 2014 Share Option Scheme and 14,638,011 underlying shares in respect of the awarded shares granted pursuant to the Company's 2014 Restricted Share Award Scheme. In addition to the share interest in respect of the share options, awarded shares granted and interest in a controlled corporation (see note (3) below), to the best of the directors' knowledge, information and belief, having made all reasonable enquires, Mr. Kong Fanxing is interested in 870,000 ordinary shares of the Company as at 30 June 2017. Please refer to the Company's 2016 Annual Report for the details of both schemes and the announcements of the Company dated 11 July 2014, 3 July 2015, 15 June 2016 and 20 June 2017 respectively for the details of the grants of share options.
- (3) The interest is Mr. Kong Fanxing's indirect beneficial interest in 265,552,000 shares held through his 70% shareholding in Aim Future Limited.
- (4) The interest includes 3,145,822 underlying shares in respect of the share options granted pursuant to the Company's 2014 Share Option Scheme and 4,818,734 underlying shares in respect of the awarded shares granted pursuant to the Company's 2014 Restricted Share Award Scheme. In addition to the share interest in respect of the share options and awarded shares granted, to the best of the directors' knowledge, information and belief, having made all reasonable enquires, Mr. Wang Mingzhe is interested in 386,000 ordinary shares of the Company as at 30 June 2017. Please refer to the Company's 2016 Annual Report for the details of both schemes and the announcements of the Company dated 11 July 2014, 3 July 2015, 15 June 2016 and 20 June 2017 respectively for the details of the grants of share options.

Save as disclosed above, as at 30 June 2017, none of the directors or the chief executives of the Company had any interests or short positions in the shares, underlying shares or debentures of the Company or any associated corporations (within the meaning of Part XV of the SFO), which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which he/she is taken or deemed to have under such provisions of the SFO), or which were required to be entered in the register kept by the Company pursuant to Section 352 of the SFO or which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

## Disclosure of Interest

### Substantial Shareholders' Interests in the Shares

Based on the information available to the directors of the Company as at 30 June 2017 (including such information as was available on the website of the Stock Exchange) or so far as they are aware of, as at 30 June 2017, the entities or individuals who had interests or short positions in the shares or underlying shares of the Company which fall to be disclosed to the Company under Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register kept by the Company under section 336 of the SFO or had otherwise notified to the Company were as follows:

| Name of shareholder                       | Capacity/nature of interest          | Number of ordinary Shares <sup>(1)</sup> | Approximate percentage of interest |
|---|--------------------------------------|--|------------------------------------|
| Sinochem Group <sup>(2)</sup>             | Interest in a controlled corporation | 919,914,440 (L)                          | 23.28%                             |
| Greatpart Limited <sup>(2)</sup>          | Beneficial owner                     | 919,914,440 (L)                          | 23.28%                             |
| Prime Capital Management (Cayman) Limited | Investment manager                   | 205,911,000 (L)                          | 5.21%                              |
| JPMorgan Chase & Co.                      | Beneficial owner                     | 2,641,997 (L)                            | 0.07%                              |
|   | Investment manager                   | 15,000 (L)                               | 0.00%                              |
|   | Custodian                            | 411,225,745 (P)                          | 10.41%                             |
| Cathay Life Insurance Co., Ltd.           | Beneficial owner                     | 296,316,000 (L)                          | 7.50%                              |
| China Minsheng Investment Corp., Ltd.     | Interest in a controlled corporation | 528,600,000 (L)                          | 13.38%                             |
| Kong Fanxing                              | Beneficial owner                     | 25,266,684 (L)                           | 0.64%                              |
|   | Interest in a controlled corporation | 265,552,000 (L) <sup>(3)</sup>           | 6.72%                              |
| Aim Future Limited                        | Beneficial owner                     | 265,552,000 (L) <sup>(3)</sup>           | 6.72%                              |
| FMR LLC                                   | Interest in a controlled corporation | 197,921,396 (L) <sup>(4)</sup>           | 5.01%                              |

*Notes:*

- (1) The letter "L" denotes the person's long position in the shares of the Company. The letter "S" denotes the person's short position in the shares of the Company. The letter "P" denotes the person's shares of the Company in lending pool.
- (2) Sinochem Group is the beneficial owner of 100% of the issued share capital of Greatpart Limited and is deemed to be interested in the number of shares of the Company held by Greatpart Limited.
- (3) Kong Fanxing holds 70% of the issued share capital of Aim Future Limited and is therefore deemed to be interested in the shares held by Aim Future Limited.
- (4) Please refer to Form 2 - Corporate Substantial Shareholder Notice dated 19 May 2017 for further details of the shareholding structure.

Save as disclosed above, the register required to be kept under section 336 of the SFO showed that the Company had not been notified by any person of any interest or short position in the shares or underlying shares of the Company.



## Corporate Governance



### Corporate Governance Code

The Company has applied the principles and code provisions as set out in the Corporate Governance Code (the “CG Code”) as contained in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”).

The Company has complied with the code provisions of the CG Code throughout the period from 1 January 2017 to 30 June 2017, except for Code Provision E.1.2 as explained below.

Code Provision E.1.2 of the CG Code stipulates that, among others, the chairman of the Board shall attend the annual general meeting of the listed issuers and arrange for the chairmen of the audit, remuneration and nomination committees (as appropriate) or in the absence of the chairman of such committees, another member of the committee to be available to answer questions at the annual general meeting.

At the annual general meeting of the Company held on 7 June 2017 (the “2017 AGM”), Mr. Ning Gaoning (Chairman of the Board), Mr. Yip Wai Ming (Chairman of the Audit and Risk Management Committee), Mr. Liu Haifeng David (Chairman of the Strategy and Investment Committee) and Mr. Liu Jialin (Chairman of the Remuneration and Nomination Committee) were unable to be present due to other important business engagements. In order to ensure smooth holding of the 2017 AGM, Mr. Wang Mingzhe, the executive director and Chief Financial Officer of the Company chaired the 2017 AGM and answered questions.

## Corporate Governance

---

### Model Code For Securities Transactions

The Company has devised its own code of conduct regarding directors' dealings in the Company's securities (the "Code of Conduct") on terms no less exacting than the required standard set out in Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Listing Rules.

Specific enquiry has been made to all the directors and the directors have confirmed that they have complied with the Code of Conduct throughout the six months ended 30 June 2017.

The Company has also established written guidelines no less exacting than the required standard set out in the Model Code (the "Employees Written Guidelines") for securities transactions by employees who are likely to be in possession of unpublished inside information of the Company.

No incident of non-compliance with the Employees Written Guidelines by the employees was noted by the Company.

### Independent Non-Executive Directors

Throughout the period from 1 January 2017 to 30 June 2017, the board of directors has at all times been in compliance with Rule 3.10(1) of the Listing Rules, which requires a company to maintain at least three independent non-executive directors in the board of directors; with Rule 3.10(2) of the Listing Rules, which requires one of those independent non-executive directors to be specialized in accounting or relevant financial management; and with Rule 3.10A of the Listing Rules, which requires independent non-executive directors representing at least one-third of the board of directors.

### Audit and Risk Management Committee

The Company has established an audit and risk management committee (the "Audit and Risk Management Committee") in compliance with Rules 3.21 and 3.22 of the Listing Rules. The Audit and Risk Management Committee comprises three members, including Mr. Yip Wai Ming as Chairman, Mr. Han Xiaojing and Mr. John Law. This interim report has been reviewed by the Audit and Risk Management Committee.

The Audit and Risk Management Committee has reviewed with the management and the external auditors the condensed consolidated financial statements for the six months ended 30 June 2017 of the Group, including the accounting principles and practices adopted by the Group.



## Other Information

---

### Implementation of Distribution of 2016 Final Dividends

According to the method of distribution of dividends, which was considered and passed at the 2017 AGM, the Group has paid a dividend of HK\$0.23 per share to shareholders whose names appear on the register of members of the Company on 16 June 2017, thereby resulting in a total dividend payment amount of HK\$908,703,967.91.

### Interim Dividends

The Board does not recommend the payment of an interim dividend in respect of the period ended 30 June 2017.

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

The Company redeemed all of US\$200,000,000 senior perpetual securities (Stock Code: 5764) at their principal amounts together with any accrued distributions (including any overdue distributions and any additional distribution amounts) as of the redemption period on 23 June 2017. Please refer to the Notices of the Company dated 8 May 2017 and 27 June 2017 published at the website of the Stock Exchange.

Save as disclosed above, neither the Company nor any of its subsidiaries had purchased, redeemed or sold any shares of the Company for the six months ended 30 June 2017.

### Changes in Directors' Biographical Details

Changes in directors' biographical details during the reporting period, which are required to be disclosed pursuant to Rule 13.51B(1) of the Listing Rules, are set out below:

| Name of director  | Details of changes  |
|-------------------|---|
| Chen Guogang      | <p>Appointed as an executive director of China Minsheng Financial Holding Corporation Limited and resigned as the chairman of CMI Capital Co., Ltd. with effect from 11 January 2017</p> <p>Appointed as an executive director of Link Holdings Limited, a company listed on the Stock Exchange of Hong Kong Limited (stock code: 8237) with effect from 7 May 2017</p> |
| Kuo Ming-Jian     | <p>Appointed as a director of Cathay Financial Holding Co. Ltd, a company listed on the Stock Exchange of Taiwan (stock code: 2882) with effect from 16 June 2017</p> <p>Appointed as the chairman of Cathay United Bank with effect from 29 June 2017</p>  |
| Liu Haifeng David | Appointed as the chairman of DCP Ltd. with effect from January 2017   |



## Report on Review of Interim Condensed Consolidated Financial Statements



Ernst & Young  
22/F, CITIC Tower  
1 Tim Mei Avenue  
Central, Hong Kong

安永會計師事務所  
香港中環添美道1號  
中信大廈22樓

Tel 電話: +852 2846 9888  
Fax 傳真: +852 2868 4432  
ey.com

To the members of Far East Horizon Limited  
(Incorporated in Hong Kong with limited liability)

### INTRODUCTION

We have reviewed the accompanying interim condensed consolidated financial statements set out on pages 64 to 125, which comprise the interim condensed consolidated statement of financial position of Far East Horizon Limited and its subsidiaries (the “Group”) as at 30 June 2017, and the related interim condensed consolidated statements of profit or loss, comprehensive income, changes in equity and cash flows for the six-month period then ended, and explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 “Interim Financial Reporting” (“HKAS 34”) issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”).

The directors are responsible for the preparation and presentation of these interim condensed consolidated financial statements in accordance with HKAS 34. Our responsibility is to express a conclusion on these interim condensed consolidated financial statements based on our review. Our report is made solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

### SCOPE OF REVIEW

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

### CONCLUSION

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

Ernst & Young  
Certified Public Accountants

Hong Kong  
23 August 2017



## Interim Condensed Consolidated Statement of Profit or Loss

For the six months ended 30 June 2017

|                                       | Notes | For the six months ended 30 June |                        |
|---------------------------------------|-------|----------------------------------|------------------------|
|                                       |       | 2017                             | 2016                   |
|                                       |       | (Unaudited)<br>RMB'000           | (Unaudited)<br>RMB'000 |
| REVENUE                               | 5     | 8,972,211                        | 7,280,667              |
| Cost of sales                         |       | (3,508,756)                      | (2,566,867)            |
| Gross profit                          |       | 5,463,455                        | 4,713,800              |
| Other income and gains                | 5     | 200,806                          | 144,238                |
| Selling and distribution costs        |       | (960,771)                        | (974,218)              |
| Administrative expenses               |       | (2,076,507)                      | (1,584,805)            |
| Other expenses                        |       | (218,488)                        | (130,158)              |
| Finance cost                          |       | (92,292)                         | (84,723)               |
| Share of net (losses)/profits of:     |       |                                  |                        |
| Associates                            |       | (10,781)                         | 162                    |
| Share of net (losses)/profits of:     |       |                                  |                        |
| Joint ventures                        |       | (1,518)                          | 826                    |
| PROFIT BEFORE TAX                     | 6     | 2,303,904                        | 2,085,122              |
| Income tax expense                    | 7     | (684,358)                        | (619,698)              |
| PROFIT FOR THE PERIOD                 |       | 1,619,546                        | 1,465,424              |
| Attributable to:                      |       |                                  |                        |
| Ordinary shareholders of the Company  |       | 1,619,032                        | 1,439,491              |
| Holders of perpetual securities       | 22    | 39,856                           | 37,212                 |
| Non-controlling interests             |       | (39,342)                         | (11,279)               |
|                                       |       | 1,619,546                        | 1,465,424              |
| EARNINGS PER SHARE ATTRIBUTABLE TO    |       |                                  |                        |
| ORDINARY EQUITY HOLDERS OF THE PARENT | 9     | RMB                              | RMB                    |
| Basic and diluted                     |       |                                  |                        |
| – For profit for the period           |       | 0.42                             | 0.37                   |

Details of the dividends payable and proposed for the period are disclosed in Note 8 to the interim condensed consolidated financial statements.

## Interim Condensed Consolidated Statement of Comprehensive Income

For the six months ended 30 June 2017

|  | For the six months ended 30 June |                        |
|--|----------------------------------|------------------------|
|  | 2017                             | 2016                   |
|  | (Unaudited)<br>RMB'000           | (Unaudited)<br>RMB'000 |
| PROFIT FOR THE PERIOD  | 1,619,546                        | 1,465,424              |
| OTHER COMPREHENSIVE INCOME   |                                  |                        |
| Other comprehensive income to be reclassified to profit or loss in subsequent periods, net of tax: |                                  |                        |
| Available-for-sale investments:  |                                  |                        |
| Changes in fair value  | (13,573)                         | –                      |
| Reclassification adjustments for gains included in the consolidated statement of profit or loss    |                                  |                        |
| – gains on disposal  | (26,118)                         | –                      |
|  | (39,691)                         | –                      |
| Cash flow hedges:  |                                  |                        |
| Effective portion of changes in fair value of hedging instruments arising during the period        | (404,649)                        | 74,082                 |
| Reclassification to the consolidated statement of profit or loss                                   | 109,774                          | (623,558)              |
| Income tax effect  | 48,557                           | 90,663                 |
|  | (246,318)                        | (458,813)              |
| Exchange differences on translation of foreign operations  | 7,712                            | 19,559                 |
| Net other comprehensive income to be reclassified to profit or loss in subsequent periods          | (278,297)                        | (439,254)              |
| OTHER COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX  | (278,297)                        | (439,254)              |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD  | 1,341,249                        | 1,026,170              |
| Attributable to:   |                                  |                        |
| Ordinary shareholders of the Company   | 1,340,735                        | 1,000,237              |
| Holders of perpetual securities  | 39,856                           | 37,212                 |
| Non-controlling interests  | (39,342)                         | (11,279)               |
|  | 1,341,249                        | 1,026,170              |



## Interim Condensed Consolidated Statement of Financial Position



As at 30 June 2017

|   |              | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|--------------|---|---|
|   | <i>Notes</i> |   |   |
| <b>NON-CURRENT ASSETS</b>                               |              |   |   |
| Property, plant and equipment                           | 10           | 5,413,399                                 | 4,995,714                                   |
| Prepaid land lease payments                             | 11           | 1,234,987                                 | 1,215,828                                   |
| Goodwill  |              | 1,122,558                                 | 748,821                                     |
| Other assets  |              | 3,119,336                                 | 2,434,148                                   |
| Investments in joint ventures                           | 14           | 1,534,566                                 | 1,404,870                                   |
| Investments in associates                               |              | 382,104                                   | 263,700                                     |
| Available-for-sale investments                          |              | 214,794                                   | 289,889                                     |
| Equity investments at fair value through profit or loss |              | 1,144,111                                 | 721,239                                     |
| Derivative financial instruments                        | 13           | 31,018                                    | 478,789                                     |
| Loans and accounts receivables                          | 12           | 104,369,662                               | 84,721,981                                  |
| Prepayments, deposits and other receivables             |              | 3,400,679                                 | 2,431,140                                   |
| Deferred tax assets                                     | 19           | 2,491,367                                 | 1,907,364                                   |
| Restricted deposits                                     | 16           | 103,593                                   | 12,600                                      |
| <b>Total non-current assets</b>                         |              | <b>124,562,174</b>                        | <b>101,626,083</b>                          |
| <b>CURRENT ASSETS</b>                                   |              |   |   |
| Inventories   |              | 326,009                                   | 246,057                                     |
| Construction contracts                                  | 15           | 53,073                                    | 44,129                                      |
| Derivative financial instruments                        | 13           | 429,441                                   | 904,087                                     |
| Loans and accounts receivables                          | 12           | 63,253,097                                | 54,079,396                                  |
| Prepayments, deposits and other receivables             |              | 2,631,744                                 | 5,161,098                                   |
| Restricted deposits                                     | 16           | 2,940,247                                 | 2,448,764                                   |
| Cash and cash equivalents                               | 16           | 2,790,075                                 | 2,051,307                                   |
| <b>Total current assets</b>                             |              | <b>72,423,686</b>                         | <b>64,934,838</b>                           |
| <b>CURRENT LIABILITIES</b>                              |              |   |   |
| Trade and bills payables                                | 17           | 2,274,969                                 | 2,887,266                                   |
| Other payables and accruals                             |              | 10,928,267                                | 8,378,115                                   |
| Derivative financial instruments                        | 13           | 124,237                                   | 61,059                                      |
| Interest-bearing bank and other borrowings              | 18           | 59,761,153                                | 53,545,549                                  |
| Taxes payable   |              | 753,651                                   | 1,002,600                                   |
| <b>Total current liabilities</b>                        |              | <b>73,842,277</b>                         | <b>65,874,589</b>                           |
| <b>NET CURRENT LIABILITIES</b>                          |              | <b>(1,418,591)</b>                        | <b>(939,751)</b>                            |

## Interim Condensed Consolidated Statement of Financial Position

As at 30 June 2017

|  |              | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|--------------|---|---|
|  | <i>Notes</i> |   |   |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>               |              | <b>123,143,583</b>                        | 100,686,332                                 |
| <b>NON-CURRENT LIABILITIES</b>                             |              |   |   |
| Trade and bills payables                                   | 17           | –   | 55  |
| Interest-bearing bank and other borrowings                 | 18           | 70,738,657                                | 53,392,039                                  |
| Derivative financial instruments                           | 13           | 41,202                                    | 31,158                                      |
| Deferred tax liabilities                                   | 19           | 45,185                                    | 70,850                                      |
| Other payables and accruals                                |              | 22,236,783                                | 19,729,080                                  |
| Deferred revenue   |              | 174,538                                   | 148,068                                     |
| Other liabilities  |              | 3,485,982                                 | 2,468,981                                   |
| <b>Total non-current liabilities</b>                       |              | <b>96,722,347</b>                         | 75,840,231                                  |
| <b>Net assets</b>  |              | <b>26,421,236</b>                         | 24,846,101                                  |
| <b>EQUITY</b>  |              |   |   |
| Equity attributable to ordinary shareholders of the parent |              |   |   |
| Share capital  | 20           | 10,213,688                                | 10,213,017                                  |
| Other reserves   | 21           | 13,301,296                                | 12,746,213                                  |
|  |              | <b>23,514,984</b>                         | 22,959,230                                  |
| Holder of perpetual securities                             | 22           | 2,036,648                                 | 1,231,881                                   |
| Non-controlling interests                                  |              | 869,604                                   | 654,990                                     |
| <b>Total equity</b>  |              | <b>26,421,236</b>                         | 24,846,101                                  |

**Kong Fanxing**  
Director

**Wang Mingzhe**  
Director



## Interim Condensed Consolidated Statement of Changes in Equity



For the six months ended 30 June 2017

|   | Attributable to ordinary shareholders of the parent |                 |                       |                      |                 |              |                 |   |                              |                  |            |                      |                           |              |
|---|---|-----------------|-----------------------|----------------------|-----------------|--------------|-----------------|---|------------------------------|------------------|------------|----------------------|---------------------------|--------------|
|   | Share capital                                       | Capital reserve | Shares held for share |                      | Special reserve | Reserve fund | Hedging reserve | Available-for-sale investment revaluation reserve | Exchange fluctuation reserve | Retained profits | Total      | Perpetual securities | Non-controlling interests | Total equity |
|   |   |                 | award scheme          | compensation reserve |                 |              |                 |   |                              |                  |            |                      |                           |              |
|   | RMB'000   | RMB'000         | RMB'000               | RMB'000              | RMB'000         | RMB'000      | RMB'000         | RMB'000   | RMB'000                      | RMB'000          | RMB'000    | RMB'000              | RMB'000                   | RMB'000      |
| (Note 20)   | (Note 21)   | (Note 21)       | (Note 21)             | (Note 21)            | (Note 21)       | (Note 21)    | (Note 21)       | (Note 21)   | (Note 21)                    | (Note 21)        | (Note 22)  | (Note 22)            | (Note 22)                 |              |
| At 1 January 2017 (Audited)   | 10,213,017  | 2,114,102       | (852,459)             | 218,130              | 656             | 121,913      | 149,987         | 83,860  | 616,783                      | 10,293,241       | 22,959,230 | 1,231,881            | 654,990                   | 24,846,101   |
| Profit for the period   | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | 1,619,032        | 1,619,032  | 39,856               | (39,342)                  | 1,619,546    |
| Other comprehensive income  | -   | -               | -                     | -                    | -               | -            | (246,318)       | (39,691)  | 7,712                        | -                | (278,297)  | -                    | -                         | (278,297)    |
| Total comprehensive income  | -   | -               | -                     | -                    | -               | -            | (246,318)       | (39,691)  | 7,712                        | 1,619,032        | 1,340,735  | 39,856               | (39,342)                  | 1,341,249    |
| Final 2016 dividend declared (net of dividends received from shares held for share award scheme) (Note 8) | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | (762,997)        | (762,997)  | -                    | -                         | (762,997)    |
| Distribution paid to holders of perpetual securities  | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | (37,847)             | -                         | (37,847)     |
| Shares vested under restricted share award scheme   | -   | -               | 102,270               | (73,982)             | -               | -            | -               | -   | -                            | (28,288)         | -          | -                    | -                         | -            |
| Transfer of share option reserve upon exercise of share options   | 671   | -               | -                     | (136)                | -               | -            | -               | -   | -                            | -                | 535        | -                    | -                         | 535          |
| Recognition of equity-settled share-based payments  | -   | -               | -                     | 118,804              | -               | -            | -               | -   | -                            | -                | 118,804    | -                    | -                         | 118,804      |
| Capital injection by non-controlling shareholders   | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | -                    | 59,031                    | 59,031       |
| Disposal of subsidiaries  | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | -                    | (1,886)                   | (1,886)      |
| Dividends paid to non-controlling shareholders  | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | -                    | (5,740)                   | (5,740)      |
| Purchase of non-controlling interests   | -   | (7,424)         | -                     | -                    | -               | -            | -               | -   | -                            | -                | (7,424)    | -                    | (7,277)                   | (14,701)     |
| Acquisition of subsidiaries   | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | -                    | 209,828                   | 209,828      |
| Issue of perpetual capital securities (Note 22)   | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | -                | -          | 2,032,719            | -                         | 2,032,719    |
| Redemption of senior perpetual securities   | -   | -               | -                     | -                    | -               | -            | -               | -   | -                            | (133,899)        | (133,899)  | (1,229,961)          | -                         | (1,363,860)  |
| At 30 June 2017 (Unaudited)   | 10,213,688  | 2,106,678*      | (750,189)*            | 262,816*             | 656*            | 121,913*     | (96,331)*       | 44,169*   | 624,495*                     | 10,987,089*      | 23,514,984 | 2,036,648            | 869,604                   | 26,421,236   |

\* These reserve accounts comprise the consolidated reserves of RMB13,301,296,000 (31 December 2016: RMB12,746,213,000) in the consolidated statement of financial position.

## Interim Condensed Consolidated Statement of Changes in Equity

For the six months ended 30 June 2016

|   | Attributable to ordinary shareholders of the parent |                 |                        |                                  |                 |              |                 |                              |                  |            |                      |                           |              |
|---|---|-----------------|------------------------|----------------------------------|-----------------|--------------|-----------------|------------------------------|------------------|------------|----------------------|---------------------------|--------------|
|   | Share capital                                       | Capital reserve | Shares held            | Share-based compensation reserve | Special reserve | Reserve fund | Hedging reserve | Exchange fluctuation reserve | Retained profits | Total      | Perpetual securities | Non-controlling interests | Total equity |
|   |   |                 | for share award scheme |                                  |                 |              |                 |                              |                  |            |                      |                           |              |
|   | RMB'000   | RMB'000         | RMB'000                | RMB'000                          | RMB'000         | RMB'000      | RMB'000         | RMB'000                      | RMB'000          | RMB'000    | RMB'000              | RMB'000                   | RMB'000      |
| (Note 20)   | (Note 21)   | (Note 21)       | (Note 21)              | (Note 21)                        | (Note 21)       | (Note 21)    | (Note 21)       | (Note 21)                    | (Note 21)        | (Note 22)  | (Note 22)            | (Note 22)                 |              |
| At 1 January 2016 (Audited)   | 10,210,572  | 2,114,978       | (252,505)              | 76,965                           | 1,215           | 121,913      | 321,485         | 607,670                      | 8,188,744        | 21,391,037 | 1,227,203            | 343,180                   | 22,961,420   |
| Profit for the period   | -   | -               | -                      | -                                | -               | -            | -               | -                            | 1,439,491        | 1,439,491  | 37,212               | (11,279)                  | 1,465,424    |
| Other comprehensive income  | -   | -               | -                      | -                                | -               | -            | (458,813)       | 19,559                       | -                | (439,254)  | -                    | -                         | (439,254)    |
| Total comprehensive income  | -   | -               | -                      | -                                | -               | -            | (458,813)       | 19,559                       | 1,439,491        | 1,000,237  | 37,212               | (11,279)                  | 1,026,170    |
| Final 2015 dividend declared (net of dividends received from shares held for share award scheme) (Note 8) | -   | -               | -                      | -                                | -               | -            | -               | -                            | (769,673)        | (769,673)  | -                    | -                         | (769,673)    |
| Distribution paid to holders of perpetual securities  | -   | -               | -                      | -                                | -               | -            | -               | -                            | -                | -          | (36,803)             | -                         | (36,803)     |
| Recognition of equity-settled share-based payments  | -   | -               | -                      | 56,539                           | -               | -            | -               | -                            | -                | 56,539     | -                    | -                         | 56,539       |
| Capital injection by non-controlling shareholders   | -   | 26              | -                      | -                                | -               | -            | -               | -                            | -                | 26         | -                    | 10,974                    | 11,000       |
| Decrease in ownership interests in subsidiaries without loss of control                                   | -   | 5,277           | -                      | -                                | -               | -            | -               | -                            | -                | 5,277      | -                    | 5,047                     | 10,324       |
| Purchase of non-controlling interests   | -   | (3,976)         | -                      | -                                | -               | -            | -               | -                            | -                | (3,976)    | -                    | (2,704)                   | (6,680)      |
| Acquisition of subsidiaries   | -   | -               | -                      | -                                | -               | -            | -               | -                            | -                | -          | -                    | 54,314                    | 54,314       |
| At 30 June 2016 (Unaudited)   | 10,210,572  | 2,116,305       | (252,505)              | 133,504                          | 1,215           | 121,913      | (137,328)       | 627,229                      | 8,858,562        | 21,679,467 | 1,227,612            | 399,532                   | 23,306,611   |



## Interim Condensed Consolidated Statement of Cash Flows



For the six months ended 30 June 2017

|  | Notes | For the six months ended 30 June |                                |
|--|-------|----------------------------------|--------------------------------|
|  |       | 2017<br>(Unaudited)<br>RMB'000   | 2016<br>(Unaudited)<br>RMB'000 |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>  |       |                                  |                                |
| Profit before tax  |       | 2,303,904                        | 2,085,122                      |
| Adjustments for:   |       |                                  |                                |
| Finance costs  |       | 2,622,491                        | 2,025,543                      |
| Interest income  | 5     | (11,302)                         | (24,343)                       |
| Share of net losses/(profits) of associates  |       | 10,781                           | (162)                          |
| Share of net losses/(profits) of joint ventures  |       | 1,518                            | (826)                          |
| Derivative financial instruments – transactions not qualifying as hedges:                      |       |                                  |                                |
| Unrealised fair value losses/(gains), net  |       | 24,988                           | (7,005)                        |
| Realised fair value losses, net  |       | 109,930                          | 11,301                         |
| Gains on structured financial products   | 5     | (21,819)                         | (2,948)                        |
| Gains on disposal of available-for-sale investments  | 5     | (26,118)                         | –                              |
| Losses/(gains) on disposal of property, plant and equipment, net                               |       | 13,693                           | (2,066)                        |
| Gains on disposal of subsidiaries  | 5     | (2,106)                          | –                              |
| Depreciation   |       | 230,678                          | 165,143                        |
| Provision for impairment of loans and accounts receivable                                      | 12    | 812,044                          | 880,441                        |
| Provision for impairment of other assets   |       | 32,918                           | 192                            |
| Provision for impairment of property, plant and equipment                                      | 6     | 148,403                          | –                              |
| Amortisation of intangible assets and other assets   |       | 21,084                           | 26,080                         |
| Equity settled share-based payments expenses   | 6     | 118,804                          | 56,539                         |
| Foreign exchange loss, net   |       | 32,905                           | 30,250                         |
|  |       | <b>6,422,796</b>                 | <b>5,243,261</b>               |
| Increase in inventories  |       | (78,434)                         | (23,586)                       |
| Increase in construction contracts   |       | (8,944)                          | (21,948)                       |
| Increase in loans and accounts receivable  |       | (29,668,482)                     | (12,375,486)                   |
| Decrease in prepayments, deposits and other receivables  |       | 1,717,936                        | 735,665                        |
| Increase in restricted cash related to asset-backed securitisations and collective fund trusts |       | (608,401)                        | (1,007,199)                    |
| Increase in other assets   |       | (803,356)                        | (687,453)                      |
| Decrease in trade and bills payables   |       | (630,394)                        | (4,355,043)                    |
| Increase in other payables and accrued liabilities   |       | 5,594,340                        | 4,397,092                      |
| Increase in other liabilities  |       | 917,544                          | 781,053                        |
| Net cash flows used in operating activities before tax and interest                            |       | (17,145,395)                     | (7,313,644)                    |
| Interest paid  |       | (2,566,486)                      | (1,694,531)                    |
| Interest received  |       | 11,302                           | 24,343                         |
| Income tax paid  |       | (1,496,579)                      | (842,567)                      |
| Net cash flows used in operating activities  |       | <b>(21,197,158)</b>              | <b>(9,826,399)</b>             |



## Interim Condensed Consolidated Statement of Cash Flows

For the six months ended 30 June 2017

|  | Notes | For the six months ended 30 June |                        |
|--|-------|----------------------------------|------------------------|
|  |       | 2017                             | 2016                   |
|  |       | (Unaudited)<br>RMB'000           | (Unaudited)<br>RMB'000 |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>  |       |                                  |                        |
| Gain on structured financial products  | 5     | 21,819                           | 2,948                  |
| Realised gains on derivative financial instruments not qualifying as hedges                      |       | 19,324                           | 1,363                  |
| Proceeds from disposal of property, plant and equipment  |       | 117,590                          | 12,363                 |
| Purchase of items of property, plant and equipment, intangible assets and other long term assets |       | (880,680)                        | (837,262)              |
| Acquisition of subsidiaries  | 3     | (185,339)                        | (51,455)               |
| Proceeds from disposal of subsidiaries   |       | (888)                            | –                      |
| Purchase of shareholding for joint ventures  |       | (132,995)                        | (323,484)              |
| Purchase of shareholding for associates  |       | (130,000)                        | (17,200)               |
| Dividend received from joint ventures  |       | 1,761                            | –                      |
| Dividend received from associates  |       | 815                              | –                      |
| Proceeds from disposal of a joint venture  |       | –                                | 1,290                  |
| Disposal of available-for-sale investments   |       | 59,516                           | –                      |
| Purchase of equity investments at fair value through profit or loss                              |       | (422,872)                        | (112,947)              |
| Net cash flows used in investing activities  |       | (1,531,949)                      | (1,324,384)            |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>  |       |                                  |                        |
| Cash received from exercise of share options   |       | 535                              | –                      |
| Capital injection from non-controlling shareholders  |       | 59,031                           | 11,000                 |
| Purchase of non-controlling shareholders   |       | (10,225)                         | (6,680)                |
| Cash received from borrowings  |       | 78,210,159                       | 50,480,174             |
| Repayments of borrowings   |       | (55,101,345)                     | (41,832,566)           |
| Dividends paid   |       | (762,997)                        | (769,673)              |
| Decrease in pledged deposits   |       | 25,925                           | 1,044,890              |
| Distribution paid to holders of perpetual securities   | 22    | (37,847)                         | (36,803)               |
| Issue of perpetual capital securities  |       | 2,032,719                        | –                      |
| Dividends paid to non-controlling shareholders   |       | (5,740)                          | –                      |
| Redemption of perpetual securities   |       | (1,363,860)                      | –                      |
| Decrease in ownership interests in subsidiaries without loss of control                          |       | –                                | 5,759                  |
| Realised fair value gains from derivative financial instruments in hedges for borrowings         |       | 467,765                          | 284,996                |
| Net cash flows from financing activities   |       | 23,514,120                       | 9,181,097              |
| <b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>                                      |       |                                  |                        |
| Cash and cash equivalents at beginning of the period   |       | 2,051,307                        | 2,500,665              |
| Effect of exchange rate changes on cash and cash equivalents                                     |       | (46,245)                         | 89,193                 |
| CASH AND CASH EQUIVALENTS AT END OF THE PERIOD   | 16    | 2,790,075                        | 620,172                |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 1. Corporate Information

Far East Horizon Limited (the "Company") is a limited liability company which was incorporated in Hong Kong on 15 May 2008. Pursuant to the special resolutions dated 15 October 2008 and 29 November 2010 respectively, the Company changed its name from Fully Ascent Limited to Far Eastern Hong Xin Co., Limited, and then Far East Horizon Limited. The registered office of the Company is Room 6305, Central Plaza, 18 Harbour Road, Wanchai, Hong Kong.

The Company's shares have been listed on the Main Board of the Stock Exchange of Hong Kong Limited (the "Stock Exchange") since 30 March 2011.

The Group is principally engaged in the provision of finance to its customers by a wide array of assets under finance lease arrangements, operating lease arrangements and entrusted loan arrangements, factoring, the provision of advisory services, equipment operation business, and other services as approved by the Ministry of Commerce (the "MOFCOM") of the People's Republic of China (the "PRC").

### 2. Basis of Preparation and Accounting Policies

#### 2.1 Basis of preparation

The interim condensed consolidated financial statements for the six months ended 30 June 2017 are prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 "Interim Financial Reporting".

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's audited financial statements for the year ended 31 December 2016.

The interim condensed consolidated financial statements are presented in Renminbi ("RMB") and all values are rounded to the nearest thousand ("RMB'000") except when otherwise indicated.

#### 2.2 Significant accounting policies

##### *Adoption of amendments*

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are the same as those used in the Group's financial statements for the year ended 31 December 2016, except in relation to the following amendments which are adopted by the Group for the first time for the current period's financial statements:

|                                     |  |
|-------------------------------------|--|
| Amendments to HKAS 12               | Recognition of Deferred Tax Assets for Unrealised Losses |
| Amendments to HKAS 7                | Disclosure Initiative                                    |
| Annual Improvements 2014-2016 Cycle | Amendments to a number of HKFRSs                         |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 2. Basis of Preparation and Accounting Policies (continued)

#### 2.2 Significant accounting policies (continued)

##### *Adoption of amendments (continued)*

Adoption of these revised HKFRS did not have any material effect on the financial position or performance of the Group, nor resulted in the restatement of comparative figures.

The Group has not early adopted any other standards, interpretations or amendments that have been issued but are not yet effective.

##### *Issued but not yet effective HKFRSs*

Further information about those HKFRSs issued but not yet effective for the six months ended 30 June 2017 that may significantly affect the consolidated financial statements of the Group is as follows:

In September 2014, the HKICPA issued the final version of HKFRS 9, bringing together all phases of the financial instruments project to replace HKAS 39 and all previous versions of HKFRS 9. The standard introduces new requirements for classification and measurement, impairment and hedge accounting. The Group expects that the adoption of HKFRS 9 may have an impact on the classification, measurement and impairment of the Group's financial assets. The Group expects to adopt HKFRS 9 on 1 January 2018 and is currently assessing the impact of HKFRS 9 upon adoption.

HKFRS 15 establishes a new five-step model to account for revenue arising from contracts with customers. Under HKFRS 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 HKFRS 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 HKFRSs. In June 2016, the HKICPA issued amendments to HKFRS 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 HKFRS 15 and decrease the cost and complexity of applying the standard. The Group expects to adopt HKFRS 15 on 1 January 2018 and is currently assessing the impact of HKFRS 15 upon adoption.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 2. Basis of Preparation and Accounting Policies (continued)

#### 2.2 Significant accounting policies (continued)

##### *Issued but not yet effective HKFRSs (continued)*

HKFRS 16 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 HKAS 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. Lessor accounting under HKFRS 16 is substantially unchanged from the accounting under HKAS 17. Lessors will continue to classify all leases using the same classification principle as in HKAS 17 and distinguish between operating leases and finance leases. The Group expects to adopt HKFRS 16 on 1 January 2019 and is currently assessing the impact of HKFRS 16 upon adoption.

### 3. Business Combinations

In January 2017, the Group acquired 51% of the voting shares of Zhengzhou Renji Hospital Company Limited (“Zhengzhou Renji Hospital”).

In February 2017, the Group acquired 69.82% of the voting shares of Shenzhen Xinzonghai Healthcare Investment Company Limited (“Shenzhen Xinzonghai”) and 70% of the voting shares of Siyang Xiehe Hospital Company Limited (“Siyang Xiehe Hospital”).

In March 2017, the Group acquired 52.43% of the voting shares of Daishan Guanghua Orthopedic Hospital Company Limited (“Daishan Guanghua Hospital”).

In May 2017, the Group acquired 60% of the voting shares of Jinhua Rehabilitation Hospital Company Limited (“Jinhua Hospital”).

All of these acquisitions have been accounted for using the acquisition method. The interim condensed consolidated financial statements include the results of these acquired subsidiaries since their respective acquisition dates.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**3. Business Combinations (continued)****Acquisition of Zhengzhou Renji Hospital**

The fair values of the identifiable assets and liabilities of Zhengzhou Renji Hospital as at the date of acquisition were:

|  | Fair value recognised<br>on acquisition<br>(Unaudited)<br>RMB'000 |
|--|---|
| <b>Assets</b>  |   |
| Property, plant and equipment  | 6,815   |
| Cash   | 10,199  |
| Trade receivables  | 837   |
| Prepayments, deposits and other receivables  | 131,576   |
| Inventories  | 1,152   |
| Other assets   | 85,665  |
|  | 236,244   |
| <b>Liabilities</b>   |   |
| Trade payables   | (1,398)   |
| Other payables and accruals  | (4,304)   |
| Taxes payable  | (379)   |
| Deferred tax liabilities   | (452)   |
|  | (6,533)   |
| Total identifiable net assets at fair value  | 229,711   |
| Non-controlling interests  | (112,558)   |
| Goodwill arising on acquisition  | 101,417   |
| Purchase consideration transferred   | 218,570   |
| Including: Consideration paid upon acquisition   | –   |
| Consideration paid as additional capital injection to the subsidiary                       | 196,713   |
| Consideration to be paid as additional capital injection to the subsidiary                 | 21,857  |
| Analysis of cash flows on acquisition:   |   |
| Net cash acquired with the subsidiary (included in cash flows from investing activities)   | 10,199  |
| Cash paid  | –   |
| Net inflow of cash and cash equivalents (included in cash flows from investing activities) | 10,199  |
| Transaction costs of the acquisition (included in cash flows from operating activities)    | (750)   |
|  | 9,449   |

Since the acquisition, Zhengzhou Renji Hospital has contributed RMB38,613,000 to the Group's revenue and a net profit of RMB5,955,000 to the consolidated profit for the six-month period ended 30 June 2017.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 3. Business Combinations (continued)

#### Acquisition of Shenzhen Xinzonghai

The fair values of the identifiable assets and liabilities of Shenzhen Xinzonghai as at the date of acquisition were:

|   | Fair value recognised<br>on acquisition<br>(Unaudited)<br>RMB'000 |
|---|---|
| <b>Assets</b>   |   |
| Property, plant and equipment   | 19,211  |
| Cash  | 17,286  |
| Trade receivables   | 7,073   |
| Prepayments, deposits and other receivables   | 115,983   |
| Inventories   | 8,065   |
| Other assets  | 21,953  |
|   | 189,571   |
| <b>Liabilities</b>  |   |
| Trade payables  | (10,285)  |
| Other payables and accruals   | (26,969)  |
| Interest-bearing bank and other borrowings  | (50,660)  |
| Taxes payable   | (308)   |
| Deferred tax liabilities  | (894)   |
| Other liabilities   | (1,847)   |
|   | (90,963)  |
| Total identifiable net assets at fair value   | 98,608  |
| Non-controlling interests   | (29,761)  |
| Goodwill arising on acquisition   | 251,153   |
| Purchase consideration transferred  | 320,000   |
| Including: Consideration paid upon acquisition  | 50,000  |
| Consideration paid after acquisition  | 130,000   |
| Consideration paid as additional capital injection to the subsidiary                        | 100,000   |
| Consideration to be paid after acquisition  | 40,000  |
| Analysis of cash flows on acquisition:  |   |
| Net cash acquired with the subsidiary (included in cash flows from investing activities)    | 17,286  |
| Cash paid   | (180,000)   |
| Net outflow of cash and cash equivalents (included in cash flows from investing activities) | (162,714)   |
| Transaction costs of the acquisition (included in cash flows from operating activities)     | (290)   |
|   | (163,004)   |

Since the acquisition, Shenzhen Xinzonghai has contributed RMB71,816,000 to the Group's revenue and a net profit of RMB12,023,000 to the consolidated profit for the six-month period ended 30 June 2017.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**3. Business Combinations (continued)****Acquisition of Siyang Xiehe Hospital**

The fair values of the identifiable assets and liabilities of Siyang Xiehe Hospital as at the date of acquisition were:

|  | Fair value recognised<br>on acquisition<br>(Unaudited)<br>RMB'000 |
|--|---|
| <b>Assets</b>  |   |
| Property, plant and equipment  | 47,771  |
| Cash   | 457   |
| Trade receivables  | 1,680   |
| Prepayments, deposits and other receivables  | 24,198  |
| Inventories  | 1,189   |
| Other assets   | 1,180   |
|  | 76,475  |
| <b>Liabilities</b>   |   |
| Trade payables   | (6,244)   |
| Other payables and accruals  | (29,150)  |
| Interest-bearing bank and other borrowings   | (4,705)   |
| Other liabilities  | (1,376)   |
|  | (41,475)  |
| Total identifiable net assets at fair value  | 35,000  |
| Non-controlling interests  | (10,500)  |
| Goodwill arising on acquisition  | 10,500  |
| Purchase consideration transferred   | 35,000  |
| Including: Consideration paid as additional capital injection to the subsidiary            | 28,000  |
| Consideration to be paid as additional capital injection to the subsidiary                 | 7,000   |
| Analysis of cash flows on acquisition:   |   |
| Net cash acquired with the subsidiary (included in cash flows from investing activities)   | 457   |
| Cash paid  | -   |
| Net inflow of cash and cash equivalents (included in cash flows from investing activities) | 457   |
| Transaction costs of the acquisition (included in cash flows from operating activities)    | (77)  |
|  | 380   |

Since the acquisition, Siyang Xiehe Hospital has contributed RMB6,803,000 to the Group's revenue and a net profit of RMB768,000 to the consolidated profit for the six-month period ended 30 June 2017.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 3. Business Combinations (continued)

#### Acquisition of Daishan Guanghua Hospital

The fair values of the identifiable assets and liabilities of Daishan Guanghua Hospital as at the date of acquisition were:

|   | Fair value recognised<br>on acquisition<br>(Unaudited)<br>RMB'000 |
|---|---|
| <b>Assets</b>   |   |
| Property, plant and equipment   | 85,934  |
| Cash  | 3,946   |
| Prepayments, deposits and other receivables   | 31,158  |
|   | 121,038   |
| <b>Liabilities</b>  |   |
| Other payables and accruals   | (113)   |
| Taxes payable   | (6)   |
| Deferred tax liabilities  | (545)   |
|   | (664)   |
| Total identifiable net assets at fair value   | 120,374   |
| Non-controlling interests   | (57,262)  |
| Goodwill arising on acquisition   | 10,288  |
| Purchase consideration transferred  | 73,400  |
| Including: Consideration paid upon acquisition  | 17,616  |
| Consideration paid after acquisition  | 20,133  |
| Consideration paid as additional capital injection to the subsidiary                        | 31,457  |
| Consideration to be paid after acquisition  | 4,194   |
| Analysis of cash flows on acquisition:  |   |
| Net cash acquired with the subsidiary (included in cash flows from investing activities)    | 3,946   |
| Cash paid   | (37,749)  |
| Net outflow of cash and cash equivalents (included in cash flows from investing activities) | (33,803)  |
| Transaction costs of the acquisition (included in cash flows from operating activities)     | (16)  |
|   | (33,819)  |

Since the acquisition, Daishan Guanghua Hospital has not contributed to the Group's revenue and has caused a net loss of RMB596,000 to the consolidated profit for the six-month period ended 30 June 2017.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**3. Business Combinations (continued)****Acquisition of Jinhua Hospital**

The fair values of the identifiable assets and liabilities of Jinhua Hospital as at the date of acquisition were:

|  | Fair value recognised<br>on acquisition<br>(Unaudited)<br>RMB'000 |
|--|---|
| <b>Assets</b>  |   |
| Property, plant and equipment  | 986   |
| Cash   | 522   |
| Prepayments, deposits and other receivables  | 423   |
| Other assets   | 7   |
|  | 1,938   |
| <b>Liabilities</b>   |   |
| Trade payables   | (670)   |
| Other payables and accruals  | (1,803)   |
| Taxes payable  | (97)  |
|  | (2,570)   |
| Total identifiable net assets at fair value  | (632)   |
| Non-controlling interests  | 253   |
| Goodwill arising on acquisition  | 379   |
| Purchase consideration transferred   | –   |
| Including: Consideration paid upon acquisition   | –   |
| Analysis of cash flows on acquisition:   |   |
| Net cash acquired with the subsidiary (included in cash flows from investing activities)   | 522   |
| Cash paid  | –   |
| Net inflow of cash and cash equivalents (included in cash flows from investing activities) | 522   |
| Transaction costs of the acquisition (included in cash flows from operating activities)    | –   |
|  | 522   |

Since the acquisition, Jinhua Hospital has not contributed to the Group's revenue and has caused a net loss of RMB15,000 to the consolidated profit for the six-month period ended 30 June 2017.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 3. Business Combinations (continued)

If the acquisition had taken place at the beginning of the period, revenue of the Group would have been RMB9,007,276,000 and the net profit of the Group for the period would have been RMB1,612,855,000.

The goodwill recognised is primarily attributed to the expected synergies and other benefits from combining their assets and activities with those of the Group. The goodwill is not deductible for income tax purposes.

Transaction costs of RMB2,103,000 have been expensed and are included in administrative expenses in the statement of profit or loss.

The assessments of the fair values of the identifiable assets and liabilities of Zhengzhou Renji Hospital, Shenzhen Xinzhonghai, Siyang Xiehe Hospital, Daishan Guanghua Hospital and Jinhua Hospital are still undergoing and the information of the fair values of the identifiable assets and liabilities is provisional. The finalised information will be disclosed in the consolidated financial statements of the Group for the year ended 31 December 2017.

The Group acquired Siyang Traditional Chinese Medicine Company Limited and Qingdao Confucius Education Investment Consulting Company, Limited during the six months ended 30 June 2016.

### 4. Operating Segment Information

For management purposes, the Group is organised into two operating segments, namely the financial and advisory business and the industrial operation business, based on internal organisational structure, management's requirement and internal reporting system:

- The financial and advisory business comprises primarily (a) direct finance leasing; (b) sale-leaseback; (c) factoring; (d) entrusted loans; (e) advisory services; and (f) Public-Private-Partnership financial business.
- The industrial operation business comprises primarily (a) import and export trade and domestic trade of medical equipment, as well as the provision of trade agency services primarily within the machinery industry; (b) the ship brokerage services; (c) medical engineering; (d) equipment operation; (e) hospital and healthcare management and (f) education consulting and management.

Management monitors the operating results of the Group's business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment information is prepared in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Group.

Segment revenue, results, assets and liabilities mainly include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

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

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**4. Operating Segment Information (continued)**

| As at and for the six months ended<br>30 June 2017 (Unaudited)     | Financial<br>and<br>advisory<br>RMB'000 | Industrial<br>operation<br>RMB'000 | Adjustments<br>and<br>eliminations<br>RMB'000 | Total<br>RMB'000 |
|--|---|------------------------------------|---|------------------|
| <b>Segment revenue:</b>  |   |                                    |   |                  |
| Sales to external customers  | 7,679,096                               | 1,293,115                          | –   | 8,972,211        |
| Intersegment sales   | 87,253                                  | 2,642                              | (89,895)                                      | –                |
| Cost of sales  | (2,711,410)                             | (896,850)                          | 99,504  | (3,508,756)      |
| Other income and gains   | 210,480                                 | 15,353                             | (25,027)                                      | 200,806          |
| Selling and distribution costs and<br>administrative expenses      | (2,644,170)                             | (395,824)                          | 2,716   | (3,037,278)      |
| Other expenses   | (41,221)                                | (177,267)                          | –   | (218,488)        |
| Finance costs  | –                                       | (92,292)                           | –   | (92,292)         |
| Share of net losses of associates                                  | (10,781)                                | –                                  | –   | (10,781)         |
| Share of net losses of joint ventures                              | (7,910)                                 | 6,392                              | –   | (1,518)          |
| Profit before tax  | 2,561,337                               | (244,731)                          | (12,702)                                      | 2,303,904        |
| Income tax expense   | (674,267)                               | (10,091)                           | –   | (684,358)        |
| Profit after tax   | 1,887,070                               | (254,822)                          | (12,702)                                      | 1,619,546        |
| Segment assets   | 195,128,555                             | 12,189,602                         | (10,332,297)                                  | 196,985,860      |
| Segment liabilities  | (168,455,611)                           | (11,717,430)                       | 9,608,417                                     | (170,564,624)    |
| <b>Other segment information:</b>                                  |   |                                    |   |                  |
| Impairment losses recognised in<br>the statement of profit or loss | 903,927                                 | 89,438                             | –   | 993,365          |
| Depreciation and amortisation                                      | 22,244                                  | 229,518                            | –   | 251,762          |
| Capital expenditure  | 225,635                                 | 1,526,251                          | –   | 1,751,886        |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**4. Operating Segment Information (continued)**

| For the six months ended<br>30 June 2016 (Unaudited)               | Financial<br>and<br>advisory<br>RMB'000 | Industrial<br>operation<br>RMB'000 | Adjustments<br>and<br>eliminations<br>RMB'000 | Total<br>RMB'000 |
|--|---|------------------------------------|---|------------------|
| <b>Segment revenue:</b>  |   |                                    |   |                  |
| Sales to external customers  | 6,487,865                               | 792,802                            | –   | 7,280,667        |
| Intersegment sales   | 49,482                                  | 7,611                              | (57,093)                                      | –                |
| Cost of sales  | (1,999,350)                             | (626,047)                          | 58,530  | (2,566,867)      |
| Other income and gains   | 128,135                                 | 30,428                             | (14,325)                                      | 144,238          |
| Selling and distribution costs and<br>administrative expenses      | (2,369,524)                             | (197,844)                          | 8,345   | (2,559,023)      |
| Other expenses   | (94,618)                                | (35,540)                           | –   | (130,158)        |
| Finance costs  | –                                       | (84,723)                           | –   | (84,723)         |
| Share of net profit of an associate                                | –                                       | 162                                | –   | 162              |
| Share of net profits of joint ventures                             | (1,785)                                 | 2,611                              | –   | 826              |
| Profit before tax  | 2,200,205                               | (110,540)                          | (4,543)                                       | 2,085,122        |
| Income tax expense   | (632,802)                               | 13,104                             | –   | (619,698)        |
| Profit after tax   | 1,567,403                               | (97,436)                           | (4,543)                                       | 1,465,424        |
| <b>As at 31 December 2016 (Audited)</b>                            |   |                                    |   |                  |
| Segment assets   | 163,614,496                             | 12,953,138                         | (10,006,713)                                  | 166,560,921      |
| Segment liabilities  | (141,615,753)                           | (9,664,602)                        | 9,565,535                                     | (141,714,820)    |
| <b>For the six months ended 30 June 2016 (Unaudited)</b>           |   |                                    |   |                  |
| <b>Other segment information:</b>                                  |   |                                    |   |                  |
| Impairment losses recognised in<br>the statement of profit or loss | 860,579                                 | 20,054                             | –   | 880,633          |
| Depreciation and amortisation                                      | 27,768                                  | 163,455                            | –   | 191,223          |
| Capital expenditure  | 330,393                                 | 1,011,955                          | –   | 1,342,348        |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**4. Operating Segment Information (continued)**

## Geographical information

*(a) Revenue from external customers*

|                            | For the six months ended 30 June |             |
|----------------------------|----------------------------------|-------------|
|                            | 2017                             | 2016        |
|                            | (Unaudited)                      | (Unaudited) |
|                            | RMB'000                          | RMB'000     |
| Mainland China             | 8,906,843                        | 7,202,489   |
| Hong Kong                  | 60,827                           | 60,164      |
| Other countries or regions | 4,541                            | 18,014      |
|                            | 8,972,211                        | 7,280,667   |

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

*(b) Non-current assets*

|                | 30 June     | 31 December |
|----------------|-------------|-------------|
|                | 2017        | 2016        |
|                | (Unaudited) | (Audited)   |
|                | RMB'000     | RMB'000     |
| Mainland China | 12,447,004  | 10,505,918  |
| Hong Kong      | 359,946     | 557,163     |
|                | 12,806,950  | 11,063,081  |

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

**Information about a major customer**

There was no single customer who contributed over 10% of the total revenue to the Group during the period.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 5. Revenue, Other Income and Gains

Revenue, which is also the Group's turnover, represents the net invoiced value of goods sold, net of value-added tax, after allowances for returns and trade discounts; an appropriate proportion of contract revenue of construction contracts, and the value of services rendered and gross leasing income received, net of value-added tax, during the period.

An analysis of revenue, other income and gains is as follows:

|   | Note | For the six months ended 30 June |                                |
|---|------|----------------------------------|--------------------------------|
|   |      | 2017<br>(Unaudited)<br>RMB'000   | 2016<br>(Unaudited)<br>RMB'000 |
| <b>Revenue</b>  |      |                                  |                                |
| Finance lease and loan interest income                                |      | 4,673,275                        | 3,857,516                      |
| Service fee income  |      | 2,872,184                        | 2,639,020                      |
| Factoring income  |      | 142,746                          | 110,254                        |
| Sale of goods   |      | 115,786                          | 76,844                         |
| Chartering and brokerage income                                       |      | 62,364                           | 88,461                         |
| Construction contract revenue   |      | 36,522                           | 39,386                         |
| Operating lease income  |      | 443,893                          | 284,209                        |
| Healthcare service income   |      | 590,678                          | 235,578                        |
| Education service income  |      | 71,299                           | 50,546                         |
| Other income  |      | 14,907                           | 15,563                         |
| Tax and surcharges  |      | (51,443)                         | (116,710)                      |
|   |      | <b>8,972,211</b>                 | <b>7,280,667</b>               |
| <b>Other income and gains</b>   |      |                                  |                                |
| Bank interest income  |      | 11,302                           | 24,343                         |
| Gain on structured financial products                                 |      | 21,819                           | 2,948                          |
| Gains on disposal of available-for-sale investments                   |      | 26,118                           | –                              |
| Gain on disposal of property, plant and equipment                     |      | 1,526                            | 3,103                          |
| Government grants   | 5a   | 6,564                            | 5,934                          |
| Gain on transfers of loans and receivables                            |      | 17,769                           | 36,201                         |
| Gains on disposal of subsidiaries                                     |      | 2,106                            | –                              |
| Interest income from subordinated tranches of asset-backed securities |      | 112,267                          | 11,739                         |
| Tax benefits from intra-group borrowings                              |      | –                                | 56,381                         |
| Others  |      | 1,335                            | 3,589                          |
|   |      | <b>200,806</b>                   | <b>144,238</b>                 |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**5. Revenue, Other Income and Gains (continued)**

## 5a. Government Grants

|                            | For the six months ended 30 June |             |
|----------------------------|----------------------------------|-------------|
|                            | 2017                             | 2016        |
|                            | (Unaudited)                      | (Unaudited) |
|                            | RMB'000                          | RMB'000     |
| Government special subsidy | 6,564                            | 5,934       |
|                            | 6,564                            | 5,934       |

**6. Profit Before Tax**

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

|  | For the six months ended 30 June |             |
|--|----------------------------------|-------------|
|  | 2017                             | 2016        |
|  | (Unaudited)                      | (Unaudited) |
|  | RMB'000                          | RMB'000     |
| Cost of borrowings included in cost of sales                 | 2,530,199                        | 1,940,820   |
| Cost of inventories sold                                     | 109,983                          | 64,755      |
| Cost of construction contracts                               | 29,306                           | 25,761      |
| Cost of operating lease                                      | 281,752                          | 230,605     |
| Cost of chartering   | 95,773                           | 104,740     |
| Cost of healthcare service                                   | 404,626                          | 165,620     |
| Cost of education service                                    | 45,953                           | 30,467      |
| Cost of others   | 11,164                           | 4,099       |
| Depreciation   | 21,387                           | 11,999      |
| Amortisation of intangible assets and other assets:          |                                  |             |
| Current year expenditure                                     | 19,580                           | 26,465      |
| Less: Government grants released                             | (689)                            | (689)       |
|  | 18,891                           | 25,776      |
| Rental expenses  | 83,553                           | 51,051      |
| Auditors' remuneration – other services                      | 4,650                            | 1,740       |
| Employee benefit expense (Including directors' remuneration) |                                  |             |
| – Wages and salaries   |                                  |             |
| – Current year expenditure                                   | 1,358,693                        | 1,155,452   |
| – Less: Government grants released                           | (18,600)                         | (15,000)    |
|  | 1,340,093                        | 1,140,452   |
| – Equity-settled share-based payment expense                 | 118,804                          | 56,539      |
| – Pension scheme contributions                               | 46,610                           | 40,439      |
| – Other employee benefits                                    | 111,944                          | 110,291     |
|  | 277,358                          | 207,269     |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 6. Profit Before Tax (continued)

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

|  | For the six months ended 30 June |                        |
|--|----------------------------------|------------------------|
|  | 2017                             | 2016                   |
|  | (Unaudited)<br>RMB'000           | (Unaudited)<br>RMB'000 |
| Impairment of loans and accounts receivable (Note 12)        | 812,044                          | 880,441                |
| Impairment of other receivables                              | 24,895                           | 192                    |
| Impairment of inventories                                    | 8,023                            | –                      |
| Impairment of property, plant and equipment                  | 148,403                          | –                      |
| Entertainment fee  | 36,515                           | 24,407                 |
| Business travelling expenses                                 | 97,158                           | 75,655                 |
| Consultancy fees   | 43,998                           | 37,003                 |
| Office expenses  | 21,831                           | 13,525                 |
| Advertising and promotion expenses                           | 8,603                            | 4,163                  |
| Transportation expenses                                      | 5,543                            | 3,531                  |
| Communication expenses                                       | 10,758                           | 9,053                  |
| Other miscellaneous expenses:                                |                                  |                        |
| Current year expenditure                                     | 68,238                           | 66,366                 |
| Less: Government grants released                             | (3,580)                          | (3,765)                |
|  | 64,658                           | 62,601                 |
| Litigation expense   | 8,917                            | 10,165                 |
| Losses on disposal of property, plant and equipment          | 15,219                           | 1,037                  |
| Donation   | 646                              | 160                    |
| Bank commission expense                                      | 23,257                           | 61,190                 |
| Realised losses from derivative instruments                  |                                  |                        |
| – transactions not qualifying as hedges                      | 109,930                          | 4,296                  |
| Fair value losses from derivative instruments                |                                  |                        |
| – transactions not qualifying as hedges                      | 24,988                           | –                      |
| Foreign exchange losses/(gains), net                         |                                  |                        |
| Cash flow hedges (transfer from equity to foreign exchange): | 109,774                          | (602,501)              |
| Others   | (76,869)                         | 632,751                |
| Losses on transfers of loans and receivables                 | 9,594                            | 31,501                 |
| Finance costs  | 92,292                           | 84,723                 |
| Other expenditure  | 1,949                            | 1,724                  |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**7. Income Tax**

|                                 | For the six months ended 30 June |             |
|---------------------------------|----------------------------------|-------------|
|                                 | 2017                             | 2016        |
|                                 | (Unaudited)                      | (Unaudited) |
|                                 | RMB'000                          | RMB'000     |
| Current – Hong Kong             |                                  |             |
| Charge for the period           | 32,641                           | 98,824      |
| Current – Mainland China        |                                  |             |
| Charge for the period           | 1,216,296                        | 850,881     |
| Deferred tax ( <i>Note 19</i> ) | (564,579)                        | (330,007)   |
| Total tax charge for the period | 684,358                          | 619,698     |

**Hong Kong profits tax**

Hong Kong profits tax has been provided at the rate of 16.5% (six months ended 30 June 2016: 16.5%) on the estimated assessable profits arising in Hong Kong for the period.

**Corporate Income Tax (“CIT”)**

The income tax provision of the Group in respect of operations in Mainland China has been calculated at the applicable tax rate on the estimated assessable profits for the period, based on existing legislation, interpretations and practices in respect thereof.

On 18 November 2012, Domin Medical Engineering was recognised as a high-technology enterprise by the Shanghai Science and Technology Commission. Since then, Domin Medical Engineering has enjoyed a preferential tax rate of 15%.

On 30 October 2015, Shanghai Horizon Equipment & Engineering Co., Ltd. was recognised as a high-technology enterprise by the Shanghai Science and Technology Commission. Since then, Shanghai Horizon Equipment & Engineering Co., Ltd. has enjoyed a preferential tax rate of 15%.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**7. Income Tax (continued)**

## Corporate Income Tax ("CIT") (continued)

A reconciliation of the tax charge applicable to profit before tax using the statutory/applicable rates for the jurisdictions in which the Company and its subsidiaries are domiciled to the tax charge at the effective tax rate is as follows:

|   | For the six months ended 30 June |             |
|---|----------------------------------|-------------|
|   | 2017                             | 2016        |
|   | (Unaudited)                      | (Unaudited) |
|   | RMB'000                          | RMB'000     |
| Profit before tax   | 2,303,904                        | 2,085,122   |
| Tax at the statutory income tax rates   | 607,452                          | 521,582     |
| Effect of lower tax rate enacted by local authority   | (2,737)                          | 894         |
| Expenses not deductible for tax   | 11,701                           | 28,839      |
| Income not subject to tax   | (22,004)                         | (16,249)    |
| Adjustment on current income tax in respect of prior years  | 51                               | 1,704       |
| Utilisation of previously unrecognised tax losses   | –                                | (849)       |
| Unrecognised tax losses   | 67,267                           | 4,184       |
| Effect of recognition of deductible temporary differences that were not recognized in prior years | (4,859)                          | –           |
| Effect of withholding tax on the distributable profits of the Group's PRC subsidiaries            | –                                | 27,615      |
| Effect of withholding tax on interest on intra-group balances                                     | 27,487                           | 51,978      |
| Income tax expense reported in the interim condensed consolidated statement of profit or loss     | 684,358                          | 619,698     |

The share of taxes attributable to associates and joint ventures amounting to approximately RMB3,594,000 (six months ended 30 June 2016: RMB54,000) and RMB506,000 (six months ended 30 June 2016: RMB275,000) is included in "Share of net losses of associates" and "Share of net losses of joint ventures" on the face of the interim condensed consolidated statement of profit or loss.

**8. Dividends**

|           | For the six months ended 30 June |             |
|-----------|----------------------------------|-------------|
|           | 2017                             | 2016        |
|           | (Unaudited)                      | (Unaudited) |
|           | RMB'000                          | RMB'000     |
| Dividends | 762,997                          | 769,673     |

Pursuant to a resolution passed at the general meeting on 7 June 2017, the Company declared a final dividend of HK\$0.23 per share in respect of the year ended 31 December 2016 to its shareholders whose names appear on the register of members of the Company on 16 June 2017. Based on the total number of outstanding ordinary shares of 3,810,737,899 (excluding the 140,148,918 shares held for the share award scheme), cash dividends declared of approximately HK\$876,470,000 (equivalent to RMB762,997,000) were recognised in the financial statements.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**8. Dividends (continued)**

The board of directors do not recommend the payment of an interim dividend to shareholders in respect of the period for the six months ended 30 June 2017 (six months ended 30 June 2016: Nil).

**9. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent**

The calculation of basic earnings per share for the six months ended 30 June 2017 is based on the consolidated net profit for the period attributable to ordinary equity holders of the parent and the weighted average number of ordinary shares in issue during the period.

The calculation of the diluted earnings per share amounts is based on the consolidated net profit for the period attributable to ordinary equity holders of the parent. The weighted average number of ordinary shares used in the calculation is the number of ordinary shares in issue during the period, as used in the basic earnings per share calculation, and the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Group has one category of dilutive potential ordinary shares: share options. For the share options, a calculation is done to determine the number of shares that could have been acquired at fair value (determined as the average annual market share price of the Company's shares) based on the monetary value of the subscription rights attached to outstanding share options.

The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the share options.

The calculation of basic and diluted earnings per share is based on:

**Earnings**

|  | For the six months ended 30 June |                                |
|--|----------------------------------|--------------------------------|
|  | 2017<br>(Unaudited)<br>RMB'000   | 2016<br>(Unaudited)<br>RMB'000 |
| Profit attributable to ordinary equity holders of the parent, used in the basic and diluted earnings per share calculation | 1,619,032                        | 1,439,491                      |

**Shares**

|  | Number of shares<br>For the six months ended 30 June |                     |
|--|--|---------------------|
|  | 2017<br>(Unaudited)                                  | 2016<br>(Unaudited) |
| Weighted average number of ordinary shares outstanding during the period, used in the basic earnings per share calculation | 3,812,012,389  | 3,903,149,860       |
| Effect of dilution – weighted average number of ordinary shares:<br>Share options  | 616,695  | –                   |
| Weighted average number of ordinary shares in issue during the period, used in the diluted earnings per share calculation  | 3,812,629,084  | 3,903,149,860       |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 9. Earnings Per Share Attributable to Ordinary Equity Holders of the Parent (continued)

During the six months ended 30 June 2017, the unvested share options under the Share Option Scheme and the unvested restricted shares under the Restricted Share Award Scheme have no dilutive effect on earnings per share. The Group had no other potentially dilutive ordinary shares in issue. There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of approval of these financial statements.

### 10. Property, Plant and Equipment

During the six months ended 30 June 2017, the Group acquired items of property, plant and equipment at a total cost of RMB951,402,000 (six months ended 30 June 2016: RMB996,860,000), including those through acquisition of subsidiaries.

Property, plant and equipment with a net book value of RMB131,283,000 were disposed of by the Group during the six months ended 30 June 2017 (six months ended 30 June 2016: RMB31,336,000), resulting in a net loss on disposal of RMB13,693,000 (six months ended 30 June 2016: a net gain of RMB2,066,000).

As at 30 June 2017, the Group has not obtained the property ownership certificates for five buildings (31 December 2016: one) with a net book value of RMB305,356,000 (31 December 2016: RMB9,254,000).

The Group was in the process of applying for the property ownership certificates for the above building as at 30 June 2017.

As at 30 June 2017, property, plant and equipment with a net carrying amount of RMB786,655,000 (31 December 2016: RMB748,439,000) were pledged to secure general banking facilities granted to the Group (see note 18(c)).

### 11. Prepaid Land Lease Payments

As at 30 June 2017, the Group has obtained the land use right certificates for the parcels of land with an aggregate net book value of RMB1,212,112,000 (31 December 2016: RMB1,193,115,000), and the Group has not obtained the land ownership certificate for one parcel (31 December 2016: one) of land with a net book value of RMB22,875,000 (31 December 2016: RMB22,713,000). The Group was in the process of applying for the land ownership certificate for the above parcel of land as at 30 June 2017.

As at 30 June 2017, the Group's leasehold land of approximately RMB892,502,000 (31 December 2016: RMB902,756,000) was pledged to secure general banking facilities granted to the Group (see note 18(c)).

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

## 12. Loans and Accounts Receivables

|  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|---|---|
| Loans and accounts receivables due within 1 year | 63,253,097                                | 54,079,396                                  |
| Loans and accounts receivables due after 1 year  | 104,369,662                               | 84,721,981                                  |
|  | <b>167,622,759</b>                        | <b>138,801,377</b>                          |

## 12a. Loans and accounts receivables by nature

|  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|---|---|
| Lease receivables (Note 12b)*                    | 160,680,768                               | 129,219,522                                 |
| Less: Unearned finance income                    | (16,671,644)                              | (12,353,786)                                |
| Net lease receivables (Note 12b)                 | 144,009,124                               | 116,865,736                                 |
| Interest receivables*                            | 847,539                                   | 614,129                                     |
| Notes receivable                                 | 1,003,439                                 | 757,552                                     |
| Accounts receivable (Note 12d)*                  | 1,409,555                                 | 1,274,555                                   |
| Factoring receivable (Note 12f)                  | 4,376,192                                 | 3,883,666                                   |
| Entrusted loans (Note 12h)*                      | 18,774,423                                | 17,751,946                                  |
| Long-term receivables*                           | 649,089                                   | 363,394                                     |
| Secured loans                                    | 139,474                                   | 319,470                                     |
| Subtotal of loans and accounts receivables       | 171,208,835                               | 141,830,448                                 |
| Less: Provision for lease receivables (Note 12c) | (3,052,515)                               | (2,527,157)                                 |
| Provision for accounts receivable (Note 12e)     | (122,580)                                 | (82,385)                                    |
| Provision for factoring receivable (Note 12g)    | (86,198)                                  | (81,282)                                    |
| Provision for entrusted loans (Note 12h)         | (310,222)                                 | (326,359)                                   |
| Provision for long-term receivables (Note 12i)   | -   | -   |
| Provision for secured loans (Note 12j)           | (14,561)                                  | (11,888)                                    |
|  | <b>167,622,759</b>                        | <b>138,801,377</b>                          |

\* These balances included balances with related parties which are disclosed in Note 12k.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**12. Loans and Accounts Receivables (continued)**

12b (1). An aging analysis of lease receivables, determined based on the age of the receivables since the effective date of the relevant lease contract, as at the end of the reporting period is as follows:

|                    | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--------------------|---|---|
| Lease receivables: |   |   |
| Within 1 year      | 99,423,015                                | 71,561,617                                  |
| 1 to 2 years       | 37,800,487                                | 34,267,676                                  |
| 2 to 3 years       | 13,536,434                                | 14,137,570                                  |
| 3 to 5 years       | 9,920,832                                 | 9,252,659                                   |
| Total              | 160,680,768                               | 129,219,522                                 |

|                        | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------------|---|---|
| Net lease receivables: |   |   |
| Within 1 year          | 87,912,964                                | 63,929,750                                  |
| 1 to 2 years           | 34,277,334                                | 31,049,667                                  |
| 2 to 3 years           | 12,521,680                                | 13,176,400                                  |
| 3 to 5 years           | 9,297,146                                 | 8,709,919                                   |
| Total                  | 144,009,124                               | 116,865,736                                 |

12b (2). The table below illustrates the gross and net amounts of lease receivables the Group expects to receive in the following three consecutive accounting years:

|                     | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---------------------|---|---|
| Lease receivables:  |   |   |
| Due within 1 year   | 60,013,700                                | 51,465,438                                  |
| Due in 1 to 2 years | 45,049,412                                | 36,723,765                                  |
| Due in 2 to 3 years | 30,521,328                                | 23,387,457                                  |
| Due in 3 to 5 years | 24,622,273                                | 17,642,862                                  |
| Due after 5 years   | 474,055                                   | -   |
| Total               | 160,680,768                               | 129,219,522                                 |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**12. Loans and Accounts Receivables (continued)**

12b (2). The table below illustrates the gross and net amounts of lease receivables the Group expects to receive in the following three consecutive accounting years: (continued)

|                        | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------------|---|---|
| Net lease receivables: |   |   |
| Due within 1 year      | 52,210,049                                | 45,418,293                                  |
| Due in 1 to 2 years    | 40,217,918                                | 33,109,052                                  |
| Due in 2 to 3 years    | 27,910,746                                | 21,547,706                                  |
| Due in 3 to 5 years    | 23,269,705                                | 16,790,685                                  |
| Due after 5 years      | 400,706                                   | –   |
| <b>Total</b>           | <b>144,009,124</b>                        | <b>116,865,736</b>                          |

There was no unguaranteed residual value in connection with finance lease arrangements or contingent lease arrangements of the Group that need to be recorded as at the end of the reporting period.

**12c. Change in provision for lease receivables**

|   | Individually assessed                     |   | Collectively assessed                     |   | Total                                     |   |
|---|---|---|---|---|---|---|
|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
| At beginning of period/year                               | 397,960                                   | 262,681                                     | 2,129,197                                 | 1,933,513                                   | 2,527,157                                 | 2,196,194                                   |
| Charge for the period/year                                | 189,969                                   | 446,288                                     | 575,978                                   | 485,462                                     | 765,947                                   | 931,750                                     |
| Recoveries of lease receivables<br>previously written off | 13,242                                    | –   | –   | –   | 13,242                                    | –   |
| Disposal  | –   | –   | (178,276)                                 | (277,331)                                   | (178,276)                                 | (277,331)                                   |
| Write-off   | (71,661)                                  | (312,913)                                   | –   | (22,872)                                    | (71,661)                                  | (335,785)                                   |
| Exchange differences                                      | (1,753)                                   | 1,904                                       | (2,141)                                   | 10,425                                      | (3,894)                                   | 12,329                                      |
| <b>At end of period/year</b>                              | <b>527,757</b>                            | <b>397,960</b>                              | <b>2,524,758</b>                          | <b>2,129,197</b>                            | <b>3,052,515</b>                          | <b>2,527,157</b>                            |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**12. Loans and Accounts Receivables (continued)**

## 12c. Change in provision for lease receivables (continued)

|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|---|---|
| Lease receivables:                        |   |   |
| Individually assessed ( <i>Note (i)</i> ) | 1,583,649                                 | 1,343,183                                   |
| Collectively assessed                     | 159,097,119                               | 127,876,339                                 |
| Total                                     | 160,680,768                               | 129,219,522                                 |

|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|---|---|
| Net lease receivables:                    |   |   |
| Individually assessed ( <i>Note (i)</i> ) | 1,460,769                                 | 1,253,853                                   |
| Collectively assessed                     | 142,548,355                               | 115,611,883                                 |
| Total                                     | 144,009,124                               | 116,865,736                                 |

*Note (i)* Individually assessed lease receivables include those classified as substandard, doubtful and loss by the Group.

*Note (ii)* As at 30 June 2017, the Group's lease receivables pledged or charged as security for the Group's bank and other borrowings amounted to RMB14,916,598,000 (31 December 2016: RMB12,886,076,000) (see Note 18(a)).

## 12d. An aging analysis of accounts receivable as at the end of the reporting period is as follows:

Accounts receivable are non-interest-bearing and are generally on 60-day terms, while the credit terms for major customers can be extended to 180 days.

|                  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------|---|---|
| Within 1 year    | 1,181,798                                 | 1,057,077                                   |
| More than 1 year | 227,757                                   | 217,478                                     |
| Total            | 1,409,555                                 | 1,274,555                                   |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**12. Loans and Accounts Receivables (continued)**

## 12e. Change in provision for accounts receivable

|                             | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|-----------------------------|---|---|
| At beginning of period/year | 82,385                                    | 18,290                                      |
| Charge for the period/year  | 53,561                                    | 51,583                                      |
| Acquisition of a subsidiary | 2,993                                     | 18,031                                      |
| Write-off                   | (15,962)                                  | (5,626)                                     |
| Exchange differences        | (397)                                     | 107   |
| At end of period/year       | 122,580                                   | 82,385                                      |

## 12f. An aging analysis of factoring receivables as at the end of the reporting period is as follows:

|                  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------|---|---|
| Within 1 year    | 3,278,863                                 | 2,720,475                                   |
| More than 1 year | 1,097,329                                 | 1,163,191                                   |
|                  | 4,376,192                                 | 3,883,666                                   |

## 12g. Change in provision for the factoring receivable

|                             | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|-----------------------------|---|---|
| At beginning of period/year | 81,282                                    | 48,526                                      |
| Charge for the period/year  | 5,686                                     | 49,756                                      |
| Write-off                   | (770)                                     | (17,000)                                    |
| At end of period/year       | 86,198                                    | 81,282                                      |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**12. Loans and Accounts Receivables (continued)**

12h (1). An aging analysis of entrusted loans, determined based on the age of the receivables since the effective dates of the relevant loan contracts, as at the end of the reporting period, is as follows:

|                  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------|---|---|
| Entrusted loans: |   |   |
| Within 1 year    | 6,892,225                                 | 12,950,500                                  |
| 1 to 2 years     | 11,632,189                                | 4,725,530                                   |
| 2 to 3 years     | 241,759                                   | 64,416                                      |
| 3 to 5 years     | 8,250                                     | 11,500                                      |
| Total            | 18,774,423                                | 17,751,946                                  |

12h (2). The table below illustrates the amounts of entrusted loans the Group expects to receive in the following three consecutive accounting years:

|                     | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---------------------|---|---|
| Entrusted loans:    |   |   |
| Due within 1 year   | 6,696,238                                 | 4,834,857                                   |
| Due in 1 to 2 years | 5,504,919                                 | 5,173,124                                   |
| Due in 2 to 3 years | 3,805,479                                 | 4,081,715                                   |
| Due in 3 to 5 years | 2,505,865                                 | 3,662,250                                   |
| Due after 5 years   | 261,922                                   | -   |
| Total               | 18,774,423                                | 17,751,946                                  |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



## 12. Loans and Accounts Receivables (continued)

### 12h (3). Change in provision for entrusted loans

|                                       | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---------------------------------------|---|---|
| At beginning of period/year           | 326,359                                   | 126,726                                     |
| (Reversal)/charge for the period/year | (16,137)                                  | 223,487                                     |
| Disposal                              | –   | (23,854)                                    |
| At end of period/year                 | 310,222                                   | 326,359                                     |

### 12i. Change in provision for long term receivables

|                              | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|------------------------------|---|---|
| At beginning of period/year  | –   | 17  |
| Reversal for the period/year | –   | (17)  |
| At end of period/year        | –   | –   |

### 12j. Change in provision for secured loans

|                             | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|-----------------------------|---|---|
| At beginning of period/year | 11,888                                    | 9,288                                       |
| Charge for the period/year  | 2,987                                     | 1,969                                       |
| Exchange difference         | (314)                                     | 631   |
| At end of period/year       | 14,561                                    | 11,888                                      |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



## 12. Loans and Accounts Receivables (continued)

### 12k. Balances with related parties

|  |       | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|-------|---|---|
| Joint ventures:                                    |       |   |   |
| – Guangzhou Kangda Industrial Technology Co., Ltd. |       |   |   |
| Entrusted loan                                     | (i)   | 150,000                                   | 150,000                                     |
| Long-term receivables                              | (ii)  | 75,000                                    | 75,000                                      |
| Interest receivables                               |       | 21,594                                    | 8,786                                       |
| – Weihai Haida hospital Co., Ltd.                  |       |   |   |
| Long-term receivables                              | (ii)  | 30,000                                    | 30,000                                      |
| Lease receivables                                  | (iii) | 10,000                                    | 10,000                                      |
| Interest receivables                               |       | 1,296                                     | 525   |
| – Kunming Broadhealthcare Investment Co., Ltd.     |       |   |   |
| Entrusted loan                                     | (i)   | 50,000                                    | 50,000                                      |
| Interest receivables                               |       | 87  | 95  |
| – Fengyang Gulou hospital Co., Ltd.                |       |   |   |
| Accounts receivables                               |       | 15,630                                    | –   |
|  |       | 353,607                                   | 324,406                                     |

(i) Balances of entrusted loans were interest-bearing at annual interest rates ranging from 6.245% to 15% (31 December 2016: from 6.245% to 15%).

(ii) Balances of long-term receivables were interest-bearing at annual interest rates ranging from 5.655% to 6.05% (31 December 2016: from 5.655% to 6.05%).

(iii) Balances of lease receivables were interest-bearing at annual interest rates 12.77% (31 December 2016: 12.77%).

## 13. Derivative Financial Instruments

|   | 30 June 2017<br>(Unaudited)<br>RMB'000 |             | 31 December 2016<br>(Audited)<br>RMB'000 |             |
|---|--|-------------|--|-------------|
|   | Assets                                 | Liabilities | Assets                                   | Liabilities |
| Cross-currency interest rate swap contracts | 426,171                                | (7,860)     | 1,034,720                                | –           |
| Forward currency contracts                  | 3,270                                  | (156,648)   | 348,156                                  | (90,150)    |
| Interest rate swaps                         | 31,018                                 | (931)       | –  | (2,067)     |
|   | 460,459                                | (165,439)   | 1,382,876                                | (92,217)    |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**13. Derivative Financial Instruments (continued)**

|   | 30 June 2017 |             | 31 December 2016 |             |
|---|--------------|-------------|------------------|-------------|
|   | (Unaudited)  |             | (Audited)        |             |
|   | RMB'000      |             | RMB'000          |             |
|   | Assets       | Liabilities | Assets           | Liabilities |
| Portion classified as non-current           |              |             |                  |             |
| Cross-currency interest rate swap contracts | –            | –           | 458,150          | –           |
| Forward currency contracts                  | –            | (40,271)    | 20,639           | (29,091)    |
| Interest rate swaps                         | 31,018       | (931)       | –                | (2,067)     |
|   | 31,018       | (41,202)    | 478,789          | (31,158)    |
| Current portion                             | 429,441      | (124,237)   | 904,087          | (61,059)    |
|   | 460,459      | (165,439)   | 1,382,876        | (92,217)    |

**Cross-currency interest rate swap contracts, forward currency contracts and interest rate swap contracts – cash flow hedges**

During the six months ended 30 June 2017, the Group designated 21 (six months ended 30 June 2016: 26) cross-currency interest rate swap contracts and 20 (six months ended 30 June 2016: 25) forward currency contracts as hedges in respect of future repayments of borrowings which will be settled in United States dollar, Singapore dollar, Japanese yen, Australian dollar or Hong Kong dollar, and some of which bear floating interest rates; the Group designated 3 (six months ended 30 June 2016: Nil) interest rate swap contracts as hedges of future cash flows arising from finance lease receivables which bear floating interest rates.

The terms of the cross-currency interest rate swap contracts and forward currency contracts substantially match the terms of the borrowing contracts, and the terms of the interest rate swap contracts substantially match the terms of the finance lease contracts. The cash flow hedges relating to expected future payments or receivables were assessed to be highly effective and a net loss of RMB246,318,000 (six months ended 30 June 2016: RMB458,813,000) was included in the hedging reserve as follows:

|   | For the six months ended 30 June |             |
|---|----------------------------------|-------------|
|   | 2017                             | 2016        |
|   | (Unaudited)                      | (Unaudited) |
|   | RMB'000                          | RMB'000     |
| Total fair value (losses)/gains included in the hedging reserve   | (404,649)                        | 74,082      |
| Deferred tax impact on fair value losses/(gains)  | 66,671                           | (12,224)    |
| Reclassified from other comprehensive income and recognised/(credited) in the statement of profit or loss | 109,774                          | (623,558)   |
| Deferred tax on reclassifications to profit or loss   | (18,114)                         | 102,887     |
| Net losses included in hedging reserve  | (246,318)                        | (458,813)   |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 13. Derivative Financial Instruments (continued)

#### Cross-currency interest rate swap contracts, forward currency contracts and interest rate swap contracts – cash flow hedges (continued)

Cross-currency interest rate swaps, with a total net fair value of RMB418,311,000 (31 December 2016: a total net fair value of RMB1,009,732,000) as of 30 June 2017, were designated as hedging instruments in cash flow hedges of cash flow interest rate risks and currency risks arising from floating rate loans (with remaining maturity from 3 months to 1 year) denominated in US Dollar and other foreign currencies. Forward currency contracts, with a total negative net fair value of RMB153,378,000 (31 December 2016: a total net fair value of RMB258,006,000) as of 30 June 2017, were designated as hedging instruments in cash flow hedges of currency risks arising from loans (with remaining maturity from 3 months to 3 years) denominated in US Dollar and other foreign currencies. RMB-denominated interest rate swaps, with a total negative net fair value of RMB931,000 (31 December 2016: a total negative net fair value of RMB2,067,000) as of 30 June 2017, were designated as hedging instruments in cash flow hedges of interest rate risks arising from floating rate lease receivables (with remaining maturity from 2 years to 3 years) denominated in RMB.

#### Fair value hedge

At 30 June 2017, the Group had an interest rate swap agreement in place with a notional amount of RMB1,000,000,000 whereby it receives interest at a fixed rate of 4.85% per annum and pays interest at a variable rate equal to the benchmark interest rate of Renminbi loans of the People's Bank of China with terms of 1 to 5 years on the notional amount. The swap is used to hedge the exposure to changes in the fair value of its 4.85% long-term bond. The critical terms of the interest rate swap substantially match those of the bond. This hedge was assessed to be effective.

As of 30 June 2017, the fair value of the aforementioned RMB-denominated interest rate swap designated as the hedging instrument amounted to RMB31,018,000 (31 December 2016: Nil) and the aforementioned RMB-denominated interest rate swap has a remaining maturity of 2 years.

### 14. Investments in Joint Ventures

|   | 30 June<br>2017<br>RMB'000 | 31 December<br>2016<br>RMB'000 |
|---|----------------------------|--------------------------------|
| Share of net assets                                       | 1,454,614                  | 1,324,918                      |
| Excess of consideration over share of net assets acquired | 79,952                     | 79,952                         |
|   | <b>1,534,566</b>           | <b>1,404,870</b>               |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**14. Investments in Joint Ventures (continued)**

Particulars of the Group's joint ventures are as follows:

| Name  | Particulars<br>of issued<br>shares held    | Place of<br>registration<br>and business | Percentage of         |                   | Principal<br>activities                    |
|---|--|--|-----------------------|-------------------|--|
|   |  |  | Ownership<br>interest | Profit<br>sharing |  |
| Shanghai Dongling investment, LLP<br>(上海東翎投資合夥企業(有限合伙))                             | RMB55,717,310                              | PRC/<br>Mainland China                   | 49.2                  | 49.2              | Investment<br>holding                      |
| Shanghai Dongsong Investment, LLP<br>(上海東松投資合夥企業(有限合伙))                             | RMB40,100,000                              | PRC/<br>Mainland China                   | 66.50                 | #                 | Investment<br>holding                      |
| Weihai Haida Hospital Co., Ltd.<br>(威海海大醫院有限公司)                                     | Registered<br>capital of<br>RMB5,000,000   | PRC/<br>Mainland<br>China                | 50                    | 50                | Medical<br>service                         |
| Weihai Haida Nursing Hospital Co., Ltd.<br>(威海海大護理院有限公司)                            | Registered<br>capital of<br>RMB1,000,000   | PRC/<br>Mainland<br>China                | 50                    | 50                | Medical<br>service                         |
| Kunming Broadhealthcare<br>Investment Co., Ltd.<br>(昆明博健醫療投資有限公司)                   | Registered<br>capital of<br>RMB14,333,328  | PRC/<br>Mainland<br>China                | 33.3837               | 33.3837           | Healthcare<br>investment and<br>management |
| Guangzhou Kangda Industrial<br>Technology Co., Ltd.<br>廣州康大工業科技產業有限公司<br>("Kangda") | Registered<br>capital of<br>HKD200,000,000 | PRC/<br>Mainland<br>China                | 60                    | 60                | Development<br>and<br>construction         |
| Skycity (Shanghai) Business Co., Ltd.<br>(天空之城(上海)實業有限公司)                           | Registered<br>capital of<br>RMB5,230,000   | PRC/<br>Mainland<br>China                | 49.7                  | 49.7              | Sale of<br>electronic<br>products          |
| Kunming Boyue Maternal and<br>Infant Care Co., Ltd.<br>(昆明博悅母嬰護理有限責任公司)             | Registered<br>capital of<br>RMB5,555,600   | PRC/<br>Mainland<br>China                | 28.36                 | 28.36             | Medical<br>service                         |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**14. Investments in Joint Ventures (continued)**

Particulars of the Group's joint ventures are as follows: (continued)

| Name   | Particulars<br>of issued<br>shares held    | Place of<br>registration<br>and business | Percentage of         |                   | Principal<br>activities |
|--|--|--|-----------------------|-------------------|-------------------------|
|  |  |  | Ownership<br>interest | Profit<br>sharing |                         |
| Grand Flight Holdings Co., Ltd.<br>(遠翼控股有限公司)                              | Authorised<br>capital of<br>USD50,000      | British Virgin<br>Islands                | 70                    | 70                | Investment<br>holding   |
| Grand Flight Hooyoung Investment<br>Management Co., Ltd.<br>(遠翼宏揚投資管理有限公司) | Authorised<br>capital of<br>USD50,000      | Cayman<br>Islands                        | 70                    | 70                | Investment<br>holding   |
| Grand Flight Hooyoung Investment L.P.<br>(遠翼宏揚投資有限合夥)                      | USD72,321,241.36                           | Cayman<br>Islands                        | 55                    | 55                | Investment<br>holding   |
| Teamway Shipping Limited<br>(匯聯船務有限公司)                                     | HK\$10,000                                 | Hong Kong                                | 50                    | 50                | Shipping<br>service     |
| Gold Chance Shipping Limited<br>(金運船務有限公司)                                 | HK\$10,000                                 | Hong Kong                                | 50                    | 50                | Shipping<br>service     |
| Fengyang Gulou Hospital Co., Ltd.<br>(鳳陽縣鼓樓醫院有限公司)                         | Registered<br>capital of<br>RMB100,000,000 | PRC/<br>Mainland<br>China                | 35                    | 35                | Medical<br>service      |
| Suzhou Gaoxin Rehabilitation<br>Hospital Co., Ltd.<br>(蘇州高新康復醫院有限公司)       | Registered<br>capital of<br>RMB50,000,000  | PRC/<br>Mainland<br>China                | 61*                   | 61                | Medical<br>service      |

# The voting powers are equally shared by three joint venture partners (a subsidiary of the Group and two third party investors). All decisions about the activities that would significantly affect its returns require unanimous consent of all joint venture partners.

\* The decisions about the activities that most significantly affect the returns of the investee would be subject to the consent of the shareholders representing more than 2/3 of the total number of shareholders to vote, under which the 61% ownership interest does not grant the Group the unilateral ability to direct relevant activities.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**14. Investments in Joint Ventures (continued)**

The Group's loans and accounts receivable balances due from the joint ventures are disclosed in Note 12k to the financial statements.

Kangda, which is considered a material joint venture of the Group, is mainly engaged in the development and construction business in Mainland China and is accounted for using the equity method.

The following table illustrates the summarised financial information in respect of Kangda adjusted for any differences in accounting policies and reconciled to the fair value of the net assets in the financial statements.

|   | 30 June<br>2017<br>RMB'000 | 31 December<br>2016<br>RMB'000 |
|---|----------------------------|--------------------------------|
| Cash and cash equivalents                                 | 294,846                    | 72,021                         |
| Other current assets                                      | 2,065,070                  | 1,903,672                      |
| Current assets  | 2,359,916                  | 1,975,693                      |
| Non-current assets  | 3,921                      | 4,066                          |
| Financial liabilities, excluding trade and other payables | (250,000)                  | (250,000)                      |
| Trade and other payables                                  | (190,417)                  | (155,079)                      |
| Taxes payable   | 13,416                     | -                              |
| Current liabilities                                       | (427,001)                  | (405,079)                      |
| Non-current liabilities                                   | (365,000)                  | -                              |
| Net assets  | 1,571,836                  | 1,574,680                      |

Reconciliation to the Group's interest in the joint venture:

|                                     |         |         |
|-------------------------------------|---------|---------|
| Proportion of the Group's ownership | 60%     | 60%     |
| Carrying amount of the investment   | 943,102 | 944,808 |

|  | For the six months ended 30 June |                 |
|--|----------------------------------|-----------------|
|  | 2017<br>RMB'000                  | 2016<br>RMB'000 |
| Administrative expenses                            | (4,079)                          | (4,034)         |
| Other expenses                                     | 1,236                            | 1,126           |
| Loss and total comprehensive income for the period | (2,843)                          | (2,908)         |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 14. Investments in Joint Ventures (continued)

The following table illustrates the aggregate financial information of the Group's joint ventures that are not individually material:

|  | For the six months ended 30 June |         |
|--|----------------------------------|---------|
|  | 2017                             | 2016    |
|  | RMB'000                          | RMB'000 |
| Share of the joint ventures' profit for the period | 188                              | 2,571   |

|  | 30 June | 31 December |
|--|---------|-------------|
|  | 2017    | 2016        |
|  | RMB'000 | RMB'000     |
| Aggregate carrying amount of the Group's investments in the joint ventures | 591,464 | 460,062     |

### 15. Construction Contracts

|   | 30 June     | 31 December |
|---|-------------|-------------|
|   | 2017        | 2016        |
|   | (Unaudited) | (Audited)   |
|   | RMB'000     | RMB'000     |
| Gross amount due from contract customers                | 53,073      | 44,129      |
| Contract costs incurred plus recognised profits to date | 263,912     | 240,890     |
| Less: Progress billings                                 | (210,839)   | (196,761)   |
|   | 53,073      | 44,129      |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



## 16. Cash and Cash Equivalents and Restricted Deposits

|  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|---|---|
| Cash and bank balances   | 5,804,996                                 | 4,426,996                                   |
| Time deposits  | 28,919                                    | 85,675                                      |
|  | 5,833,915                                 | 4,512,671                                   |
| Less:  |   |   |
| Pledged deposits   | 305,694                                   | 331,619                                     |
| Restricted bank deposits related to asset-backed securitisations | 2,662,760                                 | 2,129,745                                   |
| Restricted bank deposits related to collective fund trusts       | 75,386                                    | –   |
| Cash and cash equivalents  | 2,790,075                                 | 2,051,307                                   |

At 30 June 2017, the cash and bank balances of the Group denominated in Renminbi (“RMB”) amounted to RMB5,594,239,000 (31 December 2016: RMB4,095,014,000). 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 either fixed or floating rates based on daily bank deposit rates.

As at 30 June 2017, cash of RMB175,882,000 (31 December 2016: RMB99,542,000) was pledged for bank and other borrowings (see Note 18(b)).

As at 30 June 2017, cash of RMB114,893,000 (31 December 2016: RMB232,077,000) was pledged for bank acceptances and letters of credit.

As at 30 June 2017, cash of RMB14,919,000 (31 December 2016: Nil) was pledged for collective fund trusts.

As at 30 June 2017, cash of RMB246,572,000 (31 December 2016: RMB245,558,000) was deposited with Sinochem Finance Co., Ltd., a subsidiary of the ultimate holding company of a shareholder with significant influence.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**17. Trade and Bills Payables**

|                | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|----------------|---|---|
| Current:       |   |   |
| Bills payable  | 1,105,833                                 | 1,748,770                                   |
| Trade payables | 1,169,136                                 | 1,138,496                                   |
|                | 2,274,969                                 | 2,887,266                                   |
| Non-current:   |   |   |
| Trade payables | –   | 55  |
|                | 2,274,969                                 | 2,887,321                                   |

An aged analysis of the trade and bills payables as at the end of the reporting period is as follows:

|                    | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--------------------|---|---|
| Within 1 year      | 2,095,790                                 | 2,682,301                                   |
| 1 to 2 year        | 82,287                                    | 115,622                                     |
| 2 to 3 year        | 43,343                                    | 44,090                                      |
| 3 years and beyond | 53,549                                    | 45,308                                      |
|                    | 2,274,969                                 | 2,887,321                                   |

The trade payables are non-interest-bearing and are repayable within the normal operating cycle or on demand.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

## 18. Interest-Bearing Bank and Other Borrowings

|   | 30 June 2017 (Unaudited) |           |             | 31 December 2016 (Audited) |           |             |
|---|--------------------------|-----------|-------------|----------------------------|-----------|-------------|
|   | Effective                |           | RMB'000     | Effective                  |           | RMB'000     |
|   | annual interest rate (%) | Maturity  |             | annual interest rate (%)   | Maturity  |             |
| <b>Current:</b>                                     |                          |           |             |                            |           |             |
| Current portion of long term bank loans – secured   | 2.78~5.94                | 2017~2018 | 7,218,220   | 2.78~5.94                  | 2017      | 6,054,392   |
| Bank loans – secured                                | 2.50                     | 2018      | 135,488     | –                          | –         | –           |
| Bank loans – unsecured                              | 1.90~6.35                | 2017~2018 | 20,279,010  | 1.85~4.75                  | 2017      | 14,017,000  |
| Current portion of long term bank loans – unsecured | 2.08~5.70                | 2017~2018 | 20,571,427  | 2.08~6.15                  | 2017      | 19,032,705  |
| Other loans – secured                               | 5.08~6.00                | 2017~2018 | 1,100,000   | 4.00~5.08                  | 2017      | 370,000     |
| Other loans – unsecured                             | 4.75                     | 2017      | 165,000     | 4.75                       | 2017      | 315,103     |
| Bonds – unsecured                                   | 3.80~5.75                | 2017~2018 | 10,292,008  | 2.79~5.75                  | 2017      | 13,756,349  |
|   |                          |           | 59,761,153  |                            |           | 53,545,549  |
| <b>Non-current:</b>                                 |                          |           |             |                            |           |             |
| Bank loans – secured                                | 2.78~5.94                | 2018~2026 | 8,163,441   | 2.78~5.94                  | 2018~2023 | 5,591,411   |
| Bank loans – unsecured                              | 3.33~6.15                | 2018~2030 | 20,841,454  | 2.50~4.28                  | 2018~2026 | 17,124,488  |
| Other loans – secured                               | 7.00                     | 2018      | 679,238     | 5.08~7.00                  | 2018      | 703,902     |
| Other loans – unsecured                             | 5.64~7.09                | 2018~2020 | 32,980      | 5.64~7.09                  | 2018      | 38,150      |
| Bonds – unsecured                                   | 3.00~6.13                | 2018~2022 | 41,021,544  | 3.00~6.13                  | 2018~2022 | 29,934,088  |
|   |                          |           | 70,738,657  |                            |           | 53,392,039  |
|   |                          |           | 130,499,810 |                            |           | 106,937,588 |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**18. Interest-Bearing Bank and Other Borrowings (continued)**

|  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|---|---|
| Analysed into:                         |   |   |
| Bank loans and overdrafts repayable:   |   |   |
| Within one year or on demand           | 48,204,145                                | 39,104,097                                  |
| In the second year                     | 20,555,132                                | 15,033,642                                  |
| In the third to fifth years, inclusive | 8,340,080                                 | 7,579,826                                   |
| Beyond five years                      | 109,683                                   | 102,431                                     |
|  | 77,209,040                                | 61,819,996                                  |
| Other borrowings repayable:            |   |   |
| Within one year                        | 11,557,008                                | 14,441,452                                  |
| In the second year                     | 13,693,128                                | 984,467                                     |
| In the third to fifth years, inclusive | 27,882,662                                | 29,356,493                                  |
| Beyond five years                      | 157,972                                   | 335,180                                     |
|  | 53,290,770                                | 45,117,592                                  |
|  | 130,499,810                               | 106,937,588                                 |

- (a) As at 30 June 2017, the Group's bank and other borrowings secured by the pledge of or the transfer of certain of the Group's lease receivables amounted to RMB14,757,116,000 (31 December 2016: RMB12,059,285,000).
- (b) As at 30 June 2017, the Group's bank and other borrowings, pledged by cash, amounted to RMB2,135,488,000 (31 December 2016: RMB312,165,000).
- (c) As at 30 June 2017, the Group's bank and other borrowings, pledged by the Group's leasehold land, and property, plant and equipment, amounted to RMB403,783,000 (31 December 2016: RMB348,225,000). The Group had not provided any guarantees for other entities (31 December 2016: Nil).

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**19. Deferred Tax**

The movements in deferred tax liabilities and assets of the Group during the period are as follows:

**Deferred tax assets**

|   | Government special subsidy | Cash flow hedge | Share based payments | Allowances for impairment losses | Salary and welfare payable | Losses  | Fee income received in advance | Others   | Total     |
|---|----------------------------|-----------------|----------------------|----------------------------------|----------------------------|---|--------------------------------|----------|-----------|
|   |                            |                 |                      |                                  |                            | available for offsetting against future taxable profits |                                |          |           |
|   | RMB'000                    | RMB'000         | RMB'000              | RMB'000                          | RMB'000                    | RMB'000   | RMB'000                        | RMB'000  | RMB'000   |
| Gross deferred tax assets at 1 January 2017 (Audited)                   | 307,914                    | 517             | 63,521               | 843,642                          | 652,098                    | 51,269  | -                              | (11,597) | 1,907,364 |
| (Charged)/credited to the statement of profit or loss during the period | (524)                      | -               | 27,002               | 172,344                          | 128,978                    | 37,425  | 220,898                        | (19,155) | 566,968   |
| Credited to reserve   | -                          | 18,613          | -                    | -                                | -                          | -   | -                              | -        | 18,613    |
| Exchange differences  | -                          | -               | -                    | (1,452)                          | -                          | (126)   | -                              | -        | (1,578)   |
| Gross deferred tax assets at 30 June 2017 (Unaudited)                   | 307,390                    | 19,130          | 90,523               | 1,014,534                        | 781,076                    | 88,568  | 220,898                        | (30,752) | 2,491,367 |

|   | Government special subsidy | Cash flow hedge | Share-based payments | Allowances for impairment losses | Salary and welfare payable | Losses  | Fee income received in advance | Others   | Total     |
|---|----------------------------|-----------------|----------------------|----------------------------------|----------------------------|---|--------------------------------|----------|-----------|
|   |                            |                 |                      |                                  |                            | available for offsetting against future taxable profits |                                |          |           |
|   | RMB'000                    | RMB'000         | RMB'000              | RMB'000                          | RMB'000                    | RMB'000   | RMB'000                        | RMB'000  | RMB'000   |
| Gross deferred tax assets at 1 January 2016 (Audited)                 | 128,204                    | -               | 17,442               | 635,281                          | 506,019                    | 8,468   | -                              | 5,310    | 1,300,724 |
| Credited/(Charged) to the statement of profit or loss during the year | 179,710                    | -               | 46,079               | 205,468                          | 146,079                    | 40,806  | -                              | (16,907) | 601,235   |
| Credited to reserve   | -                          | 517             | -                    | -                                | -                          | -   | -                              | -        | 517       |
| Exchange differences  | -                          | -               | -                    | 2,893                            | -                          | 1,995   | -                              | -        | 4,888     |
| Gross deferred tax assets at 31 December 2016 (Audited)               | 307,914                    | 517             | 63,521               | 843,642                          | 652,098                    | 51,269  | -                              | (11,597) | 1,907,364 |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**19. Deferred Tax (continued)**

## Deferred tax liabilities

|  | Asset<br>revaluation<br>RMB'000 | Cash flow hedge<br>RMB'000 | Fair value<br>adjustments<br>arising from equity<br>investments at<br>fair value through<br>profit or loss<br>RMB'000 | Withholding<br>income tax<br>RMB'000 | Others<br>RMB'000 | Total<br>RMB'000 |
|--|---------------------------------|----------------------------|---|--------------------------------------|-------------------|------------------|
| Gross deferred tax liabilities at<br>1 January 2017 (Audited)              | 20,629                          | 29,944                     | 10,702  | 9,385                                | 190               | 70,850           |
| (Credited)/charged to the statement<br>of profit or loss during the period | (3,765)                         | -                          | -   | -                                    | 6,154             | 2,389            |
| Arising from acquisition of subsidiaries                                   | 1,890                           | -                          | -   | -                                    | -                 | 1,890            |
| Credited to reserve  | -                               | (29,944)                   | -   | -                                    | -                 | (29,944)         |
| Gross deferred tax liabilities at<br>30 June 2017 (Unaudited)              | 18,754                          | -                          | 10,702  | 9,385                                | 6,344             | 45,185           |

|  | Asset<br>revaluation<br>RMB'000 | Cash flow hedge<br>RMB'000 | Fair value<br>adjustments<br>arising from equity<br>investments at<br>fair value through<br>profit or loss<br>RMB'000 | Withholding<br>income tax<br>RMB'000 | Others<br>RMB'000 | Total<br>RMB'000 |
|--|---------------------------------|----------------------------|---|--------------------------------------|-------------------|------------------|
| Gross deferred tax liabilities at<br>1 January 2016 (Audited)            | 14,582                          | 63,526                     | -   | 51,284                               | -                 | 129,392          |
| (Credited)/charged to the statement<br>of profit or loss during the year | (794)                           | -                          | 10,702  | (41,899)                             | 190               | (31,801)         |
| Arising from acquisition of subsidiaries                                 | 6,841                           | -                          | -   | -                                    | -                 | 6,841            |
| Credited to reserve  | -                               | (33,582)                   | -   | -                                    | -                 | (33,582)         |
| Gross deferred tax liabilities at<br>31 December 2016 (Audited)          | 20,629                          | 29,944                     | 10,702  | 9,385                                | 190               | 70,850           |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



## 19. Deferred Tax (continued)

For the purpose of the presentation of the consolidated statement of financial position, certain deferred tax assets and liabilities have been offset. The following is an analysis of the deferred tax balances of the Group for financial reporting purposes:

|   | 30 June<br>2017<br>RMB'000<br>(Unaudited) | 31 December<br>2016<br>RMB'000<br>(Audited) |
|---|---|---|
| Net deferred tax assets recognised in the consolidated statement of financial position      | 2,491,367                                 | 1,907,364                                   |
| Net deferred tax liabilities recognised in the consolidated statement of financial position | 45,185                                    | 70,850                                      |

As at 30 June 2017, the Group had tax losses arising in Hong Kong of RMB268,402,000 (31 December 2016: RMB106,794,000) that are available indefinitely for offsetting against future taxable profits of the companies in which the losses arose and tax losses arising in Mainland China of RMB177,127,000 (31 December 2016: RMB114,770,000) that will expire in one to five years for offsetting against future taxable profits, for which, the Group has recognised deferred tax assets in respect of the tax losses. Aside from this, as at 30 June 2017, the Group did not recognise deferred tax assets arising in Mainland China and Hong Kong in respect of unutilised tax losses and deductible temporary differences of RMB206,814,000 (31 December 2016: RMB41,471,000) and RMB157,435,000 (31 December 2016: RMB276,000), respectively, due to uncertainty in their recoverability.

Pursuant to the resolution of the Company, part of the profits of the PRC subsidiaries generated from 2012 onwards will be retained by the PRC subsidiaries for use in future operations or investments. In the opinion of the directors, it is probable that the temporary differences relating to the profits that are not expected to be distributed will not reverse in the foreseeable future. As at 30 June 2017, the aggregate amount of unrecognised deferred tax liabilities (i.e. withholding taxes relating to such temporary differences) was approximately RMB459,221,000 (31 December 2016: RMB387,363,000).

## 20. Share Capital

|   | Number of shares | Amounts<br>HK\$ |
|---|------------------|-----------------|
| <b>Issued and fully paid ordinary shares:</b> |                  |                 |
| At 31 December 2016 (HK\$0.01 each) (Audited) | 3,950,783,817    | 13,005,970,000  |
| At 30 June 2017 (Unaudited) (Note (i))        | 3,950,886,817    | 13,006,746,000  |

Note:

- (i) The Company purchased its own shares through a trust under a share award scheme, which were presented as shares held for the share award scheme.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 20. Share Capital (continued)

A summary of movements in the Company's share capital is as follows:

|   | Number of<br>shares in issue | Share capital<br>HK\$'000 | Equivalent<br>share capital<br>RMB'000 |
|---|------------------------------|---------------------------|--|
| At 1 January 2017 and 31 December 2016      | 3,950,783,817                | 13,005,970                | 10,213,017                             |
| Share options exercised ( <i>note(ii)</i> ) | 103,000                      | 776                       | 671                                    |
| As at 30 June 2017 (Unaudited)              | <b>3,950,886,817</b>         | <b>13,006,746</b>         | <b>10,213,688</b>                      |

Note:

- (ii) The subscription rights attaching to 103,000 share options were exercised at the subscription price of HK\$5.86 per share, resulting in the issue of 103,000 shares for a total cash consideration, before expenses, of HK\$604,000. An amount of HK\$172,000 was transferred from the share option reserve to share capital upon the exercise of the share options.

### 21. Reserves

The amounts of the Group's reserves and the movements therein for the current and prior periods are presented in the interim condensed consolidated statement of changes in equity.

The Group's capital reserve represents the excess of the carrying amounts of capital and capital reserve of the subsidiaries acquired pursuant to the Reorganization as defined in the Prospectus, over the nominal value of the Company's shares issued as consideration plus the amount of borrowings capitalised in excess of the nominal value of shares issued.

Pursuant to the relevant PRC rules and regulations, those PRC subsidiaries which are domestic enterprises in the PRC are required to transfer no less than 10% of their profits after taxation, as determined under PRC Company Law, to the statutory reserve fund until the balance reaches 50% of the registered capital. The transfer to this statutory reserve fund must be made before the distribution of dividend to shareholders.

Special reserve mainly represents funds set aside for the purpose of certain safety production activities. Pursuant to certain regulations issued by the State Administration of Work Safety of the PRC and other relevant regulatory bodies, the subsidiary Shanghai Horizon Construction Engineering Equipment Co., Ltd. set aside funds mainly for construction service activities at prescribed rates. These funds can be used for maintenance and/or improvements of safety of these activities, and are not available for distribution to shareholders.

Share-based compensation reserve of the Group comprises the recognition of the equity-settled share-based payment under the share options and the restricted shares which are yet to be exercised. The amount will either be transferred to the share capital account when the related share options or awards are exercised, or be transferred to retained profits should the related options or awards expire or be forfeited.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 22. Perpetual Securities

On 14 June 2017, the Company issued US\$300,000,000 perpetual capital securities (“Perpetual Securities”) at an initial distribution rate of 4.35% under the US\$4,000,000,000 medium term note and perpetual securities programme updated on 1 June 2017 by the Company. The Perpetual Securities are unsecured.

Distributions of the Perpetual Securities may be paid semi-annually in arrears on 14 June and 14 December of each year (“Distribution Payment Date”) and may be deferred at the discretion of the Company unless a compulsory distribution payment event (including distributions to ordinary shareholders of the Company) has occurred. Following a deferral, arrears of distributions are cumulative.

The Perpetual Securities have no fixed maturity date and are callable at the Company’s option in whole on 14 June 2022 (“First Call Date”) or on any Distribution Payment Date falling after the First Call Date at their principal amounts together with any distribution accrued to the date fixed for redemption (including any arrears of distribution and any additional distribution amounts). The applicable distribution rate will reset, in respect of the period (A) from, and including, the First Call Date to, but excluding, the immediately following reset date (“Reset Date”) and (B) from, and including, each Reset Date falling after the First Call Date to, but excluding, the immediately following Reset Date, the relevant reset distribution rate shall be the comparable treasury rate as at each relevant Reset Date plus the initial spread 2.62% plus 5.00% per annum.

In the opinion of the directors, the Group is able to control the delivery of cash or other financial assets to the holders of Perpetual Securities other than an unforeseen liquidation of the Company.

The direct transaction costs attributable to the Perpetual Securities amounted to RMB5,451,000.

On 23 June 2014, the Company issued US\$200,000,000 senior perpetual capital securities (“Senior Perpetual Securities”) at an initial distribution rate of 5.55%. The First Call Date of the Senior Perpetual Securities is 23 June 2017 and the Company redeemed the Senior Perpetual Securities in full during the six months ended 30 June 2017.

For the six months ended 30 June 2017, the profit attributable to the holders of Perpetual Securities and Senior Perpetual Securities, based on the applicable distribution rates, was RMB39,856,000 (six months ended 30 June 2016: RMB37,212,000) and the distribution made by the Group to the holders of Senior Perpetual Securities was RMB37,847,000 (six months ended 30 June 2016: RMB36,803,000).

### 23. Restricted Share Award Scheme and Share Option Scheme

On 11 June 2014, the Board of directors announced that it has adopted an award scheme (the “Award Scheme”). As a result, the Company granted restricted shares to selected grantees under the Award Scheme since 2014. On 20 June 2017 the Company has resolved to additionally offer to grant restricted shares to the selected grantees under the Award Scheme for a total of 49,386,000 shares.

Pursuant to a resolution in writing passed on 7 July 2014 by the shareholders of the Company, a share option scheme (the “Share Option Scheme”) has been adopted by the Company. As a result, the Company granted share options to selected grantees under the Share Option Scheme since 2014. On 20 June 2017 the Board announced that, the Company has resolved to additionally offer to grant share options to certain qualified participants under the Share Option Scheme to subscribe for a total of 32,924,000 ordinary shares in the capital of the Company.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 24. Contingent Liabilities

At the end of the reporting period, contingent liabilities that not provided for in the financial statements were as follows:

|                 | 30 June<br>2017<br>RMB'000 | 31 December<br>2016<br>RMB'000 |
|-----------------|----------------------------|--------------------------------|
| Claimed amounts | 4,855                      | 4,257                          |

### 25. Pledge of Assets

Details of the Group's bank loans which are secured by the assets of the Group are included in Notes 10, 11, 12, 16 and 18 to the financial statements.

### 26. Operating Lease Arrangements

(a) As lessor

The Group leases its equipment, tools and moulds under operating lease arrangements. The terms of the leases generally also require the tenants to pay security deposits and provide for periodic rent adjustments according to the then prevailing market conditions.

At 30 June 2017, the Group had total future minimum lease receivables under non-cancellable operating leases with its tenants falling due as follows:

|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|---|---|
| Within one year                         | 370,928                                   | 671,916                                     |
| In the second to fifth years, inclusive | 467,034                                   | 420,871                                     |
|   | 837,962                                   | 1,092,787                                   |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**26. Operating Lease Arrangements (continued)****(b) As lessee**

The Group leases certain properties as its office premises under operating lease arrangements. Leases for properties are negotiated for terms substantially ranging from one to more than five years.

At 30 June 2017, the Group had total future minimum lease payments under non-cancellable operating leases falling due as follows:

|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|---|---|
| Within one year                         | 134,874                                   | 154,533                                     |
| In the second to fifth years, inclusive | 254,066                                   | 192,695                                     |
| More than five years                    | 283,347                                   | 99,669                                      |
|   | <b>672,287</b>                            | <b>446,897</b>                              |

**27. Commitments**

(a) In addition to the operating lease commitments detailed in Note 26(b) above, the Group had the following capital commitments at the end of the reporting period:

|   | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|---|---|---|
| Contracted, but not provided for:                             |   |   |
| Capital expenditure for acquisition of property and equipment | 754,433                                   | 535,261                                     |
| Purchase of shareholding                                      | 399,049                                   | 386,500                                     |
|   | <b>1,153,482</b>                          | <b>921,761</b>                              |

**(b) Credit commitments**

The Group's irrevocable credit commitments at the end of the reporting period are as follows:

|                                | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--------------------------------|---|---|
| Irrevocable credit commitments | 9,778,844                                 | 5,432,647                                   |



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 27. Commitments (continued)

#### (b) Credit commitments (continued)

At any given time, the Group has outstanding commitments to extend credit, which are included in irrevocable credit commitments. These commitments are in the form of approved lease contracts, which had yet to be provided as at the end of each reporting period.

### 28. Related Party Transactions

Relationship between the Group and its related parties:

**Ultimate holding company of a shareholder with significant influence**  
Sinochem Group

**A shareholder with significant influence**  
Greatpart Limited

**Subsidiaries of the ultimate holding company of a shareholder with significant influence**  
Sinochem Hong Kong (Group) Company Limited ("Sinochem Hong Kong")  
Sinochem Finance Co., Ltd.  
China Jin Mao Group Co., Ltd.  
Beijing Chemsunny Property Co., Ltd.  
Jin Mao (Shanghai) Property Management Service Co., Ltd.  
Sinochem Jinmao Property Management (Beijing) Co., Ltd.  
Sinochem Corporation  
Sinochem International (Overseas) Pte. Ltd.  
Sinochem International Tendering Co., Ltd. ("Sinochem Tendering")

**Joint ventures**  
Weihai Haida hospital Co., Ltd.  
Guangzhou Kangda Industrial Technology Co., Ltd.  
Kunming Broadhealthcare Investment Co., Ltd.  
Fengyang Gulou hospital Co., Ltd.  
Teamway Shipping Limited  
Gold Chance Shipping Limited

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**28. Related Party Transactions (continued)**

- a. In addition to the balances in Notes 12 and 16 to the financial statements, at the end of the reporting period, the Group had the following balances with its related parties:

*(i) Deposits and other receivables*

|  | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|--|---|---|
| <b>Due from related parties</b>                          |   |   |
| China Jin Mao Group Co., Ltd.                            | 16,337                                    | 16,337                                      |
| Beijing Chemsunny Property Co., Ltd.                     | 2,493                                     | 2,493                                       |
| Jin Mao (Shanghai) Property Management Service Co., Ltd. | 2   | 2   |
| Sinochem Jinmao Property Management (Beijing) Co., Ltd.  | 175                                       | 175   |
| Gold Chance Shipping Limited                             | 40,252                                    | 41,154                                      |
| Teamway Shipping Limited                                 | 39,913                                    | 40,807                                      |
| Weihai Haida Hospital Co., Ltd.                          | 83  | –   |
| Kunming Broadhealthcare Investment Co., Ltd.             | 150                                       | –   |
|  | <b>99,405</b>                             | <b>100,968</b>                              |

Amounts due from related parties of the Group were unsecured and non-interest-bearing.

*(ii) Other payables and accruals*

|                               | 30 June<br>2017<br>(Unaudited)<br>RMB'000 | 31 December<br>2016<br>(Audited)<br>RMB'000 |
|-------------------------------|---|---|
| <b>Due to related parties</b> |   |   |
| Sinochem Finance Co., Ltd.    | –   | 814   |
| Gold Chance Shipping Limited  | 2,832                                     | –   |
| Teamway Shipping Limited      | 2,500                                     | –   |
|                               | <b>5,332</b>                              | <b>814</b>                                  |

Amounts due to related parties were unsecured and non-interest-bearing.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**28. Related Party Transactions (continued)**

b. The Group had the following material transactions with related parties during the period:

*(i) Interest income from cash at banks*

|                            | For the six months ended 30 June |             |
|----------------------------|----------------------------------|-------------|
|                            | 2017                             | 2016        |
|                            | (Unaudited)                      | (Unaudited) |
|                            | RMB'000                          | RMB'000     |
| Sinochem Finance Co., Ltd. | 2,043                            | 1,437       |

The interest income was charged at rates ranging from 0.35% to 1.15% per annum.

*(ii) Service fee income*

|   | For the six months ended 30 June |             |
|---|----------------------------------|-------------|
|   | 2017                             | 2016        |
|   | (Unaudited)                      | (Unaudited) |
|   | RMB'000                          | RMB'000     |
| Sinochem International (Overseas) Pte. Ltd. | –                                | 2,525       |
| Weihai Haida Hospital Co., Ltd.             | 157                              | –           |
|   | 157                              | 2,525       |

These services were provided based on prices mutually agreed between the parties.

*(iii) Interest expenses on borrowings*

|                            | For the six months ended 30 June |             |
|----------------------------|----------------------------------|-------------|
|                            | 2017                             | 2016        |
|                            | (Unaudited)                      | (Unaudited) |
|                            | RMB'000                          | RMB'000     |
| Sinochem Finance Co., Ltd. | 9,381                            | 5,539       |

The interest expenses were charged at rates ranging from 3.92% to 4.79% per annum.



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**28. Related Party Transactions (continued)**

b. The Group had the following material transactions with related parties during the period: (continued)

*(iv) Rental expenses*

|   | For the six months ended 30 June |               |
|---|----------------------------------|---------------|
|   | 2017                             | 2016          |
|   | (Unaudited)                      | (Unaudited)   |
|   | RMB'000                          | RMB'000       |
| China Jin Mao Group Co., Ltd.                             | 25,292                           | 25,304        |
| Beijing Chemsunny Property Co., Ltd.                      | 3,910                            | 2,045         |
| Sinochem Jinmao Property Management (Beijing) Co., Ltd.   | 281                              | 148           |
| Jin Mao (Shanghai) Property Management Services Co., Ltd. | 676                              | 572           |
| Sinochem Hong Kong  | –                                | 1,316         |
|   | <b>30,159</b>                    | <b>29,385</b> |

These transactions for rental expenses were based on prices mutually agreed between the parties.

*(v) Commission fee expense*

|                            | For the six months ended 30 June |             |
|----------------------------|----------------------------------|-------------|
|                            | 2017                             | 2016        |
|                            | (Unaudited)                      | (Unaudited) |
|                            | RMB'000                          | RMB'000     |
| Sinochem Finance Co., Ltd. | 1,237                            | 2,345       |

*(vi) Interest income*

|  | For the six months ended 30 June |              |
|--|----------------------------------|--------------|
|  | 2017                             | 2016         |
|  | (Unaudited)                      | (Unaudited)  |
|  | RMB'000                          | RMB'000      |
| Weihai Haida hospital Co., Ltd.                  | 606                              | 2,250        |
| Guangzhou Kangda Industrial Technology Co., Ltd. | 12,678                           | 841          |
| Kunming Broadhealthcare Investment Co., Ltd.     | 1,481                            | 1,562        |
|  | <b>14,765</b>                    | <b>4,653</b> |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**28. Related Party Transactions (continued)**

b. The Group had the following material transactions with related parties during the period: (continued)

*(vii) Sales of goods*

|                                   | For the six months ended 30 June |             |
|-----------------------------------|----------------------------------|-------------|
|                                   | 2017                             | 2016        |
|                                   | (Unaudited)                      | (Unaudited) |
|                                   | RMB'000                          | RMB'000     |
| Fengyang Gulou hospital Co., Ltd. | 113                              | –           |

*(viii) Tendering service fee*

|  | For the six months ended 30 June |             |
|--|----------------------------------|-------------|
|  | 2017                             | 2016        |
|  | (Unaudited)                      | (Unaudited) |
|  | RMB'000                          | RMB'000     |
| Sinochem International Tendering Co., Ltd. | –                                | 310         |

*(ix) Non-cancellable operating leases*

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

|                                      | 30 June     | 31 December |
|--------------------------------------|-------------|-------------|
|                                      | 2017        | 2016        |
|                                      | (Unaudited) | (Audited)   |
|                                      | RMB'000     | RMB'000     |
| China Jin Mao Group Co., Ltd.        | 25,635      | 50,937      |
| Beijing Chemsunny Property Co., Ltd. | 4,387       | 8,773       |
|                                      | 30,022      | 59,710      |

*(x) Finance lease with CSR Qingdao Sifang Locomotive & Rolling Stock Co., Ltd. ("CSR Sifang"), CRRC Qingdao Sifang Co., Ltd. ("CRRC Sifang") and Sinochem Tendering*

On 10 June 2015, the Group entered into (i) the Lease Contract with CSR Sifang and (ii) the Supplementary Agreement with CSR Sifang and Sinochem Tendering. Pursuant to the Supplementary Agreement, upon the completion of the performance by CSR Sifang of all its duties under the Lease Contract, including but not limited to the payment of the total amount of rental and all other taxes, interest and damages incurred (if any), Sinochem Tendering shall repurchase the equipment in an amount of RMB11,738,000 and the Group will transfer the title of the equipment to Sinochem Tendering after the payment of the repurchase price by Sinochem Tendering. The repurchase price was determined based on the residual value of the leasing asset as at the repurchase date.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**28. Related Party Transactions (continued)**

b. The Group had the following material transactions with related parties during the period: (continued)

(x) *Finance lease with CSR Qingdao Sifang Locomotive & Rolling Stock Co., Ltd. ("CSR Sifang"), CRRC Qingdao Sifang Co., Ltd. ("CRRC Sifang") and Sinochem Tendering (continued)*

On 15 January 2016, the Group entered into (i) the New Lease Contract with CRRC Sifang and (ii) the New Supplementary Agreement with CRRC Sifang and Sinochem Tendering. Pursuant to the New Supplementary Agreement, upon the completion of the performance by CRRC Sifang of all its duties under the Lease Contract, including but not limited to the payment of the total amount of rental and all other taxes, interest and damages incurred (if any), Sinochem Tendering shall repurchase the equipment in an amount of RMB19,584,000 and the Group will transfer the title of the equipment to Sinochem Tendering after the payment of the repurchase price by Sinochem Tendering. The repurchase price was determined based on the residual value of the leasing asset as at the repurchase date.

In the opinion of the directors, the transactions listed above between the Group and the aforementioned related parties were conducted in the ordinary and usual course of business and on terms and conditions similar to those entered into with unrelated parties.

c. Compensation of key management personnel of the Group

|                   | For the six months ended 30 June |             |
|-------------------|----------------------------------|-------------|
|                   | 2017                             | 2016        |
|                   | (Unaudited)                      | (Unaudited) |
|                   | RMB'000                          | RMB'000     |
| Employee benefits | 46,147                           | 26,322      |

**29. Fair Value Hierarchy****Financial instruments not measured at fair value**

Financial assets and liabilities not presented at their fair value on the statement of financial position mainly represent cash and cash equivalents, restricted deposits, loans and accounts receivables, financial assets included in deposits and other receivables, trade and bills payables, financial liabilities included in other payables and accruals, interest-bearing bank and borrowings.

Fair value estimates are made at a specific point in time based on relevant market information and information about various financial instruments. The following methods and assumptions have been used to estimate the fair value of each class of financial instrument as far as practicable.

*Cash and cash balances, current portion of financial assets included in deposits and other receivables, trade and bills payables, short-term borrowings and current portion of financial liabilities included in other payables and accruals*

Substantially all of the financial assets and liabilities mature within one year from the end of the reporting period and their carrying values approximate to their fair values.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 29. Fair Value Hierarchy (continued)

#### Financial instruments not measured at fair value (continued)

##### *Loans and accounts receivables, interest-bearing bank and other borrowing except for bonds issue and short-term borrowings and restricted deposits*

Substantially all of the loans and accounts receivables, restricted deposits and interest-bearing bank and other borrowings except for bonds issued are on floating rate terms, bearing interest at prevailing market interest rates and their carrying values approximates to their fair values.

##### *Bonds issued*

The fair values of the bonds issued are calculated based on a discounted cash flow model using a current yield curve appropriate for the remaining term to maturity.

The table below summarises the carrying amounts and fair values of bonds issued which are included in interest-bearing bank and other borrowings not presented at fair value on the statement of financial position.

|                              | Carrying amounts |                     | Fair values     |                     |
|------------------------------|------------------|---------------------|-----------------|---------------------|
|                              | 30 June<br>2017  | 31 December<br>2016 | 30 June<br>2017 | 31 December<br>2016 |
|                              | RMB'000          | RMB'000             | RMB'000         | RMB'000             |
| <b>Financial liabilities</b> |                  |                     |                 |                     |
| Bonds issued                 | 51,313,552       | 43,690,437          | 51,699,139      | 43,697,168          |

##### *Non-current portion of financial assets included in prepayments, deposits and other receivables and non-current portion of financial liabilities included in other payables and accruals*

The fair values of the non-current portion of financial assets included in prepayments, deposits and other receivables and the fair value of the non-current portion of financial liabilities included in other payables and accruals have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities. The difference between the carrying amounts and fair values of those financial assets and liabilities is not significant.

##### *Equity investments at fair value through profit or loss and available-for-sale investments*

As at 30 June 2017, the fair value has not been disclosed for certain equity investments at fair value through profit or loss and available-for-sale investments in unlisted equity instruments that do not have a quoted market price in an active market and is measured at cost less any impairment because their fair value cannot be measured reliably. The reason why the fair value cannot be measured reliably is that the variability in the range of reasonable fair value estimates is significant for that investment or the probabilities of the various estimates within the range cannot be reasonably assessed and used in estimating fair value. The carrying amounts of these equity investments at fair value through profit or loss and available-for-sale investments were RMB721,239,000 (31 December 2016: RMB124,000,000) and RMB103,555,000 (31 December 2016: RMB103,555,000), respectively. All of them are unlisted equity investments held by the Group in China, which are intended to be disposed of by the Group after getting listed on the designated stock exchanges in the future.

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements



### 29. Fair Value Hierarchy (continued)

#### Financial instruments measured at fair value

##### *Non-deliverable cross-currency swaps and interest rate swaps*

Non-deliverable cross-currency swaps and interest rate swaps are measured using valuation techniques similar to the present value calculations of the forward pricing and swap models, which incorporate various market observable inputs including the credit quality of counterparties, foreign exchange spot and forward rates and interest rate curves.

##### *Equity investments at fair value through profit or loss*

The valuations of the equity investments at fair value through profit or loss were based on information known to the Group and market conditions existing at the end of the reporting period. The fair values were determined by using appropriate valuation techniques. Valuation techniques include: using recent arm's length market transactions; referring to the current market value of another instrument that is substantially the same and making as much use of available and supportable market data as possible.

##### *Available-for-sale investments*

The fair values of available-for-sale investments of listed equity investments are based on quoted market prices.

#### Fair value hierarchy:

The Group uses the following hierarchy for determining and disclosing the fair values of financial instruments:

- Level 1: fair values measured based on quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2: fair values measured based on valuation techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly
- Level 3: fair values measured based on valuation techniques for which any inputs which have a significant effect on the recorded fair value are not based on observable market data (unobservable inputs)



## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**29. Fair Value Hierarchy (continued)**

Fair value hierarchy: (continued)

*Assets and Liabilities measured at fair value:*

As at 30 June 2017

|   | Level 1<br>Quoted prices<br>in active<br>markets<br>RMB'000 | Level 2<br>Significant<br>observable<br>inputs<br>RMB'000 | Level 3<br>Significant<br>unobservable<br>inputs<br>RMB'000 | Total<br>RMB'000 |
|---|---|---|---|------------------|
| Available-for-sale investments – equity investments     | 111,238   | –   | –   | 111,238          |
| Cross-currency interest rate swaps – assets             | –   | 426,171   | –   | 426,171          |
| Cross-currency interest rate swaps – liabilities        | –   | (7,860)   | –   | (7,860)          |
| Forward currency contracts – assets                     | –   | 3,270   | –   | 3,270            |
| Forward currency contracts – liabilities                | –   | (156,648)   | –   | (156,648)        |
| Interest rate swaps – assets                            | –   | 31,018  | –   | 31,018           |
| Interest rate swaps – liabilities                       | –   | (931)   | –   | (931)            |
| Equity investments at fair value through profit or loss | –   | 422,872   | –   | 422,872          |
| Other liabilities                                       | –   | (413,195)   | –   | (413,195)        |

As at 31 December 2016

|   | Level 1<br>Quoted prices<br>in active<br>markets<br>RMB'000 | Level 2<br>Significant<br>observable<br>inputs<br>RMB'000 | Level 3<br>Significant<br>unobservable<br>inputs<br>RMB'000 | Total<br>RMB'000 |
|---|---|---|---|------------------|
| Available-for-sale investments – equity investments     | 186,334   | –   | –   | 186,334          |
| Cross-currency interest rate swaps – assets             | –   | 1,034,720   | –   | 1,034,720        |
| Cross-currency interest rate swaps – liabilities        | –   | –   | –   | –                |
| Forward currency contracts – assets                     | –   | 348,156   | –   | 348,156          |
| Forward currency contracts – liabilities                | –   | (90,150)  | –   | (90,150)         |
| Interest rate swaps – liabilities                       | –   | (2,067)   | –   | (2,067)          |
| Equity investments at fair value through profit or loss | –   | 597,239   | –   | 597,239          |
| Other liabilities                                       | –   | (70,000)  | –   | (70,000)         |

## Notes to the Unaudited Interim Condensed Consolidated Financial Statements

**29. Fair Value Hierarchy (continued)**

Fair value hierarchy: (continued)

*Assets and Liabilities measured at fair value: (continued)*

During the six months ended 30 June 2017, there was no transfer at fair value measurements between Level 1 and Level 2 and no transfer into or out of Level 3 (six months ended 30 June 2016: Nil).

*Liabilities for which fair values are disclosed:*

As at 30 June 2017

|              | Level 1<br>Quoted prices<br>in active<br>markets<br>RMB'000 | Level 2<br>Significant<br>observable<br>inputs<br>RMB'000 | Level 3<br>Significant<br>unobservable<br>inputs<br>RMB'000 | Total<br>RMB'000 |
|--------------|---|---|---|------------------|
| Bonds issued | –   | 51,699,139  | –   | 51,699,139       |

As at 31 December 2016

|              | Level 1<br>Quoted prices<br>in active<br>markets<br>RMB'000 | Level 2<br>Significant<br>observable<br>inputs<br>RMB'000 | Level 3<br>Significant<br>unobservable<br>inputs<br>RMB'000 | Total<br>RMB'000 |
|--------------|---|---|---|------------------|
| Bonds issued | –   | 43,697,168  | –   | 43,697,168       |

**30. Events after the Reporting Period**

There was no material subsequent event undertaken by the Group after 30 June 2017.

**31. Approval of the Interim Condensed Consolidated Financial Statements**

The interim condensed consolidated financial statements were approved and authorised for issue by the board of directors on 23 August 2017.

## Financial Summary

A summary of the results and of the assets, liabilities and non-controlling interests of the Group for the past few financial years, as extracted from the published audited financial information and financial statements is set out below.

### Results

|   | For the six months ended 30 June |                  | For the year ended 31 December |                  |                  |
|---|----------------------------------|------------------|--------------------------------|------------------|------------------|
|   | 2017                             | 2016             | 2016                           | 2015             | 2014             |
|   | RMB'000                          | RMB'000          | RMB'000                        | RMB'000          | RMB'000          |
|   | (Unaudited)                      | (Unaudited)      | (Audited)                      | (Audited)        | (Audited)        |
| Revenue   | 8,972,211                        | 7,280,667        | 13,928,369                     | 11,795,983       | 10,060,717       |
| Cost of Sales                                     | (3,508,756)                      | (2,566,867)      | (5,735,538)                    | (4,771,610)      | (4,106,547)      |
| Gross profit                                      | 5,463,455                        | 4,713,800        | 8,192,831                      | 7,024,373        | 5,954,170        |
| Other income and gains                            | 200,806                          | 144,238          | 477,443                        | 510,032          | 523,689          |
| Selling and distribution costs                    | (2,043,913)                      | (1,678,390)      | (2,872,888)                    | (2,531,237)      | (2,265,899)      |
| Other expenses                                    | (218,488)                        | (130,158)        | (306,790)                      | (454,489)        | (249,400)        |
| Finance costs                                     | (92,292)                         | (84,723)         | (157,755)                      | (122,221)        | (14,667)         |
| Profit or loss on investment<br>in joint ventures | (1,518)                          | 826              | 591                            | (310)            | (195)            |
| Profit or loss on investment<br>in associates     | (10,781)                         | 162              | 300                            | –                | 13,511           |
| Pre-Provision Operating<br>Profit                 | 3,297,269                        | 2,965,755        | 5,333,732                      | 4,426,148        | 3,961,209        |
| Assets Provisions                                 | (993,365)                        | (880,633)        | (1,261,262)                    | (846,423)        | (750,009)        |
| <b>Profit before tax</b>                          | <b>2,303,904</b>                 | <b>2,085,122</b> | <b>4,072,470</b>               | <b>3,579,725</b> | <b>3,211,200</b> |
| Income tax expense                                | (684,358)                        | (619,698)        | (1,130,683)                    | (999,734)        | (869,026)        |
| Profits for the year                              | 1,619,546                        | 1,465,424        | 2,941,787                      | 2,579,991        | 2,342,174        |
| Attributable to:                                  |                                  |                  |                                |                  |                  |
| Holders of ordinary<br>shares                     | 1,619,032                        | 1,439,491        | 2,882,208                      | 2,503,109        | 2,295,954        |
| Holders of perpetual<br>securities                | 39,856                           | 37,212           | 78,284                         | 73,080           | 36,036           |
| Non-controlling interests                         | (39,342)                         | (11,279)         | (18,705)                       | 3,802            | 10,184           |
|   | 1,619,546                        | 1,465,424        | 2,941,787                      | 2,579,991        | 2,342,174        |



## Financial Summary

The following table sets forth the results of the Group converted into US\$ at the respective average exchange rate as at the end of each period(1) as of the dates indicated.

|   | For the six months ended 30 June |                         | For the year ended 31 December |                       |                       |
|---|----------------------------------|-------------------------|--------------------------------|-----------------------|-----------------------|
|   | 2017                             | 2016                    | 2016                           | 2015                  | 2014                  |
|   | US\$'000<br>(Unaudited)          | US\$'000<br>(Unaudited) | US\$'000<br>(Audited)          | US\$'000<br>(Audited) | US\$'000<br>(Audited) |
| <b>Revenue</b>                                    | <b>1,308,723</b>                 | 1,109,452               | 2,074,125                      | 1,870,508             | 1,647,151             |
| Cost of Sales                                     | (511,801)                        | (391,148)               | (854,100)                      | (756,642)             | (672,328)             |
| Gross profit                                      | <b>796,922</b>                   | 718,304                 | 1,220,025                      | 1,113,866             | 974,823               |
| Other income and gains                            | 29,290                           | 21,979                  | 71,098                         | 80,877                | 85,739                |
| Selling and distribution costs                    | (298,133)                        | (255,759)               | (427,812)                      | (401,382)             | (370,976)             |
| Other expenses                                    | (31,870)                         | (19,833)                | (45,685)                       | (72,069)              | (40,832)              |
| Finance costs                                     | (13,462)                         | (12,910)                | (23,492)                       | (19,381)              | (2,401)               |
| Profit or loss on investment<br>in joint ventures | (221)                            | 126                     | 88                             | (49)                  | (32)                  |
| Profit or loss on investment<br>in associates     | (1,573)                          | 25                      | 45                             | –                     | 2,212                 |
| Pre-Provision Operating<br>Profit                 | <b>480,953</b>                   | 451,932                 | 794,267                        | 701,862               | 648,533               |
| Assets Provisions                                 | (144,896)                        | (134,194)               | (187,820)                      | (134,219)             | (122,792)             |
| <b>Profit before tax</b>                          | <b>336,057</b>                   | 317,738                 | 606,447                        | 567,643               | 525,741               |
| Income tax expense                                | (99,823)                         | (94,432)                | (168,374)                      | (158,530)             | (142,278)             |
| Profits for the year                              | <b>236,234</b>                   | 223,306                 | 438,073                        | 409,113               | 383,463               |
| Attributable to:                                  |                                  |                         |                                |                       |                       |
| Holders of ordinary<br>shares                     | <b>236,159</b>                   | 219,355                 | 429,200                        | 396,922               | 375,896               |
| Holders of perpetual<br>securities                | <b>5,814</b>                     | 5,670                   | 11,658                         | 11,588                | 5,900                 |
| Non-controlling interests                         | <b>(5,739)</b>                   | (1,719)                 | (2,785)                        | 603                   | 1,667                 |
|   | <b>236,234</b>                   | 223,306                 | 438,073                        | 409,113               | 383,463               |

## Financial Summary

### Assets, Liabilities and Non-controlling Interests

|                           | For the six months ended 30 June |                                | For the year ended 31 December |                              |                              |
|---------------------------|----------------------------------|--------------------------------|--------------------------------|------------------------------|------------------------------|
|                           | 2017<br>RMB'000<br>(Unaudited)   | 2016<br>RMB'000<br>(Unaudited) | 2016<br>RMB'000<br>(Audited)   | 2014<br>RMB'000<br>(Audited) | 2013<br>RMB'000<br>(Audited) |
| Total assets              | 196,985,860                      | 150,329,147                    | 166,560,921                    | 139,312,889                  | 110,726,124                  |
| Total liabilities         | (170,564,624)                    | (127,022,536)                  | (141,714,820)                  | (116,351,469)                | (93,276,231)                 |
| Perpetual securities      | (2,036,648)                      | (1,227,612)                    | (1,231,881)                    | (1,227,203)                  | (1,258,170)                  |
| Non-controlling interests | (869,604)                        | (399,532)                      | (654,990)                      | (343,180)                    | (78,771)                     |
|                           | 23,514,984                       | 21,679,467                     | 22,959,230                     | 21,391,037                   | 16,112,952                   |

The following table sets forth the assets, liabilities and non-controlling interests of the Group converted into US\$ at the respective average rate as at the end of each period<sup>(1)</sup> as of the dates indicated.

|                           | For the six months ended 30 June |                                 | For the year ended 31 December |                               |                               |
|---------------------------|----------------------------------|---------------------------------|--------------------------------|-------------------------------|-------------------------------|
|                           | 2017<br>US\$'000<br>(Unaudited)  | 2016<br>US\$'000<br>(Unaudited) | 2016<br>US\$'000<br>(Audited)  | 2015<br>US\$'000<br>(Audited) | 2014<br>US\$'000<br>(Audited) |
| Total assets              | 29,077,979                       | 22,669,976                      | 24,010,512                     | 21,453,876                    | 18,095,461                    |
| Total liabilities         | (25,177,820)                     | (19,155,287)                    | (20,428,834)                   | (17,917,868)                  | (15,243,705)                  |
| Perpetual securities      | (300,639)                        | (185,127)                       | (177,581)                      | (188,987)                     | (205,617)                     |
| Non-controlling interests | (128,366)                        | (60,249)                        | (94,420)                       | (52,849)                      | (12,873)                      |
|                           | 3,471,154                        | 3,269,313                       | 3,309,677                      | 3,294,172                     | 2,633,266                     |

Note :

(1) Exchange rate

|                  | Exchange rate as<br>at the end of the<br>period | Average<br>exchange rate |
|------------------|---|--------------------------|
| 31 December 2011 | 6.3009  | 6.4618                   |
| 31 December 2012 | 6.2855  | 6.2932                   |
| 31 December 2013 | 6.0969  | 6.1912                   |
| 31 December 2014 | 6.1190  | 6.1080                   |
| 31 December 2015 | 6.4936  | 6.3063                   |
| 30 June 2013     | 6.1787  | 6.2321                   |
| 30 June 2014     | 6.1528  | 6.1249                   |
| 30 June 2015     | 6.1136  | 6.1163                   |
| 30 June 2016     | 6.6312  | 6.5624                   |
| 31 December 2016 | 6.9370  | 6.7153                   |
| 30 June 2017     | 6.7744  | 6.8557                   |



## **FAR EAST HORIZON LIMITED**

Add: Room 4706, Office Tower, Convention Plaza, 1 Harbour Road, Wanchai, Hong Kong  
Tel: 852-25888688 Fax: 852-25118660