



齐屹科技

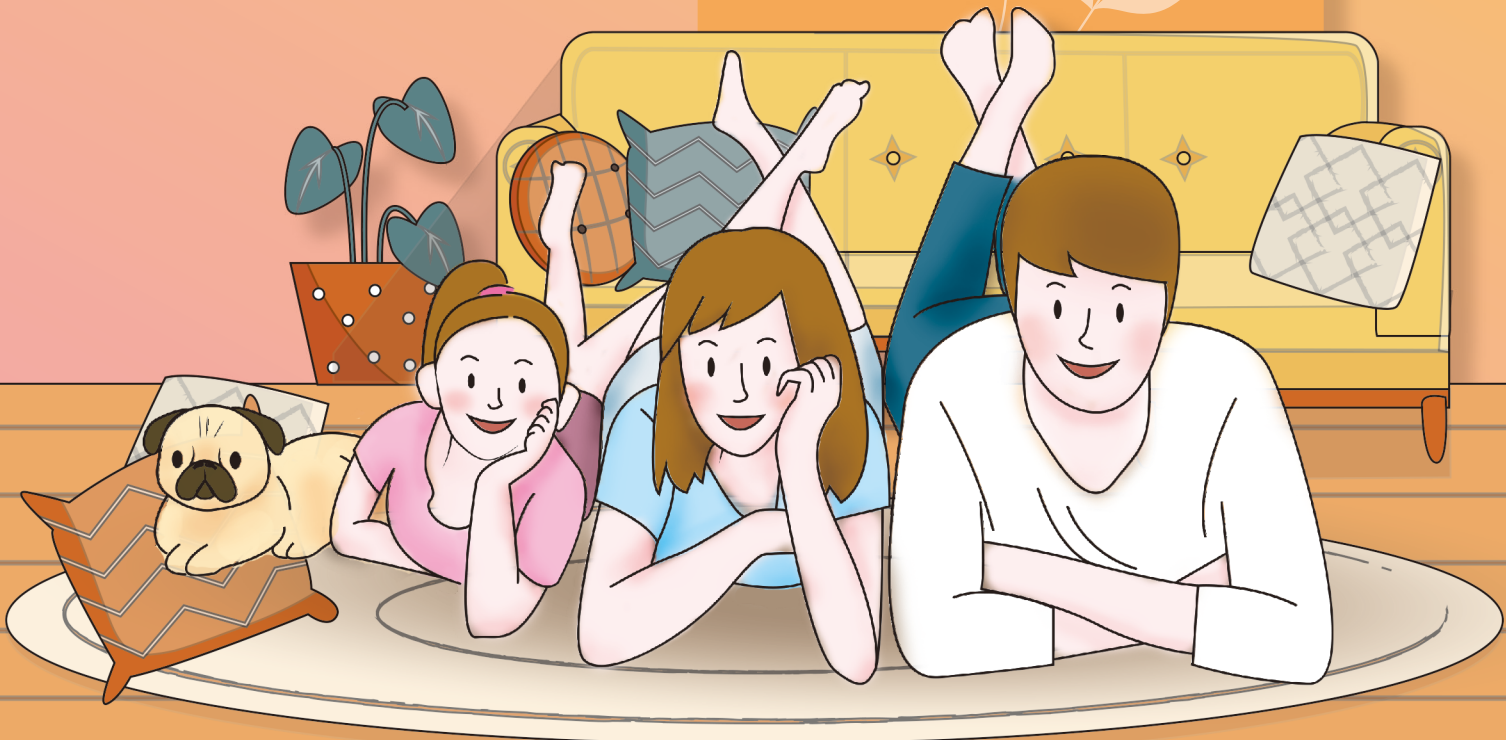
Qeeka Home

**Qeeka Home (Cayman) Inc.**

Stock Code:1739

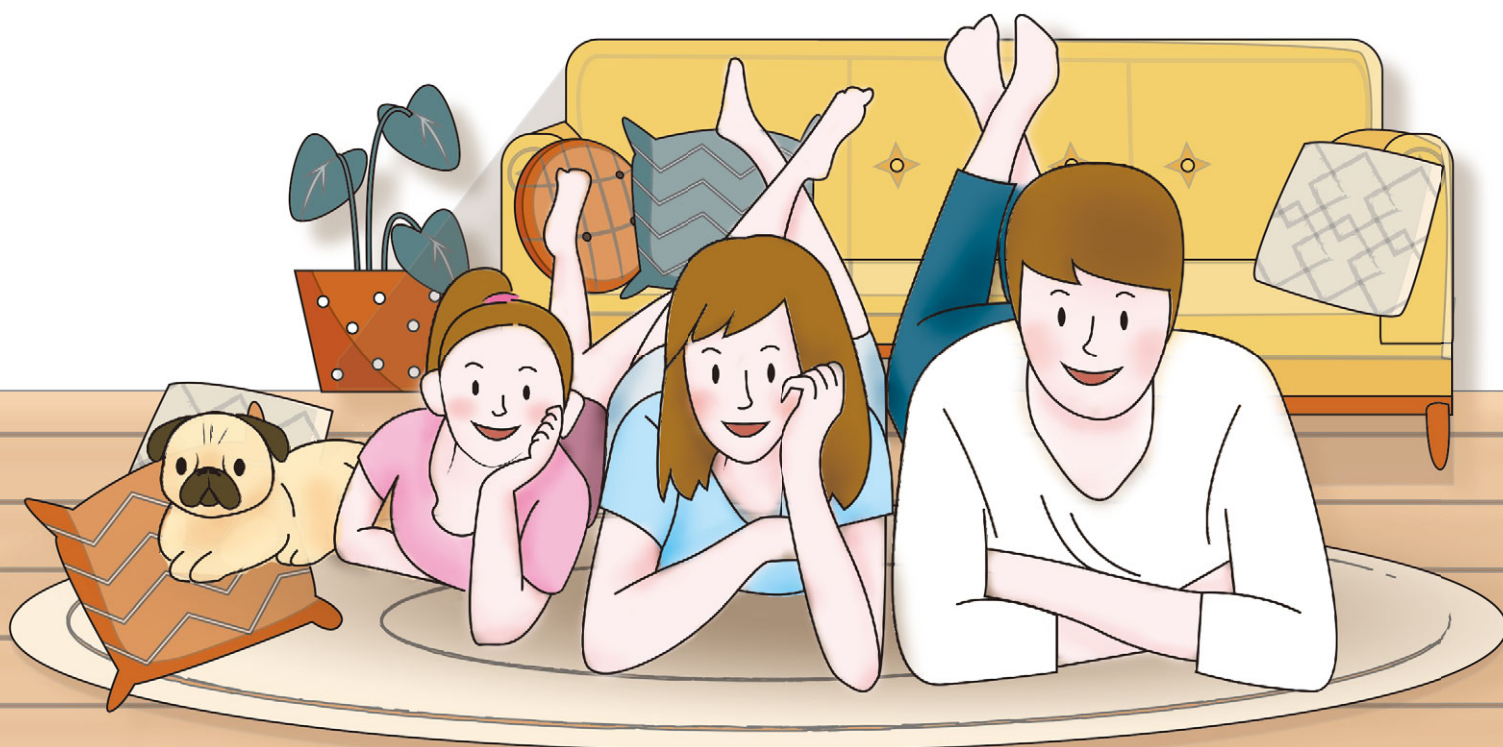
# 2020

## ANNUAL REPORT



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# Corporate Information

## BOARD OF DIRECTORS

### Executive Directors

Mr. DENG Huajin (*Chairman and Chief Executive Officer*)  
Mr. TIAN Yuan  
Mr. GAO Wei

### Non-executive Directors

Mr. LI Gabriel  
Ms. PING Xiaoli  
Mr. ZHAO Guibin<sup>1</sup>  
Mr. SHENG Gang<sup>2</sup>

### Independent Non-executive Directors

Mr. ZHANG Lihong  
Mr. CAO Zhiguang  
Mr. WONG Man Chung Francis

## JOINT COMPANY SECRETARIES

Mr. TIAN Yuan  
Ms. SO Shuk Yi Betty

## AUTHORIZED REPRESENTATIVES

Mr. DENG Huajin  
Mr. TIAN Yuan

## AUDIT AND RISK MANAGEMENT COMMITTEE

Mr. WONG Man Chung Francis (*Chairman*)  
Mr. ZHANG Lihong  
Mr. CAO Zhiguang

## REMUNERATION COMMITTEE

Mr. CAO Zhiguang (*Chairman*)  
Mr. DENG Huajin  
Mr. ZHANG Lihong  
Mr. WONG Man Chung Francis

## NOMINATION COMMITTEE

Mr. DENG Huajin (*Chairman*)  
Mr. ZHANG Lihong  
Mr. CAO Zhiguang

## REGISTERED OFFICE

3-212 Governors Square  
23 Lime Tree Bay Avenue  
P.O. Box 30746, Seven Mile Beach  
Grand Cayman KY1-1203  
Cayman Islands

## HEADQUARTERS

No. 6 Building, 3131 Jinshajiang Road  
Jiading District, Shanghai  
PRC

## PRINCIPAL PLACE OF BUSINESS IN HONG KONG

40th Floor, Dah Sing Financial Centre  
No. 248 Queen's Road East  
Wanchai  
Hong Kong

Notes:

1. Mr. ZHAO Guibin was appointed on 24 April 2020.
2. Mr. SHENG Gang resigned on 24 April 2020.



## Corporate Information

### PRINCIPAL SHARE REGISTRAR AND TRANSFER AGENT

ICS Corporate Services (Cayman) Limited  
3-212 Governors Square  
23 Lime Tree Bay Avenue  
P.O. Box 30746, Seven Mile Beach  
Grand Cayman KY1-1203  
Cayman Islands

### HONG KONG SHARE REGISTRAR

Tricor Investor Services Limited  
Level 54 Hopewell Centre  
183 Queen's Road East  
Wanchai  
Hong Kong

### LEGAL ADVISERS

*As to Hong Kong law and United States law*  
Simpson Thacher & Bartlett  
35/F, ICBC Tower  
3 Garden Road  
Central  
Hong Kong

### AUDITOR

PricewaterhouseCoopers  
Certified Public Accountants and  
Registered Public Interest Entity Auditor  
22/F, Prince's Building  
Central  
Hong Kong

### STOCK CODE

1739

### COMPANY'S WEBSITE

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

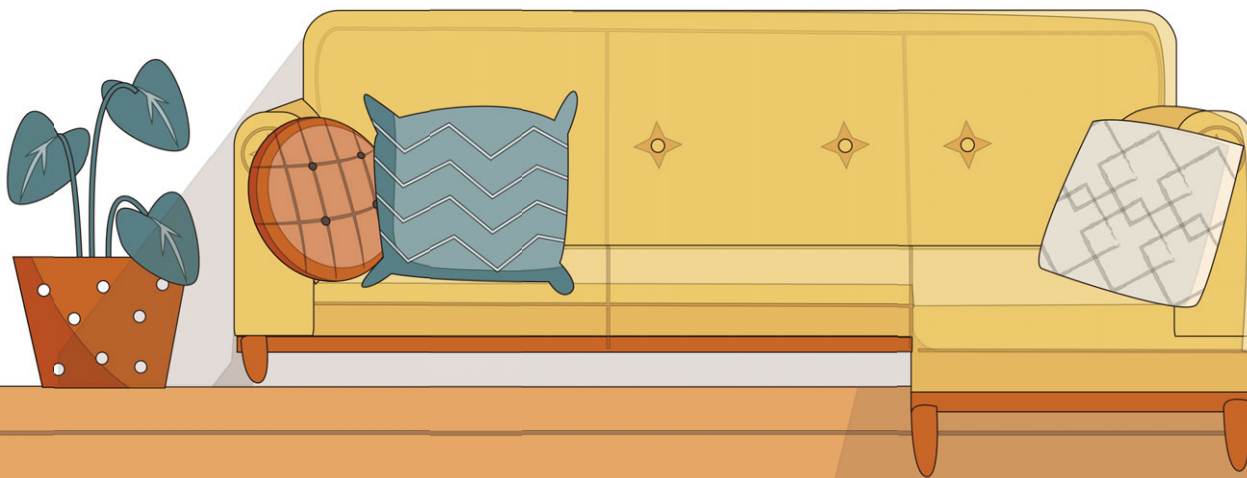
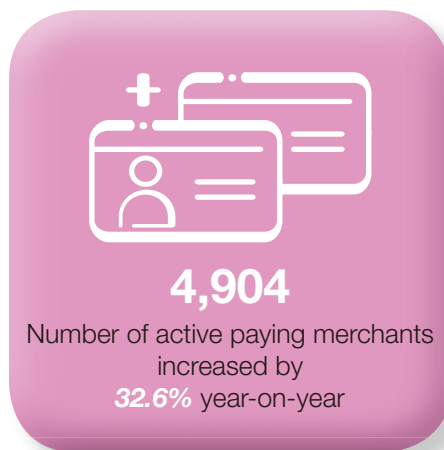
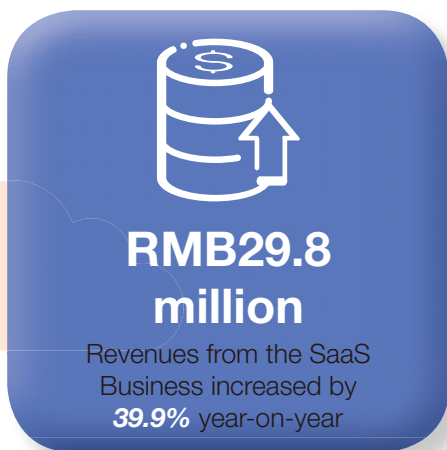
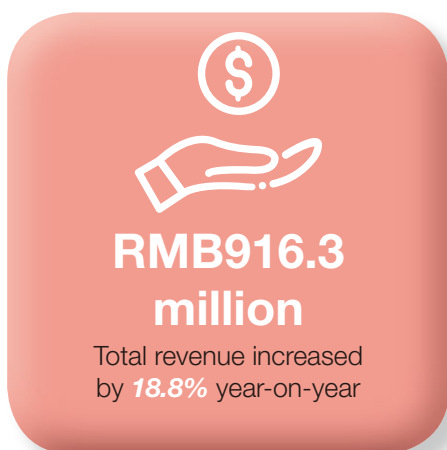
### PRINCIPAL BANKS

China Merchants Bank, Shanghai Branch  
Road Jinshajiang Sub-branch  
1-2/F, Tower A, Shengnuoya Building  
No. 1759, Road Jinshajiang  
Putuo District, Shanghai  
PRC

Bank of China (Hong Kong) Limited  
Hong Kong Branch  
3/F, Bank of China Tower  
1 Garden Road  
Central, Hong Kong

# Key Financial and Operation Data

## HIGHLIGHTS OF FINANCIAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2020





## Key Financial and Operation Data

### KEY FINANCIAL DATA

	Year ended 31 December		Year-on-year Change (%)
	2020 (RMB'000)	2019 (restated) (RMB'000)	
<b>Revenue</b>	<b>916,264</b>	770,985	18.8%
– SaaS	<b>29,807</b>	21,305	39.9%
– Marketing Service	<b>454,556</b>	427,067	6.4%
– Supply Chain Service	<b>52,418</b>	63,053	(16.9%)
– Interior Design and Construction	<b>360,543</b>	255,123	41.3%
– Innovation and others	<b>18,940</b>	4,437	326.9%
<b>Gross Profit</b>	<b>520,500</b>	508,625	2.3%
– SaaS	<b>24,372</b>	21,305	14.4%
– Marketing Service	<b>438,997</b>	407,519	7.7%
– Supply Chain Service	<b>4,649</b>	7,194	(35.4%)
– Interior Design and Construction	<b>50,142</b>	70,544	(28.9%)
– Innovation and others	<b>2,340</b>	2,063	13.4%
<b>Gross Margin</b>	<b>56.8%</b>	66.0%	(13.9%)
– SaaS	<b>81.8%</b>	100.0%	(18.2%)
– Marketing Service	<b>96.6%</b>	95.4%	1.3%
– Supply Chain Service	<b>8.9%</b>	11.4%	(21.9%)
– Interior Design and Construction	<b>13.9%</b>	27.7%	(49.8%)
– Innovation and others	<b>12.4%</b>	46.5%	(73.3%)
Net profit attributable to equity holders of the Company	<b>40,613</b>	60,655	(33.0%)
Adjusted Net Profit attributable to equity holders of the Company <sup>(1)</sup>	<b>45,062</b>	60,939	(26.1%)
Adjusted Net Margin	<b>4.9%</b>	7.9%	(38.0%)
<b>Adjusted EPS (expressed in RMB per share)<sup>(2)</sup></b>			
– Basic	<b>0.04</b>	0.05	(20.0%)
– Diluted	<b>0.04</b>	0.05	(20.0%)

Notes:

(1) For details of adjusted net profit attributable to equity holders of the Company, please refer to the section headed “Management Discussion and Analysis – Profit and NON-IFRS Measures: adjusted net profit attributable to equity holders of the Company”.

(2) Adjusted earnings per share (“EPS”) is calculated by dividing the adjusted net profit attributable to equity holders of the Company by weighted average number of ordinary shares issued during the years ended 31 December 2020 and 2019, which exclude impairment loss on investments in an associate, gains on addition of financial asset at FVOCI, net fair value change on investment on financial assets at fair value through profit or loss, one-off investment gain and share-based compensation expenses.

## Key Financial and Operation Data

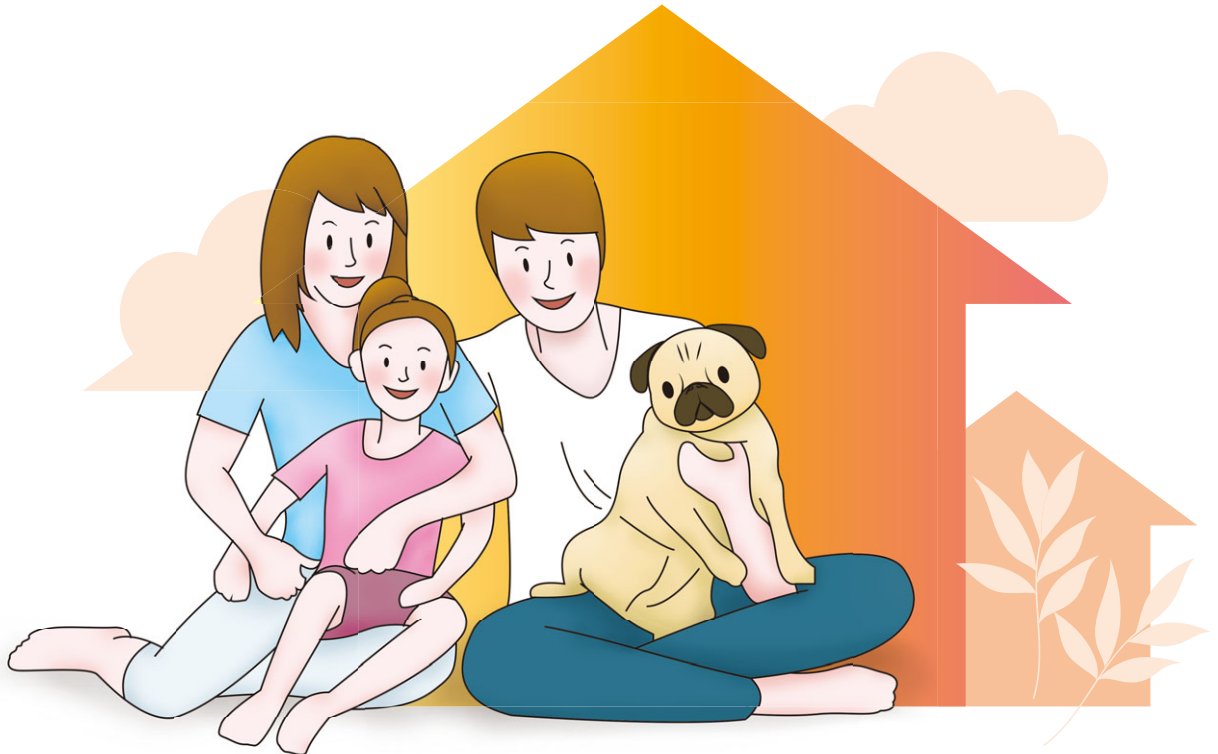
### KEY OPERATION METRICS

The table below sets forth our key operation metrics during the periods indicated:

	Year ended 31 December		Year-on-year
	2020	2019 (restated)	Change (%)
Number of new paying merchants	<b>2,621</b>	1,953	34.2%
Number of active paying merchants	<b>4,904</b>	3,697	32.6%
Number of sales lead	<b>691,686</b>	641,004	7.9%
Average revenue from Marketing Services per sales lead (RMB)	<b>657</b>	666	(1.4%)



## Chairman's Statement



Dear shareholders:

In 2020, as influenced by the outbreak of COVID-19, a large number of IDC service providers suffered a sharp decline in revenue due to the closure of communities in the first and second quarters that should have been the peak season for home decoration. Their annual results were therefore encumbered, and suffering the pressure arising from the in-depth industry adjustment, lots of enterprises were caught in a dilemma of growth stagnation or even negative growth in 2020. We also suffered great pressure in the first and second quarters of 2020. However, by adopting refined operation and strengthening the transformation and upgrading of the merchants, the operation efficiency has been highly enhanced in the third and fourth quarters of 2020, which was then a remarkable performance in the market environment, demonstrating our robust anti-risk capability and growth momentum.

During the Year, we have positively assumed social responsibilities, and taken measures from the aspects of capital, traffic flow, technology, operation, etc. to support the IDC service providers on or even off the platform to

alleviate the operation pressure, improve the customer acquisition and online service capabilities, and tide over the COVID-19 crisis. It has played a leading role in development of the platform and served as a stabilizer and booster for the development of the industry.

On behalf of the Board of the Company, I hereby present the annual results of the Group for the year of 2020.

### FINANCIAL HIGHLIGHTS

As at 31 December 2020, our financial data still maintained a solid growth even under the influence of COVID-19. Our total revenue for the year ended 31 December 2020 grew 18.8% year on year to RMB916.3 million and the revenue for the second half of 2020 increased by 48.7% to RMB601.2 million year on year.

Our adjusted net profit attributable to equity holders of the Company for the year ended 31 December 2020 achieved RMB45.1 million, mainly due to an increase of revenue derived from our Marketing Service Business and our strict cost control strategy response to the epidemic.



## Chairman's Statement

### BUSINESS REVIEW

Our business consists of two segments: 1) SaaS-based service platform for home decoration enterprises, which provides value-added services including marketing service and supply chain service to home decoration enterprises; 2) operation of several interior design and decoration brands.

#### I. SaaS-based Service Platform for Home Decoration Enterprises

SaaS is our important business strategy, and we have reorganised SaaS subscription fee as a separate revenue segment. Interior design and construction industry in China is a small scale and low concentration marketing, most of IDC service providers are lack of organizational management capability, refined operation capability, and digital marketing capability, which result of weak adaptability to respond to the change of industry and COVID 19.

We provide SaaS based total solutions to help IDC service providers enhance operational efficiency and empower them with value-added services. In 2020, our revenue from SaaS Business was RMB29.8 million, representing a year-on-year increase of 39.9%.

##### (I) Marketing Service

In recent years, IDC service providers are getting more and more difficult to acquire customers offline due to the online consumption behaviors of users and the influence of COVID-19. In 2020, through continuous upgrading of the SaaS service, we increased a series of new tools and functions for the merchants, so as to help them acquire customers more quickly and accurately, serve customers better, and realize the double growth in both output value and reputation. Such news tools and functions include: optimizing the big data analysis tools to help merchants accurately match their own advantages with user needs and achieve smoother communications; launching live broadcasting tools to help merchants open

up new customer acquisition channels and accumulate online orders even during the most serious period of the pandemic; implementing star rating ranking and standardizing the behaviors of merchants in multiple dimensions, thus promoting them to optimize their services and enhance their reputation; continuously carrying out online operation trainings and launching the operation reports to help the merchants improve their operation efficiency; upgrading Qijia Bao 2.0 to achieve a closed-loop user support service, making it become a sharp tool for merchants to sign orders. With the functions of order management, construction site management, customer service management, staff management, financial management, etc., the merchants have greatly improved their capacity and performance in marketing and customer acquisition, online operation, business management and user reputation, so that they have successfully resisted the challenges brought by the COVID-19 pandemic, and seized the opportunity to lead the industry in terms of digitalization.

In 2020, our revenue from Marketing Service was RMB454.6 million, representing a year-on-year increase of 6.4%, and our effective sales leads increased by 7.9% on a year-on-year basis.

##### (II) Supply Chain Service

Our supply chain service is to help IDC service providers improve their core competitiveness by virtue of the centralized purchase and price advantages. In 2020, we expanded the scale of the supply chain alliance, increased more diversified product categories, and entered into the furnishing market to enrich our product library. So far, we have created a comprehensive supply chain ecosystem including accessories, interior finish and furnishing, which can basically satisfy all the materials needs of IDC service providers.



## Chairman's Statement

In 2020, we upgraded the functions and technologies of supply chain management through SaaS products, allowing the merchants to realize the whole process of online operations including attracting customers, obtaining orders, supporting sales, logistics management, inventory management, etc., which can not only reduce costs and increase efficiency, but also effectively avoid the construction process delay caused by delivery of building materials.

Notwithstanding the impeded logistics arising from the outbreak of COVID-19 pandemic in the first half of the year, the supply chain orders began to pick up in the second half of the year, and our revenue from Supply Chain Service achieved RMB52.4 million in 2020.

### (III) Innovation Business

In 2020, we continued to explore and expand new boundaries of the innovation business, hoping to provide better services for IDC service providers. Cloud design will assist them in realizing the whole online service process and improving design efficiency and quality; cloud supervision will help them and users realize the online project supervision and improve user experience; financial services will help them alleviate their cash flow pressure and explore more business potentials; the new home furnishing retail service will integrate the advantages of online purchase and offline experience to further enhance the user experience.

Innovation business is becoming a new business growth pole. In the future, we will explore more probabilities to further empower the merchants while continuously deepening and developing new businesses.

## II. Interior Design and Decoration

We operated three interior design and decoration brands, namely Brausen, Jumei and Qijia Dianshang. The three brands have different positioning, and carry out business by means of franchising and self-operated. The original intention of this business is to better understand the operation and management of decoration companies, know about their needs, and accumulate industry experience, so as to better serve the IDC service providers, achieve accurate empowerment, and reduce trial-and-error costs.

Despite the impact of the COVID-19 pandemic, our decoration business still achieved satisfactory results in 2020. Our total revenue of interior design and construction recorded RMB360.5 million, representing a year-on-year increase of 41.3%. This benefited from our exploration and application in terms of interior design and decoration digitization, such as model room demonstration by live video broadcasting, real-time video monitoring of the construction site, etc., which have not only improved the user experience, but also accelerated the construction process.

## Chairman's Statement

### OUTLOOK

In 2021, we will provide more effective measures based on the SaaS solution for the merchants, continuously promote the transformation and upgrading of merchants, reduce costs and increase efficiency, and enhance the industry competitiveness. In the meantime, we will also enhance our organizational strength and explore more new businesses and potentials by adjusting the organizational structure. In addition, we will focus on user experience in 2021, and provide better services for users through technologies, systems, standardization and other approaches, thereby promoting the optimization of user experience, and facilitating benign development of the industry.

### APPRECIATION

I would like to take this opportunity to express my gratitude to all shareholders, investors, business partners and users for trusting and supporting the Group. At the same time, I would like to thank colleagues of the Board, the management and our employees for their efforts and contributions to the Group. In the future, we will continue to promote the development of the Group and seek to create maximum value for shareholders.

**Mr. Deng Huajin**

*Chairman*

Shanghai, the PRC  
19 March 2021



# Management Discussion and Analysis

## BUSINESS REVIEW AND OUTLOOK

During the year ended 31 December 2020, the Group has reorganised its business segments into (i) SaaS; (ii) Marketing Service; (iii) Supply Chain Service; (iv) Interior Design and Construction; and (v) Innovation and Others to better reflect the business development of the company.

### Business review

- **SaaS**

We provide SaaS-based total solution to our IDC service providers to enable them to conduct business online easily, improve their efficiency, and broaden the scope of their service. The integrated solution covers essential business operations including customer acquisition, material sourcing, and construction management. The IDC service providers can easily access and utilize the solution through multiple channels including web and Wechat applications. IDC service providers pay subscription fees for using our SaaS solution.

We are one of the leading providers of SaaS solution in Interior design and construction industry in the PRC as measured by number of active paying merchants and revenue generated through the solution. In 2020, we introduced 2,621 new paying merchants, compared to 1,953 in 2019. Number of active paying merchants increased to 4,904 in 2020, compared with 3,697 in 2019, as a result of high merchant stickiness. The high retention rate of paying merchants equipped our business with strong and viable growth potential.

- **Marketing Service**

Marketing Service is the core value-added service embedded in our SaaS solution. It consists of budget planning and execution, online market place (IDC service providers open their online store in our market place), sales leads management, customer engagement and interaction (through cloud butler service, live broadcasting, etc.), and performance monitoring and analytics tools. We also provide brand credit enhancement service to our paying merchant (such as escrow payment service and the third party inspection service).

In 2020, we further strengthened our leading position in the IDC Marketing Service industry in the PRC as our effective sales leads in our market place increased to 691,686 in 2020 and our revenue from Marketing Service grew to RMB454.6 million in 2020, representing a 7.9% and a 6.4% increase year over year, respectively. We had a tough start in the beginning 2020, and experienced a negative growth in the first half of 2020 year over year as we were impacted by a series of government policies related to the COVID-19, especially restrictions on population mobilities in multiple provinces. Despite of the difficulties, we achieved accelerated growth, since the second quarter of 2020, our sales recovered and we achieved a whole year positive growth. The growth of sales leads also reflected strong and growing customer acquisition demand from IDC service providers utilizing our solution.

- **Supply Chain Service**

We aim to help IDC service providers reduce their overall material purchase and logistic-related expense. In order to achieve it, we cooperated with well-know material suppliers to provide customized and exclusive models of selected materials, and developed logistic and distribution network to provide timely service.

In 2020, we introduced “Qi-Xuan”, a boutique brand executive to IDC service providers, with value proposition of high cost-performance.

Revenue from Supply Chain Service was RMB52.4 million in 2020, representing a 16.9% decrease compared to 2019. The decrease was primarily due to the decline of the sales orders in the first half of 2020, as service providers were unable to enter the decorating sites during the epidemic, which led to a decrease in the demand for building materials. However, the situation improved following the re-opening of residential community districts in certain provinces and cities in the PRC in the third and fourth quarters that were closed down during the outbreak of the COVID-19 and the lifting of relevant travel restrictions.

## Management Discussion and Analysis

- **Interior Design and Construction Business**

We operated three full-service IDC brands, namely Dianshang (under licensing model), Brausen and Jumei (both under self-operation model but targeting at difference customer segments).

The revenue from IDC business was RMB360.5 million, representing a 41.3% increase year-over-year. The higher than group average increase is a reflection of our continuing devotion in operating excellence, and consistency in strategy. We remain our strategic focus on serving IDC service providers by providing them with SaaS based solutions covering their major operation process, such as marketing, supply chain and more. We believe we are able to create more value for them by applying hands-on experience and industry insights gained from the operation of IDC business.

- **Innovation and others**

The Innovation and others Business covers other initiatives and operation activities not covered in the above segments.

We introduced “Nola”, a customized integrated furniture brand in late 2019, in light of the growing demand of furniture customization. The business was operated under the Joint-venture with Guangzhou Holike Creative Home Co., Ltd (stock code: 603898).

We are also incubating a series of innovative services and solutions to IDC service providers, such as credit solution, training and consulting service, construction management, and social marketing solutions. The segment is still at a early stage and yet to contribute sizable revenue but we believe it will play an important role in the future.

Other than the above-mentioned, there was no material change from the information published in the report and accounts for the financial year ended 31 December 2020.

### Company financial highlights

For the year ended 31 December 2020, our total revenues increased by 18.8% year-on-year to RMB916.3 million; revenues from our SaaS Business, Marketing Service Business, Supply Chain Service Business, Interior Design and Construction Business and Innovation and others Business increased by 39.9%, increased by 6.4%, decreased by 16.9%, increased by 41.3% and increased by 326.9% year-on-year, respectively.

Net profit attributable to equity holders of the Company was RMB40.6 million for the year ended 31 December 2020, representing 33.0% decrease in profit compared to a net profit of RMB60.7 million for the year ended 31 December 2019.

### Company business outlook

The IDC industry in the PRC is a RMB 2.5 trillion yet fragmented market, there are 122 thousands of service providers competing one another, by our prediction based on the blue paper of China Building Decoration Association (中國建築裝飾協會). We foresee the industry in the process of irreversible digitalization, and we will continue to focus on serving IDC service providers on our platform, helping them acquire customers more effectively, reduce expenses of material sourcing, and improve operating efficiency through effective use of mobile internet, cloud computing and big data.

We will invest in technology and big data analytics as that we will be able continuously improving our sales leads matching mechanism and recommend more suitable users to our IDC service providers thus helping them increase conversion rate and reduce costs of customer acquisition.

We will introduce more innovative solutions in IDC service providers' major operation aspects to help them better connect with essential business resources, improve productivity, or broaden the scope of their services.

We will also invest in brand and talent, scale up our business and we are confident to create value for our shareholders.



## Management Discussion and Analysis

### MANAGEMENT DISCUSSION AND ANALYSIS

(The following information disclosure was based on financial information prepared in accordance with IFRSs unless otherwise specified)

	Year ended 31 December	
	2020	2019
	RMB'000	(restated)* RMB'000
<b>Revenue</b>	<b>916,264</b>	770,985
Cost of sales	<b>(395,764)</b>	(262,360)
<b>Gross profit</b>	<b>520,500</b>	508,625
Selling and marketing expenses	<b>(405,881)</b>	(406,260)
Administrative expenses	<b>(96,848)</b>	(79,733)
Research and development expenses	<b>(58,789)</b>	(46,821)
Net impairment (losses)/gains on financial assets	<b>(2,532)</b>	2
Other gains – net	<b>15,058</b>	26,947
Operating (loss)/profit	<b>(28,492)</b>	2,760
Finance income	<b>18,699</b>	25,409
Finance costs	<b>(2,395)</b>	(1,958)
Finance income – net	<b>16,304</b>	23,451
Share of results of investments accounted for using the equity method	<b>60,598</b>	17,864
<b>Profit before income tax</b>	<b>48,410</b>	44,075
Income tax (expense)/credits	<b>(6,529)</b>	5,465
<b>Profit for the year</b>	<b>41,881</b>	49,540
<b>Profit/(loss) is attributable to:</b>		
Equity holders of the Company	<b>40,613</b>	60,655
Non-controlling interests	<b>1,268</b>	(11,115)
	<b>41,881</b>	49,540
<b>Non-IFRS measure</b>		
Adjusted net profit attributable to equity holders of the Company	<b>45,062</b>	60,939

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatement are set out in Note 2.1(v) to the consolidated financial statement.

## Management Discussion and Analysis

### Revenue

Our total revenues increased by 18.8% to RMB916.3 million for the year ended 31 December 2020, compared to RMB771.0 million for the year ended 31 December 2019, primarily due to the increase in our revenue from SaaS Business, Marketing Service Business and Interior Design and Construction Business. The following table sets forth a breakdown of our revenue by segment during the periods indicated:

	Year ended 31 December			
	2020		2019 (restated)	
	Amount RMB'000	% of total revenue	Amount RMB'000	% of total revenue
SaaS	29,807	3.3%	21,305	2.8%
Marketing Service	454,556	49.6%	427,067	55.4%
Supply Chain Service	52,418	5.7%	63,053	8.2%
Interior Design and Construction	360,543	39.3%	255,123	33.1%
Innovation and others	18,940	2.1%	4,437	0.5%
	<b>916,264</b>	<b>100.0%</b>	770,985	100.0%

- **SaaS**

Revenue derived from our SaaS Business increased by 39.9% from RMB21.3 million for the year ended 31 December 2019 to RMB29.8 million for the year ended 31 December 2020, the increase of revenue from SaaS Business was mainly driven by the increase in the number of active paying merchants from 3,697 for the ended 31 December 2019 to 4,904 for the year ended 31 December 2020, as a results of our enrichment of various functions of the solution, which enhanced the refined operation ability of the IDC service providers.

- **Marketing Service**

Revenue derived from our Marketing Service Business increased by 6.4% from RMB427.1 million for the year ended 31 December 2019 to RMB454.6 million for the year ended 31 December 2020, the increase of revenue was mainly driven by the increase in the number of sales lead from 641,004 for the year ended 31 December 2019 to 691,686 for the year ended 31 December 2020. Our growing number of sales lead enriched our understanding of consumer demands, so that we are able to improve our matching mechanism and recommend more suitable users to our IDC service providers thus helping them reduce costs of customer acquisition.

- **Supply Chain Service**

Our revenues from our Supply Chain Service Business decreased by 16.9% to RMB52.4 million for the year ended 31 December 2020 from RMB63.1 million for the year ended 31 December 2019. The decrease was primarily due to the decline of the sales orders in the first half of 2020, as service providers were unable to enter the decorating site during the epidemic, which led to a decrease in the demand for building materials.

Our revenues from our Supply Chain Service Business increased by 104.7% to RMB35.2 million for the second half of the 2020, compared to RMB17.2 million for the half of the 2020, and increased by 3.2% compared to RMB34.1 million for the second half of the 2019 with a solid growth.



## Management Discussion and Analysis

- **Interior Design and Construction**

Revenues derived from our Interior Design and Construction Business increased by 41.3% to RMB360.5 million for the year ended 31 December 2020, compared to RMB255.1 million for the year ended 31 December 2019, primarily driven by a steady growth in revenues from renovation service.

Revenues derived from our renovation service increased by 44.7% to RMB354.0 million for the year ended 31 December 2020 from RMB244.6 million for the year ended 31 December 2019. This increase was primarily due to our effect of the comprehensive management on the constructing sites, which including budget control, integration of material and progress management, etc., as a result of increase of demand users with decoration needs.

Revenue derived from licensee service decreased by 38.1% to RMB6.5 million for the year ended 31 December 2020 from RMB10.5 million for the year ended 31 December 2019. This decreased was primarily due to the decline of the number licensee merchants as epidemic had led to the closure of licensee merchants in small and medium-sized cities.

- **Innovation and others**

Revenues derived from our Innovation and others increased by 326.9% to RMB18.9 million for the year ended 31 December 2020 from RMB4.4 million for the year ended 31 December 2019, primarily due to the increase in the customized integrated furniture business and fund management fees.

### Cost of sales

Cost of sales increased by 50.8% to RMB395.8 million for the year ended 31 December 2020, compared to RMB262.4 million for the year ended 31 December 2019, which was mainly due to increase in costs of our Self-operated Interior Design and Construction Business.

- **SaaS**

Cost of sales of SaaS Business represents operating cost related to a special marketing solution response to the epidemic during the first half year of 2020, which consists of (i) operation costs of RMB2.4 million, which represents outsourced services costs of our third party service provider to host and operate the live events, (ii) Cloud storage and server cost of RMB1.3 million and staff cost of RMB1.0 million, (iii) amortization of software of RMB0.7 million, which we purchased and re-developed based on marketing solution.

- **Marketing Service**

Cost of sales of our Marketing Service Business decreased by 20.0% from RMB19.5 million for the year ended 31 December 2019 to RMB15.6 million for the year ended 31 December 2020. The decrease was mainly due to the decrease in operating costs, which is caused by our upgrade of matching algorithm and improved operational efficiency.

- **Supply Chain Service**

Cost of sales of our Supply Chain Service Business decreased by 14.5% from RMB55.9 million for the year ended 31 December 2019 to RMB47.8 million for the year ended 31 December 2020. The decrease mainly due to the decline of sales order, which is in line with the decrease of our Supply Chain Service revenue.

- **Interior Design and Construction**

Cost of sales of our Interior Design and Construction Business increased by 68.1% to RMB310.4 million for the year ended 31 December 2020, compared to RMB184.6 million for the year ended 31 December 2019. The increase was mainly driven the growth of renovation service.

- **Innovation and others**

Cost of sales of our Innovation and others increased by 591.7% to RMB16.6 million for the year ended 31 December 2020, compared to RMB2.4 million for the year ended 31 December 2019. The increase was mainly due to increase of material cost of customized integrated furniture.



## Management Discussion and Analysis

### Gross profit and gross margin

As a result of the foregoing, our total gross profit increased by 2.3% to RMB520.5 million in 2020, from RMB508.6 million in 2019. Our overall gross margin decreased from 66.0% for the year ended 31 December 2019 to 56.8% for the year ended 31 December 2020.

	Year ended 31 December			
	2020		2019 (restated)	
	Amount RMB'000	Gross Margin %	Amount RMB'000	Gross Margin %
SaaS	24,372	81.8%	21,305	100.0%
Marketing Service	438,997	96.6%	407,519	95.4%
Supply Chain Service	4,649	8.9%	7,194	11.4%
Interior Design and Construction	50,142	13.9%	70,544	27.7%
Innovation and others	2,340	12.4%	2,063	46.5%
	<b>520,500</b>	<b>56.8%</b>	508,625	66.0%

- **SaaS**

Gross profit of our SaaS Business increased by 14.4% from RMB21.3 million for the year ended 31 December 2019 to RMB24.4 million for the year ended 31 December 2020. The increase primarily due to the increase of SaaS subscription fee, which carried high gross profit, was the main contribution for this segment.

Gross profit margin of SaaS Business decreased to 81.8% for the year ended 31 December 2020, as compared to 100.0% for the year ended 31 December 2019, primarily due to the development of new business live broadcasting, which offset the high gross profit margin from SaaS subscription fee of this segment.

- **Marketing Service**

Gross profit of our Marketing Service Business increased by 7.7% from RMB407.5 million for the year ended 31 December 2019 to RMB439.0 million for the year ended 31 December 2020. Gross profit margin of this segment stabilized at approximately 96.6% for the year ended 31 December 2020, as compared to 95.4% for the year ended 31 December 2019.

- **Supply Chain Service**

Gross profit of our Supply Chain Service Business decreased by 35.4% from RMB7.2 million for the year ended 31 December 2019 to RMB4.6 million for the year ended 31 December 2020. The gross margin of

Supply Chain Service Business decreased to 8.9% for the year ended 31 December 2020, as compared to 11.4% for the year ended 31 December 2019, it was mainly attributable to more auxiliary materials with the lower margin during the period.

- **Interior Design and Construction**

Gross profit of our Interior Design and Construction Business decreased by 28.9% from RMB70.5 million for the year ended 31 December 2019 to RMB50.1 million for the year ended 31 December 2020. The gross margin of Interior Design and Construction Business decreased by 49.8% on a year-on-year basis, which was largely attributable to the low margin business, our real estate refined decoration service, accounted for a larger portion of the revenue in 2020 compared to 2019.

- **Innovation and others**

Gross profit of our Innovation and others increased by 13.4% from RMB2.1 million for the year ended 31 December 2019 to RMB2.3 million for the year ended 31 December 2020. The gross margin of Innovation and others Business decreased by 73.3% from 46.5% for the year ended 31 December 2019 to 12.4% for the year ended 31 December 2020, which was attributable to our customized integrated furniture business at approximately 20.3% as a new source of revenue in 2020, which was partially offset by our high gross margin from fund management fees.



## Management Discussion and Analysis

### Selling and marketing expenses

Our selling and marketing expenses decreased by 0.1% to RMB405.9 million in 2020 from RMB406.3 million in 2019, primarily due to (i) a slightly increase in marketing and advertising expenses, as a result of increased demand from IDC service providers for more sales leads. However, the selling and marketing expense as a percentage of revenues decreased to 44.3% from 52.7% on a year-on-year basis, as we continued to drive the growth of our core business while improving efficiency; and (ii) decrease of operating lease expenses due to the disposal of some poorly operated subsidiaries in 2019.

### Administrative expenses

Our administrative expenses increased by 21.5% to RMB96.8 million for the year ended 31 December 2020, compared to RMB79.7 million for the year ended 31 December 2019. It was primarily due to a hiring of more senior managers to explore some new business opportunities and strategic planning.

### Research and development expenses

Our research and development expenses increased by 25.6% to RMB58.8 million in 2020 on a year-on-year basis, primarily attributable to the increase in subcontracting to third parties to enhance our platform technology development.

### Other gains – net

Other gains in 2020 mainly consisted of (i) government subsidies of RMB3.6 million, (ii) fair value changes of investment on financial assets at fair value through profit or loss of RMB4.1 million, and (iii) net foreign exchange gains of RMB6.8 million.

### Finance income – net

Our finance income for the year ended 31 December 2020 was mainly due to the interest income from our internal funds.

### Share of net profit of associates accounted for using the equity method

Our Share of net profit of associates accounted for using the equity method for the year ended 31 December 2020 was mainly due to the result of profit picked up from investees.

### Income tax (expenses)/credits

Income tax expenses for the year ended 31 December 2020 were RMB6.5 million, compared to RMB5.5 million of income tax credit for the year ended 31 December 2019, mainly due to decrease in deferred tax assets.

### Profit and Non-IFRS measures: adjusted net profit attributable to equity holders of the Company

As a result of the foregoing, our net profit decreased by 15.4% year-on-year to RMB41.9 million for the year ended 31 December 2020, compared to a net profit of RMB49.5 million in 2019.

To supplement our consolidated financial statements which are presented in accordance with the IFRSs, we also use adjusted net profit attributable to equity holders of the Company as an additional financial measure, which was not required by, or presented in accordance with, IFRSs. We believe that this Non-IFRS measure facilitates comparisons of operating performance by eliminating potential impacts of items, which are unusual, non-recurring, non-cash and/or non-operating that our management do not consider to be indicative of our operating performance. We believe that this measure provides useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management. However, our presentation of the adjusted net profit may not be comparable to a similarly titled measure presented by other companies. The use of this Non-IFRS measure has limitations as an analytical tool, and you should not consider it in isolation from, or as substitute for analysis of, our results of operations or financial condition as reported under IFRSs.

Our adjusted net profit attributable to equity holders of the Company was RMB45.1 million for the year ended 31 December 2020. The decrease in adjusted net profit attributable to equity holders of the Company due to the impact of the epidemic in the first half of the year, and our profitability has recovered as we provided the effective and targeted marketing solutions to IDC service providers from the second half of the year.

## Management Discussion and Analysis

The following table reconciles our adjusted net profit attributable to equity holders of the Company for the years ended 31 December 2020 and 2019 to the most directly comparable financial measure calculated and presented in accordance with IFRSs:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Net profit attributable to equity holders of the Company for the year	40,613	60,655
Impairment loss on investments in an associate	1,861	12,991
One-off investment gain	–	(5,345)
Gain on an addition of financial assets at FVOCI	–	(1,009)
Share-based compensation expenses	(2,690)	5,744
Net fair value change on investment on financial assets at fair value through profit or loss	5,278	(12,097)
<b>Adjusted net profit attributable to equity holders of the Company</b>	<b>45,062</b>	60,939

### Liquidity and financial resources

We had historically funded our cash requirements principally from capital contribution from shareholders and financing through issuance and bank borrowings. We had cash and cash equivalents of RMB897.1 million and term deposits of RMB9.8 million as of 31 December 2020, compared to the balance of RMB411.2 million and RMB547.3 million as of 31 December 2019, respectively.

The following table sets forth a summary of our cash flows for the years indicated:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Cash and cash equivalents	897,093	411,153
Term deposits	9,787	547,258
Cash and cash equivalents at end of the year	906,880	958,411

Cash and cash equivalents includes cash in hand, and deposits held at call with banks. Term deposits are bank deposits with original maturities over three months and redeemable on maturity. Most of our cash and cash equivalents and term deposits are denominated in the United States dollar, Renminbi and Hong Kong dollar.

### Borrowings

As at 31 December 2020, we had a one-year bank borrowing of RMB7.0 million bearing a fixed interest rate of 4.35% per annum, which was pledged by the property owned by Mr. Yang Weihang, who is the non-controlling shareholder of Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.

### Gearing ratio

As at 31 December 2020, our gearing ratio, calculated as total borrowing divided by total equity attributable to equity holders of the Company was approximately 0.5%.



## Management Discussion and Analysis

### Treasury policy

We have adopted a prudent financial management approach towards our treasury policies and thus maintained a healthy liquidity position throughout the year ended 31 December 2020. To manage the liquidity risk, the Board closely monitors the Group's liquidity position to ensure that the liquidity structure of the Group's assets, liabilities and other commitments can meet its funding requirements from time to time.

### Capital expenditure

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Purchase of property and equipment	4,900	4,477
Purchase of intangible assets	626	2,844
Development of land use rights and building	2,016	9,358
Total	7,542	16,679

Our capital expenditures primarily included (i) expenditures for purchases of property and equipment such as servers and computers and intangible assets such as qualification certificate names and software; and (ii) expenditures for development of land use rights and building in Shanghai.

### Long-term investment activities

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Investments accounted for using the equity method	285,564	240,364
Financial assets at fair value through other comprehensive income	64,565	56,944
Financial assets at fair value through profit or loss	11,056	10,958
Total	361,185	308,266

We have made non-controlling interests in investments that we believe have technologies or businesses that supplement and benefit our business. Some of the investments we made were companies that do not generate meaningful revenue and profits yet. It is therefore difficult to determine the success of these investments in such early stage, and while successful investments could generate substantial returns, unsuccessful ones may need to be impaired.

### Foreign exchange risk

Foreign exchange risk arises when future commercial transactions or recognised assets and liabilities are denominated in a currency that is not the Group entities' functional currencies. Our Company's functional currency

is USD. Our Company's primary subsidiaries were incorporated in the PRC and these subsidiaries use RMB as their functional currency. Our Group operates mainly in the PRC with most of the transactions settled in RMB. As a result, management considers that the business is not exposed to any significant foreign exchange risk as there are no significant financial assets or liabilities of our Group are denominated in the currencies other than the respective functional currencies of our Group's entities. Hence, we currently do not hedge or consider necessary to hedge any of these risks.

### Contingent liabilities

As at 31 December 2020 and as at 31 December 2019, we did not have any material contingent liabilities.

# Board of Directors and Senior Management

## OUR DIRECTORS

The following table presents certain information in respect of the members of our Board throughout the year and as at the Latest Practicable Date:

### Members of our Board

Name	Age	Position/Title	Date of Appointment
Mr. DENG Huajin	48	Executive Director and Chairman	2 April 2018
Mr. TIAN Yuan	51	Executive Director	2 April 2018
Mr. GAO Wei	49	Executive Director	2 April 2018
Mr. LI Gabriel	53	Non-executive Director	2 April 2018
Mr. ZHAO Guibin	51	Non-executive Director	24 April 2020
Ms. PING Xiaoli	36	Non-executive Director	29 October 2019
Mr. SHENG Gang <sup>1</sup>	49	Non-executive Director	2 April 2018
Mr. ZHANG Lihong	49	Independent non-executive Director	4 June 2018
Mr. CAO Zhiguang	47	Independent non-executive Director	4 June 2018
Mr. WONG Man Chung Francis	56	Independent non-executive Director	4 June 2018

Note:

1. Mr. SHENG Gang resigned as a non-executive Director on 24 April 2020.

The biography of each Director during the year and as at the Latest Practicable Date:

### EXECUTIVE DIRECTORS

**Mr. DENG Huajin (鄧華金)**, aged 48, is the Chairman, an executive Director and the chief executive officer of our Company since April 2018. He is also the founder of the Group in 2007 and is responsible for overall strategic planning and business direction of the Group. He is also a member of the Remuneration Committee and the chairman of the Nomination Committee. He was appointed as a Director in November 2014, and was re-designated as an executive Director and appointed as the Chairman of the Board in April 2018.

Mr. Deng is the chairman of Shanghai Sanming Association of Commerce since August 2016; and as a director of Guangzhou Seagull, a company listed on the Shenzhen Stock Exchange (stock code: 002084), since November 2014.

Mr. Deng received a bachelor's degree in chemistry from East China Normal University in 1996. He was awarded "Person of the Year by the Global Achievement Awards (全球卓越成就獎年度風雲人物)", "2016-2017 Person of the Year (2016-2017年度中國家裝行業風雲人物)" in the residential interior design and construction industry, "2016

Person of the Year for Outstanding Contributions (2016年度傑出貢獻人物)" in the residential e-commerce industry and one of the "Ten Outstanding Figures of the Year of Shanghai Commerce (上海商業年度十大傑出人物)" in 2016.

**Mr. TIAN Yuan (田原)**, aged 51, is an executive Director and a joint company secretary. He was appointed as a Director in 2015 and was re-designated as an executive Director of the Company in April 2018. He is responsible for the overall management of the Company.

Mr. Tian joined the Group in August 2007 and having over 20 years experience in this industry. He received a bachelor's degree in engineering in electronic precision machinery from Shanghai University in 1991.

**Mr. GAO Wei (高巍)**, aged 49, is an executive Director. He was appointed as a Director in April 2015 and was re-designated as an executive Director in April 2018. He is responsible for the overall management of the Company.

Mr. Gao joined the Group in 2007 and having over 25 years experience in this industry.

Mr. Gao received an executive master's degree in business administration from Fudan University in 2014.



## Board of Directors and Senior Management

### NON-EXECUTIVE DIRECTORS

**Mr. LI Gabriel (李基培)**, aged 53, is a non-executive Director. He was appointed as a Director in April 2015 and re-designated as a non-executive Director in April 2018. He is responsible for providing professional opinion and judgement to our Board.

Mr. Li has been serving as the managing partner and a member of the investment committee of Orchid Asia Group Management Limited since August 2004. He has also been serving as a director of Trip.com Group Limited, a company listed on NASDAQ (NASDAQ: TCOM), since March 2000. From October 2013, Mr. Li served as a non-executive director of Nirvana Asia Ltd, a company which was listed on the Stock Exchange (HKSE: 1438) until October 2016 when the listing of its shares was withdrawn from the Stock Exchange upon the completion of its privatization under relevant rules and regulations. From September 2012 to October 2014, Mr. Li was a director of Autohome Inc., a company listed on NASDAQ (NASDAQ: ATHM). Mr. Li was also a director of Lifetech Scientific Corporation, a company listed on the Stock Exchange (then HKSE: 8122 (GEM Board); now HKSE: 1302 (Main Board)), between September 2006 and January 2013.

Mr. Li graduated from the University of California in Berkeley, the United States, in chemical engineering in 1990. He received his master of science degree (majored in chemical engineering practice) from the Massachusetts Institute of Technology in the United States in 1991, and his master's degree in business administration from Stanford University Business School in the United States in 1995.

Mr. Li is the spouse of Ms. Lam Lai Ming ("**Ms. Lam**"), and is deemed to be interested in the Shares held by Ms. Lam in Orchid Asia. Orchid Asia directly holds 100,000,000 Shares. Orchid Asia is owned as to 95% by Orchid Asia VI, L.P. and as to 5% by Orchid Asia V Co-Investment Limited. The general partner of Orchid Asia VI, L.P. is OAVI Holdings, L.P. and the general partner of OAVI Holdings, L.P. is Orchid Asia VI GP, Limited, a company which is indirectly wholly-owned by Ms. Lam. Orchid Asia V Co-Investment Limited is wholly controlled by Ms. Lam.

**Mr. ZHAO Guibin (趙貴賓)**, aged 51, was appointed as a non-executive Director on 24 April 2020. Mr. ZHAO joined Suzhou Cowin Zhengde Investment Management Co., Ltd. (蘇州凱風正德投資管理有限公司) ("**Suzhou Cowin**") in June 2010. Mr. ZHAO indirectly holds 36.26% of the equity interest of Suzhou Cowin as of the date of this annual report through Huzhou Shi Tong Li He Enterprise Management Partnership (湖州時通利合企業管理合夥企業) and is the general manager of Suzhou Cowin. Suzhou Cowin holds 1% of the equity interest of Tibet Cowin Jinqu Venture Capital Co., Ltd. (西藏凱風進取創業投資有限公司), previously named as Huoerguosi Cowin Jinqu Venture Capital Co., Ltd. (霍爾果斯凱風進取創業投資有限公司), "**Tibet Cowin**", which in turns hold the entire equity interest of Cowin Jinqu Limited. Cowin Jinqu Limited ("**Cowin Jinqu**") holds 15,236,067 ordinary shares of the Company, representing approximately 1.27% of the total issued capital of the Company, as of the date of this annual report. Mr. ZHAO is a director of each of Tibet Cowin and Cowin Jinqu.

Mr. ZHAO has also served as a director of Nanjing Sanchao Advanced Materials Co., Ltd. (南京三超新材料股份有限公司), a company listed on the Shenzhen Stock Exchange ChiNext market (stock code: 300554) since May 2018 and a director of Zhongji Innolight Co., Ltd. (中際旭創股份有限公司) a company listed on the Shenzhen Stock Exchange (stock code: 300308) from September 2017 to May 2020.

Mr. ZHAO graduated from the National University of Defense Technology (國防科技大學) with a bachelor degree in computer application in July 1992 and received a master's degree in business administration from Nanjing University (南京大學) in July 2003.

**Ms. PING Xiaoli (平曉黎)**, aged 36 was appointed as a non-executive Director of the Company on 29 October 2019. She has been working at Baidu, Inc. (a company incorporated in the Cayman Islands, depositary shares of which are listed on the Nasdaq Stock Market (NASDAQ: BIDU)) since 2007 and has held various positions including person-in-charge of wireless network alliance business, online financial platform and information flow solutions of Baidu, Inc.. Ms. PING currently holds the position of vice president of Baidu and general manager of Baidu APP and she obtained her bachelor's degree from Beihang University (北京航空航天大學) in 2007.

## Board of Directors and Senior Management

**Mr. SHENG Gang (盛剛)**, aged 49, was appointed as a non-executive Director on 2 April 2018 and resigned on 24 April 2020. During his tenure, he was responsible for providing professional opinion and judgement to our Board.

During the period from October 2002 to August 2007, Mr. Sheng successively served as a manager of the guarantees department and the chief economist of Sino-Singapore SIP Venture Capital Co., Ltd.\* (中新蘇州工業園區創業投資有限公司). Mr. Sheng joined Suzhou Oriza Holdings Co., Ltd.\* (蘇州元禾控股股份有限公司, “**Suzhou Oriza**”) in 2002 and successively served as a manager of the guarantees department, chief economist and chief financial officer of Suzhou Oriza. He currently serves as a director and the vice president of Suzhou Oriza. Since 2013, he has served as a director of China Wafer Level CSP Co., Ltd.\* (蘇州晶方半導體科技股份有限公司) (stock code: 603005SH).

Mr. Sheng received a master's degree in senior business administration from Xi'an Jiaotong University in 2008.

### INDEPENDENT NON-EXECUTIVE DIRECTORS

**Mr. ZHANG Lihong (張禮洪)**, aged 49, is the independent non-executive Director since June 2018 and is responsible for providing independent advice and judgment to the Board. He also serves a member of the Audit and Risk Management Committee, Remuneration Committee and Nomination Committee. Mr. Zhang has been teaching civil and commercial law at East China University of Political Science and Law since December 2003, and is currently a professor in the same university. Mr. Zhang has extensive knowledge and background in civil and commercial law will contribute to the internal control, compliance and corporate governance aspects of our Company's operations.

Mr. Zhang obtained a bachelor's degree in economics from China University of Political Science and Law in 1992, a master's degree in civil and commercial law from China University of Political Science and Law in 1995, and a doctorate in Civil Law and Roman Law from University La Sapienza of Rome in 2003.

Mr. Zhang obtained his qualification as a lawyer in the PRC in 2010.

**Mr. CAO Zhiguang (曹志廣)**, aged 47, is an independent non-executive Director since June 2018 and is responsible for providing independent advice and judgment to the Board. He also serves as a member of our Audit and Risk Management Committee and Nomination Committee and the chairman of our Remuneration Committee. Mr. Cao has been teaching applied finance in Shanghai University of Finance and Economics since 2003.

Mr. Cao obtained a bachelor's degree in chemistry from East China Normal University in 1996, a master's degree in analytical chemistry from East China Normal University in 1999, and a doctorate in management science from Fudan University in 2003. Mr. Cao has extensive knowledge and background in finance will contribute to the financial and accounting aspects of our Company's operations.

Mr. Cao obtained the qualification certificate for college teachers in the PRC in 2005.

**Mr. WONG Man Chung Francis (黃文宗)**, aged 56, is the independent non-executive Director since June 2018 and is responsible for providing independent advice and judgment to our Board. He also serves as the chairman of the Audit and Risk Management Committee and a member of the Remuneration Committee.

Mr. Wong has been serving as an independent non-executive director of the following companies listed on the Stock Exchange: Shanghai Dongzheng Automotive Finance Co., Ltd. (HKSE: 2718) since 24 February 2020; IntelliCentrics Global Holdings Ltd. (HKSE: 6819) since 23 January 2020; Hilong Holding Limited (HKSE: 1623) since 2017; China New Higher Education Group Limited (HKSE: 2001) since 2017 and resigned on 6 December 2019; Kunming Dianchi Water Treatment Co., Ltd (HKSE: 3768) since 2016 and resigned on August 2018; GCL-Poly Energy Holdings Limited (HKSE: 3800) since 2016; Greenheart Group Limited (HKSE: 094) since 2015; Integrated Waste Solutions Group Holdings Limited (HKSE: 923) since 2013; Digital China Holdings Limited (HKSE: 861) since 2006; Wai Kee Holdings Limited (HKSE: 610) since 2004; and China Oriental Group Company Limited (HKSE: 581) since 2004.



## Board of Directors and Senior Management

Mr. Wong is a Certified Public Accountant (Practising). He was admitted as a Certified Public Accountant in 1990, and obtained a master's degree in accounting from Jinan University (暨南大學), the PRC, in 2005. Mr. Wong is currently a fellow member of the Chartered Association of Certified Accountants of the United Kingdom, the Hong Kong Institute of Certified Public Accountants, the Institute of Chartered Accountants in England and Wales and the Society of Chinese Accountants and Auditors, and a Certified Tax Advisor of the Taxation Institute of Hong Kong.

### OUR SENIOR MANAGEMENT

See disclosure in “Board of Directors and Senior Management – Our Directors” for the biographies of Mr. Deng, Mr. Tian and Mr. Gao.

### JOINT COMPANY SECRETARIES

**Mr. Tian Yuan (田原)**, an executive Director, was the joint company secretary and the authorised representative of the Company since August 2019.

Biographies of Mr. TIAN Yuan was disclosed in “Board of Directors and Senior Management – Our Directors”.

**Ms. SO Shuk Yi Betty (蘇淑儀)**, was our joint company secretary since 2018. Ms. So is a vice president of SWCS Corporate Services Group (Hong Kong) Limited, a corporate services provider. Ms. So received a master's degree in Chinese and comparative law from the City University of Hong Kong in November 2004 and a master's degree in business administration from the University of Leicester in July 1999. Ms. So has been an associate member of both The Hong Kong Institute of Chartered Secretaries since 1997 and The Chartered Governance Institute (formerly know as The Institute of Chartered Secretaries and Administrators) in United Kingdom since 1997.



# Corporate Governance Report

The Board is pleased to present the corporate governance report of the Company for the year of 2020.

## CORPORATE GOVERNANCE PRACTICES OF THE COMPANY

The Company is committed to maintaining and promoting stringent corporate governance. The principle of the Company's corporate governance is to promote effective internal control measures, uphold a high standard of ethics, transparency, responsibility and integrity in all aspects of business, to ensure that its business and operations are conducted in accordance with applicable laws and regulations and to enhance the transparency and accountability of the Board to all shareholders. The Company's corporate governance practices are based on the principles and code provisions as set out in the CG Code.

Save as disclosed herein, the Company has been in compliance with the code provisions set out in the CG Code.

## THE BOARD

### Responsibilities

The Board is responsible for leadership and control of the Company and oversees the Group's businesses, strategic decisions and performance, and is collectively responsible for promoting the success of the Company by directing and supervising its affairs.

The Board directly, and indirectly through its committees, leads and provides direction to the management by laying down strategies and overseeing their implementation, monitors the Group's operational and financial performance, and ensures that sound internal control and risk management systems are in place. The Board has delegated to the Board committees responsibilities as set out in their respective terms of reference.

## Delegation of Management Functions

The major powers and functions of the Board include, but are not limited to, convening the general meetings, reporting its work at the general meetings, implementing the resolutions passed at the general meetings, considering and approving the operating plans and investment plans of the Company, formulating the Company's strategic development plans, formulating annual financial budgets and final accounts plans, formulating profit distribution plans and plans on making up losses, and exercising other powers and functions as conferred by the Memorandum and Articles of Association.

All Directors have full and timely access to all the information of the Company and advices from the joint company secretaries and senior management of the Company and may, upon request, seek independent professional advice in appropriate circumstances, at the Company's expenses for discharging their duties to the Company.

The Board is responsible for making decision with respect to the strategic plans, major investment decisions and other significant operational matters of the Company, while responsibilities with respect to the implementation of the decisions of the Board, day-to-day management, administration and operation of the Company are delegated to the senior management. The delegated functions and work tasks are periodically reviewed. Approval has to be obtained from the Board prior to entering into any significant transactions.



## Corporate Governance Report

### Composition of the Board

The Board currently comprises nine Directors:

#### Executive Directors

Mr. DENG Huajin  
Mr. TIAN Yuan  
Mr. GAO Wei

#### Non-executive Directors

Mr. LI Gabriel  
Ms. PING Xiaoli  
Mr. ZHAO Guibin

#### Independent non-executive Directors

Mr. ZHANG Lihong  
Mr. CAO Zhiguang  
Mr. WONG Man Chung Francis

A list of members of the Board, their positions and dates of appointment, and each Director's biography have been set out in the section headed "Board of Directors and Senior Management".

All Directors, including non-executive Directors, have brought a wide spectrum of valuable business experience, knowledge and professionalism to the Board for its efficient and effective functioning. All Directors have carried out duties in good faith and in compliance with applicable laws and regulations, and have acted in the interests of the Company and the Shareholders at all times.

Save as disclosed in this annual report, there is no relationship (including financial, business, family or other material/relevant relationship(s)) between the Directors.

#### Chairman and Chief Executive Officer

Under code provision A.2.1 of the CG Code, the roles of chairman and chief executive officer should be separated and performed by different individuals.

Up to the date of this annual report, the roles of Chairman and chief executive officer of the Company were not separated and Mr. DENG Huajin currently performs these two roles. The Board believes that vesting the roles of both Chairman and Chief Executive Officer in the same person has the benefit of ensuring consistent leadership within the Group and enables more effective and efficient overall strategic planning for the Group. The Board believes that the balance of power and authority for the present arrangement will not be impaired and is adequately ensured by current Board which comprises experienced and high calibre individuals with sufficient number thereof being independent non-executive Directors.

#### Independent non-executive Directors

During the year, the Company has three independent non-executive Directors in compliance with the Rules 3.10(1) and 3.10(2) of the Listing Rules, with at least one of them possessing appropriate professional qualifications or accounting or related financial management expertise. The number of independent non-executive Directors accounts for one third of the number of the Board members.

According to the Rule 3.13 of Listing Rules, the independent non-executive Directors have made confirmations to the Company regarding their independence during the Reporting Period. Based on the confirmations of the independent non-executive Directors, the Company considers each of them to be independent during the Reporting Period.

#### Appointment and Re-election of Directors

Code provision A.4.1 of the CG Code stipulates that non-executive directors shall be appointed for a specific term, subject to re-election, whereas code provision A.4.2 of the CG Code states that all directors appointed to fill a casual vacancy shall be subject to election by shareholders at the first general meeting after appointment and that every director, including those appointed for a specific term, shall be subject to retirement by rotation at least once every three years.

## Corporate Governance Report

The procedures and process of appointment, re-election and removal of Directors are laid down in the Memorandum and Articles of Association.

Each of the executive Directors have entered into a service contract with the Company pursuant to which they agreed to act as executive Directors for an initial term of three years with effect from the Listing Date or until the third annual general meeting of the Company since the Listing Date (whichever ends earlier). Either party has the right to give not less than three months' written notice to terminate the agreement.

Each of the non-executive Directors has entered into an appointment letter with the Company with an initial term for three years or until the third annual general meeting of the Company since the Listing Date, whichever ends earlier, subject to re-election as and when required under the Memorandum and Articles of Association unless terminated in accordance with the terms and conditions of the appointment letter or by either party giving to the other not less than one month's prior notice in writing.

Each of the independent non-executive Directors has entered into an appointment letter with the Company with an initial term for three years or until the third annual general meeting of the Company since the Listing Date, whichever ends earlier, subject to re-election as and when required under the Memorandum and Articles of Association unless terminated in accordance with the terms and conditions of the appointment letter or by either party giving to the other not less than one month's prior notice in writing.

In accordance with the Memorandum and Articles of Association, all Directors are subject to retirement by rotation at least once every three years and any new director appointed to fill a causal vacancy shall submit himself/herself for re-election by shareholders at the first general meeting after appointment. Any director appointed as an addition to the existing Board shall hold office only until the next following annual general meeting of the Company and shall then be eligible for re-election.

In accordance with Article 108(a) of the Memorandum and Articles of Association, at each annual general meeting one-third of the Directors for the time being, or, if their number is not three or a multiple of three, then the number nearest to but not less than one-third, shall retire from office by rotation provided that every Director (including those appointed for a specific term) shall be subject to retirement by rotation at least once every three years. A retiring Director shall be eligible for re-election. The Company at the general meeting at which a Director retires may fill the vacated office.

### Model Code for Securities Transactions

The Company has adopted the Model Code as the code of conduct for the Directors to conduct securities transactions. After making specific enquiry to all Directors, each of the Directors confirmed that he/she has fully complied with the required standard set out in the Model Code during the Reporting Period.

### Training and Continuous Professional Development of Directors

Each newly appointed director shall be provided with necessary induction and information to ensure that he/she has a proper understanding of the Company's operations and businesses as well as his/her responsibilities under relevant statutes, laws, rules and regulations. The Company also arranges regular seminars to provide Directors with updates on latest development and changes in the Listing Rules and other relevant legal and regulatory requirements from time to time. The Directors are also provided with regular updates on the Company's performance, position and prospects to enable the Board as a whole and each director to discharge their duties. Directors are encouraged to participate in continuous professional development to develop and refresh their knowledge and skills. The joint company secretaries of the Company have from time to time updated and provided written training materials relating to the roles, functions and duties of a director.



## Corporate Governance Report

According to records provided by the Directors, a summary of training received by the Directors for the year ended 31 December 2020 is as follows:

Name of Director	Training*
Mr. DENG Huajin	√
Mr. TIAN Yuan	√
Mr. GAO Wei	√
Mr. LI Gabriel	√
Ms. PING Xiaoli	√
Mr. ZHAO Guibin	√
Mr. ZHANG Lihong	√
Mr. CAO Zhiguang	√
Mr. WONG Man Chung Francis	√
Mr. SHENG Gang <sup>1</sup>	N/A

<sup>1</sup> Mr. SHENG resigned as a non-executive Director on 24 April 2020.

\* Each of the Directors has attended training sessions arranged by the Company on connected transactions, corporate governance and continuing obligations of listed companies and as directors. On top of the above-mentioned trainings, each of the Directors has also read materials prepared by external professional advisers on the same topics.

### Liability Insurance of Directors and Senior Management

The Company has purchased insurances for all Directors and members of the senior management to minimize risks that may be incurred in their normal performance of responsibilities.

The Directors are responsible for overseeing the preparation of consolidated financial statements of the Group with a view to ensuring that such consolidated financial statements give a true and fair view of the state of affairs of the Group and relevant statutory and regulatory requirements and applicable accounting standards are complied with.

### Directors' Responsibility on Financial Statements

The Directors acknowledge their responsibilities for preparing the consolidated financial statements of the Group for the financial year ended 31 December 2020.

The Board has received from the senior management the management accounts and such accompanying explanation and information as necessary to enable the Board to make an informed assessment for approving the financial statements.

### Board Meetings and General Meeting

The Company held 4 board meetings and one general meeting during the year.

## Corporate Governance Report

The attendance of the above meetings by each Director is as follows:

Name of Directors	Attended/ No. of Eligible Meetings	
	Board Meeting	Annual General Meeting
Mr. DENG Huajin	4/4	1/1
Mr. TIAN Yuan	4/4	1/1
Mr. GAO Wei	4/4	1/1
Mr. LI Gabriel	4/4	1/1
Ms. PING Xiaoli	2/4	1/1
Mr. ZHAO Guibin	3/4	1/1
Mr. ZHANG Lihong	4/4	1/1
Mr. CAO Zhiguang	4/4	1/1
Mr. WONG Man Chung Francis	4/4	1/1
Mr. SHENG Gang <sup>1</sup>	1/1	0/0

Notes:

<sup>1</sup> Mr. SHENG resigned as a non-executive Director on 24 April 2020.

Notices for all regular Board meetings and the agendas and accompanying Board papers will be given to all Directors at least three days before the meetings in order that they have sufficient time to review the papers. Minutes of meetings are kept by the joint company secretary with copies circulated to all Directors or Board committee members for information and records. Directors who have conflicts of interest in a board resolution have abstained from voting for that resolution.

Minutes of the Board meetings and Board committee meetings are recorded in sufficient detail about the matters considered by the Board and the Board committees and the decisions reached, including any concerns raised by the Directors/Board committee members. Draft and final versions of the minutes of each Board meeting and Board committee meeting are sent to the Directors/Board committee members for comments and records respectively within a reasonable time after the date on which the meeting is held. Minutes of the Board meetings are open for inspection by Directors. All Directors shall obtain information related to the Board resolutions in a comprehensive and timely manner. Any Director can seek independent professional advice at the Company's expense after making reasonable request to the Board.

## BOARD COMMITTEES

### Audit and Risk Management Committee

The Audit and Risk Management Committee consists of three independent non-executive Directors, namely Mr. WONG Man Chung Francis, Mr. ZHANG Lihong and Mr. CAO Zhiguang. Mr. WONG, who holds the appropriate professional qualifications as required under Rule 3.10(2) and Rule 3.21 of the Listing Rules, serves as the chairman of the Audit and Risk Management Committee.

The primary duties of the Audit and Risk Management Committee are:

- to propose the appointment or dismissal of the external auditor of the Company, and approve the remuneration and terms of engagement of the external auditor;
- to discuss with the external auditor the nature and scope of the audit and relevant reporting obligations and to facilitate communications and monitor the relationship between the internal audit department and the external accounting firm;



## Corporate Governance Report

- to review and monitor the external auditor's independence and objectivity and the effectiveness of the audit process in accordance with applicable standards;
- to monitor integrity of the Company's financial statements, annual reports and accounts, half-year reports and, if prepared for publication, quarterly reports, and to review significant reporting judgments contained therein;
- to review the Company's financial controls, risk management and internal control systems, discuss the risk management and internal control systems with the senior management;
- to review the Company's financial and accounting policies and practices; and
- other matters required by laws, regulations, regulatory

documents, the rules of the securities regulatory authority of the place where the Shares are listed and the requirements of the Memorandum and Articles of Association, and as authorized by the Board.

During the year ended 31 December 2020, the Audit and Risk Management Committee held two meetings, at which the Company's interim results for 2020 and the annual results for 2019 and the relevant accounting principles and practices adopted by the Group were reviewed and discussed with the external auditors.

Code provision C3.3(e)(i) of the CG Code provides that the terms of reference of the audit committee shall have the terms that the members of the audit committee should liaise with the Board and senior management and the audit committee must meet at least twice a year with the auditor. The Company has included such terms in relevant terms of reference, and thus complied with the Code provision C3.3(e)(i) of the CG Code during the Relevant Period.

The attendance of the meetings by each member is as follows:

Name of Members	Attended/ No. of Eligible Meetings
Mr. WONG Man Chung Francis	2/2
Mr. ZHANG Lihong	2/2
Mr. CAO Zhiguang	2/2

### Remuneration Committee

The Company established the Remuneration Committee with written terms of reference in compliance with Rule 3.25 of the Listing Rules and the CG Code as set out in Appendix 14 to the Listing Rules. The Remuneration Committee consists of three independent non-executive Directors, namely Mr. CAO Zhiguang, Mr. ZHANG Lihong and Mr. WONG Man Chung Francis, and one executive Director, namely Mr. DENG Huajin. Mr. CAO currently serves as the chairman of the Remuneration Committee.

The primary duties of the Remuneration Committee are:

- to make recommendations to the Board on the Company's remuneration policy and structure for the Directors and senior management and on the establishment of formal and transparent procedures for developing remuneration policy;

- to make recommendation to the Board on the remuneration proposals of individual executive Directors and senior management;
- to review the Company's policy on expense reimbursements for the Directors and senior management; and
- other matters required by laws, regulations, regulatory documents, the rules of the securities regulatory authority of the place where the Shares are listed and the requirements of the Memorandum and Articles of Association, and as authorized by the Board.

One Remuneration Committee meeting was held during the year ended 31 December 2020.

## Corporate Governance Report

The attendance of the meeting by each member is as follows:

Name of Members	Attended/ No. of Eligible Meetings
CAO Zhiguang	1/1
DENG Huajin	1/1
ZHANG Lihong	1/1
WONG Man Chung Francis	1/1

Pursuant to the code B.1.5 of the CG Code, the following table sets forth the remuneration of the Directors and members of senior management categorized by remuneration group for the year ended 31 December 2020:

Group (Note)	Remuneration (RMB)	Number of Individuals
1	0 – 500,000	0
2	500,001 – 1,000,000	2
3	1,000,001 – 2,000,000	1

Note:

Group 2 includes 2 Directors of the Company.

Group 3 includes 1 Director of the Company.

Further details of the Directors' emoluments and the top five highest paid employees required to be disclosed under Appendix 16 of the Listing Rules are set out in note 36 to the consolidated financial statements.

### Nomination Committee

The Nomination Committee consists of two independent non-executive Directors, namely Mr. ZHANG Lihong, Mr. CAO Zhiguang and one executive Director, namely Mr. DENG Huajin. Mr. DENG currently serves as the chairman of the Nomination Committee.

The primary duties of the Nomination Committee are:

- to formulate procedures and standards for the election of Directors and senior management, and make recommendations to the Board on the proposed procedures and standards;
- to make recommendations to the Board on the appointment or re-appointment of directors and succession plans for directors, in particular the chairman and the chief executive officer;

- to assess the independence of independent non-executive directors;
- to preliminarily examine the eligibility of candidates for directorship;
- to recommend to the Board concerning the membership of the Company's audit and remuneration committees, in consultation with the chairmen of those committees; and
- other matters required by laws, regulations, regulatory documents, the rules of the securities regulatory authority of the place where the Shares are listed and the requirements of the Memorandum and Articles of Association, and as authorized by the Board.

One Nomination Committee meeting was held during the year ended 31 December 2020, at which the Nomination Policy of the Company and the Board Diversity Policy were reviewed and recommendations was made to the Board.



## Corporate Governance Report

The attendance of the meeting by each member is as follows:

Name of Members	Attended/ No. of Eligible Meetings
DENG Huajin	1/1
ZHANG Lihong	1/1
CAO Zhiguang	1/1

According to the Nomination Policy, in evaluating and selecting any candidate for directorship, the Nomination Committee would consider the following criteria, including, among other things, character and integrity, qualifications (cultural and educational background, professional qualifications, skills, knowledge and experience and diversity aspects under the Board Diversity Policy), any potential contributions the candidate can bring to the Board in terms of qualifications, skills, experience, independence and diversity, and willingness and ability to devote adequate time to discharge duties as a member of the Board and/or Board committee(s).

The Nomination Committee and/or the Board should, upon the receipt of the proposal on appointment of new director and the biographical information (or relevant details) of the candidate, evaluate such candidate based on the criteria as set out above to determine whether such candidate is qualified for directorship. The Nomination Committee should then recommend to the Board to appoint the appropriate candidate for directorship with a ranking of the candidates (if applicable) by order of preference based on the needs of the Company and reference check of each candidate.

The Board has adopted the Board Diversity Policy. In designing the Board's composition, the Nomination Committee has considered Board diversity from a number of aspects, including but not limited to gender, race, language, cultural background, educational background, industry experience and professional experience. All Board appointments will be based on meritocracy, and candidates will be considered against objective criteria, having due regard for the benefits of diversity on the Board.

We believe the Board has a well-balance of cultural background, educational background, industry experience and professional experience where members of the Board have diversified branch of learning and working experience in different countries and regions.

## CORPORATE GOVERNANCE FUNCTION

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

- to formulate and review the Company's policies and practices on corporate governance and make recommendations to the Board;
- to review and monitor the training and continuous professional development of Directors and senior management;
- to review and monitor the Company's policies and practices on compliance with legal and regulatory requirements;
- to formulate, review and monitor the code of conduct and compliance manual (if any) applicable to employees and Directors; and
- to review the Company's compliance with the Listing Rules and disclosure in the Corporate Governance Report.

## JOINT COMPANY SECRETARIES

Mr. TIAN Yuan, the executive Director was appointed as a joint company secretary of the Company in August 2019, is the primary contact person of Ms. So at the Company.

Ms. SO Shuk Yi Betty, of SWCS Corporate Services Group (Hong Kong) Limited, has been engaged by the Company as a joint company secretary of the Company, and is responsible for advising the Board on corporate governance matters and ensuring that Board policy and procedures, and applicable laws, rules and regulations are followed.

During the year, the joint company secretaries of the Company, Mr. TIAN and Ms. SO, actively participated in studies and updated their professional knowledge related to the Listing Rules and corporate governance to continuously improve their professional skills as company secretaries. They had complied with the requirements on taking no less than 15 hours of relevant professional training as set out in Rule 3.29 of the Listing Rules.



## Corporate Governance Report

### AUDITOR

Consolidated financial statements contained in this report have been audited by PricewaterhouseCoopers. Service fees which shall be paid by the Company to PricewaterhouseCoopers for the year amounted to RMB4.3 million (value added tax and other related tax excluded).

<b>Service rendered</b>	<b>Fees Payable (RMB'000)</b>
Audit service	3,200
Non-audit services	1,140
<b>Total</b>	<b>4,340</b>

The statement of the external auditor of the Company about its reporting responsibilities for the Consolidated Financial Statements is set out in the "Independent Auditor's Report" on pages 69 to 73.

### RISK MANAGEMENT AND INTERNAL CONTROL

#### Risk Management

The Company is committed to establishing high level risk management and internal control systems to safeguard the Company's interests and shareholders' investment. We have established robust, comprehensive and technology-driven risk management to effectively manage and mitigate risks inherent in our business to protect us, our clients and our partners, as well as to meet regulatory obligations.

The Board assumes the ultimate responsibility for our risk management, internal control and compliance. Our risk management activities are undertaken and monitored by a risk management committee and supplemented by the legal and compliance department, internal audit department and other business departments. Our risk management committee is responsible for identifying, controlling and preventing major risks across our organization, as well as promulgating and ensuring compliance with risk management policies. We also have a compliance and risk management department with expertise in legal and regulatory, finance and internal audits to oversee our daily risk management activities.

The Board acknowledges that it is responsible for the risk management and internal control systems and reviewing their effectiveness and such systems are designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss. The Board, as supported by the audit and risk management committee, reviewed the risk management and internal control systems, including the financial, operational and compliance controls periodically and considered such systems are effective and adequate.

#### Internal Control

The Company establishes an internal audit department with corresponding supervision and audit responsibility.

In 2020, the Company conducted a review of its risk management and internal control system. The method, findings, analysis and results of the evaluation have been reported to the risk management committee and the Board.

The Board discussed and considered the risk management and internal control system of the Company and was of the opinion that the risk management and internal control system of the Company was adequate and effective.



## Corporate Governance Report

### INVESTOR RELATIONS

#### General Meetings and Shareholders' Rights

The Company shall in each year hold a general meeting as its annual general meeting in addition to any other meetings in that year and shall specify the meetings as such in the notices calling them. The extraordinary general meetings are convened irregularly. In accordance with the Memorandum and Articles of Association, an extraordinary general meeting shall be convened on the requisition of one or more Shareholders holding, at the date of deposit of the requisition, not less than one tenth of the paid up capital of the Company having the right of voting at general meetings. Such requisition shall be made in writing to the Board or any one of the joint company secretaries for the purpose of requiring an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition. Such meeting shall be held within two months after the deposit of such requisition. If within 21 days of such deposit, the Board fails to proceed to convene such meeting, the requisitionist(s) himself (themselves) may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed to the requisitionist(s) by the Company.

Shareholder(s) who wish to move a resolution may request the Company to convene an extraordinary general meeting in accordance with the procedures set out in the preceding paragraph. Detailed procedures for Shareholders to propose a person for election as a director of the Company are published on the Company's website ([www.qeeka.com](http://www.qeeka.com)).

#### Communication with Shareholders and Investors

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

To promote effective communication, the Company makes up-to-date information and updates on the Company's business operations and developments, financial information, corporate governance practices and other information available in the websites of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and the Company ([www.qeeka.com](http://www.qeeka.com)) for public access.

The general meetings of the Company provide a forum and an important channel for communication between the Board and the shareholders. The Chairman of the Board as well as chairman of the Nomination Committee, the Remuneration Committee and the Audit and Risk Management Committee or, in their absence, other members of the respective committees and, where applicable, the chairman of the independent Board committee, are available normally at the annual general meetings and other relevant shareholder meetings to answer questions. Shareholders are also encouraged to attend general meetings held by the Company and are invited to express their views and raise questions thereat.

Shareholders should direct their inquiries about their shareholdings to Tricor Investor Services Limited, the Company's Hong Kong Share Registrar. Investors may also write to the Company at its principal place of business in Hong Kong or China for any enquiries.

The Company sets out the following contact details for Shareholders to communicated with the Company:

Mailing address:  
No. 6 Building, 3131 Jinshajiang Road,  
Jiading District, Shanghai, PRC  
Telephone number: 021-69108711  
E-mail address: [ir@qeeka.com](mailto:ir@qeeka.com)

#### AMENDMENTS TO CONSTITUTIONAL DOCUMENT

There had been no changes in constitutional documents of the Company after the Listing Date.

# Environmental, Social and Governance Report

## ABOUT THE REPORT

### Reporting Scope

The report covers the Company and its subsidiaries, including three primary businesses: SaaS Marketing Service Business Supply Chain Service Business, Interior Design and Construction (IDC) business and Innovation and others. Reporting period covers from 1 January 2020 to 31 December 2020 (the “Reporting Period”). There is no significant adjustment to the reporting scope as compared to the Environmental, Social and Governance (“ESG”) Report included in the Qeeka Home (Cayman) Inc. Annual Report 2019.

For information on our corporate governance, please refer to the Corporate Governance Report of the current year.

### Reference and principles

The Report has been prepared in accordance with the *Environmental, Social and Governance Reporting Guide* (the “ESG Reporting Guide”) set out in Appendix 27 to the Rules Governing the Listing of Securities (the “Listing Rules”) on the Hong Kong Exchanges and Clearing Limited (“HKEx”), and describes the environmental and social impacts of the Group’s businesses and operating activities according to the ESG Reporting Guide. The report is prepared in accordance with the following reporting principles:

- “Materiality”: The Group determines material ESG issues through stakeholder engagement and materiality assessment, which has been disclosed in the report;
- “Quantitative”: Information on the standards and methodologies used in reporting emission and energy data, as well as the sources of the emission factors used have been disclosed;
- “Consistency”: Statistical methods and key performance indicators (“KPIs”) of the report are consistent with those of previous years.

## RESPONSIBLE GOVERNANCE

### ESG strategy and governance

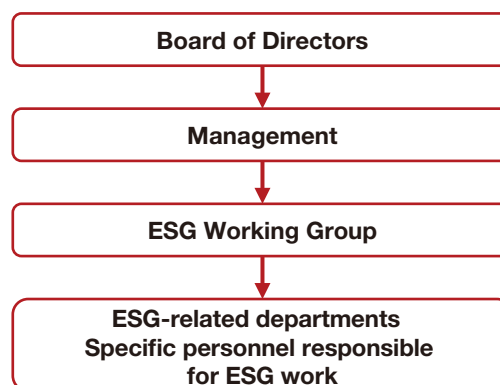
Adhering to the strategy of sustainable development, the Group is committed to providing the society with high-quality home decoration services. We have included ESG risk and opportunity factors in our business strategy and established ESG management organizational structure with clear responsibilities, which provide a direction for our daily operation.

The Board of Directors (“the Board”) supports the Group’s commitment to its corporate social responsibility and takes full responsibility for the Group’s ESG strategies and reporting. As the highest decision-maker of ESG management in the Group, the Board develops ESG management approach and strategy, including evaluating, prioritizing, and managing material ESG-related issues and their risks to the Group’s business. The Board regularly reviews the Group’s ESG performance, examines and approves the Group’s annual ESG report.

The management of the Group is responsible for arranging ESG working group to carry out relevant work according to the approach and strategy formulated by the Board. The management reports ESG related risks and opportunities to the Board, provides the Board with the Group’s annual ESG performance and annual ESG report.

In order to carry out ESG work in full coverage, the Group has established the ESG working group directly involving department heads. The ESG working group has designated specific persons to carry out daily ESG work and prepare annual ESG report. The ESG working group reports to the management on the daily ESG performance and the progress of annual ESG report.

The Group has developed its ESG strategy based on the core principle and achievable goal of green and sustainable development to provide guidance for ESG management in daily operation. In addition, the Group regularly reviews its corporate social responsibility policies and strategies to ensure their appropriateness for its businesses.



Organization structure for ESG management



## Environmental, Social and Governance Report

### Stakeholder engagement

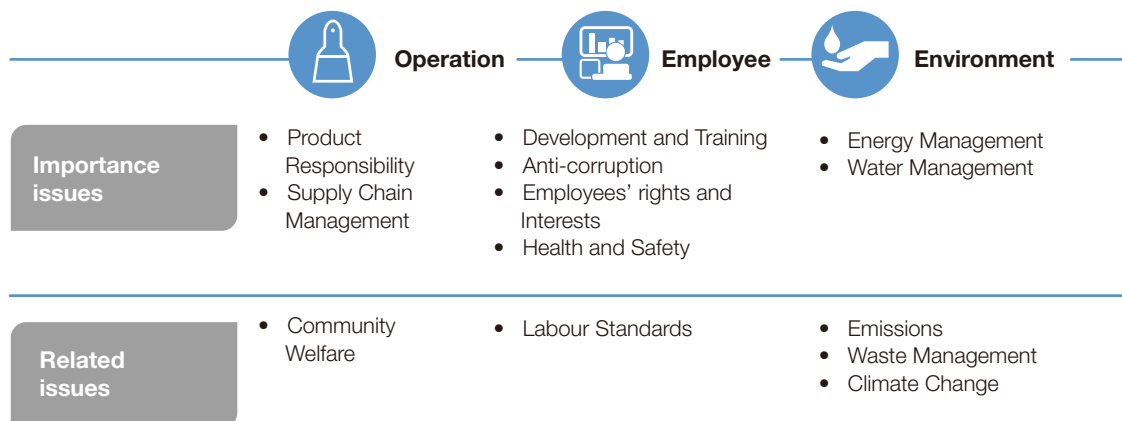
The Group has identified major stakeholders and adopted various communication mechanisms to engage with stakeholders and actively respond to their expectations.

Stakeholders	Communication mechanisms	Stakeholders' expectations
Governments and regulators	<ul style="list-style-type: none"> <li>• Daily management</li> <li>• Meetings</li> <li>• Monitoring and inspections</li> <li>• Policy consultation</li> <li>• Reporting</li> </ul>	<ul style="list-style-type: none"> <li>• Compliance with laws</li> <li>• Pay taxes according to laws</li> <li>• Support local development</li> </ul>
Shareholders	<ul style="list-style-type: none"> <li>• Shareholders' general meetings</li> <li>• Information disclosure</li> <li>• Activities promoting investor relations</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable development and return to shareholders</li> <li>• Information disclosure and investor relations</li> <li>• Corporate governance and risk control</li> </ul>
Customers	<ul style="list-style-type: none"> <li>• Contract signing</li> <li>• Transactions</li> </ul>	<ul style="list-style-type: none"> <li>• High-quality products</li> <li>• Top-class pre-sale and after-sale services</li> </ul>
Employees	<ul style="list-style-type: none"> <li>• Employee trainings</li> <li>• Employee activities and employee care</li> <li>• Performance management</li> </ul>	<ul style="list-style-type: none"> <li>• Remuneration and benefits</li> <li>• Good work environment and development platforms</li> <li>• Equal opportunities for promotion and development</li> <li>• Smooth communication</li> </ul>
Media	<ul style="list-style-type: none"> <li>• Interviews about business operation</li> <li>• Corporate culture publicity</li> <li>• Thematic activities</li> </ul>	<ul style="list-style-type: none"> <li>• Fulfilment of corporate social responsibilities</li> <li>• Measures to learn about the Company's important events and activities</li> </ul>
Cooperating parties	<ul style="list-style-type: none"> <li>• Negotiation and communication</li> <li>• Supplier investigation and evaluation</li> <li>• Open bidding and tendering</li> <li>• Communications and exchange visits</li> </ul>	<ul style="list-style-type: none"> <li>• Keep promise</li> <li>• Equal, open and fair procurement</li> <li>• Win-win development</li> </ul>
Community and society	<ul style="list-style-type: none"> <li>• Targeted poverty alleviation</li> </ul>	<ul style="list-style-type: none"> <li>• Promote urban and rural development</li> <li>• Promote community harmony</li> </ul>

## Environmental, Social and Governance Report

### Materiality assessment

We identified 13 ESG issues in accordance with the *ESG Reporting Guide* and classified them into three aspects, i.e., Operation, Employee and Environment. After communicating with internal and external stakeholders and considering the Group's businesses, we conducted assessment and screening accordingly. Finally, the following ESG issues were identified and were highlighted for disclosure and response in the report.



### SUSTAINABLE OPERATIONS

As a leading e-commerce platform in areas of decoration, construction materials and furniture & furnishing in China, the Group strictly complies with relevant laws and regulations, including but not limited to the *Telecommunications Regulations of the People's Republic of China*, the *Administrative Measures for Internet Information Services*, the *Provisions on the Administration of Mobile Internet Application Information Services*, etc. The Group provides a complete set of e-commerce solution to domestic providers of construction materials and furniture & soft furnishing products and domestic suppliers of decoration design and decoration construction management services. By applying Internet technologies, the Group also provides Internet decoration customers with high-quality and inexpensive decoration and furniture & furnishing consumer products as well as related services, to help customers decorate their homes easily and safely.

### Quality service

We provide users with efficient and transparent one-stop IDC solutions via a diverse business system.

We cooperated with Holike (an A-share listed company) to launch Nola, a new brand of light and stylish custom home furnishings. Based on our advantages on internet IDC, Nola adopts a new retail form integrating online and offline retail to serve young consumers with high-quality, high-security custom home furnishings. We require all suppliers of Nola to test all features of their products including flame resistance, high temperature resistance, pollution resistance, formaldehyde content, etc. according to relevant national standards such as the *GBT 10125 Corrosion Test in Artificial Atmospheres – Salt Spray Tests* and the *GB/T 8624 Classification for Burning Behavior of Building Materials and Products*. Suppliers could provide products for Nola only if they get qualification test report from us. In addition, we introduce furniture, accessories and flooring products that meet European environmental standards to provide customers with more products that are green, harmless, and release low formaldehyde.

During the reporting period, the Group had no products that needed to be recalled for safety and health reasons.



## Environmental, Social and Governance Report

For our business partners, we established *Specifications on Qualification Review of Business Partners* and *Qualification Evaluation Standards of Business Partners* and other regulations, and strictly review their qualifications of merchant, qualifications of shareholders, qualifications of affiliates, and litigation information. In the case of brand franchise, we developed *Franchisee Joining Criteria*, *Franchisee Confirmation Letter* and other regulations. We optimize the franchising process by signing contract online, retaining video records and tracking communication emails. Meanwhile, we reduce the franchising cycle and strengthen risk management and control to raise merchants' guarantee consciousness.

We constantly improve our service standards and strictly select outstanding decoration companies to provide customers with a good experience on our IDC services:

- ✓ In accordance with the *GB50210 Code for Construction Quality Acceptance of Building Decoration* and the *GB50327 Code for Construction of Decoration of Housings*, we formulated acceptance standards of water, electricity, mud, wood, and paint, etc. to control quality before delivery.
- ✓ We implemented the *Eighteen Items of Qeeka Home Safety Hazard Inspection* to raise awareness of safety among construction personnel and strengthen the regulation on construction safety so as to protect the interests of customers.
- ✓ We have rolled out the "Construction Live Stream" function, which enables customers to monitor the decoration process via their mobile phones, computers or other platforms at anytime and anywhere, so that the transparency of the process can be guaranteed, and customers will have a more comprehensive understanding of the progress and quality of the project.

- ✓ We require merchants to communicate with users through our Mini Program to avoid harassing customers in private.
- ✓ Our merchant quality control team regularly conducts random checks and reviews of merchants' services through a complete quality inspection process and special scoring system to protect the rights and interests and privacy of customers.
- ✓ We created the "phase acceptance" mode through "Qijia Bao Service" and provide customers with full-scope safeguards through comprehensive insurance and one-to-one service to help customers monitor construction quality in a more convenient manner and avoid risks such as fleeing of service providers, construction accidents, etc.

Adhering to the "customer first" business philosophy, we carry out the whole lifecycle of decoration services through telephone and online services. We attach great importance to customer feedback and suggestions, and strictly comply with relevant laws and regulations, including but not limited to the *Law of the People's Republic of China on Protection of Consumer Rights and Interests*. We established a series of rules and regulations including the *Administrative Measures for Complaint Handling*, the *Procedures for Daily Complaint Handling*, the *Process of Customer Complaint Management*, the *Process of After-decoration Services*, etc. In addition, we provided customer service hotline at 400 and online customer service, 12315 complaints hotline, and other complaints channels such as through mobile Apps, third-party media, WeChat or Weibo to receive and handle customers' complaints faster and better.

## Environmental, Social and Governance Report

We have housekeepers to provide users with one-stop service, i.e., the housekeeper will actively follow up the decoration process, intervene in the process in a timely manner when problems occur and coordinate all types of requirements raised by users via both online and offline, including preliminary suggestions for decoration, follow-up of decoration, construction quality liaison and after-sales problems to ensure our customers are free from all worries. We also arrange customer complaint specialists to provide after-sales service of different business sectors, so as to solve customers' problems in a more targeted fashion and meet their needs. Staff responsible for customer complaints strictly abide by the *3.1.5 Service Commitment*, dealing with customer requests in accordance with the following standards: responding to customers within 3 hours, developing preliminary scheme within 1 day, and completing the process in 5 days. During the COVID-19 pandemic, the Group's Customer Service Department overcame all kinds of difficulties to provide 24-hour hotline service for customers, which improved the efficiency of consumer dispute resolution. We also formulated the *Customer Complaints Assessment Policy* to score the performance of customer complaint specialists based on multiple indicators such as complaints resolution rate, process optimization rate, customer return visit rate, etc., so as to continuously improve the efficiency and quality of customer service.

We formulated strict requirements on the after-sale services of suppliers, requiring suppliers to check the product quality, size, quantity, etc. before the product delivery, and handle the repair or return of defective products in time. In accordance with our *Goods Acceptance Standards and Return and Exchange Rules*, we accept the return or exchange of goods for customers free of charge if return standards are met.

Awards of the Group in 2020:

Awards	Awarded by	Time
Best Technology, Media, Telecom (TMT) Stock Company	Zhitong Finance, Tonghuashun Finance	09/01/2020
"Most Valuable Interior Design Platform" on Baidu Brand Digital Assets List in 2020	Baidu	25/01/2020
Most Innovative Enterprise of 2019	Operator Financial Network	12/01/2020
Shanghai Private Enterprises Headquarters Certification	Shanghai Municipal Committee, Shanghai Municipal People's Government, Shanghai Municipal Development and Reform Commission	27/07/2020
Top 10 Preferred Internet Home Services Platform for 2019-2020	Beijing Business Today	28/08/2020
Most Socially Responsible E-commerce Enterprise for "Fighting COVID-19" of 2020	100 EC	09/09/2020

### Working together

We pay great attention to the quality of all IDC service providers and construction material suppliers on our platform, and strictly follow the process of management on supplier introduction, information maintenance and evaluation and retreat from the whole lifecycle.



## Environmental, Social and Governance Report

According to related regulations such as the *Supplier Management Process* and the *Administration Regulations for Supplier Selection and Rating*:

- ✓ We require that suppliers provide qualification documents including a copy of business license, trademark certification, product testing report, bank account information, etc., so that we can select qualified suppliers.
- ✓ We consider indicators such as pricing, financial and credit status, delivery and installation, and also include social risk indicators such as firefighting facilities at suppliers' factories, R&D team, information regarding social insurance for production technicians to raise a claim for suppliers to fulfil social responsibilities and pass on the concept of sustainable development.
- ✓ We perform quarterly evaluations on suppliers and remove unqualified suppliers in a timely manner, to maintain the quality of the supplier chain.

In 2020, we further optimized supplier product warehouse and made use of the platform's integration capability to purchase cost-effective products of various brands for our customers, thus reducing consumers' purchasing burden and suppliers' management burden. Meanwhile, we continued to carry out strategic cooperation with our upstream partners for product research and development, with the aim to create a better, smarter and more competitive product system to meet the diversified needs of our customers.

In 2020, we continued to improve distribution efficiency and deployed mini-warehouses in 18 cities across the country, enabling one-stop delivery to customers through the Qi Qi Li Auxiliary Materials Platform (hereinafter "Qi Qi Li"). To make sure that the users' decoration auxiliary materials are safe and environment-friendly, we introduced the *Management Policy on Safety and Environmental Protection on Construction Site* to ensure that all products ordered from "Qi Qi Li" meet higher safety and environmental protection requirements, as well as more stringent site acceptance standards to enhance the image of our cooperative IDC enterprises.

In 2020, the decoration industry was faced with enormous survival challenges due to the impact of COVID-19. To help our cooperative decoration enterprises from the platform get through this challenging time, we adopted *Eight Measures in Four Categories*, such as introducing hundreds of millions' worth of special loans and tens of millions' worth of clout support, exempting commissions for new users, providing free online training, etc., to reduce the capital turnover problems of decoration enterprises during the pandemic, and improve their online customer acquisition and online management capabilities. While maintaining the stable development of the decoration industry, we promote the transformation and upgrading of the whole industry through online-based and digital measures, so as to minimise the losses resulting from the pandemic.

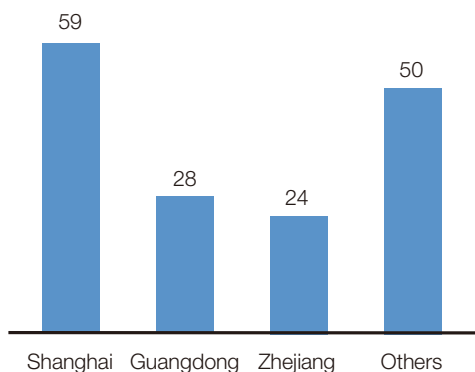
In October 2020, the 4th National Interior Design and Construction Industry Summit and 2021 Service Upgrading Conference of Qeeka Home was successfully held in Shanghai. It encouraged us to "break with stereotypes and embrace innovation". To further continue the "Torch Upgrading" plan initiated in 2020, we have released the 2021 Service Upgrading Strategy. In addition to the digital supply chain empowerment, we will endow the decoration enterprises that have already been digitalised with new momentum for sustainable development to achieve higher growth targets. In the next three years, Qeeka Home will support 100 decoration enterprises from the platform to enter the 100-million-RMB production value threshold and 1,000 decoration enterprises from the platform break through the 50-million-RMB production value.





## Environmental, Social and Governance Report

As the end of the Reporting Period, we had 161 suppliers in total. Number of suppliers by geographical region is showed as below:



### Compliance with laws and regulations

We strictly abide by relevant laws and regulations such as the *Contract Law of the People's Republic of China*, the *Law of the People's Republic of China on the Protection of Consumer Rights and Interests*, the *Product Quality Law of the People's Republic of China*, the *E-Commerce Law of the People's Republic of China*, and the *Trademark Law of the People's Republic of China*. Besides, taking account of our existing rules and policies, we formulated the *Legal Compliance Guidelines*, in which we explained the relevant legal requirements for contracts, product quality, consumer rights, network security, advertising, trademark and price fraud prevention for key positions such as those for Market Operation and Decoration Management, and included suggestions and punitive measures.

### ➤ Privacy protection

Our top priority has always been protection of personal privacy for users. We strictly comply with relevant laws and regulations, including but not limited to the *Cybersecurity Law of the People's Republic of China*, the *Decision on Strengthening Information Protection on Network*, the *Provisions on Protecting the Personal Information of Telecommunications and Internet Users*, etc. We developed a well-established privacy protection system composed of various regulations including the *Regulations for Users' Information Security Management*, the *Provisions on the Establishment and Administration of Information Security Organization*, the *Regulations for Personal Information Security Protection*, the *Administration Regulations for Complaint Handling Events Regarding Personal Information Protection*, the *Regulations for Emergency Processing of Network Security Events*, the *Information Security Policies*, etc. We formulated the *Privacy Policy* to specify the scope, purpose, sharing, transfer and disclosure of customer information to make sure that our customer's personal information is secure and controllable. We do not collect or use user information without permission from users, nor do we disclose, falsify, damage, sell or illegally provide the information collected to others. In addition, we adopt such measures as encryption and decryption and virtual numbers to protect user information in WEB ports, Qeeka database management platform, Customer's Relation Management system, background operation system, order receiving Apps, etc., and regularly conduct security review to properly protect user privacy.

In 2020, several employees from Technical Department, Product Department and Data Department were selected to participate in the special training on WEB Security & Protection to enhance their information security protection capabilities. Alongside in-house circulation and promotion in the form of small videos and emails, we also invited Baidu Cloud to provide specific staff training on information security and network security.



## Environmental, Social and Governance Report

### ➤ Responsible marketing

We strictly abide by relevant laws and regulations related to intellectual property rights, including but not limited to the *Trademark Law of the People's Republic of China*, and formulated *Regulations on Intangible Assets Management* to protect the safety and value of intangible assets. As the end of the Reporting Period, we had a total of 111 registered trademarks, 119 software copyrights and 6 works copyrights.

We fully standardize the use of VI image by developing a series of regulations including the *Specifications on Usage of Brand Image Representatives*, the *VI Image Identification Manual*, the *Specifications on Usage of the IP Image "Qi Qi Li"* and the *Regulations for Operation and Management of Co-operators in Interior Design and Construction*.

We strictly comply with relevant laws and regulations, including but not limited to the *Advertising Law of the People's Republic of China*, etc. We developed various regulations including the *Specifications on Management of Advertisements and Copywriting*, under which the Legal Department reviews the promotion copywriting, publicity materials and advertisements, to ensure the legality and authenticity of the information and materials used for sales and marketing, and safeguard rights and interests of the Group and consumers. We arranged regular training on investment promotion, operation, copywriting and other occasions, and communicated with employees on existing issues, legal updates and hotspots in the form of weekly email push.

In 2020, we arranged several training sessions on advertising compliance and advertising self-inspection, the content of which included selected cases of illegal advertising, key issues concerning illegal advertising, and instructions for the use of images and fonts. This helped ensure the legality and compliance of publicity information and avoid exaggerated or false publicity, thus effectively protecting the interests of customers.

### Social welfare

While sticking to its own business and improving industrial efficiency, the Group actively takes its social responsibilities and continuously provides the society with great contribution and positive energy.

#### ➤ Computer donation

In 2020, we continued our efforts to support rural education through the "Pass Love – Recycled Computer Classroom" project – reassembling and repairing idle electronic equipment, and donating them to children in remote mountainous regions, including 82 computer hosts, 40 monitors, as well as a number of laptops and printers. We hope to do our bit to build more computer classrooms for these children and pass on love. Meanwhile, acting upon the call for "Green, Low-carbon, Recycling Economy", we handed over the obsolete electronic equipment to environmental protection disposal plants for recycling, thus making our contribution to the green and sustainable urban development.



### CARE FOR EMPLOYEES

We regard employees as the most important wealth of the Group. We constantly improve talent management and have established a complete human resource management system to protect employees' rights and interests. We pay attention to employees' health and create a good working environment for them. We attach importance to employees' career growth and provide them with perfect promotion channels and training systems to attract and retain talent.

## Environmental, Social and Governance Report

### Employee training

We formulated a complete training system, which combines self-training with lecture training, post skill training with professional knowledge training, to provide learning and training opportunities for employees and help employees achieve their career development goals.

We established the Business College and conducted more comprehensive trainings including “Orientation Training”, “Class F1 Training” and “Leadership Training and Executive Training”. These trainings helped employees quickly integrate into the Group and understand the corporate culture. They also helped improve employees’ comprehensive abilities and provide them with broad space for career development and learning platform. The Business College provides several sets of courses including group businesses, policies (human resources, finance, administration and legal work, etc.), work skills (PPT, Excel skills, etc.), corporate culture, etc.

Through the *Regulations for Management of Employee Tutors*, the *Regulations for Management of Internal Trainers* and other regulations, we develop internal training resources through employee tutors and internal trainers, etc., to facilitate the accumulation, sharing and dissemination of internal knowledge, so as to improve the overall standard of our employees.



Qeeka Home Academy

In 2020, we established a mobile online learning platform – “Qeeka Home Academy”, which can provide employees with new content, new forms, and new experiences. By means of online integration, the platform is able to offer learning tasks to learners in a more systematic and scientific way, provide corresponding knowledge and skills for learners in different stages, and create learning development portfolios, so that users can track their learning process more easily. The platform also facilitates the systematic and standardized management of the Group’s internal lecturers, helps build up the lecturer team and promotes the dissemination of internal resources.

During the Reporting Period, the percentage of employees trained, and the average training hours completed per employee by gender and employee category are showed as below:

		Percentage of employees trained	Average training hours completed per employee
By gender	Male	54%	33.8
	Female	46%	20.5
By employee category	Senior management	1%	3.7
	Middle management	15%	35.0
	Junior employees	84%	27.1

### Anti-corruption

In strict compliance with relevant laws and regulations, including but not limited to the *Company Law of the People’s Republic of China*, the *Bidding Law of the People’s Republic of China*, the *Anti-Unfair Competition Law of the People’s Republic of China*, and the *Interim Provisions on Banning Commercial Bribery*, etc., the Group formulated and implemented the *Procedures for Bidding and Price Parity among Third Parties*, the *Regulations for Internal Control over Procurement and Payment*, the *Regulations for Management of Probity*, the *Code for Moral Behaviors* and other regulations to standardize the business activities of the Group, so as to avoid bribery, extortion, fraud and money laundering.



## Environmental, Social and Governance Report

In the meantime, we also provide a public hotline, email and mailbox for all parties to report any violations or suspected violations of the anti-corruption policies, including those on the part of external business partners:

- Compliance hotline: 021-69108705
- Compliance email: internalaudit@qeeka.com
- Compliance mailbox at the headquarters

In addition, the Group established the Supervision Department to monitor any possible violations of laws and regulations by means of:

- Obtaining information about the serious violators found or dealt with by the internal control functions of other enterprises;
- Checking the blacklist of dishonest persons and those who are restricted from consumption as reported by national judicial authorities or the financial associations, and assisting the HR Department in carrying out pre-employment background checks;
- Conducting investigations of high-level employees before employment, including but not limited to checking whether they are involved in any judicial decisions and whether they conceal their recruitment status or investment, and providing suggestions for employment decision-making accordingly.

In order to encourage a corporate culture of honesty and integrity, the Group conducted training in anti-corruption and self-discipline for all employees in October 2020, the content of which included risks/consequences of violating laws and regulations, basic judgement of violating laws and regulations, six requirements for anti-corruption and self-discipline, and the channels for complaints reporting.

For violations of rules and disciplines, the Group imposes internal administrative penalties or administrative penalties plus disciplinary penalties on the violators, depending on the severity of the case. For serious violations of laws and regulations, the Group cooperates with governing authorities to transfer the offenders to judicial authorities.

Besides, the Group joined China Enterprise Anti-Fraud Alliance (CEAFA) in October 2020. Together with CEAFA and other member units, the Group has been working on new governance systems, anti-fraud capabilities and the relevant standards, and promoting blacklist sharing (dishonest persons and suppliers), mutual assistance and in-depth exchange of anti-fraud resources, etc. This has effectively improved the Group's anti-corruption work.



During the reporting period, there was no concluded legal cases regarding corrupt practices brought against the Group or its employees.

## Employee's rights and interests

### ➤ Recruitment and dismissal

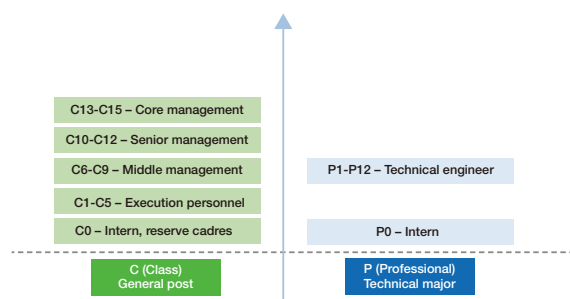
The Group strictly complies with relevant laws and regulations, including but not limited to the *Labour Law of the People's Republic of China*, the *Labour Contract Law of the People's Republic of China* and the *Employment Promotion Law of the People's Republic of China*, etc. We formulated the *Recruitment Management Process*, the *Regulations for Management of Internal Competitive Employment*, the *Internal 180 Management Regulations* and other rules and processes. Following the talent selection principles of fairness, publicity, equality, competition and preference as well as the talent appointment principles of preferring for skilled persons with good morality and actual performance, we standardize the recruitment process, optimize the talent selection mechanism and improve human resource management. In addition, we detail the regulations for employee reward and punishment, termination of labor contract, and resignation process in the *Staff Manual*, *Regulations for Employee Reward and Punishment* and the *Employee Relationship Management Process*, thus employees shall not be dismissed at will.

## Environmental, Social and Governance Report

### ➤ Compensation, benefits and promotion

We established competitive compensation and welfare system, trying our best to provide employees with fair and reasonable salaries taking comprehensive consideration of the internal and external salary levels and employees' personal competence. The employee compensation consists of basic salary, post wage/performance bonus, post allowance, confidential wage or compensation due to competitive restrictions. We conclude *Labor Contract* with employees as required by law and pay social insurance premiums for employees according to local regulations. Our employees also enjoy benefits including meal allowance, transportation allowance, business communication allowance and blessing bonus. We evaluate the performance of employees at the end of each year and recognize high performers by promoting them or giving them higher compensation based on their professional abilities and post natures.

We established comprehensive promotion channels for employees with the principles of "Open selection, Competitive Employment and Priority for Internal Employees", so as to drive internal competitive employment. In the *Measures for Management of Remuneration Based on Posts and Levels*, we set up a line for general posts and a professional line concerning technologies, under the guidance of which the standards for employee benefits and salary are determined. It provides employees with transparent and fair promotion pathways and puts employees' potential into full play.



### ➤ Working hours and rest periods

Seriously sticking to relevant national laws and regulations, we formulated the *Regulations for Management of Employee Attendance* and implement fixed working hours (8-hour working system and 7-hour working system), comprehensive working hours and unfix working hours. Working overtime requires advanced application and approval, and employees working overtime can arrange their deferred holidays by taking working days off and are provided with overtime meal allowance and traffic allowance.

In addition to public holidays, employees of the Group can also enjoy personal leave, sick leave, marital leave, bereavement leave, maternity leave, paternity leave, breastfeeding leave, coffee break, annual leave and work-related injury leave.

### ➤ Care for employees

In order to maintain efficient communication with employees and understand their needs in a timely manner, we opened various channels for opinion collection, such as the OA internal communication system, internal official accounts, administrative horns and questionnaires. We communicate with employees interactively every day to ensure that employees' needs are understood and resolved on the same day. We also have a labour union chaired by the Chief Operating Officer (COO) and the *Collective Wage Bargaining Policy* in place to ensure that there are no salary reduction or layoffs during the pandemic and safeguard the legitimate rights and interests of employees. We provide support and assistance to employees with special needs, including nursing rooms and necessary care for employees in breastfeeding period.

We hold various festival activities and employee birthday parties as well as diversified group activities every year, including basketball games, football games and team building activities, to enrich the lives of employees.



## Environmental, Social and Governance Report

In 2020, we carried out many team building activities to help new hires quickly adapt to the new job, improve team cohesion and boost enthusiasm for work. This, on the other hand, could also provide opportunities for our people to relax.



**Team Buildings**



**Annual Meeting**



**Basketball Game**

➤ **Anti-discrimination, diversity and equal opportunity**

During recruitment, following the principles of fairness, justice and publicity, the Group hires competitive employees under the same conditions, and seriously sticks to national and local governmental laws and regulations as well, so that our employees would not be discriminated for race, gender, skin color, age, family background, ethnic tradition, religion, physical quality, original nationality and other personal characteristics. Our employees are fairly treated and have equal opportunities in compensation and dismissal, recruitment and promotion, working hours, rest periods and other benefits.

## Environmental, Social and Governance Report

### ➤ Employee profile

As the end of the reporting period, the Group had 860 employees, 100% of them were full-time employees based in China. The total workforce by gender and age group, and the employee turnover rate during the Reporting Period are shown as below:

		Total workforce	Employee turnover rate
By gender	Male	473	40%
	Female	387	34%
By age group	Under the age of 30	288	44%
	30 to 50 years old	554	35%
	50 years of age or older	18	0%

### ➤ Labour standards

The Group respects employees' rights and interests and complies with relevant laws and regulations, including but not limited to the *Labor Law of the People's Republic of China*, the *Labor Contract Law of the People's Republic of China*, the *Provisions on the Prohibition of Using Child Labor*, etc. Employee's ID card and other personal information was checked in on-boarding, to avoid using of child labor. In case any child labor was hired illegally, we would terminate the labor relationship and notify their guardian immediately. The Group seriously abides by legal working hours and limits overtime working to ensure sufficient resting time and physical and mental health of employees. In case overtime working is unavoidable, employees should be provided with compensatory time off or overtime wage, and compulsory labor is forbidden.

### Health and safety

We comply with relevant laws and regulations, including but not limited to the *Work Safety Law of the People's Republic of China*, etc. We provide our employees with safe working environment to ensure their health and safety.

We conduct inspection and maintenance of fire equipment every month, as well as invite fire-qualified suppliers to do pressure inspection and dry powder replenishment for fire extinguishers every year. We have installed emergency escape lighting in office areas and escape ways to ensure fire equipment can function in all emergency situations and all hazards are eliminated.

For the safety hazards at the decoration site and based on the *Eighteen Items of Qeeka Home Safety Hazard Inspection*, comprehensive inspection for structure, power utilization, firefighting, tools and equipment involved in construction is included into safety hazard inspection. A supervisor would be appointed for guidance, hazard identification and construction standard supervision if necessary, so that the safety hazards could be eliminated at the very beginning and the house decoration safety of customers as well as the safety of site operators could be ensured effectively.

To prevent and control the COVID-19 and curb the spread of the pandemic, we formulated the *Qeeka Home Resumption & Pandemic Prevention Program* and set up a task force for COVID-19 response to provide guidance on the pandemic prevention and control. In the early stages of the outbreak, we immediately mobilized resources to purchase supplies from Turkey, Vietnam, and other regions to ensure that each employee was provided with sufficient face masks every day. Fingerprint clock-in system was no longer used. Instead, the Ding Talk App was used for attendance tracking to avoid the spread of the virus. We also disinfected our office areas regularly, posted up pandemic prevention tips and posters, and broadcast pandemic prevention videos to guide employees on prevention measures, to ensure our employees' health and safety.

During this reporting period, the number of working days lost due to work injury of the Group is zero.



## Environmental, Social and Governance Report

### ENVIRONMENT PROTECTION

According to our business characteristics, the emissions of the Group mainly comprise NO<sub>x</sub>, SO<sub>2</sub>, Particulate Matter (PM) and greenhouse gases generated from gasoline used by vehicles we owned, greenhouse gases generated from electricity used at workplace, and the non-hazardous waste from workplace. The resources used mainly include electricity and water used at workplace. The water we used come from municipal water, which can meet the water demand of daily operations.

As we are deeply aware of the importance of environment protection and resource conservation in the sustainable development of the Group, we comply with relevant laws and regulations, including but not limited to the *Environmental Protection Law of the People's Republic of China*, the *Energy Conservation Law of the People's Republic of China*, etc. We formulated the *Management Measures for Using of Air Conditioner* and other regulations. We encourage green office and take various measures for energy saving, water conservation and emission reduction, so as to save resources, cut down emissions and reduce negative impact on the environment:

- Give priority to purchasing and using energy-saving and environment-friendly equipment and replace two energy-saving air conditioners in 2020;
- Encourage all employees to strengthen the awareness of power saving in daily operation, and implement the principles of power saving, energy consumption reduction and using on demand;
- Carry out daily water equipment maintenance to avoid wasting from dropping;

- Replace all lights in the customer service centre, warehouses and headquarters office to LED lights for reduction of energy consumption;
- Encourage paperless office and minimise copying and printing of documents as far as possible, and encourage printing on both sides and recycling of wastepaper, so as to avoid unnecessary wasting of papers and reduce the harmless wastes;
- Actively respond to the call for garbage classification, conduct garbage classification publicity to employees, and implement garbage classification in the headquarter;
- All non-hazardous wastes are collected, transported and treated by municipal sanitation.

As our business activities involve no use of large amount of non-renewable energy and forest resources and cause no impact on biodiversity, the Aspect A3 Environment and Natural Resources is not applicable for the Group.



## Environmental, Social and Governance Report

### Environmental KPIs:

The environmental KPIs disclosed in the report cover the offices of our headquarters in Shanghai and its subsidiary companies Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd., and Brausen (Fujian) Decoration Engineering Co., Ltd., etc., and are not substantially different from the ones disclosed in the ESG report of 2019.

Emissions	2020	2019	2018
NOx emissions (kg) <sup>1</sup>	<b>110.70</b>	119.30	157.52
SO <sub>2</sub> emissions (kg) <sup>1</sup>	<b>0.26</b>	0.28	0.41
PM emissions (kg) <sup>1</sup>	<b>10.61</b>	11.43	15.09
Scope 1: Direct greenhouse gas emissions (tCO <sub>2</sub> e)	<b>38.22</b>	41.10	58.93
Scope 2: Energy indirect greenhouse gas emissions (tCO <sub>2</sub> e)	<b>376.89</b>	507.61	836.63
Total greenhouse gas emissions (tCO <sub>2</sub> e) <sup>2</sup>	<b>415.11</b>	548.71	895.56
Intensity of greenhouse gas emissions (tCO <sub>2</sub> e/person)	<b>0.48</b>	0.67	1.07
Total non-hazardous waste produced (tonnes) <sup>3</sup>	<b>39.56</b>	45.52	121.08
Intensity of non-hazardous waste (tonnes/person)	<b>0.05</b>	0.06	0.15

Note:

1. The waste gas emissions are accounted in accordance with the *How to Prepare ESG Report? Appendix 2: Reporting Guidance on Environmental KPIs* issued by HKEx.
2. The accounting of greenhouse gas is presented in terms of carbon dioxide equivalent and accounted in accordance with the *Guidelines on Accounting Methods and Reporting of Greenhouse Gas Emissions of Public Building Operators* issued by the National Development and Reform Commission.
3. The hazardous waste generated from the business activities of the Group include a small amount of waste selenium drums and waste ink cartridges, which are recycled for use by qualified recycler and cause limited impact on environment. Therefore, the KPI A1.3 (total hazardous waste produced) is not disclosed in the Report.

Use of Resources <sup>2</sup>	2020	2019	2018
Total direct energy consumption (MWh)	<b>156.33</b>	168.12	241.04
Total indirect energy consumption (MWh)	<b>535.73</b>	721.54	1,189.24
Total energy consumption (MWh) <sup>1</sup>	<b>692.06</b>	889.67	1,430.28
Intensity of energy consumption (MWh/person)	<b>0.80</b>	1.09	1.71
Total water consumption (in tonnes)	<b>2,701</b>	4,181	5,769
Intensity of total water consumption (tonnes/person)	<b>3.14</b>	5.12	6.91

Note:

1. Total energy consumption is accounted according to energy consumption, fuel consumption and the default value of parameters related to fossil fuel as listed in Annex 1 of the *Guidelines on Accounting Methods and Reporting of Greenhouse Gas Emissions of Public Building Operators* issued by the National Development and Reform Commission.
2. Since the Group's operation involves no use of packaging materials, the KPI A2.5 (Total packaging material used for finished products) is not applicable.



# Report of the Directors

The Board is pleased to present this annual report and the audited financial statements of the Group for the year ended 31 December 2020.

## PRINCIPAL BUSINESSES AND ACTIVITIES

The Group is one of the leading providers of SaaS solution in Interior design and construction industry in China. The principal activities of the Group are (i) the provision of SaaS based total marketing solution (“SaaS”), (ii) provision of targeted marketing services and inspection service (“Marketing Service”); (iii) provision of interior design and construction service and licensing its brand to business partners and others (“Interior Design and Construction”) (iv) provision of building and home decoration material supply chain services; and (v) provision of other initiative services (“Innovation and others”).

The Company acts as an investment holding company and the principal activities of its subsidiaries are set out in Note 37 to the consolidated financial statements. There were no significant changes in the nature of Group’s activities during the Reporting Period.

## BUSINESS REVIEW

The business review of the Group for the year ended 31 December 2020 is set out in the sections headed “Chairman’s Statement” and “Management Discussion and Analysis” from pages 7 to 10 and pages 11 to 19 of this annual report. Description of principal risks and uncertainties that the Group may be facing can be found in the sections headed “Report of the Directors – Risks Relating to the Contractual Arrangements” on page 65 of this annual report. An account of the Company’s key relationships with its employees, customers and suppliers and others that have a significant impact on the Company is set out in the “Environmental, Social and Governance Report” on pages 34 to 48 of this annual report.

## PROSPECT

A review of the business of the Group during the year and a discussion on the Group’s future business development, particulars of important events affecting the Group that have occurred since the end of the financial year are set out in the “Chairman’s Statement” on pages 7 to 10 of this annual report. An analysis of the Group’s performance during the year using financial key performance indicators is set out in the “Key Financial and Operation Data” on pages 4 to 6 of this annual report.

The Company’s compliance with relevant laws and regulations which have a significant impact on the Group are provided in the section headed “Compliance with Laws and Regulations” of this report of the Directors. An account of the Company’s relationship with its employees, customers, and suppliers is disclosed in the section headed “Relationship with Stakeholders” of this report of the Directors.

## RESULTS

The consolidated results of the Group for the year ended 31 December 2020 are set out in the Consolidated Statement of Comprehensive Income on pages 74 to 75 of this annual report. The financial condition of the Group as at 31 December 2020 is set out in the Consolidated Balance Sheet on pages 76 to 77 of this annual report. The consolidated cash flows of the Group for the year ended 31 December 2020 is set out in the Consolidated Statement of Cash Flows on page 80.

Discussion and analysis about the operating performance and significant elements affecting the results of operations and financial condition of the Group during the year are set out in “Management Discussion and Analysis” of this annual report on pages 11 to 19.

## DIVIDEND POLICY

The dividend policy of the Company, adopted by the Board on 19 December 2018, is set out as follows:

Subject to the Companies Law of the Cayman Islands and the Memorandum and Articles of Association, the Company in general meeting may declare dividends in any currency but no dividends shall exceed the amount recommended by the Board.

## Report of the Directors

The Board may, before recommending any dividend, set aside out of the profits of the Company such sums as it thinks fit as a reserve or reserves which shall, at the discretion of the Board, be applicable for meeting claims on or liabilities of the Company or contingencies or for paying off any loan capital or for equalizing dividends or for any other purpose to which the profits of the Company may be properly applied, and pending such application may, at the like discretion, either be employed in the business of the Company or be invested in such investments (including in the repurchase by the Company of its own securities or the giving of any financial assistance for the acquisition of its own securities) as the Board may from time to time think fit, and so that it shall not be necessary to keep any investments constituting the reserve or reserves separate or distinct from any other investments of the Company. The Board may also without placing the same to reserve, carry forward any profits which it may think prudent not to distribute by way of dividend.

### FINAL DIVIDEND

The Board does not recommend the distribution of a final dividend for the year ended 31 December 2020.

### ANNUAL GENERAL MEETING AND CLOSURE OF REGISTER OF MEMBERS

The Company will hold the AGM on 26 May 2021.

The register of members of the Company (“**Register of Members**”) will be closed during the following periods and during these periods, no transfer of shares will be registered,

For the purpose of ascertaining the Shareholders’ entitlement to attend and vote at the AGM, the Registers of Members will be closed from Friday, 21 May 2021 to Wednesday, 26 May 2021, both days inclusive.

In order to be eligible to attend and vote at the AGM, all properly completed transfer forms accompanied by the relevant share certificates must be lodged with the branch share registrar (“**Branch Share Registrar**”) of the Company in Hong Kong, Tricor Investor Services Limited, Level 54, Hopewell Centre, 183 Queen’s Road East, Hong Kong for registration not later than 4:30 p.m. on Thursday, 20 May 2021.

### SHARE CAPITAL

As at 31 December 2020, the authorised share capital of the Company was US\$200,000, divided into 2,000,000,000 shares of US\$0.0001 each. Details of movements in the share capital of the Company during the year ended 31 December 2020 are set out in Note 23 to the consolidated financial statements.

### SUBSIDIARIES

Particulars of the Company’s subsidiaries are set out in Note 37 to the consolidated financial statements.

### AUDIT AND RISK MANAGEMENT COMMITTEE

The Company established the Audit and Risk Management Committee with written terms of reference in compliance with the CG Code. The Audit and Risk Management Committee comprises three members, namely Mr. WONG Man Chung Francis, Mr. ZHANG Lihong and Mr. CAO Zhiguang. Mr. WONG is the chairman of the Audit and Risk Management Committee. The Audit and Risk Management Committee has reviewed the Group’s 2020 annual results announcement, this annual report and the audited financial statements for the year ended 31 December 2020 prepared in accordance with the IFRS.

### RESERVES

Details of movements in the reserves of the Group during the year ended 31 December 2020 are set out in the Consolidated Statement of Changes in Equity.

### DISTRIBUTABLE RESERVES

As at 31 December 2020, the amount of reserves available for distribution of the Company was approximately RMB1,942.7 million (2019: RMB2,139.2 million).



## Report of the Directors

### DONATIONS

During the year ended 31 December 2020, the Company and its subsidiaries made charitable donations of approximately RMB15,000 (2019: RMB27,000).

### BORROWINGS

As at 31 December 2020, we had a one-year bank borrowing of RMB7.0 million bearing a fixed interest rate of 4.35% per annum, which was pledged by the property owned by Mr. Yang Weihang, who is the non-controlling shareholder of Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.

### USE OF PROCEEDS FROM THE IPO

The total net proceeds from the issue of new Shares by the Company in its Listing (after deducting the underwriting fees and related expenses) amounted approximately RMB949.8 million, and the balance of unutilized net proceeds of approximately RMB490.8 million was kept at the bank accounts of the Group as at 31 December 2020.

The net proceeds from the Global Offering have been and will be utilized in accordance with the intended uses as disclosed in the Prospectus of the Company and subsequently revised in the announcement issued by the Company dated 27 March 2020. The table below sets out the intended uses and actual usage of the net proceeds as at 31 December 2020:

Use of proceeds	Revised allocation of usage of net proceeds (RMB million)	Revised percentage of total net proceeds	Actual usage up to 31 December 2020 (RMB million)	Unutilized net proceeds as at 31 December 2020 (RMB million)
Marketing expense	379.9	40.0%	206.0	173.9
Development of supply chain management business	135.0	14.2%	60.0	75.0
Development of Loan referral business	20.0	2.1%	-	20.0
Development of our self-operated interior design and construction business	50.0	5.3%	40.0	10.0
Investment in our technology infrastructure and system	162.5	17.1%	95.0	67.5
Additional strategic investments and acquisitions	95.0	10.0%	13.0	82.0
Development of our new business	40.0	4.2%	10.0	30.0
General working capital	67.4	7.1%	35.0	32.4
<b>Total</b>	<b>949.8</b>	<b>100.0%</b>	<b>459.0</b>	<b>490.8</b>

Pursuant to the Prospectus, the Company expects to utilise the remaining proceeds of approximately RMB490.8 million within the next 2 years.

## Report of the Directors

### MAJOR CUSTOMERS AND SUPPLIERS

For the year ended 31 December 2020, purchases from the Group's five largest suppliers accounted for 25.2% of the Group's total purchases. In addition, purchases from the Group's single largest supplier accounted for 7.6% of the Group's total purchases during the same period.

For the year ended 31 December 2020, the Group's five largest customers accounted for 14.5% of the Group's total revenue. In addition, revenue from the Group's single largest customer accounted for 4.6% of the Group's total revenue during the same period.

During the year ended 31 December 2020, none of the Directors or any of their close associates or any Shareholders (which, to the knowledge of the Directors, own more than 5% of the number of issued shares of the Company) had any interest in the Group's five largest customers and suppliers.

### SIGNIFICANT INVESTMENT, ACQUISITION AND DISPOSAL

We did not have material acquisitions and disposals of subsidiaries and joint ventures during the year ended 31 December 2020.

### PROPERTY, PLANT AND EQUIPMENT

Details of changes in property, plant and equipment of the Company are set out in note 12(a) to the consolidated financial statements.

### DIRECTORS

The Directors during the Reporting Period and up to the date of this annual report were:

#### Executive Directors

Mr. DENG Huajin (*Chairman and Chief Executive Officer*)  
Mr. TIAN Yuan  
Mr. GAO Wei

#### Non-executive Directors

Mr. LI Gabriel  
Ms. PING Xiaoli  
Mr. ZHAO Guibin  
Mr. SHENG Gang (resigned on 24 April 2020)

#### Independent Non-executive Directors

Mr. ZHANG Lihong  
Mr. CAO Zhiguang  
Mr. WONG Man Chung Francis

### BIOGRAPHICAL DETAILS OF DIRECTORS

The Board comprises nine Directors in total. For details, please refer to the section headed "Board of Directors and Senior Management" above. There are three members of senior management in total, including Mr. DENG Huajin, Mr. TIAN Yuan and Mr. GAO Wei.

Information about the details of the Directors and senior management of the Company is set out in the section headed "Board of Directors and Senior Management".



## Report of the Directors

### **CONFIRMATION OF INDEPENDENCE OF INDEPENDENT NON-EXECUTIVE DIRECTORS**

The Company has received an annual confirmation of independence from each of the independent non-executive Directors pursuant to Rule 3.13 of the Listing Rules, and considers all the independent non-executive Directors to be independent.

### **SERVICE CONTRACTS OF DIRECTORS**

The Company has entered into service contracts with all Directors for a term of three years following each Director's respective appointment date or until the third annual general meeting of the Company since the Listing Date, whichever ends earlier, or which shall be terminated pursuant to relevant terms of respective contracts or letters of appointment.

None of the Directors has entered into any service contract with the Company or any of its subsidiaries which was not determinable by the Company within one year without payment of compensation (other than statutory compensation).

### **DIRECTORS' MATERIAL INTERESTS IN TRANSACTIONS, ARRANGEMENTS AND CONTRACTS OF SIGNIFICANCE**

Save for service contracts and the Contractual Arrangements, there were no other transactions, arrangements or contracts of significance in relation to the Group's business, to which the Company, its holding company, any of its subsidiaries or fellow subsidiaries was a party and in which none of the Directors or its connected entities had a material interest, whether directly or indirectly, as at the end of the year.

### **MANAGEMENT CONTRACTS**

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the Reporting Period.

### **INTERESTS OF DIRECTORS IN BUSINESSES COMPETING WITH THE COMPANY**

The Directors has confirmed that other than business of the Group, none of the Directors holds any interest in business which directly or indirectly competes or is likely to compete with the business of the Group.

## Report of the Directors

### INTERESTS AND SHORT POSITIONS OF DIRECTORS AND CHIEF EXECUTIVE IN SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS

As at 31 December 2020, the interests and short positions of the Directors and chief executive of the Company in the Shares, underlying shares or debentures of the Company and any of its 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 those taken or deemed as their interests and short position in accordance with such provisions of the SFO), or which were required, pursuant to section 352 of the SFO, to be entered in the register kept by the Company referred to therein, or which were required, pursuant to the Model Code, to be notified to the Company and the Stock Exchange were as follows:

#### (i) Interest in Shares of the Company

Name of Director	Nature of interest	Number of ordinary Shares	Number of underlying Shares	Total number of Shares	Approximate percentage of the issued voting Shares of the Company
Mr. Deng <sup>(1)</sup>	Interest in controlled corporation and interest of spouse	308,377,140	–	308,377,140	26.25%
Mr. Gao Wei <sup>(2)</sup>	Interest in controlled corporation	5,229,970	8,981,390	14,211,360	1.21%
Mr. Tian Yuan <sup>(3)</sup>	Interest in controlled corporation	4,578,876	–	4,578,876	0.39%
Mr. Gabriel Li <sup>(4)</sup>	Interest of spouse	100,000,000	–	100,000,000	8.51%

Notes:

- (1) Mr. Deng holds 100% equity interests of Qeeka Holding, which in turn directly holds 294,789,530 Shares. Accordingly, Mr. Deng is deemed to be interested in the 294,789,530 Shares held by Qeeka Holding. Mr. Deng is the spouse of Ms. Sun, and is deemed to be interested in the 13,587,610 Shares of Ms. Sun held through Sunjie Home, representing approximately 1.16% interest in the Company.
- (2) Mr. Gao Wei holds 100% equity interests in Josephine Holding, which in turn directly holds 5,229,970 Shares. Accordingly, Mr. Gao Wei is deemed to be interested in the 5,229,970 Shares held by Josephine Holding. In addition, Mr. Gao Wei was granted a total of 8,981,390 options under the Pre-IPO Share Option Scheme on 31 December 2011.
- (3) Mr. Tian Yuan holds 100% equity interests of Tianyuan Home, which in turn directly holds 4,578,876 Shares. Accordingly, Mr. Tian Yuan is deemed to be interested in the 4,578,876 Shares held by Tianyuan Home.
- (4) Mr. Gabriel Li is the spouse of Ms. Lam Lai Ming (“**Ms. Lam**”), and is deemed to be interested in the Shares held by Ms. Lam in Clinton Global Limited. Clinton Global Limited directly holds 100,000,000 Shares and is owned as to 95% by Orchid Asia VI, L.P. and as to 5% by Orchid Asia V Co-Investment Limited. The general partner of Orchid Asia VI, L.P. is OAVI Holdings, L.P. and the general partner of OAVI Holdings, L.P. is Orchid Asia VI GP, Limited, a company which is indirectly wholly-owned by Ms. Lam. Orchid Asia V Co-Investment Limited is wholly controlled by Ms. Lam.



## Report of the Directors

Save as disclosed above, as of 31 December 2020, none of the Directors and chief executives of the Company has any interest or short position in the Shares, underlying Shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept by the Company pursuant to Section 352 of the SFO, or as otherwise notified to the Company and the Stock Exchange pursuant to Model Code.

### (ii) Interest in associated corporations

Save as disclosed above, so far as the Directors are aware, as at 31 December 2020, none of the Directors or chief executive of the Company and their respective associates had any interest or short positions in the shares, underlying shares and debentures of the Company or its associated corporations (within the meaning of Part XV of the SFO) (i) which will be required, pursuant to Section 352 of the SFO, to be recorded in the register kept by the Company, or (ii) which will be required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

### INTERESTS OF SUBSTANTIAL SHAREHOLDERS

So far as the Directors are aware, as at 31 December 2020, the following persons had interest or short positions in the shares of the Company which would be required to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which will be required, pursuant to Section 336 of the SFO, to be recorded in the register kept by the Company:

Name of Shareholders	Nature of interest	Number of shares <sup>(1)</sup>	Approximate percentage of shareholding in the Company
Mr. Deng <sup>(2)</sup>	Interest in a controlled corporation and interest of spouse	308,377,140(L)	26.25%
Ms. Sun <sup>(3)</sup>	Interest in a controlled corporation and interest of spouse	308,377,140(L)	26.25%
Qeeka Holding <sup>(2)</sup>	Beneficial owner	294,789,530(L)	25.10%
Suzhou Oriza Holdings Co., Ltd. <sup>(4)(5)</sup>	Interest in a controlled corporation	185,246,080(L)	15.77%
Suzhou Industrial Park State-owned Assets Holding Development Co., Ltd. <sup>(4)(5)</sup>	Interest in a controlled corporation	185,246,080(L)	15.77%
Suzhou Industrial Park Economic Development Co., Ltd. <sup>(4)(5)</sup>	Interest in a controlled corporation	185,246,080(L)	15.77%
Suzhou Industrial Zone Management Committee <sup>(4)(5)</sup>	Interest in a controlled corporation	185,246,080(L)	15.77%
Baidu HK <sup>(6)</sup>	Beneficial owner	124,981,861(L)	10.64%
Baidu Holdings Limited <sup>(6)</sup>	Interest in a controlled corporation	124,981,861(L)	10.64%
Baidu, Inc. <sup>(6)</sup>	Interest in a controlled corporation	124,981,861(L)	10.64%
Teng Yue Partners GP, LLC <sup>(7)</sup>	Interest in a controlled corporation	105,186,500(L)	8.96%
Teng Yue Partners Holdings GP, LLC <sup>(7)</sup>	Interest in a controlled corporation	105,186,500(L)	8.96%
Teng Yue Partners Holdings, LLC <sup>(7)</sup>	Interest in a controlled corporation	105,186,500(L)	8.96%



## Report of the Directors

Name of Shareholders	Nature of interest	Number of shares <sup>(1)</sup>	Approximate percentage of shareholding in the Company
Teng Yue Partners Master Fund, L.P. <sup>(7)</sup>	Beneficial owner	105,186,500(L)	8.96%
Teng Yue Partners, L.P. <sup>(7)</sup>	Investment manager	105,186,500(L)	8.96%
Li Tao <sup>(7)</sup>	Interest in a controlled corporation	105,186,500(L)	8.96%
Hua Yuan International <sup>(4)</sup>	Beneficial owner	101,912,750(L)	8.68%
China-Singapore Suzhou Industrial Park Ventures Co., Ltd. <sup>(4)</sup>	Interest in a controlled corporation	101,912,750(L)	8.68%
Clinton Global Limited <sup>(8)</sup>	Beneficial owner	100,000,000(L)	8.51%
Areo Holdings Limited <sup>(8)</sup>	Interested in a controlled corporation	100,000,000(L)	8.51%
Mr. Gabriel Li <sup>(8)</sup>	Interest of spouse	100,000,000(L)	8.51%
Lam Lai Ming <sup>(8)</sup>	Interest in a controlled corporation	100,000,000(L)	8.51%
OAVI Holdings, L.P. <sup>(8)</sup>	Interest in a controlled corporation	100,000,000(L)	8.51%
Orchid Asia V Group Management, Limited <sup>(8)</sup>	Interested in a controlled corporation	100,000,000(L)	8.51%
Orchid Asia V Group, Limited <sup>(8)</sup>	Interested in a controlled corporation	100,000,000(L)	8.51%
Orchid Asia VI GP, Limited <sup>(8)</sup>	Interest in a controlled corporation	100,000,000(L)	8.51%
Orchid Asia VI, L.P. <sup>(8)</sup>	Interest in a controlled corporation	100,000,000(L)	8.51%
SIP Oriza <sup>(5)</sup>	Beneficial owner	83,333,330(L)	7.09%
Yao Hua <sup>(5)</sup>	Interest in a controlled corporation	83,333,330(L)	7.09%
SIP Oriza PE Fund Management Co., Ltd. <sup>(5)</sup>	Interest in a controlled corporation	83,333,330(L)	7.09%
SIP Oriza Jingfeng Equity Investment Management Co., Ltd. <sup>(5)</sup>	Interest in a controlled corporation	83,333,330(L)	7.09%
Suzhou Oriza Holdings Co., Ltd. <sup>(5)</sup>	Interest in a controlled corporation	83,333,330(L)	7.09%



## Report of the Directors

### Notes:

- (1) The letter “L” denotes the person’s long position in the Shares.
- (2) Qeeka Holding is wholly-owned by Mr. Deng, therefore Mr. Deng is deemed to be interested in the 294,789,530 Shares held by Qeeka Holding under the SFO. In addition, Mr. Deng is the spouse of Ms. Sun and therefore is deemed to be interested in the 13,587,610 Shares which Ms. Sun is interested in under the SFO.
- (3) Qeeka Sunjie Home Holding Limited is wholly-owned by Ms. Sun Jie, therefore Ms. Sun is deemed to be interested in the 13,587,610 Shares held by Sunjie Home under the SFO. In addition, Ms. Sun Jie is the spouse of Mr. Deng and is therefore deemed to be interested in the 294,789,530 Shares which are interested by Mr. Deng under the SFO.
- (4) Hua Yuan International Limited is wholly-owned by China-Singapore Suzhou Industrial Park Ventures Co., Ltd., which is wholly – owned by Suzhou Oriza Holdings Co., Ltd, which is owned as to 60% by Suzhou Industrial Park Economic Development Co., Ltd., as to 20% by Suzhou Industrial Park State-owned Assets Holding Development Co., Ltd. and as to 20% by Jiangsu Investment Management Co. Ltd., the first two of which are wholly-owned by Suzhou Industrial Zone Management Committee, the latter is wholly-owned by Jiangsu Guoxin Group Co. Ltd.. Under the SFO, China-Singapore Suzhou Industrial Park Ventures Co., Ltd., Suzhou Oriza Holdings Co., Ltd, Suzhou Industrial Park Economic Development Co., Ltd., Suzhou Industrial Park State-owned Assets Holding Development Co., Ltd., Jiangsu Investment Co. Ltd, Suzhou Industrial Zone Management Committee and Jiangsu Guoxin Group Co. Ltd. are deemed to be interested in the Shares held by Hua Yuan International Limited.
- (5) The general partner of SIP Oriza is SIP Oriza PE Fund Management Co., Ltd., which is owned as to 51% by SIP Oriza Jingfeng Equity Investment Management Co., Ltd. and as to 49% by Suzhou Oriza Holdings Co., Ltd.. SIP Oriza Jingfeng Equity Investment Management Co., Ltd. is owned as to 44.19% by Yao Hua. Suzhou Oriza Holdings Co., Ltd. is owned as to 60% by Suzhou Industrial Park Economic Development Co., Ltd., as to 20% by Suzhou Industrial Park State-owned Assets Holding Development Co., Ltd. and as to 20% by Jiangsu Investment Management Co. Ltd., the first two of which are wholly-owned by Suzhou Industrial Zone Management Committee, the latter is wholly-owned by Jiangsu Guoxin Group Co. Ltd. Under the SFO, SIP Oriza PE Fund Management Co., Ltd., SIP Oriza Jingfeng Equity Investment Management Co., Ltd., Suzhou Oriza Holdings Co., Ltd., Yao Hua, Suzhou Industrial Park Economic Development Co., Ltd., Suzhou Industrial Park State-owned Assets Holding Development Co., Ltd., Jiangsu Investment Management Co. Ltd., Suzhou Industrial Zone Management Committee and Jiangsu Guoxin Group Co. Ltd. are deemed to be interested in the Shares held by SIP Oriza.
- (6) Baidu (Hong Kong) Limited is an investment holding company wholly-owned by Baidu Holdings Limited, which is wholly-owned by Baidu, Inc., a company listed on NASDAQ (NASDAQ: BIDU). Under the SFO, Baidu, Inc. and Baidu Holdings Limited are deemed to be interested in the Shares held by Baidu (Hong Kong) Limited.
- (7) Teng Yue Partners Master Fund, L.P., holds 105,186,500 Shares, which is wholly owned by Teng Yue Partners GP, LLC. Teng Yue Partners GP, LLC. is wholly owned by Teng Yue Partners Holdings GP, LLC, a company which is owned as to 99% by Mr. Li Tao. Teng Yue Partners, L.P. is wholly owned by Teng Yue Partners Holdings, LLC, a company which is owned as to 99% by Mr. Li Tao. Accordingly, based on the above disclosure, Teng Yue Partners Master Fund, L.P., Teng Yue Partners GP, LLC, Teng Yue Partners Holdings GP, LLC, Teng Yue Partners Holdings, LLC, Teng Yue Partners, L.P. and Mr. Li Tao are deemed to be interested in the Shares held by Teng Yue Partners Master Fund, L.P.
- (8) Clinton Global Limited (previously known as Orchid Asia) is owned as to 95% by Orchid Asia VI, L.P., and as to 5% by Orchid Asia V Co-Investment Limited. The general partner of Orchid Asia VI, L.P. is OAVI Holdings, L.P., and the general partner of OAVI Holdings, L.P. is Orchid Asia VI GP, Limited. Orchid Asia VI GP, Limited is wholly owned by Orchid Asia V Group Management, Limited, which is wholly owned by Orchid Asia V Group, Limited. Orchid Asia V Group, Limited is wholly owned by Areo Holdings Limited, a company which is wholly owned by Ms. Lam. Under the SFO, Orchid Asia VI, L.P., OAVI Holdings, L.P., Orchid Asia VI GP, Limited, Orchid Asia V Group Management, Limited, Orchid Asia V Group, Limited, Areo Holdings Limited and Ms. Lam are deemed to be interested in the Shares held by Clinton Global Limited. Mr. Gabriel Li is the spouse of Ms. Lam, and is deemed to be interested in the Shares held by Ms. Lam in Clinton Global Limited.

## Report of the Directors

### DEBENTURE ISSUED

The Company has not issued any debentures during the year ended 31 December 2020.

### DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Save as otherwise disclosed in this annual report, no rights to acquire benefits by means of the acquisition of shares in or debentures of the Company were granted to any Directors or their respective spouse or children under 18 years of age, or were any such rights exercised by them; or was the Company and any of its subsidiaries a party to any arrangement to enable the Directors or their respective spouse or children under 18 years of age, to acquire such rights in any other body corporate for the Reporting Period.

### EQUITY-LINKED AGREEMENT

Save as disclosed in this annual report, the Company did not enter into any equity-linked agreement during the year ended 31 December 2020.

### PERMITTED INDEMNITY PROVISION

Pursuant to the Memorandum and Articles of Association and subject to the applicable laws and regulations, every Director shall be indemnified and secured harmless out of the assets and profits of the Company against all actions, costs, charges, losses, damages and expenses which they or any of them may incur or sustain in or about the execution of their duty in their offices. Such permitted indemnity provision has been in force during the Reporting Period.

The Company has maintained appropriate liability insurance for its Directors and senior management. The permitted indemnity provisions are set out in such liability insurance.

### LOAN AGREEMENTS OR FINANCIAL ASSISTANCE OF THE COMPANY

The Company did not provide any financial assistance or guarantee to its affiliated companies during the Reporting Period, which gives rise to a disclosure under Rule 13.16 of the Listing Rules. The Company did not enter into any loan agreement with covenants relating to specific performance of its controlling Shareholder nor breach the terms of any loan agreements during the Reporting Period.

### PRE-IPO SHARE OPTION SCHEME

A Pre-IPO Share Option Scheme (the “**Scheme**”) was approved and adopted by the Company in 2011 which was formalised in 2018. The purposes of the Scheme are to reward the participants defined thereunder for their past contribution to the success of the Group and to provide incentives to them to further contribute to the Group.

The principal terms of the Scheme are summarised in the section headed “Statutory and General Information – 11. Pre-IPO Share Option Scheme” in Appendix IV to the Company’s Prospectus dated 21 June 2018. The terms of the Scheme are not subject to the provisions of Chapter 17 of the Listing Rules as this Scheme will not involve the grant of options by the Company to subscribe for Shares subsequent to the Listing of the Company.

#### Administration

The Pre-IPO Share Option Scheme is administered by the chief executive officer of the Company. All decisions, determinations and interpretations of the chief executive officer of the Company under the Pre-IPO Share Option Scheme will be final and binding on all recipients, and if applicable, transferees of awards under the scheme.

#### Eligible Participants

The Grantees include any individual, form of body corporate, unincorporated association, firm, partnership, joint venture, consortium, organization or trust (in each case whether or not having a separate legal personality) who or which is granted a right to subscribe for Shares pursuant to the Pre-IPO Share Option Scheme hereunder by the Company pursuant to the decision of the Committee.

#### Exercise Price

The price per Share at which a Grantee may subscribe for Shares on the exercise of an option shall be determined by the Board from time to time and shall be set out in an offer letter (the “**Offer Letter**”).

#### Vesting Schedule

The vesting schedule shall be determined by the Board from time to time and shall be set out in the Offer Letter. There shall be no accelerated vesting of any options except that with the prior approval of the Board vesting may be fully accelerated for a period of not more than one year upon a change of control of the Company or the sale of all or substantially all of the assets of the Company.



## Report of the Directors

### Details of the Options Granted under the Pre-IPO Share Option Scheme

During the Reporting Period under the Pre-IPO Share Option Scheme, 3,040,109 share options were lapsed. As at 31 December 2020, the total number of outstanding share options was 39,861,032 representing approximately 3.4% of the total number of issued shares of the Company as at that date. The details below set out the movement of the share option granted under the Pre-IPO Share Option Scheme during the Reporting Period:

The details below set out the movement of the share option granted under the Pre-IPO Share Option Scheme during the year:

Name of grantee	Date of grant	Balance as at 01/01/2020	Exercised during the year	Cancelled during the year	Lapsed during the year	Balance as at 31/12/2020	Exercise price per Share (RMB)	Option period
<b>Director</b>								
GAO Wei	31/12/2011	8,981,390	-	-	-	8,981,390	2.004	10 years from grant date
<b>Senior management</b>								
Senior management (in aggregate)	31/12/2011	12,461,680	-	-	-	12,461,680	2.004	10 years from grant date
	31/12/2016	2,357,620	-	-	673,604	1,684,016	2.004	10 years from grant date
<b>Employee</b>								
Employee (in aggregate)	31/12/2016	19,100,451	-	-	2,366,505	16,733,946	2.004	10 years from grant date
Total	-	42,901,141	-	-	3,040,109	39,861,032	-	-

Further details of the Pre-IPO Share Option Scheme are set out in the Prospectus and Note 25 to the consolidated financial statements.

### SUFFICIENCY OF PUBLIC FLOAT

Based on the information that is publicly available to the Company and to the knowledge of the Directors, the Company has maintained a public float of no less than 25% of the issued shares as at the date of this annual report, which was in line with the requirement under the Listing Rules.

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

During the year ended 31 December 2020, the Company repurchased a total of 29,121,000 shares of the Company on the Stock Exchange pursuant to the general mandate granted by the shareholders at the annual general meeting held on 29 May 2020. All the Shares Repurchased were subsequently cancelled in February 2021.

Particulars of the repurchases made by the Company during the year ended 31 December 2020 are as follows:

Trading Month	Number of Shares Repurchased	Highest Price Paid HK\$	Lowest Price Paid HK\$	Total Paid HK\$
January 2020	4,151,000	2.49	2.38	10,086,933
June 2020	2,181,000	2.48	2.38	5,347,211
July 2020	6,515,500	2.45	2.39	15,816,360
September 2020	1,630,000	2.22	2.15	3,569,110
November 2020	1,578,500	2.41	2.28	3,704,730
December 2020	13,065,000	2.31	2.29	29,943,390
Total	29,121,000			68,467,734

## Report of the Directors

Save as disclosed above, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the listed securities during the year ended 31 December 2020.

### PRE-EMPTIVE RIGHTS

There is no provision for pre-emptive rights under the Memorandum and Articles of Association or the laws of the Cayman Islands that would oblige the Company to offer new shares on a pro rata basis to existing Shareholders.

### TAX RELIEF AND EXEMPTION

The Directors are not aware of any tax relief and exemption available to Shareholders by reason of their holding of the Company's listed securities.

### EMPLOYEES, REMUNERATION AND PENSION SCHEME

As at 31 December 2020, the Group had 788 full-time employees (2019: 976) in China. The Group remunerates the employees based on their performance, work experience and market rates. In addition, performance bonus is granted on a discretionary basis. Other employees benefits include provision fund, insurance and medical coverage. The Company has adopted the Pre-IPO Share Option Scheme, see the section headed "Pre-IPO Share Option Scheme" for details.

Remuneration of the Directors is determined based on their roles and duties and with reference to the Company's remuneration policy and the prevailing market conditions. Details of remuneration of Directors and the five highest paid individuals of the Company for the year ended 31 December 2020 are set out in note 36 to the consolidated financial statements.

### CONTINGENT LIABILITIES

As at 31 December 2020, the Group had no material contingent liabilities.

### DIRECTORS' INTEREST IN COMPETING BUSINESS

None of the Directors and their respective associates had an interest in any business which competes or may compete with the business in which the Group is engaged during the year.

### COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE

The Company is committed to maintaining and promoting stringent corporate governance. The principle of the Company's corporate governance is to promote effective internal control measures, uphold a high standard of ethics, transparency, responsibility and integrity in all aspects of business, to ensure that its business and operations are conducted in accordance with applicable laws and regulations and to enhance the transparency and accountability of the Board to all Shareholders.

Save as disclosed in this annual report, the Company has complied with the applicable code provisions of the CG Code during the Reporting Period.

### COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code as the code of conduct regarding Directors' dealings in the securities of the Company.

Having made specific enquiry to all the Directors, each Director confirmed that he/she had complied with the required standards set out in the Model Code during the Reporting Period. The Board has also established written guidelines to regulate dealings by relevant employees who are likely to be in possession of inside information of the Company in respect of securities in the Company as referred to in code provision A.6.4 of the CG Code.

### AUDITORS

The consolidated financial statements have been audited by PricewaterhouseCoopers who will retire at the conclusion of the forthcoming AGM.

The Company will propose a resolution to re-appoint PricewaterhouseCoopers as the Company's auditor at the forthcoming AGM.

### CONTINUING CONNECTED TRANSACTIONS

#### Connected Person

Mr. DENG is the chairman, executive Director and a substantial shareholder of the Company and is therefore a connected person of the Company under the Listing Rules.



## Report of the Directors

### CONNECTED TRANSACTION

#### Continuing Connected Transactions Referral Services Agreement

On 27 December 2019, Beijing Brausen, a non-wholly owned subsidiary of the Company, entered into the Brausen Referral Services Agreement with Shanghai Qijia E-Commerce, pursuant to which Shanghai Qijia E-Commerce will work with certain construction materials and household products suppliers, to sell customized construction materials and furniture packages to end-clients introduced by Beijing Brausen. In return for the referral services provided by Beijing Brausen, Shanghai Qijia E-Commerce will pay commission to Beijing Brausen. The Brausen Referral Services Agreement was initially effective from 1 January 2020 to December 31, 2020. On 31 December 2020, the parties entered into the Renewed Brausen Referral Services Agreement which is effective from 1 January 2021 to 31 December 2021.

Reference is made to the prospectus of the Company dated 21 June 2018 (as supplemented by the supplemental prospectus dated 3 July 2018) in respect of the Qiyi Referral Services Agreement. Given that the Brausen Referral Services Agreement and the Qiyi Referral Services Agreement are entered into between subsidiaries of the Company on the one hand and Shanghai Qijia E-Commerce on the other and the nature of the transactions under these two agreements are similar, the Brausen Referral Services Agreement and the Qiyi Referral Services Agreement shall be aggregated pursuant to Rule 14A.81 of the Listing Rules (the “**Aggregation**”).

With consideration of the Aggregation, commissions receivable by Beijing Brausen under the Brausen Referral Services Agreement and by Shanghai Qiyi under the Qiyi Renewed referral services agreement are, on an aggregate basis, subject to a cap of RMB6,570,000, for the year ended 31 December 2020. The actual commission received by Beijing Brausen under the Brausen Referral Services Agreement was RMB2,708,000 for the year ended 31 December 2020. The commissions receivable by Beijing Brausen under the Renewed Brausen Referral Services Agreement for the year ending December 31, 2021 is subject to a cap of RMB6,000,000.

Pursuant to the Listing Rules, the independent non-executive Directors have reviewed the above continuing connected transactions and the report of the auditor and confirmed that the continuing connected transactions were entered into (i) in the ordinary and usual course of business of the Group; (ii) either on normal commercial terms or on terms no less favourable to the Group than terms available to (or from) independent third parties; and (iii) in accordance with the agreements governing it on terms that are fair and reasonable and in the interests of the Company and the shareholders of the Company as a whole.

The Company’s auditor was engaged to report on the Group’s continuing connected transactions with regard to the agreements in accordance with Hong Kong Standard on Assurance Engagements 3000 (Revised) “Assurance Engagements Other Than Audits or Reviews of Historical Financial Information” and with reference to Practice Note 740 “Auditor’s Letter on Continuing Connected Transactions under the Hong Kong Listing Rules” issued by the Hong Kong Institute of Certified Public Accountants. The auditor of the Company has issued an unqualified letter containing its findings and conclusions in respect of the continuing connected transactions disclosed by the Group in accordance with Listing Rule 14A.56. A copy of the auditor’s letter has been provided by the Company to the Stock Exchange.

#### Non-Exempt Continuing Connected Transactions – Contractual Arrangements

As disclosed in the Prospectus, the following transactions of the Group constituted continuing connected transactions for the Company during the Reporting Period. For further details, please refer to the section headed “Connected Transactions – Non-exempt Continuing Connected Transactions” of the Prospectus.

As disclosed in the section headed “Contractual Arrangements” of the Prospectus due to regulatory restrictions on foreign ownership in the PRC, we conduct a substantial portion of our business through Shanghai Qijia, a consolidated affiliated entity of the Company, in China. Shanghai Qijia is currently held by Mr. Deng as to 54.5%, Shanghai Qixin and Shanghai Qisong as to 6.0% and 5.5% respectively, and the onshore affiliates of the Series A Investors in aggregate as to 34.0%.

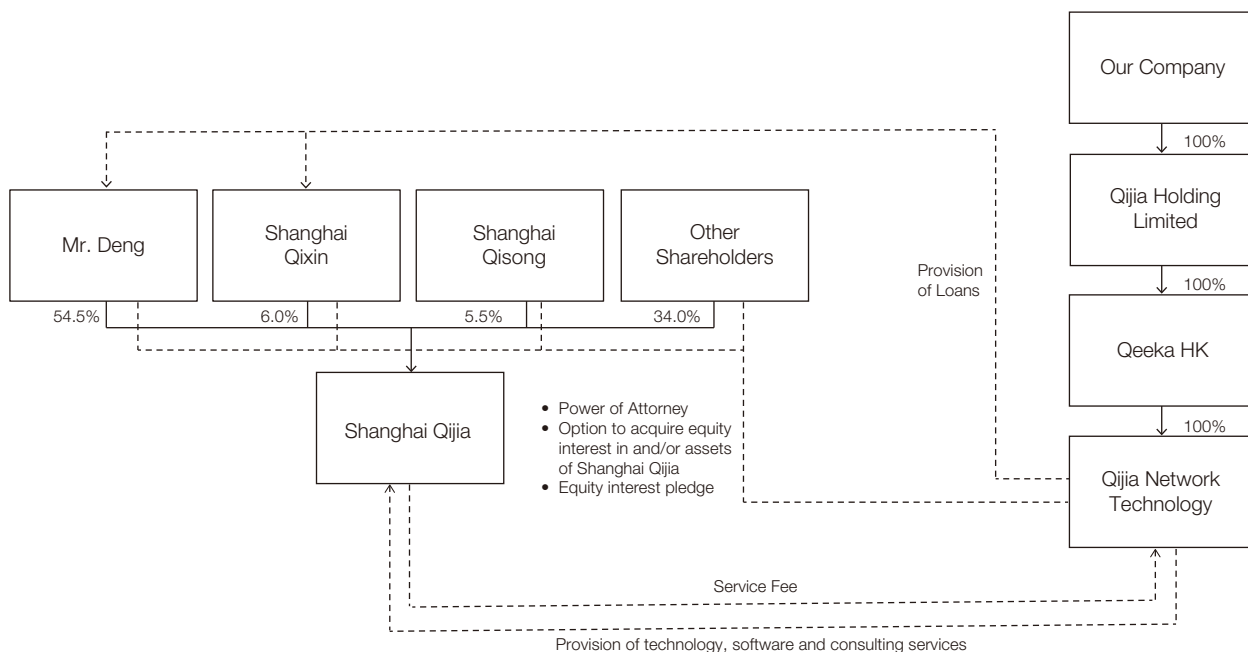
## Report of the Directors

We do not hold any equity interests in Shanghai Qijia. Rather, through the Contractual Arrangements, we effectively control Shanghai Qijia and its subsidiary, Shanghai Qiyi, and are able to derive all of their economic benefits, and expect to continue to do so. The aggregate revenue and net assets value of the Shanghai Qijia and its subsidiary, Shanghai Qiyi that are subject to the Contractual Arrangements amounted to approximately RMB473.7 million for the year ended 31 December 2020 and approximately RMB202.9 million as at 31 December 2020 respectively.

To comply with PRC laws and regulations, the Group conduct substantially all of the online interior design and construction platform business and provision of internet information services in China through of the Contractual Arrangements, which enable the Group to (i) have the power to direct the activities that most significantly affect the economic performance of the PRC Operating Entities; (ii) receive substantially all of the economic benefits from the PRC Operating Entities in consideration for the services provided by the Shanghai Qijia; (iii) have an exclusive option to purchase all or part of the equity interests in the PRC Operating Entities when and to the extent permitted by PRC law, or request any Registered Shareholder to transfer all or part of the equity interest in the PRC Operating Entities to another PRC person or entity designated by the Group at any time at its discretion; and (iv) have the pledged equity interests in Shanghai Qijia to ensure the performance of the above items.

On 27 December 2019, pursuant to an equity transfer agreement entered into between Suzhou Kunrong Venture Capital Co., Ltd. (“**Suzhou Kunrong**”) and Suzhou Dingrong Investment Management Co., Ltd. (“**Suzhou Dingrong**”), Suzhou Kunrong transferred its 0.88% equity interest in Shanghai Qijia to Suzhou Dingrong. Pursuant to a succession agreement (“**Succession Agreement**”) entered into on the same day amongst Shanghai Qijia, Qijia Network Technology, Suzhou Kunrong, Suzhou Dingrong, Mr. Deng, Shanghai Qisong Investment Management Co., Ltd., Shanghai Qixin Venture Capital Center (Limited Partnership), Cowin Venture Capital Co., Ltd., Horgo Kaifeng Jinqiu Venture Capital Co., Ltd. (previously named as Suzhou Kaifeng Jinqiu Venture Capital Co., Ltd.), GF Xinde Investment Management Co., Ltd. and Beijing Baidu Netcom Science Technology Co., Ltd., Suzhou Dingrong assumed all the rights and obligations of Suzhou Kunrong under the Contractual Arrangements while Suzhou Kunrong remained jointly liable for such obligations arising from the Contractual Arrangements. Suzhou Kunrong is an indirect wholly-owned subsidiary of Suzhou Dingrong, and therefore the Directors (including the independent non-executive Directors) are of the view that the transfer of equity between Suzhou Kunrong and Suzhou Dingrong constitutes any material change to the Contractual Arrangements.

The following simplified diagram illustrates the flow of economic benefits from the PRC Operating Entities to the Group stipulated under the Contractual Arrangements:



—— Legal and beneficial ownership

- - - - Contractual relationship



## Report of the Directors

A brief description of each of the specific agreements comprises the Contractual Arrangements is set out as follows:

### Exclusive Technological Services Agreement

Pursuant to the exclusive technological services agreement dated 26 February 2018 between Shanghai Qijia and Qijia Network Technology (the “**Exclusive Technological Services Agreement**”), Shanghai Qijia agreed to engage Qijia Network Technology as its exclusive provider of technical support, consulting services and software services in exchange for service fees.

Under the Exclusive Technological Services Agreement, the service fee shall consist of (a) an amount to be determined by Qijia Network Technology and Shanghai Qijia in writing through negotiation, considering factors such as: (i) the complexity of the services; (ii) the seniority of and the time spent by employees of Qijia Network Technology on providing the services; (iii) the content and value of the services; (iv) the market price of similar types of services; (v) the operating conditions of Shanghai Qijia; and (vi) necessary costs, expenses, taxes and statutory reserves or retaining funds and (b) an amount equivalent to the depreciation costs of the equipments actually used by Shanghai Qijia to be calculated based on the value of the equipments and the depreciable life.

The Exclusive Technological Services Agreement shall remain effective unless terminated (a) in writing by Qijia Network Technology; or (b) in the event that the entire equity interests held by the Relevant Shareholders in Shanghai Qijia or the entire assets of Shanghai Qijia have been transferred to Qijia Network Technology or its appointee(s) pursuant to the Exclusive Option Agreement.

### Exclusive Option Agreement

Shanghai Qijia and each of the Relevant Shareholders entered into an exclusive option agreement with Qijia Network Technology on 26 February 2018 (the “Exclusive Option Agreement”), pursuant to which the Relevant Shareholders granted Qijia Network Technology an irrevocable and exclusive right to purchase, or designate one or more persons or entities (each, a “designee”) to purchase the equity interests in Shanghai Qijia

(the “Optioned Interest”) then held by the Relevant Shareholders once or at multiple times at any time in part or in whole at Qijia Network Technology’s sole and absolute discretion to the extent permitted under the applicable PRC laws. Where Qijia Network Technology chooses to purchase the Optioned Interest, the Relevant Shareholders shall cause Shanghai Qijia to promptly convene a shareholders’ meeting, at which a resolution shall be adopted approving the Relevant Shareholder’s transfer of the Optioned Interests to Qijia Network Technology and/or its designee.

The purchase price to be paid by Qijia Network Technology or its designee upon exercise of the option by Qijia Network Technology or its designee in respect to: (i) Mr. Deng’s Optioned Interest is RMB100.5 million or another amount as separately agreed among the Qijia Network Technology and the transferee; (ii) Shanghai Qixin’s Optioned Interest is RMB16.88 million or another amount as separately agreed among Qijia Network Technology and the transferee; and (iii) all other Optioned Interests held by the Relevant Shareholders except Mr. Deng and Shanghai Qixin, is the minimum price permitted under applicable PRC laws. If Qijia Network Technology or its designee exercises the option to purchase part of the Optioned Interests held by the respective shareholders in Shanghai Qijia, then the purchase price shall be calculated on a pro rata basis. Shanghai Qijia shall use its best endeavors to obtain any required authorization from governmental authorities or any Independent Third Party and complete any required registration or filings under PRC laws at the time Qijia Network Technology or its designee, exercises its equity purchase option. Subject to applicable PRC laws, the Relevant Shareholders have undertaken to return all purchase price received from Qijia Network Technology or its designee, upon Qijia Network Technology’s request within 10 days after the Relevant Shareholders receives the purchase price; provided that the purchase price received by Mr. Deng and Shanghai Qixin, that is, RMB100.5 million and RMB16.88 million, respectively, shall be used to offset their respective loans due to Qijia Network Technology under the Loan Agreements.



## Report of the Directors

### Equity Pledge Agreements

Qijia Network Technology and each of the Relevant Shareholders entered into equity pledge agreements on 26 February 2018 (the “Equity Interest Pledge Agreements”). Under the Equity Interest Pledge Agreements, the Relevant Shareholders agreed to pledge all their respective equity interests in Shanghai Qijia that they own, including any interest or dividend paid for the shares, to Qijia Network Technology as a security interest to guarantee the performance of contractual obligations and the payment of outstanding debts of Shanghai Qijia and the Relevant Shareholders under the Exclusive Technological Services Agreement, the Exclusive Option Agreement, the Power of Attorney, and the Loan Agreements (as applicable).

The pledge in respect of Shanghai Qijia takes effect upon the completion of registration with the relevant administration for industry and commerce and shall remain valid until after all the contractual obligations of the Relevant Shareholders and Shanghai Qijia under the relevant Contractual Arrangements have been fully performed and all the outstanding debts of the Relevant Shareholders and the Consolidated Affiliated Entity under the relevant Contractual Arrangements have been fully paid.

### Powers of Attorney

Shanghai Qijia, each of the Relevant Shareholders and Qijia Network Technology entered into a power of attorney on 26 February 2018 (the “Powers of Attorney”). Under the Powers of Attorney, each of the Relevant Shareholders irrevocably appointed Qijia Network Technology (as well as its successors, including a liquidator, if any, replacing Qijia Network Technology) or its designee(s) (including its directors) as its sole exclusive agent to exercise on its behalf, certain powers, including without limitation: (i) exercise all shareholder’s rights and shareholder’s voting rights in accordance with law and the constitutional documents of the Consolidated Affiliated Companies, including but not limited to the sale, transfer, pledge or disposal of any or all of the shares in Shanghai Qijia, (ii) to attend shareholders’ meetings of Shanghai Qijia and to execute any and all written resolutions and meeting minutes in the name and on behalf of such shareholder, and (iii) to file documents with the relevant companies registry.

### Loans Agreement

As part of our Contractual Arrangement, in February 2018, Mr. Deng entered into a loan agreement with Qijia Network Technology, pursuant to which Qijia Network Technology agreed to lend him RMB100.5 million for purposes of enabling the settlement of CDH Arrangement. For details on the CDH Arrangement, see “History and Corporate Structure – Pre-IPO Investments – 1. Overview.” of Prospectus.

In addition, around the same time, Shanghai Qixin entered into a loan agreement with Qijia Network Technology pursuant to which Qijia Network Technology agreed to lend Shanghai Qixin RMB16.88 million for purposes of settling the loan lent to Shanghai Qixin by Shanghai Qijia (such loans collectively, the “**Loan Agreements**”).

To secure the performance of all the obligations of Mr. Deng and Shanghai Qixin under the Loan Agreements, respectively, Mr. Deng and Shanghai Qixin have each entered into an Equity Pledge Agreement with Qijia Network Technology, whereby, among other things, Mr. Deng and Shanghai Qixin have pledged all his/its equity interests in Shanghai Qijia to Qijia Network Technology.

Each loan will become due and payable upon Qijia Network Technology’s demand under any of the following circumstances: (i) Mr. Deng resigns or is being removed from the various positions held by him with the Group, (ii) the death or incapacity of Mr. Deng, (iii) Mr. Deng being engaged or involved in criminal activities, (iv) Mr. Deng becoming insolvent or incurring any other significant personal debt which may affect his ability to repay the loan, or (v) Qijia Network Technology or its Designee exercising its option to purchase all or part of the equity interests in Shanghai Qijia held by Mr. Deng or Shanghai Qixin, respectively, to the extent permitted by PRC laws and regulations as soon as the PRC foreign ownership restrictions applicable to the Group’s value-added telecommunications business have been lifted, in which case the exercise price shall be settled against any portion of the loan repayable and Qijia Network Technology is not required to remit any fund for such exercise.



## Report of the Directors

### Reasons for adopting the Contractual Arrangements

From the perspective of operating the Group's existing business in a manner that is in compliance with applicable PRC laws and regulations, given the current policy of the relevant PRC government authorities and as advised by PRC legal advisors, the Company is currently unable to hold a shareholding interest in the PRC Operating Entities, which hold the license and permit required for the provision of internet information services through website and mobile based-apps. In order for the Company, as a foreign investor under the current regulatory regime, to maintain its business operations while complying with the PRC laws and regulations, Shanghai Qijia, and the Registered Shareholders entered into the Contractual Arrangements. For details of the foreign investment restrictions relating to the Contractual Arrangements, please refer to the sections headed "Contractual Arrangements – PRC Laws and Regulations relating to Foreign Ownership Restrictions" and "Contractual Arrangements – Development in the PRC Legislation on Foreign Investment" of the Prospectus.

The Directors (including the independent non-executive Directors) are of the view that the Contractual Arrangements and the transactions contemplated therein are fundamental to the Group's legal structure and business, that such transactions have been and will be entered into in the ordinary and usual course of business of the Group, are on normal commercial terms and are fair and reasonable and in the interests of the Company and the Shareholders as a whole. Accordingly, notwithstanding that the transactions contemplated under the Contractual Arrangements and any new transactions, contracts and agreements or renewal of existing transactions, contracts and agreements to be entered into, among others, by any of the PRC Operating Entities and any member of the Group (the "**New Intergroup Agreements**" and each of them, a "**New Intergroup Agreement**") technically constitute continuing connected transactions under Chapter 14A of the Listing Rules, the Directors consider that, given that the Group is placed in a special position in relation to the connected transactions rules under the Contractual Arrangements, it would be unduly burdensome and impracticable, and would add

unnecessary administrative costs to the Company if such transactions are subject to strict compliance with the requirements set out under Chapter 14A of the Listing Rules, including, among others, the reporting, annual review, announcement and the independent Shareholders' approval requirements. In view of the Contractual Arrangements, the Company has applied to the Stock Exchange for, and the Stock Exchange has granted, a waiver from strict compliance with (i) the announcement, circular and independent shareholders' approval requirements under Chapter 14A of the Listing Rules in respect of the transactions contemplated under the Contractual Arrangements pursuant to Rule 14A.105 of the Listing Rules, and (ii) the requirement of limiting the term of the Contractual Arrangements to three years or less under Rule 14A.52 of the Listing Rules, for so long as the Shares are listed on the Stock Exchange subject to the conditions as set out in the Prospectus.

### Risks Relating to the Contractual Arrangements

There are certain risks that are associated with the Contractual Arrangements, including:

- If the PRC government finds that the agreements establishing the structure for operating the businesses of the Group in China do not comply with applicable PRC laws and regulations, or should these regulations or the interpretations change, the Group could be subject to severe consequences, including the nullification of the Contractual Arrangements and the relinquishment of its interests in the Operating Entities.
- The Group relies on Contractual Arrangements for its business operations in China, which may not be as effective in providing operational control or enabling the Group to derive economic benefits as through direct ownership of controlling equity interest. The Operating Entities or the Registered Shareholders may fail to perform their obligations under the Contractual Arrangements, which could adversely affect the results of operations and financial condition of the Group.

## Report of the Directors

- The Group may cease to benefit from assets and licenses held by the Operating Entities that are critical to the operation of its business if the Operating Entities were to declare bankruptcy or become subject to a dissolution or liquidation proceeding.
- The Registered Shareholders may potentially have a conflict of interest with the Group, and they may breach or attempt to amend their contracts with the Group in a manner contrary to the interests of the Group.
- The Contractual Arrangements with the PRC Operating Entities may result in adverse tax consequences to the Group.
- Substantial uncertainties exist with respect to the enactment timetable, interpretation and implementation of the Draft PRC Foreign Investment Law and how it may impact the viability of the current corporate structure, corporate governance and business operations of the Group.
- If the Group exercises the option to acquire the equity ownership and assets of the PRC Operating Entities, the ownership or asset transfer may subject the Group to certain limitations and substantial costs.

For further details, please refer to the section headed “Risk Factors – Risks relating to Our Corporate Structure” of the Prospectus.

The management of the Company works closely with the external legal counsels and advisors to monitor the regulatory environment and developments in PRC laws and regulations to mitigate the risks associated with the Contractual Arrangements. Besides, the Company has adopted the following measures to ensure the effective operation of the Group with the implementation of the Contractual Arrangements and the compliance with the Contractual Arrangements:

- major issues arising from the implementation and compliance with the Contractual Arrangements or any regulatory enquiries from government authorities will be submitted to the Board, if necessary, for review and discussion on an occurrence basis;

- the Board will review the overall performance of and compliance with the Contractual Arrangements at least once a year;
- the Company will disclose the overall performance and compliance with the Contractual Arrangements in annual reports; and
- the Company will engage external legal advisors or other professional advisors, if necessary, to assist the Board with reviewing the implementation of the Contractual Arrangements, and review the legal compliance of the WFOE and the Operating Entities to deal with specific issues or matters arising from the Contractual Arrangements.

### Listing Rules Implications and Waivers from the Stock Exchange

The transactions contemplated under the Contractual Arrangements constitute continuing connected transactions of the Company under the Listing Rules as Mr. Deng, the Director, to the Contractual Arrangements, is a connected person of the Company.

In respect of the Contractual Arrangements, the Company has applied to the Stock Exchange for, and the Stock Exchange has granted to the Company, a waiver from strict compliance with (i) the announcement and independent Shareholders’ approval requirements under Rules 14A.04 and 14A.105 of the Listing Rules, and (ii) the requirement of setting an annual cap for the transaction under the Contractual Arrangements under Rule 14A.53 of the Listing Rules subject to the following conditions:

- (a) No change to the Contractual Arrangements (including with respect to any fees payable to the Shanghai Qijia) will be made without the approval of the independent non-executive Directors.
- (b) Save as described in paragraph (d) below, no change to the agreements governing the Contractual Arrangements will be made without the independent Shareholders’ approval.



## Report of the Directors

- (c) The Contractual Arrangements shall continue to enable the Group to receive the economic benefits derived by the PRC Operating Entities through (i) the Group's option (if and when so allowed under the applicable PRC laws) to acquire all or part of the entire equity interests and assets at a consideration which shall be the higher of (A) a nominal price or (B) the lowest price as permitted and applicable under PRC laws, (ii) the business structure under which the profit generated by the PRC Operating Entities is retained by the Group (after deduction of any accumulated deficit of the Operating Entities in the preceding financial year(s), working capital, expenses, taxes and other statutory contributions), such that no annual cap shall be set on the amount of service fees payable to the WFOE by the Operating Entities under the Exclusive Business Cooperation Agreement, and (iii) the Group's right to control the management and operation of, as well as the substance of, all of the voting rights of the Operating Entities.
- (d) On the basis that the Contractual Arrangements provide an acceptable framework for the relationship between the Company and its subsidiaries in which the Company has a direct shareholding, on the one hand, and the PRC Operating Entities, on the other hand, that framework may be renewed and/or reproduced upon the expiry of the existing arrangements or in relation to any existing or new wholly foreign-owned enterprise or operating company (including branch company) engaging in the same business as that of the Group which the Group might wish to establish when justified by business expediency, without obtaining the approval of the Shareholders, on substantially the same terms and conditions as the existing Contractual Arrangements.
- (e) the Company will disclose details relating to the Contractual Arrangements on an on-going basis.

### Annual review by the Independent Non-Executive Directors and the Auditor

The independent non-executive Director have reviewed the Contractual Arrangements and confirmed that:

- (a) the transactions carried out during the Reporting Period had been entered into accordance with the relevant provisions of the Contractual Arrangements;
- (b) no dividends or other distributions had been made by the Operating Entities to the holders of its equity interests which were not otherwise subsequently assigned or transferred to the Group;
- (c) other than the Succession Agreement described before, no new contracts had been entered into, renewed and/or reproduced between the Group and the Operating Entities during the Reporting Period; and
- (d) the Contractual Arrangements had been entered into in the ordinary and usual course of business of the Group, are on normal commercial terms and are fair and reasonable in the interest of the Group and the Shareholders as a whole.

The Auditor has confirmed in a letter to the Board with a copy to the Stock Exchange confirming that the transactions carried out pursuant to the Contractual Arrangements during the Reporting Period had received the approval of the Directors, had been entered in accordance with the relevant Contractual Arrangements, and that no dividends or other distributions had been made by the Operating Entities to the holders of the equity interests which were not otherwise subsequently assigned or transferred to the Group.

### SIGNIFICANT LEGAL PROCEEDINGS

During the Reporting Period, the Company was not engaged in any litigation or arbitration of material importance and no litigation or claim of material importance is known to the Directors to be pending or threatened against the Company.

### TAX ALLOWANCES

The Company is not aware of any particular tax allowances granted to the Shareholders due to their interests in its securities.

## Report of the Directors

### CONSTITUTIONAL DOCUMENTS

During the year ended 31 December 2020, the Company has not made any changes to Memorandum and Articles of Association of the Company.

### SUBSEQUENT EVENTS

On 15 January 2021, the Board has approved the adoption of the 2021 Restricted Stock Unit Scheme. The 2021 Restricted Stock Unit Scheme is a complementary measure to the Pre-IPO Share Option Scheme of the Company and are to attract, and retain and incentivise the best personnel and senior management of the Group.

There were no other material subsequent events during the period from 31 December 2020 to the approval date of these financial statements by the Board of Directors on 19 March 2021.

### COMPLIANCE WITH LAWS AND REGULATIONS

The Group recognizes the importance of compliance with regulatory requirements and the risk of non-compliance with such requirements could lead to the termination of operating licenses. The Group has allocated system and staff resources to ensure ongoing compliance with rules and regulations and to maintain well relationships with regulators effectively through effective communications. During the year ended 31 December 2020, the Group has complied, to the best of our knowledge, with all relevant rules and regulations that have a significant impact on the Company.

### PRINCIPAL RISKS AND UNCERTAINTIES

Details of principal risks and uncertainties that the Group may be facing can be found in the sections headed “Report of Directors – Risks relating to the Contractual Arrangement” on page 65 of this annual report.

### RELATIONSHIP WITH STAKEHOLDERS

The Group acknowledges the importance of stakeholders to the Group’s development and always pays attention to matters of concern to stakeholders including the government and regulators, shareholders and investors, employees, business partners, customers and the community. The Group maintains transparent and bilateral exchange, strengthens mutual trust and cooperation and establishes harmonious relationship with its stakeholders.

The Group has always treated compliance to laws and regulations as a basic requirement for operations, and maintains good communication with the government and regulatory agencies through voluntary reporting, cooperating with reviews and investigations, and recommending optimal industry standards. The Group treats the realization of the interests of Shareholders and investors as an important business objective, establishes communication channels such as shareholder meetings and timely announcements, and delivers sound financial performance to Shareholders and investors. The Group regards employees as valuable assets, motivates employees with a competitive salary and transparent promotion mechanism, and provides them with a fair working environment. The Group also supports their career development skills with various forms of training support. The Group regularly exchanges visits and undergoes communication related to the industry with its business partners, and maintains real-time interaction in daily operations with them in order to develop long-term and stable cooperation. The Group innovates to meet customers’ needs and is committed to providing customers with high-quality and reliable services. The Group provides various online and offline channels to enable timely and accurate communication with customers, assisting them in their long-term development. The Group also maintains a sound communication mechanism with the community, develops innovative models, strengthens school-enterprise cooperation, conducts public welfare activities, and promotes the stable development of the community.

For details of the Group’s relationship with stakeholders, please refer to the annual environmental, social and governance report of the Group, which is set out in the “Environmental, Social and Governance Report” on pages 34 to 48 of this annual report.

By order of the Board  
**Qeeka Home (Cayman) Inc.**

**DENG Huajin**  
*Chairman*

Shanghai, the PRC  
19 March 2021



# Independent Auditor's Report



羅兵咸永道

## To the Shareholders of Qeeka Home (Cayman) Inc.

*(incorporated in the Cayman Islands with limited liability)*

### OPINION

#### What we have audited

The consolidated financial statements of Qeeka Home (Cayman) Inc. (the "Company") and its subsidiaries (the "Group") set out on pages 74 to 167, which comprise:

- the consolidated balance sheet as at 31 December 2020;
- the consolidated income statement for the year then ended;
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended; and
- the notes to the consolidated financial statements, which include a summary of significant accounting policies.

#### Our opinion

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2020, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRSs") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

### BASIS FOR OPINION

We conducted our audit in accordance with International Standards on Auditing ("ISAs"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Independence

We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ("IESBA Code"), and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

*PricewaterhouseCoopers, 22/F, Prince's Building, Central, Hong Kong  
T: +852 2289 8888, F: +852 2810 9888, www.pwchk.com*

## Independent Auditor's Report

### KEY AUDIT MATTERS

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

A key audit matter identified in our audit is related to impairment assessment of the investments accounted for using the equity method.

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#### Key Audit Matter

#### How our audit addressed the Key Audit Matter

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##### ***Impairment assessment of the investments accounted for using the equity method***

Refer to Notes 4(b) and 16 to the consolidated financial statements relating to estimation of impairment provision for investments accounted for using the equity method. As at 31 December 2020, the costs of investments accounted for using the equity method amounted to RMB301,765,000 and the provision of impairment losses amounted to RMB16,201,000.

Investments accounted for using the equity method are tested for impairment at each reporting date if impairment indicators are noted. In carrying out the impairment tests, significant judgements and estimates were adopted by the Group's management in estimating the recoverable amount of these investments based on value-in-use model. Management reviewed and ensured the reasonableness of these key assumptions such as revenue growth rates, long-term growth rates and the discount rates. The management also engaged independent valuer to assist in the impairment test for Group's significant investments.

Based on the results of impairment test, a provision of impairment losses amounting to RMB1,861,000 were charged to consolidated income statement for the year ended 31 December 2020.

Our procedures in relation to the impairment assessment of the investments accounted for using the equity method included:

- We obtained an understanding of the management's internal control and process of impairment assessment and evaluated the inherent risk of material misstatement by considering the degree of estimation uncertainty and level of other inherent risk such as complexity, subjectivity, changes and susceptibility to management bias or fraud.
- We evaluated and tested the key controls over the impairment assessment for the investments accounted for using the equity method conducted by management;
- We understood, evaluated and validated the Group management's assessments on the reasonableness of the future cash flow projections;
- We evaluated the outcome of prior period's impairment assessment of the investments accounted for using the equity method to assess the effectiveness of management's estimation process;
- We evaluated the external valuer's competence, capabilities and objectivity;
- We involved our internal valuation expert to assess the appropriateness of valuation model adopted;



## Independent Auditor's Report

### KEY AUDIT MATTERS (continued)

Key Audit Matter	How our audit addressed the Key Audit Matter
<p>We focused on auditing the impairment assessment of the investments accounted for using the equity method because the investment balances are significant and the estimation of recoverable amounts are subject to high degree of estimation uncertainty. The inherent risk in relation to the impairment assessment is considered significant due to the model adopted, inputs and assumptions used involved significant management judgements and estimations, which could give a material impact to the outcome.</p>	<ul style="list-style-type: none"> <li data-bbox="826 556 1457 648">– We tested the data inputs used in the impairment assessments to respective supporting evidence such as budgets, business plan and other sources;</li> <li data-bbox="826 685 1457 1000">– We assessed the reasonableness of those key assumptions adopted in determining the recoverable amounts such as revenue growth rates and long-term growth rates by comparing them to historical results of the investees and market available economic and industry forecasts. We also involved our internal valuation expert in assessing the discount rates adopted in the assessments by making reference to relevant market data of capital of comparable companies; and</li> <li data-bbox="826 1037 1457 1192">– We reviewed the sensitivity analyses performed by the independent valuer on the key assumptions to ascertain that the selected adverse changes of key assumptions would not cause the carrying amounts of the investments to exceed the recoverable amounts.</li> </ul> <p data-bbox="826 1228 1457 1416">Based on the procedures performed, we considered that the risk assessment of impairment assessments remained appropriate and the valuation model adopted and the assumptions used by management in relation to these impairment assessments to be supportable by the available evidence we obtained.</p>

### OTHER INFORMATION

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

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



## Independent Auditor's Report

### RESPONSIBILITIES OF DIRECTORS AND THE AUDIT COMMITTEE FOR THE CONSOLIDATED FINANCIAL STATEMENTS

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

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

The audit committee is responsible for overseeing the Group's financial reporting process.

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### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. We report our opinion solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.



## Independent Auditor's Report

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

We also provide the audit committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

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

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The engagement partner on the audit resulting in this independent auditor's report is Mang Kwong Fung, Frederick.

#### **PricewaterhouseCoopers**

*Certified Public Accountants*

Hong Kong, 19 March 2021

# Consolidated Income Statement

For the year ended 31 December 2020

	Note	Year ended 31 December	
		2020	2019
		RMB'000	(restated)* RMB'000
<b>Revenue</b>	5	<b>916,264</b>	770,985
Cost of sales	6	<b>(395,764)</b>	(262,360)
<b>Gross profit</b>		<b>520,500</b>	508,625
Selling and marketing expenses	6	<b>(405,881)</b>	(406,260)
Administrative expenses	6	<b>(96,848)</b>	(79,733)
Research and development expenses	6	<b>(58,789)</b>	(46,821)
Net impairment (losses)/gains on financial assets	20(c)	<b>(2,532)</b>	2
Other gains – net	8	<b>15,058</b>	26,947
<b>Operating (loss)/profit</b>		<b>(28,492)</b>	2,760
Finance income	9	<b>18,699</b>	25,409
Finance costs	9	<b>(2,395)</b>	(1,958)
Finance income – net	9	<b>16,304</b>	23,451
Share of results of investments accounted for using the equity method	16	<b>60,598</b>	17,864
<b>Profit before income tax</b>		<b>48,410</b>	44,075
Income tax (expenses)/credits	10	<b>(6,529)</b>	5,465
<b>Profit for the year</b>		<b>41,881</b>	49,540
<b>Profit/(loss) attributable to:</b>			
Equity holders of the Company		<b>40,613</b>	60,655
Non-controlling interests		<b>1,268</b>	(11,115)
		<b>41,881</b>	49,540
<b>Earnings per share for profit attributable to equity holders of the Company</b>			
Basic earnings per share (RMB)	11	<b>0.03</b>	0.05
Diluted earnings per share (RMB)	11	<b>0.03</b>	0.05

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

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.



# Consolidated Statement of Comprehensive Income

For the year ended 31 December 2020

	Note	Year ended 31 December	
		2020	2019
		RMB'000	(restated)* RMB'000
<b>Profit for the year</b>		<b>41,881</b>	49,540
<b>Other comprehensive (loss)/income for the year</b>			
<i>Items that may be reclassified to profit or loss:</i>			
Share of other comprehensive income/(loss) of investments accounted for using the equity method	16, 24	<b>1,129</b>	(281)
Exchange differences on translation of foreign operations	24	<b>(43,180)</b>	12,306
		<b>(42,051)</b>	12,025
<i>Items that will not be reclassified to profit or loss:</i>			
Changes in the fair value of equity investments at fair value through other comprehensive income	17, 24	<b>31,422</b>	(2,420)
Total other comprehensive (loss)/income for the year, net of tax		<b>(10,629)</b>	9,605
<b>Total comprehensive income for the year</b>		<b>31,252</b>	59,145
<b>Total comprehensive income/(loss) for the year is attributable to:</b>			
Equity holders of the Company		<b>29,984</b>	70,260
Non-controlling interests		<b>1,268</b>	(11,115)
		<b>31,252</b>	59,145

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

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.

# Consolidated Balance Sheet

As at 31 December 2020

		As at 31 December	
		2020	2019
	Note	RMB'000	(restated)* RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	12(a)	29,180	22,134
Right-of-use assets	12(b)	336,969	340,402
Intangible assets	13	7,318	8,827
Goodwill	14	7,796	7,796
Deferred tax assets	15	12,730	18,543
Investments accounted for using the equity method	16	285,564	240,364
Financial assets at fair value through other comprehensive income ("FVOCI")	17	64,565	56,944
Financial assets at fair value through profit or loss ("FVPL")	21	11,056	10,958
Other receivables	20	–	1,503
<b>Total non-current assets</b>		<b>755,178</b>	<b>707,471</b>
<b>Current assets</b>			
Inventories	18	3,332	12,957
Trade and other receivables and prepayments to suppliers	20	134,079	109,997
Amounts due from related parties	32(c)	5,127	5,291
Contract assets	20	87,015	25,351
Financial assets at fair value through profit or loss ("FVPL")	21	252,559	224,151
Term deposits	22	9,787	547,258
Cash and cash equivalents	22	897,093	411,153
Assets classified as held for sale	29	5,435	–
<b>Total current assets</b>		<b>1,394,427</b>	<b>1,336,158</b>
<b>Total assets</b>		<b>2,149,605</b>	<b>2,043,629</b>
<b>EQUITY</b>			
Share capital	23	781	799
Share premium	23	2,300,250	2,356,802
Other reserves	24	(217,608)	(193,399)
Treasury shares	23(a)	(28,468)	(25,281)
Accumulated losses		(742,458)	(761,517)
<b>Equity attributable to equity holders of the Company</b>		<b>1,312,497</b>	<b>1,377,404</b>
<b>Non-controlling interests</b>		<b>(18,262)</b>	<b>(22,681)</b>
<b>Total equity</b>		<b>1,294,235</b>	<b>1,354,723</b>

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.



## Consolidated Balance Sheet

As at 31 December 2020

	Note	As at 31 December 2020 RMB'000	2019 (restated)* RMB'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred tax liabilities	15	582	730
Lease liabilities	12(b)	12,962	12,349
<b>Total non-current liabilities</b>		<b>13,544</b>	13,079
<b>Current liabilities</b>			
Short-term borrowings	27	7,000	12,000
Trade and other payables	28	670,127	511,336
Contract liabilities	28	111,480	104,042
Amounts due to related parties	32(c)	93	6
Lease liabilities	12(b)	11,905	9,069
Income tax liabilities		39,912	39,374
Liabilities directly associated with assets classified as held for sale	29	1,309	–
<b>Total current liabilities</b>		<b>841,826</b>	675,827
<b>Total liabilities</b>		<b>855,370</b>	688,906
<b>Total equity and liabilities</b>		<b>2,149,605</b>	2,043,629

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

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.

The consolidated financial statements on pages 74 to 167 were approved by the Board of Directors on 19 March 2021 and were signed on its behalf.

**Deng Huajin**  
Director

**Tian Yuan**  
Director

# Consolidated Statement of Changes in Equity

For the year ended 31 December 2020

	Note	Attributable to the equity holders of the Company						Non-controlling interests	Total (restated)*
		Share capital (Note 23)	Share Premium (Note 23)	Other reserves (Note 24) (restated)*	Treasury shares (Note 23(a))	Accumulated losses (restated)*			
		RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000		
<b>At 1 January 2019, as previously reported</b>		805	2,378,009	(204,962)	-	(820,843)	(32,783)	1,320,226	
Application of business combinations under common control	2.1(v)	-	-	10,000	-	(1,329)	-	8,671	
<b>Restated balance at 1 January 2019</b>		805	2,378,009	(194,962)	-	(822,172)	(32,783)	1,328,897	
Profit/(loss) for the year		-	-	-	-	60,655	(11,115)	49,540	
Other comprehensive income		-	-	9,605	-	-	-	9,605	
<b>Total comprehensive income/(loss)</b>		-	-	9,605	-	60,655	(11,115)	59,145	
<b>Transaction with owners:</b>									
- Repurchase of shares		(6)	(21,216)	-	(25,281)	-	-	(46,503)	
- Exercise of Employee Share Option Plan ("ESOP")		-**	9	(3)	-	-	-	6	
- Acquisition of additional equity interests in a subsidiary	24	-	-	(13,783)	-	-	8,007	(5,776)	
- Share-based compensation under ESOP	24, 25	-	-	5,744	-	-	-	5,744	
- Capital contribution from non-controlling shareholders		-	-	-	-	-	13,379	13,379	
- Liquidation of subsidiaries		-	-	-	-	-	(169)	(169)	
<b>At 31 December 2019</b>		799	2,356,802	(193,399)	(25,281)	(761,517)	(22,681)	1,354,723	

\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.

\*\* The balance stated above is less than RMB1,000.



## Consolidated Statement of Changes in Equity

For the year ended 31 December 2020

	Note	Attributable to the equity holders of the Company					Non-controlling interests	Total
		Share capital	Share Premium	Other reserves	Treasury shares	Accumulated losses		
		(Note 23)	(Note 23)	(Note 24)	(Note 23(a))			
		RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	
<b>At 1 January 2020</b>		799	2,356,802	(193,399)	(25,281)	(761,517)	(22,681)	1,354,723
Profit for the year		-	-	-	-	40,613	1,268	41,881
Other comprehensive loss		-	-	(10,629)	-	-	-	(10,629)
<b>Total comprehensive income/(loss)</b>		-	-	(10,629)	-	40,613	1,268	31,252
<b>Transaction with owners:</b>								
- Repurchase of shares	23(a)	(18)	(56,552)	-	(3,187)	-	-	(59,757)
- Share-based compensation under ESOP	24, 25	-	-	(2,690)	-	-	-	(2,690)
- Dividends paid	26	-	-	-	-	(21,554)	-	(21,554)
- Capital contribution from non-controlling shareholders	37(a)(i)	-	-	-	-	-	3,055	3,055
- Disposal of subsidiaries	30(c)	-	-	-	-	-	96	96
- Application of business combinations under common control	2.1(v)	-	-	(10,890)	-	-	-	(10,890)
<b>At 31 December 2020</b>		781	2,300,250	(217,608)	(28,468)	(742,458)	(18,262)	1,294,235

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



# Consolidated Statement of Cash Flows

For the year ended 31 December 2020

	Note	Year ended 31 December	
		2020	2019
		RMB'000	(restated)** RMB'000
<b>Cash flows from operating activities</b>			
Cash generated from operations	30(a)	71,983	37,193
Interest received		9,063	7,128
Income tax paid		(326)	(691)
<b>Net cash generated from operating activities</b>		<b>80,720</b>	<b>43,630</b>
<b>Cash flows from investing activities</b>			
Purchase of property, plant and equipment		(6,916)	(4,477)
Purchase of intangible assets		(626)	(2,844)
Purchase of land use rights		–	(9,358)
Proceeds from disposal of property, plant and equipment	30(b)	134	597
Increase in investments in associates	16(a)	(1,200)	(34,362)
Net decrease/(increase) in term deposits	22	537,471	(213,706)
Dividends received from financial assets at FVPL	8	1,364	–
Net decrease/(increase) in amounts held for securities trading purposes	20	2,408	(5,982)
Increase in investments measured at FVOCI		–	(2,974)
Loans to related parties	32(b)	(2,050)	(6,652)
Proceeds from sale of financial assets at FVPL	21(d)	782,402	333,005
Reduction of certain investment in an investee measured at FVOCI	17(b)	17,000	–
Purchase of financial assets at FVPL	21(d)	(811,740)	(473,940)
Repayments of loans from a related party	32(b)	2,313	–
Disposal of investments in associates	16(b)	14,369	–
Disposal of subsidiaries, net of cash disposed	30(c)	(6)	(3)
Interest received on term deposits		15,669	26,744
<b>Net cash generated from/(used in) investing activities</b>		<b>550,592</b>	<b>(393,952)</b>
<b>Cash flows from financing activities</b>			
Cash received from capital contributions in subsidiaries from non-controlling shareholders	37(a)(i)	3,055	13,379
Proceeds from borrowings	30(e)	16,500	17,000
Repayment of borrowings	30(e)	(21,500)	(5,000)
Cash paid for repurchase of shares	23(a)	(59,757)	(46,503)
Interest paid for short-term borrowings		(531)	(365)
Cash received from exercise of ESOP		–	6
Payment for lease liabilities (including interest component)	30(e)	(16,216)	(8,413)
Dividends paid to the Company's shareholders	26	(21,554)	–
Application of business combinations under common control	2.1(v)	(8,678)	–
<b>Net cash used in financing activities</b>		<b>(108,681)</b>	<b>(29,896)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>522,631</b>	<b>(380,218)</b>
Effect on exchange rate difference		(36,430)	10,884
<b>Cash and cash equivalents at beginning of the year</b>	22	<b>411,153</b>	<b>780,487</b>
<b>Cash and cash equivalents at end of the year</b>	22	<b>897,354*</b>	<b>411,153</b>

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

\* As at 31 December 2020, cash and cash equivalents included RMB261,000 that were presented as assets classified as held for sale in the consolidated balance sheet.

\*\* Comparative figures have been restated for the Group's application of merger accounting for business combinations under common control. Details of the restatements are set out in Note 2.1(v) to the consolidated financial statements.



# Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 1 GENERAL INFORMATION

### 1.1 General information

Qeeka Home (Cayman) Inc. (the “Company”) was incorporated in the Cayman Islands on 20 November 2014 as an exempted Company with limited liability under the Companies Law (Cap. 22, Law 3 of 1961 as consolidated and revised) of the Cayman Islands. The address of the Company’s registered office is 3-212 Governors Square, 23 Lime Tree Bay Avenue, P.O. Box 30746, Seven Mile Beach, Grand Cayman KY1-1203, Cayman Islands.

The Company is an investment holding Company. The Company and its subsidiaries, including structured entities (collectively, the “Group”) are principally engaged in (i) the provision of SaaS based total marketing solution (“SaaS”); (ii) the provision of targeted marketing services and inspection service (“Marketing Service”); (iii) the provision of interior design and construction service and licensing its brand to business partners and others (“Interior Design and Construction”); (iv) the provision of building and home decoration materials supply chain services (“Supply Chain Service”); (v) the provision of other initiative services (Innovation and Others”). Mr. Deng Huajin (鄧華金, “Mr. Deng”) is the ultimate controlling shareholder of the Company.

The Company completed its initial public offering (“IPO”) and listed its shares on the Main Board of the Stock Exchange of Hong Kong on 12 July 2018.

These consolidated financial statements are presented in Renminbi (“RMB”), unless otherwise stated.

These consolidated financial statements have been approved for issue by the Board of Directors on 19 March 2021.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This note provides a list of the significant accounting policies adopted in the preparation of these consolidated financial statements. These policies have been consistently applied to all the years presented, unless otherwise stated. The financial statements are for the Group consisting of the Company and its subsidiaries, including structured entities.

### 2.1 Basis of preparation

#### (i) Compliance with IFRSs and HKCO (as defined below)

The consolidated financial statements of the Company have been prepared in accordance with International Financial Reporting Standards (“IFRSs”) and disclosure requirements of the Hong Kong Companies Ordinance (“HKCO”) Cap. 622.

#### (ii) Historical cost convention

The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain financial assets measured at fair value.

The preparation of consolidated financial statements in conformity with IFRSs requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 4.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (iii) New standards, amendments and interpretations adopted by the Group

The Group has applied the following standards and amendments for the first time for their annual reporting period commencing on or after 1 January 2020:

- Definition of Material – Amendments to IAS 1 and IAS 8
- Definition of a Business – Amendments to IFRS 3
- Interest Rate Benchmark Reform – Amendments to IFRS 7, IFRS 9 and IAS 39
- Revised Conceptual Framework for Financial Reporting
- COVID-19-related Rent Concessions – Amendments to IFRS 16

The amendments listed above did not have any impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods.

##### (iv) New standards and interpretations not yet adopted

Certain new accounting standards and interpretations have been published that are not mandatory for 31 December 2020 reporting period and have not been early adopted by the Group. These standards are not expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

		Effective for annual periods beginning on or after
Amendments to IAS 1	Classification of Liabilities as Current or Non-current	1 January 2022
Amendments to IAS 16	Property, Plant and Equipment: Proceeds before intended use	1 January 2022
Amendments to IAS 37	Onerous Contracts – Cost of Fulfilling a Contract	1 January 2022
Amendments to IFRS 3	Reference to the Conceptual Framework	1 January 2022
IFRS 17	Insurance Contracts	1 January 2023
Amendments to IFRS 10 and IAS 28	Sale or contribution of assets between an investor and its associate or joint venture	To be determined
Annual Improvements to IFRS Standards 2018–2020		1 January 2022



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.1 Basis of preparation (continued)

#### (v) Application of business combinations under common control

On 19 October 2020, the Company (through its indirect wholly-owned subsidiary) entered into the acquisition agreement with Mr. Deng, pursuant to which the Company agreed to acquire the entire equity interest of 上海住唄資訊科技有限公司 (Shanghai Zhubei Information Technology Co., Ltd\*) (“Shanghai Zhubei”) at a consideration of RMB500,000. The entire equity interest of Shanghai Zhubei was transferred to the Group on 19 October 2020.

On 8 December 2020, the Company (through its indirect wholly-owned subsidiary) entered into the acquisition agreements with 寧化滬閩投資合夥企業 (Ninghua Humin Investment Limited Partnership\*) (indirectly controlled by Mr. Deng) and two non-controlling shareholders, pursuant to which the Company agreed to acquire the entire equity interest of 上海齊願智慧科技有限公司 (Shanghai Qiyuan Intelligent Technology Co., Ltd\*) (“Shanghai Qiyuan”) at total consideration of RMB10,000,000. The entire equity interest of Shanghai Qiyuan was transferred to the Group on 8 December 2020.

For the purpose of these consolidated financial statements, Shanghai Zhubei and Shanghai Qiyuan (collectively, the “Target Companies”) and the Company were under common control of Mr. Deng, therefore they are accounted for as business combinations under common control. The assets and liabilities of the entities are consolidated by the Group using the existing book values from the controlling parties’ perspective as if the Target Companies had been in existence within the Group structure throughout the periods presented, or since the date when the companies first came under the control of ultimate controlling party, whichever is a shorter period.

No amount is recognised in consideration for goodwill or excess of acquirer’s interest in the net fair value of acquiree’s identifiable assets, liabilities and contingent liabilities over cost at the time of business combination under common control, to the extent of the continuation of the ultimate controlling party’s interest.

Inter-company transactions, balances and unrealised gains/losses on transactions between the Target Companies and other group companies are eliminated on consolidation. The following is a reconciliation of the effect arising from the business combination under common control of the Target Companies on the consolidated income statement and the consolidated statement of financial position.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(i) Effect on the consolidated income statement for the year ended 31 December 2020:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>Revenue</b>	910,183	6,081	916,264
Cost of sales	(390,297)	(5,467)	(395,764)
<b>Gross profit</b>	519,886	614	520,500
Selling and marketing expenses	(401,314)	(4,567)	(405,881)
Administrative expenses	(93,567)	(3,281)	(96,848)
Research and development expenses	(58,204)	(585)	(58,789)
Net impairment losses on financial assets	(2,532)	–	(2,532)
Other gains – net	14,870	188	15,058
<b>Operating loss</b>	(20,861)	(7,631)	(28,492)
Finance income	18,691	8	18,699
Finance costs	(2,395)	–	(2,395)
Finance income – net	16,296	8	16,304
Share of results of investments accounted for using the equity method	60,598	–	60,598
<b>Profit/(loss) before income tax</b>	56,033	(7,623)	48,410
Income tax expenses	(6,529)	–	(6,529)
<b>Profit/(loss) for the year</b>	49,504	(7,623)	41,881
<b>Profit/(loss) attributable to:</b>			
Equity holders of the Company	48,236	(7,623)	40,613
Non-controlling interests	1,268	–	1,268
	49,504	(7,623)	41,881
<b>Earnings/(losses) per share for profit attributable to equity holders of the Company</b>			
Basic earnings/(losses) per share (RMB)	0.04	(0.01)	0.03
Diluted earnings/(losses) per share (RMB)	0.04	(0.01)	0.03



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(ii) Effect on the consolidated statement of comprehensive income for the year ended 31 December 2020:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>Profit/(loss) for the year</b>	49,504	(7,623)	41,881
<b>Other comprehensive income/(loss) for the year</b>			
<i>Items that may be reclassified to profit or loss:</i>			
Share of other comprehensive income of investments accounted for using the equity method	1,129	–	1,129
Exchange differences on translation of foreign operations	(43,180)	–	(43,180)
	<b>(42,051)</b>	<b>–</b>	<b>(42,051)</b>
<i>Items that will not be reclassified to profit or loss:</i>			
Changes in the fair value of equity investments at fair value through other comprehensive income	31,422	–	31,422
Other comprehensive loss for the year, net of tax	(10,629)	–	(10,629)
<b>Total comprehensive income/(loss) for the year</b>	<b>38,875</b>	<b>(7,623)</b>	<b>31,252</b>
<b>Total comprehensive income/(loss) for the year is attributable to:</b>			
Equity holders of the Company	37,607	(7,623)	29,984
Non-controlling interests	1,268	–	1,268
	<b>38,875</b>	<b>(7,623)</b>	<b>31,252</b>

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(iii) Effect on the consolidated balance sheet as at 31 December 2020:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Adjustments RMB'000	Consolidated RMB'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	29,104	76	–	29,180
Right-of-use assets	336,969	–	–	336,969
Intangible assets	6,148	1,170	–	7,318
Goodwill	7,796	–	–	7,796
Deferred tax assets	12,730	–	–	12,730
Investments accounted for using the equity method	285,564	–	–	285,564
Financial assets at fair value through other comprehensive income (“FVOCI”)	64,565	–	–	64,565
Financial assets at fair value through profit or loss (“FVPL”)	11,056	–	–	11,056
<b>Total non-current assets</b>	<b>753,932</b>	<b>1,246</b>	<b>–</b>	<b>755,178</b>
<b>Current assets</b>				
Inventories	3,315	17	–	3,332
Trade and other receivables and prepayments to suppliers	133,926	153	–	134,079
Amounts due from related parties	5,127	–	–	5,127
Contract assets	87,015	–	–	87,015
Financial assets at fair value through profit or loss (“FVPL”)	251,559	1,000	–	252,559
Term deposits	9,787	–	–	9,787
Cash and cash equivalents	891,098	5,995	–	897,093
Assets classified as held for sale	5,435	–	–	5,435
<b>Total current assets</b>	<b>1,387,262</b>	<b>7,165</b>	<b>–</b>	<b>1,394,427</b>
<b>Total assets</b>	<b>2,141,194</b>	<b>8,411</b>	<b>–</b>	<b>2,149,605</b>
<b>EQUITY</b>				
Share capital	781	5,586	(5,586)	781
Share premium	2,300,250	9,889	(9,889)	2,300,250
Other reserves	(232,193)	–	14,585	(217,608)
Treasury shares	(28,468)	–	–	(28,468)
Accumulated losses	(732,226)	(11,122)	890	(742,458)
<b>Equity attributable to equity holders of the Company</b>	<b>1,308,144</b>	<b>4,353</b>	<b>–</b>	<b>1,312,497</b>
<b>Non-controlling interests</b>	<b>(18,262)</b>	<b>–</b>	<b>–</b>	<b>(18,262)</b>
<b>Total equity</b>	<b>1,289,882</b>	<b>4,353</b>	<b>–</b>	<b>1,294,235</b>



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(iii) Effect on the consolidated balance sheet as at 31 December 2020 (continued):

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred tax liabilities	582	–	582
Lease liabilities	12,962	–	12,962
<b>Total non-current liabilities</b>	<b>13,544</b>	<b>–</b>	<b>13,544</b>
<b>Current liabilities</b>			
Short-term borrowings	7,000	–	7,000
Trade and other payables	666,631	3,496	670,127
Contract liabilities	110,918	562	111,480
Amounts due to related parties	93	–	93
Lease liabilities	11,905	–	11,905
Income tax liabilities	39,912	–	39,912
Liabilities directly associated with assets classified as held for sale	1,309	–	1,309
<b>Total current liabilities</b>	<b>837,768</b>	<b>4,058</b>	<b>841,826</b>
<b>Total liabilities</b>	<b>851,312</b>	<b>4,058</b>	<b>855,370</b>
<b>Total equity and liabilities</b>	<b>2,141,194</b>	<b>8,411</b>	<b>2,149,605</b>



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(iv) Effect on the consolidated income statement for the year ended 31 December 2019:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>Revenue</b>	770,912	73	770,985
Cost of sales	(262,289)	(71)	(262,360)
<b>Gross profit</b>	508,623	2	508,625
Selling and marketing expenses	(406,260)	–	(406,260)
Administrative expenses	(79,637)	(96)	(79,733)
Research and development expenses	(45,466)	(1,355)	(46,821)
Net impairment gains on financial assets	2	–	2
Other gains – net	26,777	170	26,947
<b>Operating profit/(loss)</b>	4,039	(1,279)	2,760
Finance income	25,409	–	25,409
Finance costs	(1,958)	–	(1,958)
Finance income – net	23,451	–	23,451
Share of results of investments accounted for using the equity method	17,864	–	17,864
<b>Profit/(loss) before income tax</b>	45,354	(1,279)	44,075
Income tax credits	5,465	–	5,465
<b>Profit/(loss) for the year</b>	50,819	(1,279)	49,540
<b>Profit/(loss) attributable to:</b>			
Equity holders of the Company	61,934	(1,279)	60,655
Non-controlling interests	(11,115)	–	(11,115)
	50,819	(1,279)	49,540
<b>Earnings per share for profit attributable to equity holders of the Company</b>			
Basic earnings per share (RMB)	0.05	–	0.05
Diluted earnings per share (RMB)	0.05	–	0.05



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(v) Effect on the consolidated statement of comprehensive income for the year ended 31 December 2019:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>Profit/(loss) for the year</b>	50,819	(1,279)	49,540
<b>Other comprehensive income for the year</b>			
<i>Items that may be reclassified to profit or loss:</i>			
Share of other comprehensive loss of investments accounted for using the equity method	(281)	–	(281)
Exchange differences on translation of foreign operations	12,306	–	12,306
	12,025	–	12,025
<i>Items that will not be reclassified to profit or loss:</i>			
Changes in the fair value of equity investments at fair value through other comprehensive income	(2,420)	–	(2,420)
Other comprehensive income for the year, net of tax	9,605	–	9,605
<b>Total comprehensive income/(loss) for the year</b>	60,424	(1,279)	59,145
<b>Total comprehensive income/(loss) for the year is attributable to:</b>			
Equity holders of the Company	71,539	(1,279)	70,260
Non-controlling interests	(11,115)	–	(11,115)
	60,424	(1,279)	59,145

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(vi) Effect on the consolidated balance sheet as at 31 December 2019:

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Adjustments RMB'000	Consolidated RMB'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	22,128	6	–	22,134
Right-of-use assets	340,402	–	–	340,402
Intangible assets	8,827	–	–	8,827
Goodwill	7,796	–	–	7,796
Deferred tax assets	18,543	–	–	18,543
Investments accounted for using the equity method	240,364	–	–	240,364
Financial assets at fair value through other comprehensive income (“FVOCI”)	56,944	–	–	56,944
Financial assets at fair value through profit or loss (“FVPL”)	10,958	–	–	10,958
Other receivables	1,503	–	–	1,503
<b>Total non-current assets</b>	<b>707,465</b>	<b>6</b>	<b>–</b>	<b>707,471</b>
<b>Current assets</b>				
Inventories	12,956	1	–	12,957
Trade and other receivables and prepayments to suppliers	104,997	5,000	–	109,997
Amounts due from related parties	5,291	–	–	5,291
Contract assets	25,351	–	–	25,351
Financial assets at fair value through profit or loss (“FVPL”)	222,151	2,000	–	224,151
Term deposits	547,258	–	–	547,258
Cash and cash equivalents	410,681	472	–	411,153
<b>Total current assets</b>	<b>1,328,685</b>	<b>7,473</b>	<b>–</b>	<b>1,336,158</b>
<b>Total assets</b>	<b>2,036,150</b>	<b>7,479</b>	<b>–</b>	<b>2,043,629</b>
<b>EQUITY</b>				
Share capital	799	111	(111)	799
Share premium	2,356,802	9,889	(9,889)	2,356,802
Other reserves	(203,399)	–	10,000	(193,399)
Treasury shares	(25,281)	–	–	(25,281)
Accumulated losses	(758,909)	(2,608)	–	(761,517)
<b>Equity attributable to equity holders of the Company</b>	<b>1,370,012</b>	<b>7,392</b>	<b>–</b>	<b>1,377,404</b>
<b>Non-controlling interests</b>	<b>(22,681)</b>	<b>–</b>	<b>–</b>	<b>(22,681)</b>
<b>Total equity</b>	<b>1,347,331</b>	<b>7,392</b>	<b>–</b>	<b>1,354,723</b>



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.1 Basis of preparation (continued)

##### (v) Application of business combinations under common control (continued)

(vi) Effect on the consolidated balance sheet as at 31 December 2019 (continued):

	The Group (before business combination under common control) RMB'000	Effect of business combination under common control RMB'000	Consolidated RMB'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Deferred tax liabilities	730	–	730
Lease liabilities	12,349	–	12,349
<b>Total non-current liabilities</b>	<b>13,079</b>	<b>–</b>	<b>13,079</b>
<b>Current liabilities</b>			
Short-term borrowings	12,000	–	12,000
Trade and other payables	511,249	87	511,336
Contract liabilities	104,042	–	104,042
Amounts due to related parties	6	–	6
Lease liabilities	9,069	–	9,069
Income tax liabilities	39,374	–	39,374
<b>Total current liabilities</b>	<b>675,740</b>	<b>87</b>	<b>675,827</b>
<b>Total liabilities</b>	<b>688,819</b>	<b>87</b>	<b>688,906</b>
<b>Total equity and liabilities</b>	<b>2,036,150</b>	<b>7,479</b>	<b>2,043,629</b>

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.2 Subsidiaries

#### 2.2.1 Consolidation

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity where the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

#### (a) Subsidiaries controlled through Contractual Arrangements (as defined below)

The wholly-owned subsidiary of the Company, Qijia (Shanghai) Network Technology Co., Ltd. (齊家網(上海)網絡科技有限公司, "Qijia WFOE"), has entered into a series of contractual arrangements (referred to as "Contractual Arrangements"), including Cooperation Agreement, Purchase Option Agreement, Equity Interest Pledge Agreement, Shareholders' Voting Rights Agreement and Irrevocable Powers of Attorney, with Shanghai Qijia Information Technology Co., Ltd. (上海齊家網信息科技股份有限公司, "Shanghai Qijia") and its equity holders, which enable Qijia WFOE and the Group to:

- govern the financial and operating policies of Shanghai Qijia;
- exercise equity holders' voting rights of Shanghai Qijia;
- receive substantially all of the economic interest returns generated by Shanghai Qijia in consideration for the technology consulting and services provided by Qijia WFOE;
- obtain an irrevocable and exclusive right to purchase all or part of the equity interests in Shanghai Qijia from the respective equity holders at a minimum purchase price permitted under People's Republic of China (the "PRC") laws and regulations. Qijia WFOE may exercise such options at any time until it has acquired all equity interests of Shanghai Qijia; and
- obtain a pledge over the entire equity interests of Shanghai Qijia from its respective equity holders as collateral security for all of Shanghai Qijia's payments due to Qijia WFOE and to secure performance of Shanghai Qijia's obligation under the Contractual Arrangements.

As a result of the Contractual Arrangements, the Group has right to exercise power over Shanghai Qijia, receive variable returns from its involvement with Shanghai Qijia, has the ability to affect those returns through its power over Shanghai Qijia and thus is considered to control Shanghai Qijia. Consequently, the Company regards Shanghai Qijia and its subsidiaries as controlled structured entities and consolidated the financial position and results of operations of these entities in the consolidated financial statements of the Group.

Nevertheless, the Contractual Arrangements may not be as effective as direct legal ownership in providing the Group with direct control over Shanghai Qijia and its subsidiaries. Uncertainties presented by the PRC legal system could impede the Group's beneficiary rights of the results, assets and liabilities of Shanghai Qijia and its subsidiaries. The directors of the Company, based on the advice of its legal counsel, consider that the Contractual Arrangements among Qijia WFOE, Shanghai Qijia and its equity holders are in compliance with the relevant PRC laws and regulations and are legally binding and enforceable.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.2 Subsidiaries (continued)

#### 2.2.1 Consolidation (continued)

##### (b) Business combination

The acquisition method of accounting is used to account for all business combinations, regardless of whether equity instruments or other assets are acquired. The consideration transferred for the acquisition of a subsidiary comprises the:

- fair values of the assets transferred
- liabilities incurred to the former owners of the acquired business
- equity interests issued by the group
- fair value of any asset or liability resulting from a contingent consideration arrangement, and
- fair value of any pre-existing equity interest in the subsidiary.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date. The Group recognises any non-controlling interest in the acquired entity on an acquisition-by-acquisition basis either at fair value or at the non-controlling interest's proportionate share of the acquired entity's net identifiable assets.

Acquisition-related costs are expensed as incurred.

The excess of the:

- consideration transferred,
- amount of any non-controlling interest in the acquired entity, and
- acquisition-date fair value of any previous equity interest in the acquired entity

over the fair value of the net identifiable assets acquired is recorded as goodwill. If those amounts are less than the fair value of the net identifiable assets of the business acquired, the difference is recognised directly in profit or loss as a bargain purchase.

Where settlement of any part of cash consideration is deferred, the amounts payable in the future are discounted to their present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which a similar borrowing could be obtained from an independent financier under comparable terms and conditions. Contingent consideration is classified either as equity or a financial liability. Amounts classified as a financial liability are subsequently remeasured to fair value with changes in fair value recognised in consolidated income statements.

If the business combination is achieved in stages, the acquisition date carrying value of the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date. Any gains or losses arising from such remeasurement are recognised in consolidated income statements.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.2 Subsidiaries (continued)

#### 2.2.2 Separate financial statements

Investments in subsidiaries are accounted for at cost less impairment. Cost includes direct attributable costs of investment. The results of subsidiaries are accounted for by the Company on the basis of dividend received and receivable.

Impairment testing of the investments in subsidiaries is required upon receiving a dividend from these investments if the dividend exceeds the total comprehensive income of the subsidiary in the period the dividend is declared or if the carrying amount of the investment in the separate financial statements exceeds the carrying amount in the consolidated financial statements of the investee's net assets including goodwill.

### 2.3 Associates

Associates are all entities over which the Group has significant influence but not control or joint control. This is generally the case where the Group holds between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting (Note 16), after initially being recognised at cost.

### 2.4 Equity method

Under the equity method of accounting, the investments are initially recognised at cost and adjusted thereafter to recognise the Group's share of the post-acquisition profits or losses of the investee in consolidated income statements, and the Group's share of movements in other comprehensive income of the investee in other comprehensive income. Dividends received or receivable from associates are recognised as a reduction in the carrying amount of the investment.

When the Group's share of losses in an equity-accounted investment equals or exceeds its interest in the entity, including any other unsecured long-term receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the other entity.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in these entities. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of equity accounted investees have been changed where necessary to ensure consistency with the policies adopted by the Group.

The carrying amount of equity-accounted investments is tested for impairment in accordance with the policy described in Note 2.11.

### 2.5 Changes in ownership interests

The Group treats transactions with non-controlling interests that do not result in a loss of control as transactions with equity owners of the Group. A change in ownership interest results in an adjustment between the carrying amounts of the controlling and non-controlling interests to reflect their relative interests in the subsidiary. Any difference between the amount of the adjustment to non-controlling interests and any consideration paid or received is recognised in "other reserves" within equity attributable to equity holders of the Company.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.5 Changes in ownership interests (continued)

When the Group ceases to consolidate or equity account for an investment because of a loss of control, any retained interest in the entity is remeasured to its fair value with the change in carrying amount recognised in consolidated income statements. This fair value becomes the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to consolidated income statements or transferred to another category of equity as specified/permitted by applicable IFRSs.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income are reclassified to consolidated income statements where appropriate.

### 2.6 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker ("CODM"). The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as chief executive officer of the Company.

### 2.7 Foreign currency translation

#### 2.7.1 Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the "functional currency"). The Company's functional currency is US Dollar ("USD"). The Company's primary subsidiaries were incorporated in the PRC and these subsidiaries considered RMB as their functional currency. As the major operations of the Group are within the PRC, the Group determined to present its consolidated financial statements in RMB.

#### 2.7.2 Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at year end exchange rates are generally recognised in consolidated income statement. They are deferred in equity if they relate to qualifying cash flow hedges and qualifying net investment hedges or are attributable to part of the net investment in a foreign operation.

#### 2.7.3 Group companies

The results and financial position of foreign operations (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (a) assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- (b) income and expenses for each income statements are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions); and
- (c) all resulting currency translation differences are recognised in other comprehensive income/(loss).



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.8 Property, plant and equipment

Property, plant and equipment are stated at historical cost less depreciation and accumulated impairment. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the consolidated income statements during the year in which they are incurred.

Depreciation is calculated using the straight-line method to allocate their cost or revalued amounts, net of their residual values, over their estimated useful lives or, in the case of leasehold improvements and certain leased plant and equipment, the shorter lease term as follows:

Buildings	20 to 50 years
Transportation equipment	4 years
Office furniture and equipment	3 to 5 years
Computer and electric equipment	3 to 5 years
Display and exhibition equipment	3 to 7 years
Leasehold improvements	Over the shorter of the lease term or the estimated useful life of the asset (5 years)

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (Note 2.11).

Gains and losses on disposals are determined by comparing the proceeds with carrying amount. These are included in the consolidated income statement.

### 2.9 Intangible assets

#### 2.9.1 Goodwill

Goodwill is measured as described in Note 2.2.1(b). Goodwill is not amortised but it is tested for impairment annually, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose. The units or groups of units are identified at the lowest level at which goodwill is monitored for internal management purposes, being the operating segments (Note 5).

#### 2.9.2 Trademarks and licenses

Separately acquired trademarks and licenses are shown at historical cost. Trademarks and licenses acquired in a business combination are recognised at fair value at the acquisition date. Trademarks and licenses have a finite useful life and are carried at cost less accumulated amortisation and impairment losses.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.9 Intangible assets (continued)

#### 2.9.3 Domain names

Domain names are initially recognised and measured at costs incurred to acquire and bring to use the domain names. Domain names have a finite useful life and are carried at cost less accumulated amortisation and impairment losses.

#### 2.9.4 Software

Costs associated with maintaining programmes are recognised as an expense as incurred. Separately acquired software are shown at historical cost. Software acquired in a business combination are recognised at fair value at the acquisition date. They have a finite useful life and are subsequently carried at cost less accumulated amortisation and impairment losses.

#### 2.9.5 Amortisation methods and periods

The Group amortises intangible assets with a limited useful life using the straight-line method over the following periods:

Trademarks and licenses	5 to 10 years
Domain names	10 years
Software	3 to 5 years

### 2.10 Research and development

Research expenditures are recognised as an expenses as incurred. Costs incurred on development projects are capitalised as intangible assets when recognition criteria are met, including (a) it is technically feasible to complete the software so that it will be available for use; (b) management intends to complete the software and use or sell it; (c) there is an ability to use or sell the software; (d) it can be demonstrated how the software will generate probable future economic benefits; (e) adequate technical, financial and other resources to complete the development and to use or sell the software are available; and (f) the expenditure attributable to the software during its development can be reliably measured. Other development costs that do not meet those criteria are expensed as incurred.

Development costs previously recognised as an expense are not recognised as an asset in a subsequent period. There were no development costs meeting these criteria and capitalised as intangible assets as of 31 December 2020.

### 2.11 Impairment of non-financial assets

Goodwill are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows which are largely independent of the cash inflows from other assets or groups of assets (cash-generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each balance sheet date.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.12 Investments and other financial assets

#### 2.12.1 Classification

The Group classifies its financial assets in the following measurement categories:

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

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

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

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

#### 2.12.2 Recognition and derecognition

Regular way purchases and sales of financial assets are recognised on trade-date, the date on which the Group commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

#### 2.12.3 Measurement

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

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

#### **Debt instruments**

Subsequent measurement of debt instruments depends on the Group's business model for managing the asset and the cash flow characteristics of the asset. There are three measurement categories into which the Group classifies its debt instruments:

- **Amortised cost:** Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in profit or loss and presented in other gains-net, together with foreign exchange gains and losses. Impairment losses are presented as separate line item in the consolidated income statement.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.12 Investments and other financial assets (continued)

#### 2.12.3 Measurement (continued)

##### **Debt instruments** (continued)

- FVOCI: Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at FVOCI. Movements in the carrying amount are taken through other comprehensive income, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses which are recognised in profit or loss. When the financial asset is derecognised, the cumulative gain or loss previously recognised in other comprehensive income is reclassified from equity to profit or loss and recognised in other gains-net. Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains-net and impairment expenses are presented as separate line item in the consolidated income statement.
- FVPL: Assets that do not meet the criteria for amortised cost or FVOCI are measured at FVPL. A gain or loss on a debt investment that is subsequently measured at FVPL is recognised in profit or loss and presented net within other gains-net in the period in which it arises.

##### **Equity instruments**

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

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

#### 2.12.4 Impairment

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

For contract assets and trade receivables, the Group applies the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from initial recognition of contract assets and trade receivables.

### 2.13 Offsetting financial instruments

Financial assets and liabilities are offset and the net amount reported in the consolidated balance sheet where the Group currently has a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.14 Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined using the weighted average method. The cost of finished goods and work in progress comprises decoration materials, direct labour and other direct costs. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

#### 2.15 Non-current assets (or disposal groups) held for sale

Non-current assets (or disposal groups) are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use and a sale is considered highly probable. They are measured at the lower of their carrying amount and fair value less costs to sell, except for assets such as deferred tax assets, assets arising from employee benefits, financial assets and investment property that are carried at fair value and contractual rights under insurance contracts, which are specifically exempt from this requirement.

An impairment loss is recognised for any initial or subsequent write-down of the asset (or disposal group) to fair value less costs to sell. A gain is recognised for any subsequent increases in fair value less costs to sell of an asset (or disposal group), but not in excess of any cumulative impairment loss previously recognised. A gain or loss not previously recognised by the date of the sale of the non-current asset (or disposal group) is recognised at the date of derecognition.

Non-current assets (including those that are part of a disposal group) are not depreciated or amortised while they are classified as held for sale. Interest and other expenses attributable to the liabilities of a disposal group classified as held for sale continue to be recognised.

Non-current assets classified as held for sale and the assets of a disposal group classified as held for sale are presented separately from the other assets in the balance sheet. The liabilities of a disposal group classified as held for sale are presented separately from other liabilities in the consolidated balance sheet.

#### 2.16 Trade and other receivables

Trade receivables are amounts due from customers for goods and services sold in the ordinary course of business. Trade and other receivables are generally due for settlement within 30 days to 90 days and therefore are all classified as current.

Trade and other receivables are recognised initially at the amount of consideration that is unconditional unless they contain significant financing components, when they are recognised at fair value. The Group holds the trade and other receivables with the objective to collect the contractual cash flows and therefore measures them subsequently at amortised cost using the effective interest method. See Note 20 for further information about the Group's accounting for trade receivables and Note 3.1.2 for a description of the Group's impairment policies.

#### 2.17 Cash and cash equivalents

For the purpose of presentation in the statement of cash flows, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.18 Share capital

Ordinary shares and non-redeemable participating preference shares are classified as equity. Mandatorily redeemable preference shares are classified as liabilities.

Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

Where the Group repurchases the Company's equity instruments, the consideration paid, including any directly attributable incremental costs (net of income taxes) is deducted from equity as "treasury shares" until the shares are cancelled.

### 2.19 Trade and other payables

These amounts represent liabilities for goods and services provided to the Group prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid within 90 days of recognition. Trade and other payables are presented as current liabilities unless payment is not due within 12 months after the reporting period. They are recognised initially at their fair value and subsequently measured at amortised cost using the effective interest method.

### 2.20 Borrowings

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in profit or loss over the period of the borrowings using the effective interest method. Fees paid on the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a prepayment for liquidity services and amortised over the period of the facility to which it relates.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the reporting period.

### 2.21 Borrowing costs

General and specific borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised during the period of time that is required to complete and prepare the asset for its intended use or sale. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

Other borrowing costs are expensed in the period in which they are incurred.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.22 Current and deferred income tax

The income tax expense or credit for the period is the tax payable on the current period's taxable income based on the applicable income tax rate for each jurisdiction adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses.

##### 2.22.1 Current income tax

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet dates in the countries where the Company's subsidiaries operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation and considers whether it is probable that a taxation authority will accept an uncertain tax treatment. The Group measures its tax balances either based on the most likely amount or the expected value, depending on which method provides a better prediction of the resolution of the uncertainty.

##### 2.22.2 Deferred income tax

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill. Deferred income tax is also not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Current and deferred tax is recognised in consolidated income statements, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

#### 2.23 Employee benefits

##### 2.23.1 Pension obligations

In accordance with the rules and regulations in the PRC, the PRC based employees of the Group participate in various defined contribution retirement benefit plans organised by the relevant municipal and provincial governments in the PRC under which the Group and the employees are required to make monthly contributions to these plans calculated as a percentage of the employees' salaries, subject to certain ceiling. The municipal and provincial governments undertake to assume the retirement benefit obligations of all existing and future retired PRC based employees payable under the plans described above. Other than the monthly contributions, the Group has no further obligation for the payment of retirement and other post retirement benefits of its employees. The assets of these plans are held separately from those of the Group in an independent fund managed by the PRC government. The Group's contributions to these plans are expensed as incurred.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.23 Employee benefits (continued)

#### 2.23.2 Housing funds, medical insurances and other social insurances

The PRC employees of the Group are entitled to participate in various government-supervised housing funds, medical insurance and other employee social insurance plan. The Group contributes on a monthly basis to these funds based on certain percentages of the salaries of the employees, subject to certain ceiling. The Group's liability in respect of these funds is limited to the contributions payable in each period.

#### 2.23.3 Short-term obligations

Liabilities for wages and salaries, including non-monetary benefits and accumulating sick leave that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liabilities are presented as current employee benefit obligations in the consolidated balance sheets.

#### 2.23.4 Employee leave entitlement

Employee entitlement to annual leave are recognised when they have accrued to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the balance sheet date. Employees entitlement to sick leave and maternity leave are not recognised until the time of leave.

#### 2.23.5 Bonus plan

The expected cost of bonuses is recognised as a liability when the Group has a present legal or constructive obligation for payment of bonus as a result of services rendered by employees and a reliable estimate of the obligation can be made. Liabilities for bonus plans are expected to be settled within 1 year and are measured at the amounts expected to be paid when they are settled.

#### 2.23.6 Share-based compensation benefits of the Group

The Group operates an equity-settled share-based compensation plan, under which the entity receives services from employees as consideration for equity instruments of the Group. The fair value of the employee services received in exchange for the grant of equity instruments (options) is recognised as an expense on the consolidated financial statements. The total amount to be expensed is determined by reference to the fair value of the equity instruments (options) granted:

- including any market performance conditions;
- excluding the impact of any service and non-market performance vesting conditions and
- including the impact of any non-vesting conditions (for example, the requirement for employees to serve).

The total expense is recognised over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied.

At the end of each reporting period, the Group revises its estimates of the number of options that are expected to vest based on the non-marketing performance and service conditions. It recognises the impact of the revision to original estimates, if any, in the consolidated income statement, with a corresponding adjustment to equity.

In addition, in some circumstances employees may provide services in advance of the grant date and therefore the grant date fair value is estimated for the purposes of recognising the expense during the period between service commencement date and grant date.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.23 Employee benefits (continued)

##### 2.23.6 Share-based compensation benefits of the Group (continued)

Where there is any modification of terms and conditions which increases the fair value of the equity instruments granted, the Group includes the incremental fair value granted in the measurement of the amount recognised for the services received over the remainder of the vesting period. The incremental fair value is the difference between the fair value of the modified equity instrument and that of the original equity instrument, both estimated as at the date of the modification. An expense based on the incremental fair value is recognised over the period from the modification date to the date when the modified equity instruments vest in addition to any amount in respect of the original instrument, which should continue to be recognised over the remainder of the original vesting period.

#### 2.24 Provisions

Provisions for service warranties are recognised when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value is a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The increase in the provision due to the passage of time is recognised as interest expense.

#### 2.25 Revenue recognition

Revenue is recognised when or as the control of the goods or services is transferred to a customer. Depending on the terms of the contract and the laws that apply to the contract, control of the goods and services may be transferred over time or at a point in time. Control of the goods and services is transferred over time if the Group's performance:

- provides all of the benefits received and consumed simultaneously by the customer;
- creates and enhances an asset that the customer controls as the Group performs; or
- does not create an asset with an alternative use to the Group and the Group has an enforceable right to payment for performance completed to date.

If control of the goods and services transfers over time, revenue is recognised over the period of the contract by reference to the progress towards complete satisfaction of that performance obligation. Otherwise, revenue is recognised at a point in time when the customer obtains control of the goods and services.

Contracts with customers may include multiple performance obligations. For such arrangements, the Group allocates revenue to each performance obligation based on its relative standalone selling price. The Group generally determines standalone selling prices based on the prices charged to customers. If the standalone selling price is not directly observable, it is estimated using expected cost plus a margin or adjusted market assessment approach, depending on the availability of observable information. Assumptions and estimations have been made in estimating the relative selling price of each distinct performance obligation, and changes in judgements on these assumptions and estimates may impact the revenue recognition.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.25 Revenue recognition (continued)

When either party to a contract has performed, the Group presents the contract in the consolidated balance sheets as a contract asset or a contract liability, depending on the relationship between the entity's performance and the customer's payment.

A contract asset is the Group's right to consideration in exchange for goods and services that the Group has transferred to a customer. A receivable is recorded when the Group has an unconditional right to consideration. A right to consideration is unconditional if only the passage of time is required before payment of that consideration is due.

If a customer pays consideration or the Group has a right to an amount of consideration that is unconditional, before the Group transfers a good or service to the customer, the Group presents the contract liability when the payment is made or a receivable is recorded (whichever is earlier). A contract liability is the Group's obligation to transfer goods or services to a customer for which the Group has received consideration (or an amount of consideration is due) from the customer.

#### 2.25.1 The accounting policy for the Group's principal revenue sources

##### (a) SaaS solution service

Software as a service ("SaaS") allows users to connect to and use cloud-based apps over the Internet. The Group provides SaaS based total marketing solution to merchants. The solution includes budget planning and executing, online market place, sales leads process management, customer engagement and feedback, and performance monitoring and analytics tools. The Group charges the merchants a basic subscription fee for using the total marketing solution. Marketing solution service revenues are recognised based on straight-line method during the service period as specified in the contracts.

##### (b) Marketing services

The Group provides targeted marketing services, mainly including targeted marketing services and inspection service to the merchants.

###### (i) Targeted marketing services

The Group provide Internet Data Center ("IDC") service providers with professional marketing solution to address each IDC service provider's demand of customer acquisition, the Group charges the IDC service provider for a fixed fee for each order recommended, which is the result of the Group accurate matching by targeted marketing solution. Revenue from targeted marketing service is recognised upon completion of the acceptance of the order recommendation by the IDC service provider.

Sometimes, the Group also provides IDC service providers with tailored marketing solution to IDC service provider for a specific period, and the IDC service providers pay for an additional service fee to receive priority in receiving orders from individual customers for a specific period. Such additional service fees are recognised based on straight-line method during the specific service period.

For arrangements where consideration is paid in advance of service provided, the Group records a contract liability when the payment is received.

###### (ii) Inspection service

The Group also provides value-added services such as third-party inspection services to the individual customers to help IDC service provider enhance the service stickiness during the interior design and construction projects. The Group charges the interior design and construction service providers a fixed fee for each project. Inspection service fee revenues are recognised over time, by reference to completion of the specific transaction assessed on the results achieved up to the end of the reporting period as a percentage of total services to be provided for each contract.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.25 Revenue recognition (continued)

##### 2.25.1 The accounting policy for the Group's principal revenue sources (continued)

###### (c) Sales of building materials

Sales of building materials is categorised under materials supply chain business. Sales of building materials are recognised when the customers have accepted the products. A receivable is recognised when the goods are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

###### (d) Decoration services

For decoration services, the Group's performance creates or enhances an asset or work in progress that the customer controls as the asset is created or enhanced, thus the Group satisfies a performance obligation and recognises revenue over time, by reference to completion of the specific transaction assessed on the results achieved up to the end of the reporting period as a percentage of total services to be provided for each contract.

###### (e) Licence fee

Licence fee is categorised under interior design and construction services business. The Group establishes business relationships with design and construction companies in smaller cities throughout China to promote its platform business. The Group enters into license agreements with these design and construction companies, under which, these companies are authorised to operate the platform in smaller cities, provide design and construction services in their designated region by using the Company's brand during the license term. Licence fee income is recognised on a straight-line basis over the relevant licence agreements.

###### (f) Fund management fees

One of the Group's PRC subsidiaries participates in an investment fund management, under which, the Group provides administrative services in return for a management fee. The fund management fee is calculated based on certain percentage of the total equity of the investment fund, which is categorised under innovation and other business. Revenue is recognised during the period when the management service is provided.

###### (g) Sales of furniture

Sales of furniture is categorised under innovation and other business. Sales of furniture are recognised when the customers have accepted the products. A receivable is recognised when the goods are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

##### 2.25.2 Practical expedients and exemptions

The Group generally expenses contract acquisition cost when incurred because the amortisation period would have been 1 year or less. Accordingly, the Group does not capitalise any incremental costs to obtain a contract.

The transaction price allocated to the performance obligations that are unsatisfied, or partially unsatisfied, has not been disclosed, as substantially all of the Group's contracts have a duration of 1 year or less.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.26 Interest income

Interest income is calculated by applying the effective interest rate to the gross carrying amount of a financial asset except for financial assets that subsequently become credit-impaired. For credit-impaired financial assets the effective interest rate is applied to the net carrying amount of the financial asset (after deduction of the loss allowance).

#### 2.27 Government grants

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions.

#### 2.28 Leases

Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group.

Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants other than the security interests in the leased assets that are held by the lessor. Leased assets may not be used as security for borrowing purposes.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable
- variable lease payment that are based on an index or a rate, initially measured using the index or rate as at the commencement date
- amounts expected to be payable by the Group under residual value guarantees
- the exercise price of a purchase option if the Group is reasonably certain to exercise that option, and
- payments of penalties for terminating the lease, if the lease term reflects the Group exercising that option.

Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.28 Leases (continued)

To determine the incremental borrowing rate, the Group:

- where possible, uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received
- uses a build-up approach that starts with a risk-free interest rate adjusted for credit risk for leases held by the Group, which does not have recent third-party financing, and
- makes adjustments specific to the lease, eg term, country, currency and security.

If a readily observable amortising loan rate is available to the individual lessee (through recent financing or market data) which has a similar payment profile to the lease, then the Group entities use that rate as a starting point to determine the incremental borrowing rate.

The Group is exposed to potential future increases in variable lease payments based on an index or rate, which are not included in the lease liability until they take effect. When adjustments to lease payments based on an index or rate take effect, the lease liability is reassessed and adjusted against the right-of-use asset.

Lease payments are allocated between principal and finance cost. The finance cost is charged to consolidated income statements over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability
- any lease payments made at or before the commencement date less any lease incentives received
- any initial direct costs, and
- restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life. While the Group revalues its land and buildings that are presented within property, plant and equipment, it has chosen not to do so for the right-of-use buildings held by the Group.

Payments associated with short-term leases of equipment and vehicles and all leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less without a purchase option. Low-value assets comprise IT equipment and small items of office furniture.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### 2.29 Earnings per share

#### (i) Basic earnings per share

Basic earnings per share shall be calculated by dividing profit attributable to equity holders of the Company by the weighted average number of ordinary shares outstanding during the year (excluding treasury shares).

#### (ii) Diluted earnings per share

For the purpose of calculating diluted earnings per share, the Group shall adjust profit attributable to equity holders of the Company, and the weighted average number of shares outstanding, for the effects of all dilutive potential ordinary shares.

### 2.30 Dividend distribution

Dividend distribution to the shareholders is recognised as a liability in the consolidated financial statements in the year in which the dividends are approved by the entities' shareholders or directors, where appropriate.

## 3 FINANCIAL RISK MANAGEMENT

### 3.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk and cash flow and fair value interest rate risk), credit risk and liquidity risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance. Risk management is carried out by the senior management of the Group.

#### 3.1.1 Market risk

##### (a) Foreign exchange risk

Foreign exchange risk arises when future commercial transactions or recognised assets and liabilities are denominated in a currency that is not the group entities' functional currency. The Company's functional currency is USD. The Company's primary subsidiaries were incorporated in the PRC and these subsidiaries considered RMB as their functional currency.

The Group operates mainly in the PRC with most of the transactions settled in RMB, management considers that the business is not exposed to any significant foreign exchange risk as there are no significant financial assets or liabilities of the Group are denominated in the currencies other than the respective functional currencies of the Group's entities.

##### (b) Cash flow and fair value interest rate risk

The Group's income and operating cash flows are substantially independent of changes in market interest rates and the Group has no significant interest-bearing assets except for trade and other receivables, term deposits and cash and cash equivalents, details of which have been disclosed in Notes 20 and Note 22, respectively.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.1 Financial risk factors (continued)

##### 3.1.2 Credit risk

###### **Risk Management**

Credit risk arises from cash and cash equivalents, term deposits, wealth management products, amounts due from related parties, contract assets, as well as trade and other receivables. The carrying amount of each class of the above financial assets represents the Group's maximum exposure to credit risk in relation to the corresponding class of financial assets.

To manage this risk, cash and cash equivalent, term deposits and wealth management products are mainly placed with state-owned and reputable financial institutions in the PRC and reputable international financial institutions outside of the PRC. There has been no recent history of default in relation to these financial institutions. These instruments are considered to have low credit risk because they have a low risk of default and the counterparty has a strong capacity to meet its contractual cash flow obligations in the near term. The identified credit losses are immaterial.

The Group has policies in place to ensure that trade receivables and contract assets with credit terms are made to counterparties with an appropriate credit history and management performs ongoing credit evaluations of the counterparties. For other receivables and amounts due from related parties, management makes periodic collective assessments as well as individual assessment on the recoverability of other receivables based on historical settlement records and past experience. The directors of the Group believe that there is no material credit risk inherent in the Group's outstanding balance of other receivables and amounts due from related parties.

###### **Impairment**

The Group has three types of financial assets that are subject to the expected credit loss model:

- contract assets,
- trade receivables, and
- other receivables.

While cash and cash equivalents, term deposits and amounts due from related parties are also subject to the impairment requirements of IFRS 9, the identified impairment loss was immaterial.

###### *(a) Contract assets and trade receivables*

The Group applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all contract assets and trade receivables.

The contract assets relate to unbilled work in progress where the payment is not due, therefore the expected loss rate of contract assets is assessed to be minimal.

Trade receivables have been grouped based on shared credit risk characteristics and the days past due, to measure the expected credit losses.

The expected loss rates of trade receivables are based on the payment profiles of sales over a period of 36 months before 31 December 2020 and the corresponding historical credit losses experienced within this period. The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.1 Financial risk factors (continued)

##### 3.1.2 Credit risk (continued)

##### **Impairment** (continued)

##### (a) Contract assets and trade receivables (continued)

On that basis, the loss allowance as at 31 December 2020 and 2019 was determined as follows for trade receivables:

	Current	Overdue			Total
		Within 1 year	Over 1 year and within 2 years	Over 2 years	
<b>31 December 2020</b>					
<b>Collectively assessed</b>					
Expected loss rate	0.1%	0.5%	5.1%	50.4%	1.3%
Gross carrying amount – trade receivables	57,698	16,168	4,778	1,251	79,895
Loss allowance	59	84	245	630	1,018
<b>Individually assessed</b>					
Expected loss rate	–	–	50.0%	–	50.0%
Gross carrying amount – trade receivables	–	–	1,142	–	1,142
Loss allowance	–	–	571	–	571
Total loss allowance	59	84	816	630	1,589

	Current	Overdue			Total
		Within 1 year	Over 1 year and within 2 years	Over 2 years	
<b>31 December 2019</b>					
<b>Collectively assessed</b>					
Expected loss rate	0.1%	0.3%	18.0%	50.7%	0.5%
Gross carrying amount – trade receivables	15,580	18,159	250	71	34,060
Loss allowance	17	60	45	36	158
<b>Individually assessed</b>					
Expected loss rate	–	80.2%	50.0%	–	54.7%
Gross carrying amount – trade receivables	–	504	2,754	–	3,258
Loss allowance	–	404	1,377	–	1,781
Total loss allowance	17	464	1,422	36	1,939



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.1 Financial risk factors (continued)

##### 3.1.2 Credit risk (continued)

##### **Impairment** (continued)

##### (a) *Contract assets and trade receivables* (continued)

The loss allowances for trade receivables as at 31 December 2020 and 2019 reconcile to the opening loss allowances as follows:

	Year ended 31 December	
	2020 RMB'000	2019 RMB'000
<b>Opening loss allowance at 1 January</b>	<b>(1,939)</b>	(34)
Provision for impairment	<b>(1,468)</b>	(1,945)
Unused amount reversed	<b>1,414</b>	22
Write-off	<b>404</b>	18
<b>Closing loss allowance at 31 December</b>	<b>(1,589)</b>	(1,939)

##### (b) *Other receivables*

Other receivables mainly include deposits, staff advances, interest receivable and loans due from third parties, and others.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.1 Financial risk factors (continued)

##### 3.1.2 Credit risk (continued)

##### **Impairment** (continued)

##### (b) Other receivables (continued)

The following table explains the changes in the loss allowance for other receivables between the beginning and the end of the year:

	Performing 12-month ECL RMB'000	Non- performing Lifetime ECL RMB'000	Total RMB'000
Loss allowance as at 31 December 2019	(788)	(11,250)	(12,038)
Provision for impairment	(1,534)	(1,490)	(3,024)
Unused amount reversed	146	400	546
Write-off	64	–	64
Loss allowance as at 31 December 2020	<b>(2,112)</b>	<b>(12,340)</b>	<b>(14,452)</b>

The gross carrying amount of other receivables, and thus the maximum exposure to loss, is as follows:

	31 December 2020 RMB'000
Performing	24,759
Non-performing	12,340
Total gross other receivables	37,099
Less: loss allowance	(14,452)
Total net other receivables	22,647

- (c) Contract assets, trade receivables and other receivables are written off where there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, amongst others, the failure of a debtor to engage in a repayment plan with the Group, and a failure to make contractual payments for a period of greater than 5 years past due.

Impairment losses on contract assets, trade receivables and other receivables are presented as net impairment losses within operating profit. Subsequent recoveries of amounts previously written off are credited against the same line item.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.1 Financial risk factors (continued)

##### 3.1.3 Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and cash equivalents. Due to the dynamic nature of the underlying businesses, the policy of the Group is to regularly monitor the Group's liquidity risk and to maintain adequate cash and cash equivalents to meet the Group's liquidity requirements.

The table below analyses the Group's financial liabilities into relevant maturity groupings based on their contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying balances, as the impact of discounting is not significant.

	Less than 1 year (restated) RMB'000	Between 1 and 2 years RMB'000	Between 2 and 5 years RMB'000	More than 5 years RMB'000	Total (restated) RMB'000
<b>As at 31 December 2020</b>					
Financial liabilities included in trade and other payables (excluding staff salaries and welfare payables and tax payables)	593,618	-	-	-	593,618
Borrowings (principle and interest)	7,096	-	-	-	7,096
Lease liabilities	12,218	13,591	10,259	-	36,068
Amounts due to related parties	93	-	-	-	93
	<b>613,025</b>	<b>13,591</b>	<b>10,259</b>	<b>-</b>	<b>636,875</b>
<b>As at 31 December 2019</b>					
Financial liabilities included in trade and other payables (excluding staff salaries and welfare payables and tax payables)	438,616	-	-	-	438,616
Borrowings (principle and interest)	12,171	-	-	-	12,171
Lease liabilities	9,261	5,831	8,020	1,356	24,468
Amounts due to related parties	6	-	-	-	6
	460,054	5,831	8,020	1,356	475,261

#### 3.2 Capital management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholder, return capital to shareholders, or issue new shares or sell assets to reduce debt.

The Group monitors capital by regularly reviewing the capital structure. As a part of this review, the Company considers the cost of capital and the risks associated with the issued share capital. In the opinion of the directors of the Company, the Group's capital risk is low.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.3 Fair value estimation

##### Fair value hierarchy

This section explains the judgements and estimates made in determining the fair values of the financial instruments that are recognised and measured at fair value in the consolidated financial statements. To provide an indication about the reliability of the inputs used in determining fair value, the Group has classified its financial instruments into the three levels prescribed under the accounting standards.

	Level 1 RMB'000	Level 2 RMB'000	Level 3 (restated) RMB'000	Total (restated) RMB'000
<b>As at 31 December 2020</b>				
– Financial assets at FVPL (Note 21)	23,489	–	240,126	263,615
– Financial assets at FVOCI (Note 17)	–	–	64,565	64,565
	<b>23,489</b>	<b>–</b>	<b>304,691</b>	<b>328,180</b>
<b>As at 31 December 2019</b>				
– Financial assets at FVPL (Note 21)	68,361	–	166,748	235,109
– Financial assets at FVOCI (Note 17)	–	–	56,944	56,944
	68,361	–	223,692	292,053

The Group's policy is to recognise transfers into and transfers out of fair value hierarchy levels as at the end of the reporting period.

Level 1: The fair value of financial instruments traded in active markets (such as publicly traded derivatives, and trading and available-for-sale securities) is based on quoted market prices at the end of the reporting period. The quoted market price used for financial assets held by the Group is the current bid price. These instruments are included in level 1.

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

Level 3: If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. This is the case for unlisted equity securities.

There were no transfers between levels 1, 2 and 3 for recurring fair value measurements during the year ended 31 December 2020 (2019: nil).

##### (i) Valuation techniques used to determine fair value

Specific valuation techniques used to value financial instruments include:

- Quoted market prices or dealer quotes for similar instruments, and
- Other techniques, such as discounted cash flow analysis, are used to determine fair value for the remaining financial instruments.

There were no changes in valuation techniques during the year ended 31 December 2020 (2019: nil).

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 3 FINANCIAL RISK MANAGEMENT (continued)

#### 3.3 Fair value estimation (continued)

##### (ii) Fair value measurement using significant unobservable inputs (level 3)

The following table presents the changes in level 3 items for the year ended 31 December 2020 and 2019:

	Financial assets at FVPL			Total (restated) RMB'000
	Financial assets at FVOCI	Financial assets related to redemption rights RMB'000	Wealth management products (restated) RMB'000	
<b>As at 1 January 2019</b>	41,919	–	78,000	119,919
Acquisitions	17,445	–	404,084	421,529
Changes in fair value	(2,420)	10,958	3,583	12,121
Currency translation differences	–	–	1,422	1,422
Disposals	–	–	(331,299)	(331,299)
<b>As at 31 December 2019</b>	56,944	10,958	155,790	223,692
<b>Net unrealised gains for the year</b>	(2,420)	10,958	1,284	9,822
<b>As at 1 January 2020</b>	<b>56,944</b>	<b>10,958</b>	<b>155,790</b>	<b>223,692</b>
Acquisitions	–	–	712,403	712,403
Changes in fair value	31,422	98	19	31,539
Currency translation differences	(1,826)	–	(4,925)	(6,751)
Disposals	(17,000)	–	(634,217)	(651,217)
Transferred to investments in associates	(4,975)	–	–	(4,975)
<b>As at 31 December 2020</b>	<b>64,565</b>	<b>11,056</b>	<b>229,070</b>	<b>304,691</b>
<b>Net unrealised gains for the year</b>	<b>31,422</b>	<b>98</b>	<b>(4,397)</b>	<b>27,123</b>

- (iii) The carrying amounts of the Group's financial assets, including cash and cash equivalents, term deposits, trade and other receivables and amounts due from related parties, and financial liabilities including trade and other payables, interest-bearing bank borrowings, amounts due to related parties and lease liabilities, approximate their fair values due to their short maturities. The carrying amount of the Group's non-current lease liabilities approximate their fair values as they are carried at an interest rate close to market rate at each year end.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 4 CRITICAL ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires the use of accounting estimates which, by definition, will seldom equal the actual results. Management also needs to exercise judgement in applying the Group's accounting policies.

Estimates and judgements are continually evaluated. They are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances.

#### (a) Estimation of non-financial assets impairment – Goodwill

The Group tests whether goodwill has suffered any impairment on an annual basis. Other non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying value may not be recoverable. The recoverable amount of a cash generating unit ("CGU") is determined based on value-in-use calculations which require the use of assumptions. The calculations use cash flow projections based on financial budgets approved by management covering a five-year period.

Cash flows beyond the 5-year period are extrapolated using the estimated growth rates is 2.5%. These growth rates are consistent with forecasts included in industry reports specific to the industry in which each CGU operates.

Details of impairment test, key assumptions and impact of possible changes in key assumptions are disclosed in Note 14.

#### (b) Estimation of non-financial assets impairment – Investments accounted for using the equity method

In respect of the Group's investments accounted for using the equity method, the Group tested them for impairment by estimating the value-in-use of these investments as at 31 December 2020 if any impairment indicator noted. The key assumptions adopted in the test were revenue growth rates, long-term growth rates and discount rates from 12.0% to 15.0%. Based on the result of the test, impairment losses of RMB16,201,000 was provided as at 31 December 2020. Assuming revenue growth rates and long-term growth rate decreased by 4.4% or the discount rates increased by 12.2%, the value-in-use calculated for each of these investments would not result in a material loss to the Group.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 5 SEGMENT INFORMATION

The Group's business activities, for which discrete financial information is available, are regularly reviewed and evaluated by the CODM. The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive directors of the Company that makes strategic decisions.

During the year ended 31 December 2020, the Group has reorganised its business segments to better allocate resources and assess performance of the operating segments. The segment information for the reportable segments as at and for the year ended 31 December 2019 has been restated accordingly.

The Group's operations are mainly organised under the following business segments as a result of the aforementioned change on operating segments:

- SaaS
- Marketing Service;
- Supply Chain Service;
- Interior Design and Construction; and
- Innovation and Others.

The CODM assesses the performance of the operating segments mainly based on segment revenues and segment gross profit. The revenues from external customers reported to CODM are measured as segment revenues, which is the revenues derived from the customers in each segment. The segment gross profit is consistently with the Group's gross profit.

There were no separate segment assets and segment liabilities information provided to the CODM, as CODM does not use this information to allocate resources to or evaluate the performance of the operating segments.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 5 SEGMENT INFORMATION (continued)

Segment	Year ended 31 December 2020					Total RMB'000
	SaaS RMB'000	Marketing Service RMB'000	Supply Chain Service RMB'000	Interior Design and Construction RMB'000	Innovation and others RMB'000	
<b>Revenue</b>						
Segment revenue	29,807	456,936	61,147	364,199	20,009	932,098
Inter-segment sales	-	(2,380)	(8,729)	(3,656)	(1,069)	(15,834)
Revenue from external customers	29,807	454,556	52,418	360,543	18,940	916,264
Timing of revenue recognition						
At a point in time	-	323,293	52,418	10,158	7,770	393,639
Over time	29,807	131,263	-	350,385	11,170	522,625
	29,807	454,556	52,418	360,543	18,940	916,264
<b>Results</b>						
Segment gross profit	24,372	438,997	4,649	50,142	2,340	520,500
Selling and marketing expenses						(405,881)
Administrative expenses						(96,848)
Research and development expenses						(58,789)
Other gains – net						15,058
Finance income – net						16,304
Net impairment losses on financial assets						(2,532)
Share of results of investments accounted for using the equity method						60,598
Profit before income tax						48,410



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 5 SEGMENT INFORMATION (continued)

Segment	Year ended 31 December 2019 (restated)					Total RMB'000
	SaaS RMB'000	Marketing Service RMB'000	Supply Chain Service RMB'000	Interior Design and Construction RMB'000	Innovation and others RMB'000	
<b>Revenue</b>						
Segment revenue	21,305	474,460	75,759	285,267	4,437	861,228
Inter-segment sales	–	(47,393)	(12,706)	(30,144)	–	(90,243)
Revenue from external customers	21,305	427,067	63,053	255,123	4,437	770,985
Timing of revenue recognition						
At a point in time	–	300,149	63,053	11,871	213	375,286
Over time	21,305	126,918	–	243,252	4,224	395,699
	21,305	427,067	63,053	255,123	4,437	770,985
<b>Results</b>						
Segment gross profit	21,305	407,519	7,194	70,544	2,063	508,625
Selling and marketing expenses						(406,260)
Administrative expenses						(79,733)
Research and development expenses						(46,821)
Other gains – net						26,947
Finance income – net						23,451
Net impairment gains on financial assets						2
Share of results of investments accounted for using the equity method						17,864
Profit before income tax						44,075



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 5 SEGMENT INFORMATION (continued)

#### (a) Revenue

The revenue from the continuing operations for the years ended 31 December 2020 and 2019 are set out as follows:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
SaaS	29,807	21,305
Marketing Service	454,556	427,067
Supply Chain Service	52,418	63,053
Interior Design and Construction	360,543	255,123
– Decoration business	354,037	244,605
– Licence fee	6,506	10,518
Innovation and others	18,940	4,437
	<b>916,264</b>	770,985

#### (b) Revenue by geographical markets

All the revenue of the Group was generated in the PRC during the years ended 31 December 2020 and 2019.

#### (c) Information about major customers

No individual customer's revenue amounted to 10% or more of the Group's total revenue.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 6 EXPENSES BY NATURE

Expenses included in cost of sales, selling and marketing expenses, administrative expenses, and research and development expenses are analysed as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	(restated) RMB'000
Advertising and promotion expenses	252,815	241,291
Outsourced labour costs	308,645	194,780
Cost of inventories sold (Note 18)	179,539	139,827
Employee benefit expenses (Note 7)	116,857	127,940
Travelling, entertainment and communication expenses	15,389	15,004
Professional fee	18,583	11,581
Depreciation of property, plant and equipment (Note 12(a))	4,834	9,827
Short-term leases and leases of low-valued assets (Note 12(b))	7,424	9,953
Depreciation of right-of-use assets (Note 12(b))	16,053	8,771
Bank charges and point-of-sale device processing fees	6,887	6,267
Auditors' remuneration		
– Audit service	3,200	3,400
– Non-audit service	1,140	120
Amortisation of intangible assets (Note 13)	3,973	3,173
Taxes and levies	1,694	1,795
Utilities and electricity expenses	948	1,124
Miscellaneous	19,301	20,321
	957,282	795,174



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 7 EMPLOYEE BENEFIT EXPENSES

Employee benefit expenses are analysed as follows:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Salaries, wages and bonuses	106,075	103,122
Pension costs – defined contribution plan	8,456	12,185
Other social security costs, housing benefits and other employee benefits	5,016	6,889
Share-based compensation expenses	(2,690)	5,744
	116,857	127,940

### 8 OTHER GAINS – NET

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Government grants	3,568	16,482
Fair value changes of financial assets at FVPL (Note 21(d))	4,092	14,752
Dividends received from financial assets at FVPL	1,364	–
Gain on addition of investment in an associate	–	5,345
Gain on addition of a financial asset at FVOCI (Note 30(d)(i))	–	1,009
Gains on disposals of subsidiaries (Note 30(c))	218	1,064
Net foreign exchange gains	6,752	1,124
Gains on termination of lease contracts (Note 12(b)(i))	974	98
Impairment loss on investments accounted for using the equity method (Note 16(d))	(1,861)	(12,991)
Disposal of investments accounted for using the equity method (Note 16(b)(ii))	(1,497)	–
Net loss on disposal of property, plant and equipment (Note 12(a)(ii))	(999)	(2,498)
Others	2,447	2,562
	15,058	26,947

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 9 FINANCE INCOME – NET

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>Finance income:</b>		
Interest income	18,699	25,409
<b>Finance costs:</b>		
Interest expense on borrowings	(531)	(365)
Interest expense on lease liabilities (Note 12(b)(ii))	(1,864)	(1,593)
	(2,395)	(1,958)
Finance income – net	16,304	23,451

### 10 INCOME TAX EXPENSES/(CREDITS)

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>Current tax:</b>		
Current tax on profit for the year	864	90
<b>Deferred income tax:</b>		
Decrease/(increase) in deferred tax assets	5,813	(5,396)
Decrease in deferred tax liabilities	(148)	(159)
Total deferred tax	5,665	(5,555)
Income tax expenses/(credits)	6,529	(5,465)



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 10 INCOME TAX EXPENSES/(CREDITS) (continued)

The Group's principal applicable taxes and tax rates are as follows:

**(i) Cayman Islands**

Under the current laws of the Cayman Islands, the Company is not subject to tax on income or capital gain. In addition, upon payments of dividends by the Company to its shareholders, no Cayman Islands withholding tax will be imposed.

**(ii) British Virgin Islands**

The Group's entities incorporated in the British Virgin Islands are not subject to tax on income or capital gains.

**(iii) Hong Kong**

The Group's entities incorporated in Hong Kong are subject to Hong Kong profit tax of 16.5%.

**(iv) PRC corporate income tax ("CIT")**

CIT provision was made on the estimated assessable profits of entities within the Group incorporated in the PRC and was calculated in accordance with the relevant regulations of the PRC after considering the available tax benefits from refunds and allowances. The general PRC CIT rate is 25% for the year ended 31 December 2020 (2019: 25%).

Certain subsidiaries of the Group in the PRC were approved as High and New Technology Enterprise, and accordingly, they were subject to a reduced preferential CIT rate of 15% for the year ended 31 December 2020 (2019: 15%) according to the applicable CIT Law.

Certain subsidiaries of the Group in the PRC were qualified as Small Low Profit Enterprise and accordingly, the CIT of these entities are calculated on a deemed profit margin.

**(v) Withholding tax on undistributed profits**

According to CIT law, distribution of profits earned by PRC companies since 1 January 2008 is subject to withholding tax of 5% or 10%, depending on the country of incorporation of the foreign investor, upon the distribution of profits to overseas – incorporated immediate holding companies. During the year ended 31 December 2020, the Group does not have any profit distribution plan (2019:nil).

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 10 INCOME TAX EXPENSES/(CREDITS) (continued)

The tax on the Group's profit before income tax differs from the theoretical amount that would arise using the statutory tax rate applicable to profit of the consolidated entities as follows:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Profit before income tax	48,410	44,075
Tax calculated at PRC statutory income tax rate of 25%	12,103	11,019
<i>Tax effects of:</i>		
Differential income tax rates applicable to certain entities comprising the Group	(2,154)	(2,376)
Income not subject to tax (a)	(2,482)	(3,609)
Non-deductible expenses (b)	729	4,031
Adjustments for current tax of prior periods	3,830	–
Tax effect of preferential tax treatment	5,596	1,855
Research and development tax credit	(3,527)	(2,887)
Utilisation of previously unrecognised tax losses and other temporary differences	(34,095)	(55,319)
Unrecognised deferred income tax assets	26,529	41,821
Income tax expenses/(credits)	6,529	(5,465)

- (a) The income not subject to tax mainly refers to the changes in fair value of financial assets and share of results of investments accounted for using equity method.
- (b) Non-deductible expenses primarily include expenses without valid invoices, and entertainment expenses exceeding the tax deduction limits under the CIT Law.
- (c) The unrecognised deferred tax assets are analysed as follows:
- (i) Tax losses carried forward

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Unused tax losses for which no deferred tax asset has been recognised	179,673	266,448
Unrecognised deferred tax assets relating to tax losses carried forward	42,075	66,612

The unused tax losses can be carried forward and will be expired in 5 years from 2021 to 2025.



## Notes to the Consolidated Financial Statements

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### 11 EARNINGS PER SHARE

#### (a) Basic earnings per share

Basic earnings per share is calculated by dividing the profit of the Group attributable to equity holders of the Company by the weighted average number of ordinary shares outstanding during the financial year excluding treasury shares.

	Year ended 31 December	
	2020	2019 (restated)
Earnings attributable to equity holders of the Company (RMB'000)	40,613	60,655
Weighted average number of ordinary shares in issue (thousand)	1,179,565	1,205,937
Earnings per share	0.03	0.05

#### (b) Diluted earnings per share

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. For the year ended 31 December 2019 and 2020, the Company had one category of dilutive potential ordinary shares: Employee Share Option Plan.

For the Employee Share Option Plan, 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.

As at 31 December 2020, there were 39,861,032 (31 December 2019: 42,901,141) share options outstanding related to Employee Share Option Plan. For the year ended 31 December 2020, as the average market share price of the ordinary shares during the year was lower than the subscription price, the impact on earnings per share was anti-dilutive.

The calculation of the diluted earnings per share for the year ended 31 December 2019 was shown as:

	Year ended 31 December 2019 (restated)
Profit attributable to equity holders of the Company (RMB'000)	60,655
Weighted average number of ordinary shares in issue (thousand)	1,205,937
Adjustments for ESOP (thousands of shares)	8,543
Weighted average number of ordinary shares for diluted earnings per share (thousands of shares)	1,214,480
Diluted earnings per share from operations (RMB per share)	0.05



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 12 PROPERTY, PLANT AND EQUIPMENT AND LEASES

#### (a) Property, plant and equipment

	Leasehold improvements RMB'000	Buildings (Note (i)) RMB'000	Transportation equipment RMB'000	Office furniture and equipment RMB'000	Computer and electric equipment RMB'000	Display and exhibition equipment RMB'000	Construction in progress RMB'000	Total RMB'000
<b>As at 1 January 2019</b>								
Cost, as restated	51,467	-	3,852	2,891	12,306	16,799	125	87,440
Accumulated depreciation, as restated	(42,891)	-	(3,196)	(2,045)	(9,320)	(12,388)	-	(69,840)
Net book amount, as restated	8,576	-	656	846	2,986	4,411	125	17,600
<b>Year ended 31 December 2019:</b>								
Opening net book amount, as previously reported	8,576	-	656	846	2,958	4,411	125	17,572
Business combination of Shanghai Qiyuan under common control (Note 2.1 (vi))	-	-	-	-	28	-	-	28
As restated	8,576	-	656	846	2,986	4,411	125	17,600
Additions	914	13,600	32	15	240	1,610	1,140	17,551
Transfer upon completion	130	-	-	-	-	-	(130)	-
Disposals	(290)	-	(223)	(271)	(538)	(1,773)	-	(3,095)
Disposal of subsidiaries (Note 30 (c))	-	-	-	(8)	(1)	(86)	-	(95)
Depreciation	(5,937)	(812)	(266)	(218)	(1,310)	(1,284)	-	(9,827)
Net book amount	3,393	12,788	199	364	1,377	2,878	1,135	22,134
<b>As at 31 December 2019:</b>								
Cost, as restated	52,511	13,600	3,668	1,473	7,913	16,046	1,135	96,346
Accumulated depreciation, as restated	(49,118)	(812)	(3,469)	(1,109)	(6,536)	(13,168)	-	(74,212)
Net book amount, as restated	3,393	12,788	199	364	1,377	2,878	1,135	22,134



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 12 PROPERTY, PLANT AND EQUIPMENT AND LEASES (continued)

#### (a) Property, plant and equipment (continued)

	Leasehold improvements RMB'000	Buildings (Note (i)) RMB'000	Transportation equipment RMB'000	Office furniture and equipment RMB'000	Computer and electric equipment RMB'000	Display and exhibition equipment RMB'000	Construction in progress RMB'000	Total RMB'000
<b>As at 1 January 2020</b>								
Cost, as restated	52,511	13,600	3,668	1,473	7,913	16,046	1,135	96,346
Accumulated depreciation, as restated	(49,118)	(812)	(3,469)	(1,109)	(6,536)	(13,168)	-	(74,212)
Net book amount, as restated	3,393	12,788	199	364	1,377	2,878	1,135	22,134
<b>Year ended 31 December 2020:</b>								
Opening net book amount as previously reported	3,393	12,788	199	364	1,371	2,878	1,135	22,128
Business combination of Shanghai Qiyuan under common control (Note 2.1 (vi))	-	-	-	-	6	-	-	6
As restated	3,393	12,788	199	364	1,377	2,878	1,135	22,134
Additions	1,603	-	576	59	1,070	46	9,717	13,071
Transfer upon completion	246	-	-	-	-	-	(246)	-
Business combination of Shanghai Zhubei under common control (Note 2.1 (vi))	-	-	-	-	6	-	-	6
Transfer to assets classified as held for sale (Note 29)	-	-	-	-	(64)	-	-	(64)
Disposals (Note (iii))	-	-	(49)	(145)	(60)	(879)	-	(1,133)
Depreciation	(2,234)	(812)	(55)	(127)	(792)	(814)	-	(4,834)
Net book amount	3,008	11,976	671	151	1,537	1,231	10,606	29,180
<b>As at 31 December 2020:</b>								
Cost	54,360	13,600	4,146	1,230	8,248	14,217	10,606	106,407
Accumulated depreciation	(51,352)	(1,624)	(3,475)	(1,079)	(6,711)	(12,986)	-	(77,227)
Net book amount	3,008	11,976	671	151	1,537	1,231	10,606	29,180

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 12 PROPERTY, PLANT AND EQUIPMENT AND LEASES (continued)

#### (a) Property, plant and equipment (continued)

- (i) In September 2019, the Group entered into an agreement with a third party, pursuant to which, the Group acquired a building from the abovementioned third party by settling a receivable of RMB14,824,000 from it. In February 2021, the Group has acquired the property rights of the building.
- (ii) In 2020, the Group disposed of certain property, plant and equipment of RMB1,133,000 for RMB134,000, with a net loss of RMB999,000 recorded in “other gains – net”.
- (iii) Depreciation of the Group’s property, plant and equipment has been recognised in the consolidated income statement as follows:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Cost of sales	–	158
Selling and marketing expenses	910	5,136
Administrative expenses	3,238	3,713
Research and development expenses	686	820
	<b>4,834</b>	9,827

#### (b) Leases

##### (i) Amounts recognised in the consolidated balance sheet

The consolidated balance sheet shows the following amounts relating to leases:

	31 December 2020	31 December 2019
	RMB'000	RMB'000
<b>Right-of-use assets</b>		
Land use rights	311,941	320,148
Buildings	25,028	20,254
	<b>336,969</b>	340,402
<b>Lease liabilities</b>		
Current	11,905	9,069
Non-current	12,962	12,349
	<b>24,867</b>	21,418



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 12 PROPERTY, PLANT AND EQUIPMENT AND LEASES (continued)

#### (b) Leases (continued)

##### (i) Amounts recognised in the consolidated balance sheet (continued)

The movements of right-of-use assets are listed below:

	Buildings RMB'000	Land use rights RMB'000	Total RMB'000
<b>Balance at 1 January 2019</b>			
Cost	43,330	–	43,330
Accumulated depreciation	(16,778)	–	(16,778)
Net book amount	26,552	–	26,552
<b>Year ended 31 December 2019:</b>			
Opening net book amount	26,552	–	26,552
Transferred from prepayment for land use rights	–	321,288	321,288
Additions	3,925	–	3,925
Termination of lease contracts	(2,592)	–	(2,592)
Depreciation charge	(7,631)	(1,140)	(8,771)
Net book amount	20,254	320,148	340,402
<b>Balance at 31 December 2019</b>			
Cost	43,175	321,288	364,463
Accumulated depreciation	(22,921)	(1,140)	(24,061)
Net book amount	20,254	320,148	340,402
<b>Balance at 1 January 2020</b>			
Cost	<b>43,175</b>	<b>321,288</b>	<b>364,463</b>
Accumulated depreciation	<b>(22,921)</b>	<b>(1,140)</b>	<b>(24,061)</b>
Net book amount	<b>20,254</b>	<b>320,148</b>	<b>340,402</b>
<b>Year ended 31 December 2020:</b>			
Opening net book amount	<b>20,254</b>	<b>320,148</b>	<b>340,402</b>
Transfer to construction in-process	–	<b>(6,155)</b>	<b>(6,155)</b>
Additions	<b>31,842</b>	–	<b>31,842</b>
Termination of lease contracts (Note (1))	<b>(13,067)</b>	–	<b>(13,067)</b>
Depreciation charge	<b>(14,001)</b>	<b>(2,052)</b>	<b>(16,053)</b>
Net book amount	<b>25,028</b>	<b>311,941</b>	<b>336,969</b>
<b>As at 31 December 2020:</b>			
Cost	<b>53,236</b>	<b>321,288</b>	<b>374,524</b>
Accumulated depreciation	<b>(28,208)</b>	<b>(9,347)</b>	<b>(37,555)</b>
Net book amount	<b>25,028</b>	<b>311,941</b>	<b>336,969</b>

Note (1): Certain lease contracts were terminated, accordingly the lease liabilities decreased by RMB14,041,000 with a gain of RMB974,000 recorded in "other gains – net".

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 12 PROPERTY, PLANT AND EQUIPMENT AND LEASES (continued)

#### (b) Leases (continued)

##### (ii) Amounts recognised in the consolidated income statement

The consolidated income statement shows the following amounts relating to leases:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>Depreciation charge of right-of-use assets</b>		
Land use rights	2,052	1,140
Buildings	14,001	7,631
	<b>16,053</b>	8,771
Interest expense (included in finance cost)	1,864	1,593
Expense relating to short-term leases (included in cost of sales and administrative expenses) (Note 6)	6,186	9,405
Expense relating to leases of low-value assets that are not shown above as short-term leases (included in administrative expenses) (Note 6)	1,238	548
	<b>9,288</b>	11,546

The total cash outflow for leases in 2020 was RMB23,640,000 (2019: RMB18,366,000).



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For the year ended 31 December 2020

### 13 INTANGIBLE ASSETS

	Trademarks and licenses RMB'000	Domain names RMB'000	Software RMB'000	Total RMB'000
<b>As at 1 January 2019</b>				
Cost	7,290	2,568	10,016	19,874
Accumulated amortisation	(2,380)	(1,820)	(6,518)	(10,718)
Net book amount	4,910	748	3,498	9,156
<b>Year ended 31 December 2019</b>				
Opening net book amount	4,910	748	3,498	9,156
Additions	–	–	2,844	2,844
Amortisation	(1,096)	(257)	(1,820)	(3,173)
Net book amount	3,814	491	4,522	8,827
<b>As at 31 December 2019</b>				
Cost	7,290	2,568	12,859	22,717
Accumulated amortisation	(3,476)	(2,077)	(8,337)	(13,890)
Net book amount	3,814	491	4,522	8,827
<b>As at 1 January 2020</b>				
Cost	<b>7,290</b>	<b>2,568</b>	<b>12,859</b>	<b>22,717</b>
Accumulated amortisation	<b>(3,476)</b>	<b>(2,077)</b>	<b>(8,337)</b>	<b>(13,890)</b>
Net book amount	<b>3,814</b>	<b>491</b>	<b>4,522</b>	<b>8,827</b>
<b>Year ended 31 December 2020</b>				
Opening net book amount	<b>3,814</b>	<b>491</b>	<b>4,522</b>	<b>8,827</b>
Additions	–	<b>47</b>	<b>579</b>	<b>626</b>
Business combination of Shanghai Zhubei under common control (Note 2.1 (v))	<b>22</b>	–	<b>1,816</b>	<b>1,838</b>
Amortisation	<b>(966)</b>	<b>(257)</b>	<b>(2,750)</b>	<b>(3,973)</b>
Net book amount	<b>2,870</b>	<b>281</b>	<b>4,167</b>	<b>7,318</b>
<b>As at 31 December 2020</b>				
Cost	<b>7,312</b>	<b>2,615</b>	<b>15,396</b>	<b>25,323</b>
Accumulated amortisation	<b>(4,442)</b>	<b>(2,334)</b>	<b>(11,229)</b>	<b>(18,005)</b>
Net book amount	<b>2,870</b>	<b>281</b>	<b>4,167</b>	<b>7,318</b>

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 13 INTANGIBLE ASSETS (continued)

Amortisation of the Group's intangible assets has been recognised in the consolidated income statement as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Cost of sales	660	–
Administrative expenses	1,913	2,074
Research and development expenses	1,080	885
Selling and marketing expenses	320	214
	<b>3,973</b>	3,173

### 14 GOODWILL

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
At beginning and end of the year	<b>7,796</b>	7,796

- (a) The goodwill mainly arose from the acquisitions of Brausen (Fujian) Decoration Engineering Co., Ltd. ("Fujian Brausen"), Xiamen Brausen and Luoyuan Brausen in 2015 and 2016. The goodwill is attributable to the acquired market share and economies of scale expected to be derived from combining with the operations of the Group.
- (b) Impairment test of goodwill

The Group carries out its annual impairment test on goodwill by comparing the recoverable amounts to the carrying amounts. The recoverable amount was determined based on value-in-use calculations. These calculations used pre-tax cash flow projections based on financial budgets approved by management covering a 5-year period with a terminal value related to the future cash flows extrapolated using the estimated growth rates stated below beyond the 5-year period. The Group believes that it is appropriate to cover a 5-year period in its cash flow projection, because it captures the development stage of the Group's businesses during which the Group expects to experience a high growth rate. The accuracy and reliability of the information is reasonably assured by the appropriate budgeting, forecast and control process established by the Group. The management leveraged their extensive experience in the industry and provided forecast based on past performance and their expectation of future business plans and market developments.



## Notes to the Consolidated Financial Statements

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### 14 GOODWILL (continued)

(c) The following table sets out the key assumptions used in value-in-use calculations:

	<b>As at 31 December</b>	
	<b>2020</b>	2019
Annual revenue growth rate for the 5-year period (%)	<b>11.8%</b>	10.5%
Gross profit rate (%)	<b>56.3%</b>	42.0%
Terminal revenue growth rate (%)	<b>2.5%</b>	3%
Pre-tax discount rate (%)	<b>16.4%</b>	17%

The budgeted annual revenue growth rate for the 5-year period used in the goodwill impairment testing, was determined by the management based on past performance and its expectation for market development. The expected terminal revenue growth rate and gross profit rates are following the business plan approved by the Company. The discount rates reflect market assessments of the time value and the specific risks relating to the industry.

(d) As at 31 December 2020 and 31 December 2019, the directors are of the view that there was no evidence of impairment of goodwill.

### 15 DEFERRED INCOME TAX

Deferred income taxes are calculated on certain temporary differences under the liability method using the tax rates which are expected to apply at the time of reversal of the temporary differences.

The following amounts, determined after appropriate offsetting, are shown in the consolidated balance sheets:

	<b>As at 31 December</b>	
	<b>2020</b>	2019
	<b>RMB'000</b>	RMB'000
Deferred income tax assets:		
– to be recovered after more than 12 months	<b>11,445</b>	15,510
– to be recovered within 12 months	<b>1,285</b>	3,033
	<b>12,730</b>	18,543
Deferred income tax liabilities:		
– to be recovered after more than 12 months	<b>(412)</b>	(571)
– to be recovered within 12 months	<b>(170)</b>	(159)
	<b>(582)</b>	(730)



## Notes to the Consolidated Financial Statements

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### 15 DEFERRED INCOME TAX (continued)

	Accruals RMB'000	Tax losses carried forward RMB'000	Advertising service fee exceeding the ceiling amount RMB'000	Cultural construction fee RMB'000	Intangible assets acquired in business combination RMB'000	Total RMB'000
<b>As at 1 January 2019</b>	3,092	3,088	6,290	677	(889)	12,258
(Charged)/credited to consolidated income statements	(59)	7,773	(2,318)	-	159	5,555
<b>As at 31 December 2019</b>	3,033	10,861	3,972	677	(730)	17,813
<b>As at 1 January 2020</b>	<b>3,033</b>	<b>10,861</b>	<b>3,972</b>	<b>677</b>	<b>(730)</b>	<b>17,813</b>
(Charged)/credited to consolidated income statements	(1,748)	-	(3,972)	(93)	148	(5,665)
<b>As at 31 December 2020</b>	<b>1,285</b>	<b>10,861</b>	<b>-</b>	<b>584</b>	<b>(582)</b>	<b>12,148</b>

Deferred income tax assets are recognised for deductible temporary differences to the extent that realisation of the related tax benefits through the future taxable profits is probable. As at 31 December 2020 and 2019, the Group did not recognise deferred income tax assets in respect of losses and deductible temporary differences of RMB150,227,000 and RMB173,996,000, respectively. These tax losses will expire from 2021 to 2025 (31 December 2019: from 2020 to 2024).

### 16 INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
Associates	285,564	240,364

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>At the beginning of the year – carrying amount</b>	<b>254,704</b>	197,414
Additions (a), (b)(i)	94,998	39,707
Share of results of the associates	60,598	17,864
Disposals (b)	(109,664)	-
Share of other comprehensive income/(loss) of investments accounted for using the equity method	1,129	(281)
At the end of the year – carrying amount	301,765	254,704
Less: provision of impairment (c)(ii)	(16,201)	(14,340)
	<b>285,564</b>	240,364



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 16 INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD (continued)

- (a) In October 2020, the Group established Ningbo Leqi Decoration and Design Co., Ltd. (寧波樂齊裝飾設計有限公司, "Ningbo Leqi") together with an individual, Zhou Liang. The Group injected RMB1,200,000 and held 30% equity interest in Ningbo Leqi while Zhou Liang held 70% equity interest. As the Group was able to exercise significant influence over the board, the investment was accounted for using equity method accordingly.
- (b) (i) In September 2020, the Group acquired 7,497,800 shares of Seagull from the dissolution of Shanghai Qihong equity investment fund partnership (limited partnership) (上海齊泓股權投資基金合夥企業(有限合夥), "Shanghai Qihong"), a limited partnership. The fair value of the acquired share of RMB93,798,000 was equal to the carrying amount of Shanghai Qihong of RMB100,307,000 and the cash distributed in liquidation of RMB6,509,000. The fair value of the acquired shares was presented under additions while the carrying amount of Shanghai Qihong was presented under disposals.
- (ii) In December 2020, the Group transferred 1,920,000 shares of Zhuhai Edison smart home Co., Ltd. (珠海愛迪生智能家居股份有限公司, "Zhuhai Edison") at a consideration deducted transaction fee of RMB7,860,000 with a loss of RMB1,497,000 recorded in "other gains – net".
- (c) Set out below are the associates of the Group as at 31 December 2020, which, in the opinion of the directors, are material to the Group. The places of incorporation or establishment are also their principal places of business operation.

Name	Date of incorporation/ establishment	Paid-up capital (RMB'000)	Place of incorporation/ establishment	Percentage of ownership interest attribute to the Group		Principal activities
				31 December 2020	2019	
Guangzhou Seagull Kitchen and Bath Products Co. Ltd. (廣州海鷗住宅工業股份有限公司, "Seagull") (i)	8 January 1998	554,599	Guangzhou, the PRC	6.12%	4.79%	Development, production and sales of high-grade plumbing equipment and hardware
Beijing Rayion Technology Co., Ltd. (北京銳揚科技有限公司 "Beijing Rayion") (i)	10 October 2014	800	Beijing, the PRC	25%	25%	VR engine technology development and application

Note: Shanghai Qihong was disposed in September 2020. (Note 16 (b)(i))

- (i) The Group invested in Seagull in 2015, a company listed in Shenzhen Stock Exchange. Since the Group appointed an director to the board of Seagull, which demonstrated the Group was able to exercise significant influence over the board, the investment was accounted for by using equity method.

The Group acquired a certain amount of Seagull shares from the dissolution of Shanghai Qihong in 2020, as a result the percentage of equity interests held by the Group in Seagull increased to 6.12%.

As at 31 December 2020, the quoted market price of the equity interest the Group held in Seagull was RMB231,098,000. The Group tested the investment in Seagull for impairment by estimating its value-in-use as at 31 December 2020 and no impairment loss provision was provided.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 16 INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD (continued)

(c) (continued)

(ii) As at 31 December 2019, the impairment loss provision for the investment in Beijing Rayion was RMB14,340,000 due to its deteriorating performance in 2019. As at 31 December 2020, no additional impairment loss provision was provided due to the improvement in its operating condition.

(iii) Summarised financial information of the Group's associates

The tables below provide summarised financial information for the associates that are material to the Group. Shanghai Qihong was included as a material associate in 2019.

Items	As at/for the year ended 31 December	
	2020 RMB'000	2019 RMB'000
Assets	3,930,573	3,474,261
Liabilities	2,147,766	1,433,143
Revenue	3,344,683	2,573,100
Profit for the year	425,560	189,335

(iv) Reconciliation of summarised financial information

Reconciliation of summarised financial information presented to the carrying amount of its interest in the material associates.

Items	31 December 2020 RMB'000
<b>Net assets at the beginning of the year</b>	<b>2,040,424</b>
Disposal	(543,669)
Profit for the year	425,560
Other comprehensive income	2,951
Repurchase of shares	20,408
<b>Net assets at the end of the year</b>	<b>1,945,674</b>
Net assets attributable to the Group	94,893
Goodwill	105,177
Adjustment	25
<b>Carrying value</b>	<b>200,095</b>

(d) As at 31 December 2020 and 2019, the aggregate carrying amount of interests in individually immaterial investments that are accounted for using the equity method was approximately RMB6,530,000 and RMB13,864,000, respectively. Among these investments, impairment loss of RMB1,861,000 was recognised for the investment in Shanghai Gaojie Information Technology Co., Ltd (“上海高潔信息科技股份有限公司”) for the year ended 31 December 2020 due to the deteriorating performance (2019:nil).

(e) There are no contingent liabilities relating to the Group's interest in the associates.



## Notes to the Consolidated Financial Statements

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### 17 FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
At the beginning of the year	56,944	41,919
Additions	–	17,445
Currency translation differences	(1,826)	–
Reduction of certain investment in an investee (b)	(17,000)	–
Transfer to a subsidiary through business combination	(4,975)	–
Changes in the fair value (Note 24)	31,422	(2,420)
At the end of the year	64,565	56,944

- (a) The financial assets at FVOCI referred to the equity investments which were not held for trading and which the Group has irrevocably elected at initial recognition to recognise in this category. These are strategic investments and the Group considers this classification to be more relevant.

As all these investments are unlisted securities and are not traded in an active market, their fair values have been determined using various applicable valuation techniques, including discounted cash flows method and back solve method etc., and are then within level 3 of the fair value hierarchy.

Key assumptions used in the valuation include volatility. If the volatility had decreased/increased by 10% with all other variables held constant, the fair value of the financial assets at FVOCI would have been increased/decreased by approximately RMB254,500 as of 31 December 2020 (31 December 2019: RMB232,650).

As at 31 December 2020, the main part of the financial assets at FVOCI was the investment in XPX Holdings Limited and in Shanghai Qin Shui Jia Ding Investment LLP (上海欽水嘉丁投資合夥企業(有限合夥), “Qin Shui Jia Ding”) with a carrying amount of RMB43,583,000 and RMB16,060,000 respectively.

As at 31 December 2019, the majority of the financial assets at FVOCI was the investment in Qin Shui Jia Ding with a carrying amount of RMB37,380,000.

- (b) In June 2020, the registered capital of one investee, Qin Shui Jia Ding was reduced by RMB34,000,000. Subsequent to the required regulatory administrative procedures, the Group withdrew an amount of RMB17,000,000 from Qin Shui Jia Ding.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 18 INVENTORIES

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Raw materials	3	1,965
Work-in-progress	349	8,102
Finished goods	2,980	2,890
	<b>3,332</b>	12,957
Less: allowance for impairment of slow moving inventories	–	–
	<b>3,332</b>	12,957

For the year ended 31 December 2020, the cost of inventories recognised as expense and included in “cost of sales” amounted to RMB179,539,000 (2019: RMB139,827,000).

### 19 FINANCIAL INSTRUMENTS BY CATEGORY

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
<b>Financial assets:</b>		
Financial assets at amortised cost:		
– Trade and other receivables (Note 20)	102,095	76,115
– Amounts due from related parties (Note 32(c))	5,127	5,291
– Term deposits (Note 22)	9,787	547,258
– Cash and cash equivalents (Note 22)	897,093	411,153
Financial assets at FVPL (Note 21)	263,615	235,109
Financial assets at FVOCI (Note 17)	64,565	56,944
	<b>1,342,282</b>	1,331,870
<b>Financial liabilities:</b>		
Financial liabilities at amortised cost:		
– Short-term borrowings (Note 27)	7,000	12,000
– Financial liabilities included in trade and other payables (excluding staff salaries and welfare payables and tax payables) (Note 28)	593,618	438,616
– Amounts due to related parties (Note 32)	93	6
– Lease liabilities (Note 12(b))	24,867	21,418
	<b>625,578</b>	472,040



Notes to the Consolidated Financial Statements  
For the year ended 31 December 2020

## 20 TRADE AND OTHER RECEIVABLES AND PREPAYMENTS TO SUPPLIERS AND CONTRACT ASSETS

	As at 31 December	
	2020	2019
	RMB'000	(restated) RMB'000
<b>Non-current:</b>		
<b>Other receivables</b>		
Project deposits	–	1,503
Less: provision for impairment of other receivables	–	–
Net other receivables	–	1,503
<b>Current:</b>		
<b>Notes receivable</b>	<b>7,547</b>	–
<b>Trade receivables</b>		
Due from third parties	<b>81,037</b>	37,318
Less: provision for impairment of trade receivables	<b>(1,589)</b>	(1,939)
Net trade receivables	<b>79,448</b>	35,379
<b>Other receivables</b>		
Loans due from third parties	<b>11,403</b>	16,983
Project deposits	<b>9,108</b>	6,796
Interest receivable	<b>1,621</b>	7,801
Amounts held for security trading purposes	<b>3,574</b>	5,982
Rebate receivable in the form of prepayments for the third-party advertising platforms' services	–	4,657
Staff advances	<b>1,642</b>	2,555
Rental deposits	<b>2,980</b>	2,496
Others	<b>6,771</b>	4,001
Gross other receivables	<b>37,099</b>	51,271
Less: provision for impairment of other receivables	<b>(14,452)</b>	(12,038)
Net other receivables	<b>22,647</b>	39,233
<b>Others</b>		
Prepayments to suppliers	<b>12,376</b>	20,877
Value-added tax recoverable	<b>12,061</b>	14,508
	<b>134,079</b>	109,997
<b>Contract assets (a)</b>	<b>87,015</b>	25,351

- (a) The contract assets are primarily related to the Group's rights to consideration for work completed in relation to Interior Design and Construction Business and not billed because the rights are conditional on the Group's future performance in achieving specified milestones at the reporting date. The contract assets are transferred to trade receivables when the rights become unconditional other than the passage of time. The expected loss rate of contract assets is assessed to be minimal, therefore no loss allowance is recorded for contract assets.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 20 TRADE AND OTHER RECEIVABLES AND PREPAYMENTS TO SUPPLIERS AND CONTRACT ASSETS (continued)

- (b) As at 31 December 2020, the carrying amounts of trade and other receivables are primarily denominated in RMB and approximate their fair values at each of the reporting dates.

The Group grants credit periods to customers ranging from 30 days to 180 days. As at 31 December 2020, the ageing analysis of the trade receivables based on invoice date were as follows:

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
<b>Trade receivables – gross</b>		
Within 1 month	57,698	15,580
Over 1 month and within 1 year	16,168	18,663
Over 1 year and within 2 years	5,920	3,004
Over 2 years	1,251	71
	<b>81,037</b>	<b>37,318</b>

The Group applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables.

Movements on the Group's provision for impairment of trade receivables are as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>At the beginning of the year</b>	<b>(1,939)</b>	<b>(34)</b>
Provision for impairment	(1,468)	(1,945)
Unused amount reversed	1,414	22
Write-off	404	18
<b>At the end of the year</b>	<b>(1,589)</b>	<b>(1,939)</b>



Notes to the Consolidated Financial Statements  
For the year ended 31 December 2020

**20 TRADE AND OTHER RECEIVABLES AND PREPAYMENTS TO SUPPLIERS AND CONTRACT ASSETS** (continued)

(b) (continued)

Movements on the Group's provision for impairment of other receivables are as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<b>At the beginning of the year</b>	<b>(12,038)</b>	(12,693)
Provision for impairment	<b>(3,024)</b>	(2,072)
Unused amount reversed	<b>546</b>	1,397
Write-off	<b>64</b>	1,329
Disposal of subsidiaries	<b>-</b>	1
<b>At the end of the year</b>	<b>(14,452)</b>	(12,038)

Note 3.1.2 sets out information about the impairment of trade and other receivables and the Group's exposure to credit risk. The Group did not hold any collateral as security of receivables.

(c) Net impairment (losses)/gains on financial assets are analysed as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Net impairment loss provision		
– Trade receivables	<b>(54)</b>	(1,923)
– Other receivables	<b>(2,478)</b>	(675)
Subsequent recovery of amounts previously written off		
– Other receivables	<b>-</b>	2,600
	<b>(2,532)</b>	2



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 21 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

	<b>As at 31 December 2020</b>	2019 (restated)
	<b>RMB'000</b>	RMB'000
<b>Non-current:</b>		
Financial assets related to redemption rights(a)	<b>11,056</b>	10,958
<b>Current:</b>		
Wealth management products (b)	<b>229,070</b>	155,790
Investment in a listed company (c)	<b>23,489</b>	68,361
	<b>252,559</b>	224,151

- (a) The financial asset related to redemption rights arises from the investment in one associate of the Group where a shareholders' agreement was previously reached that the Group has the right to request the other two shareholders (i.e. the founders) of the investee to purchase the equity instrument held by the Group for cash or other financial assets when certain conditions are met. The carrying amount of the financial asset was initially assessed to be minimal but was subsequently monitored and adjusted to reflect the present value of the estimated future cash inflows at the financial instrument's original effective interest rate.

The financial asset related to redemption rights was classified as a non-current asset as the redemption right can only be exercised 12 months after 31 December 2020. The fair value adjustment was recognised as "other gains – net" in the consolidated income statement.

The fair value of the financial asset related to redemption rights is within level 3 of the fair value hierarchy.

Key assumptions used to determine the fair value include discount rate. If the discount rate had decreased/increased by 1% with all other variables held constant, the fair value of the financial asset would have been increased/decreased by approximately RMB436,500 as of 31 December 2020 (31 December 2019: RMB738,000).

- (b) Wealth management products were issued by reputable commercial banks and financial institutions, and were denominated in RMB and USD with expected rate of return of 2.5% to 3.9% per annum. The return on these wealth management products is not guaranteed, hence the contractual cash flow does not qualify for solely payments of principal and interest. Therefore they are measured at fair value through profit or loss.

The fair values were based on cash flow discounted using the expected return based on management judgement and are within level 3 of the fair value hierarchy.

- (c) The investment in a listed company represents the securities held by the Group in Guangzhou Holike Creative Home Co., Ltd. (廣州好萊客創意家居股份有限公司, "Guangzhou Holike"), a company listed in Shanghai Stock Exchange.

The fair values were based on quoted prices in active markets and are within level 1 of the fair value hierarchy.



Notes to the Consolidated Financial Statements  
For the year ended 31 December 2020

## 21 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS (continued)

(d) The movements of financial assets at FVPL are listed below:

	Year ended 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
<b>At the beginning of the year</b>	<b>235,109</b>	78,000
Additions	<b>811,740</b>	473,940
Currency translation difference	<b>(4,924)</b>	1,422
Disposals	<b>(782,402)</b>	(333,005)
	<b>259,523</b>	220,357
Add: fair value change (Note 8)	<b>4,092</b>	14,752
<b>At the end of the year</b>	<b>263,615</b>	235,109

## 22 CASH AND CASH EQUIVALENTS

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
Cash at bank	<b>906,778</b>	958,280
Cash on hand	<b>102</b>	131
	<b>906,880</b>	958,411
Less: term deposits with initial term of over three months	<b>(9,787)</b>	(547,258)
	<b>897,093</b>	411,153

Term deposits with initial terms of over three months were neither past due nor impaired. The directors of the Company considered that the carrying amount of the term deposits with initial terms of over three months approximated to their fair value as at 31 December 2020.

Cash and cash equivalents and term deposits are denominated in the following currencies:

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
RMB	<b>400,904</b>	374,629
USD	<b>502,205</b>	580,625
HKD	<b>3,771</b>	3,157
	<b>906,880</b>	958,411

The Group earned interest on term deposits at rates ranged from 1.19% to 3.39% for the year ended 31 December 2020.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 22 CASH AND CASH EQUIVALENTS (continued)

Cash and cash equivalents include the following for the purposes of the consolidated statement of cash flows:

	<b>As at 31 December 2020</b>	2019 (restated)
	<b>RMB'000</b>	RMB'000
Cash at bank	<b>896,991</b>	411,022
Cash on hand	<b>102</b>	131
	<b>897,093</b>	411,153

### 23 SHARE CAPITAL AND SHARE PREMIUM

	<b>Ordinary shares Number of ordinary shares</b>	<b>Nominal value of ordinary shares US\$'000</b>
<b>Authorised:</b>		
<b>As of 31 December 2020 and 2019</b>	<b>2,000,000,000</b>	<b>200</b>

	<b>Number of ordinary shares</b>	<b>Nominal value of ordinary shares US\$'000</b>	<b>Equivalent Nominal value of ordinary shares RMB'000</b>	<b>Share premium RMB'000</b>
<b>Issued:</b>				
<b>As of 31 December 2019</b>	1,200,959,090	120	799	2,356,802
Cancellation of treasury shares (a)	(26,381,000)	(3)	(18)	(56,552)
<b>As of 31 December 2020</b>	1,174,578,090	117	781	2,300,250

(a) Treasury shares and cancellation of ordinary shares

During the year ended 31 December 2020, 29,121,000 shares with a nominal value of USD2,912 (equivalent to RMB19,000) were repurchased at an aggregate consideration of HKD68,539,000 (equivalent to RMB59,757,000). 26,381,000 shares have been cancelled during the year, while the remaining 14,643,500 shares were subsequently cancelled in February 2021 and accordingly recorded as "treasury shares" of RMB28,468,000 in equity as at 31 December 2020.



## Notes to the Consolidated Financial Statements

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### 24 OTHER RESERVES

	Capital reserve RMB'000	Statutory surplus reserve RMB'000	Currency translation differences RMB'000	Share option reserve RMB'000	FVOCI reserve RMB'000	Others RMB'000	Total RMB'000
<b>At 1 January 2019, as previously reported</b>	(188,495)	10,277	24,890	10,687	(61,374)	(947)	(204,962)
Business combination of Shanghai Qiyuan under common control (Note 2.1 (v))	-	-	-	-	-	10,000	10,000
As restated	(188,495)	10,277	24,890	10,687	(61,374)	9,053	(194,962)
Currency translation differences	-	-	12,306	-	-	-	12,306
Exercise of ESOP (Note 25)	-	-	-	(3)	-	-	(3)
Fair value change of financial assets at FVOCI (Note 17)	-	-	-	-	(2,420)	-	(2,420)
Share of other comprehensive income of investments accounted for using the equity method (Note 16)	-	-	-	-	-	(281)	(281)
Acquisition of additional equity interests in a subsidiary	-	-	-	-	-	(13,783)	(13,783)
Share-based compensation under ESOP (Note 25)	-	-	-	5,744	-	-	5,744
<b>As of 31 December 2019, as restated</b>	(188,495)	10,277	37,196	16,428	(63,794)	(5,011)	(193,399)

	Capital reserve RMB'000	Statutory surplus reserve RMB'000	Currency translation differences RMB'000	Share option reserve RMB'000	FVOCI reserve RMB'000	Others RMB'000	Total RMB'000
<b>At 1 January 2020, as previously reported</b>	(188,495)	10,277	37,196	16,428	(63,794)	(15,011)	(203,399)
Business combination of Shanghai Qiyuan under common control (Note 2.1 (v))	-	-	-	-	-	10,000	10,000
As restated	(188,495)	10,277	37,196	16,428	(63,794)	(5,011)	(193,399)
Currency translation differences	-	-	(43,180)	-	-	-	(43,180)
Fair value change of financial assets at FVOCI (Note 17)	-	-	-	-	31,422	-	31,422
Share of other comprehensive loss of investments accounted for using the equity method (Note 16)	-	-	-	-	-	1,129	1,129
Business combination of Shanghai Qiyuan and Shanghai Zhubei under common control (Note 2.1 (v))	-	-	-	-	-	(10,890)	(10,890)
Share-based compensation under ESOP (Note 25)	-	-	-	(2,690)	-	-	(2,690)
<b>As of 31 December 2020</b>	(188,495)	10,277	(5,984)	13,738	(32,372)	(14,772)	(217,608)

## Notes to the Consolidated Financial Statements

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### 25 EMPLOYEE SHARE OPTION PLAN (“ESOP”)

- (a) In 2011 and 2016, the Board of Directors approved the establishment of two batches of ESOP with the purpose to provide incentive for certain directors, senior management members and employees to contribute to the Group.

The Group granted share options on 31 December 2011 and 31 December 2016 with the exercise price of RMB20.04 per ordinary share, which was adjusted to RMB2.00 per ordinary share catering to the Capitalisation Issue upon the IPO.

The ESOPs included certain performance conditions, which required the employees to complete a service period and meet specified performance targets.

The options have graded vesting terms: options granted on 31 December 2011 vest in equal tranches from the grant date over two years; 25% of the options granted in 2016 shall vest on the first vesting date, which is 30 days after qualified IPO; and the remaining 75% options shall vest on a monthly basis over the next 36 months.

All options granted expire in ten years from the respective grant date.

- (b) Movements in the number of share options granted and their related weighted average exercise price are as follows:

	Weighted average exercise price (in RMB)	Number of share options Year ended 31 December	
		2020	2019
<b>At the beginning of the year</b>	2.00	<b>42,901,141</b>	45,340,615
Exercise of ESOP	2.00	–	(3,000)
Forfeited	2.00	<b>(3,040,109)</b>	(2,436,474)
<b>At the end of the year</b>	2.00	<b>39,861,032</b>	42,901,141

As at 31 December 2020 and 2019, 36,650,445 and 31,069,640 outstanding options were exercisable.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 25 EMPLOYEE SHARE OPTION PLAN (“ESOP”) (continued)

- (c) The fair value of the share options granted under the abovementioned ESOPs have been valued by an independent qualified valuer using Binomial valuation model as at the grant date. Key assumptions are set as below:

	First grant 31 December 2011	Second grant 31 December 2016
Risk-free interest rate	2.50%	2.50%
Volatility	36.52%	36.52%
Dividend yield	0%	0%
Early exercise level	2.8	2.2~2.8

The directors estimated the risk-free interest rate based on the yield of curve of US Treasury strips with a maturity life close to the option life of the share option. Volatility was estimated at grant date based on average of historical volatilities of the comparable companies with length commensurable to the time to maturity of the share option. Dividend yield is based on the directors’ estimation at the grant date.

- (d) The total credits recognised in the consolidated income statement for share options granted are RMB2,690,000 for the year ended 31 December 2020 (2019: the total expenses recognised in the consolidated income statement for share options granted are RMB5,744,000).

### 26 DIVIDENDS

	As at 31 December 2020 RMB’000	2019 RMB’000
At the beginning of the year	-	-
Dividends declared (a)	21,554	-
Dividends paid	(21,554)	-
At the end of the year	-	-

- (a) Pursuant to a resolution of the shareholders’ meeting dated 29 May 2020, the Company declared a final dividend of HKD0.02 (equivalent to RMB0.018) per ordinary share of the Company for the year ended 31 December 2019, which has been settled in June and August 2020.

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### 27 SHORT-TERM BORROWINGS

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
Bank borrowings	7,000	12,000

As at 31 December 2020, the short-term borrowings represents a one-year bank borrowing with a principal amount of RMB7,000,000 bearing a fixed interest rate of 4.35% per annum, which was pledged by the property owned by Mr. Yang Weihang, who is the non-controlling shareholder of Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.

The carrying amounts of the bank borrowings approximate their fair values.

### 28 TRADE AND OTHER PAYABLES AND CONTRACT LIABILITIES

	As at 31 December	
	2020	2019 (restated)
	RMB'000	RMB'000
<b>Trade payables (c)</b>	<b>163,966</b>	81,291
<b>Other payables</b>		
Deposits payables (a)	317,226	261,337
Quality and performance guarantee deposits	74,744	72,285
Payables for financial assets at FVOCI	–	9,862
Other accrued expenses and payables	37,682	13,841
Total other payables	429,652	357,325
<b>Others</b>		
Staff salaries and welfare payables	42,414	50,247
Accrued taxes other than income tax	34,095	22,473
<b>Total trade and other payables</b>	<b>670,127</b>	511,336
<b>Contract liabilities (b)</b>	<b>111,480</b>	104,042

(a) Deposits payables mainly represent security deposits from users of our escrow payment services.

(b) Contract liabilities represent prepayments made by customers in exchange for goods or services to be provided by the Group in subsequent period, primarily in relation to order recommendation services, interior design and construction services and sales of building materials.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 28 TRADE AND OTHER PAYABLES AND CONTRACT LIABILITIES) (continued)

(c) The ageing analysis of the trade payables based on invoice date was as follows:

	<b>As at 31 December</b>	
	<b>2020</b>	2019
	<b>RMB'000</b>	RMB'000
Within 1 month	<b>97,799</b>	27,789
Over 1 month and within 3 months	<b>16,334</b>	40,723
Over 3 months and within 1 year	<b>33,478</b>	6,204
Over 1 year	<b>16,355</b>	6,575
	<b>163,966</b>	81,291

### 29 ASSETS AND LIABILITIES CLASSIFIED AS HELD FOR SALE

On 2 December 2020, the Group made an equity transfer agreement with Suzhou Xinwangqiao Science and Technology Development Company (Limited Partnership) (蘇州鑫旺橋科技產業發展合夥企業(有限合夥), "Suzhou Xinwangqiao"), the non-controlling shareholder of Suzhou Qijia Xinming Engineering Management Co., Ltd. ("Qijia Xinming") to dispose all 51% equity interest owned by the Group in Qijia Xinming with a cash consideration of RMB5,100,000. RMB1,000,000 has been paid on 31 December 2020.

The following assets and liabilities were reclassified as held for sale as at 31 December 2020:

	<b>As at 31 December 2020 RMB'000</b>
Property, plant and equipment	<b>64</b>
Other receivables	<b>1,448</b>
Inventories	<b>3,662</b>
Cash and cash equivalents	<b>261</b>
Total assets of disposal group held for sale	<b>5,435</b>
Trade and other payables	<b>1,309</b>



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 30 NET CASH GENERATED FROM OPERATIONS

(a) Reconciliation from profit before income tax to cash generated from operations:

	Year ended 31 December	
	2020	2019
	RMB'000	(restated) RMB'000
Profit before income tax	48,410	44,075
<i>Adjustments for:</i>		
Finance income (Note 9)	(18,699)	(25,409)
Finance costs (Note 9)	2,395	1,958
Depreciation of property, plant and equipment (Note 12(a))	4,834	9,827
Depreciation of right-of-use assets (Note 12(b))	16,053	8,771
Amortisation of intangible assets (Note 13)	3,973	3,173
Net impairment losses/(gains) on financial assets (Note 20(c))	2,532	(2)
Impairment loss on investments accounted for using the equity method (Note 8)	1,861	12,991
Net loss on disposal of property, plant and equipment (Note 8)	999	2,498
Losses on disposal of investments in associates (Note 16(b)(ii))	1,497	–
Dividend income classified as investing cash flows (Note 8)	(1,364)	–
Gains on termination of lease contracts (Note 8)	(974)	(98)
Share of results of investments accounted for using equity method (Note 16)	(60,598)	(17,864)
Fair value changes of financial assets at FVPL (Note 8)	(4,092)	(14,752)
Gains on disposals of subsidiaries (Note 8)	(218)	(1,064)
Gain on addition of investment in an associate (Note 8)	–	(5,345)
Share-based compensation (Note 25)	(2,690)	5,744
<i>Changes in working capital:</i>		
Decrease in inventories (Note 18, 29)	5,963	12,688
Increase in contract assets (Note 20)	(61,664)	(25,351)
Increase in trade and other receivables	(34,207)	(45,128)
Decrease/(increase) in amounts due from related parties	164	(3,648)
Increase in trade and other payables and contract liabilities	167,721	74,192
Increase/(decrease) in amounts due to related parties	87	(63)
Cash generated from operations	71,983	37,193



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 30 NET CASH GENERATED FROM OPERATIONS (continued)

(b) In the consolidated statement of cash flows, proceeds from disposal of property, plant and equipment comprise:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Net book amount	1,133	3,095
Net loss on disposal of property, plant and equipment (Note 8)	(999)	(2,498)
Proceeds from disposal of property, plant and equipment	134	597

(c) Disposal of subsidiaries

During the year ended 31 December 2020, the Group disposed 60% equity interests in Pingtan Brausen Decoration Engineering Co., Ltd. and 100% equity interests in Shanghai Brausen Decoration Engineering Co., Ltd. with a cash consideration of RMB10 and RMB10. After the completion of the transactions, the Group lost the control of these two entities. The cash flows from the disposals were as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Total consideration		
– Cash consideration	–*	–*
Less: Cash and cash equivalents in the subsidiaries disposed	(6)	(3)
Net cash out on disposals	(6)	(3)

\* The balance stated above is less than RMB1,000.

The net liabilities of the subsidiaries disposed were as follows:

	On disposed date	
	2020	2019
	RMB'000	RMB'000
Cash	6	3
Trade and other receivables	–	5,417
Property, plant and equipment	–	95
Trade and other payables	(301)	(6,547)
Contract liabilities	(19)	(32)
Net liabilities	(314)	(1,064)
Attributable to:		
– Equity holders of the Company	(218)	(1,064)
– Non – controlling interests	(96)	–
Disposal gains attributable to the Group (Note 8)	218	1,064

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 30 NET CASH GENERATED FROM OPERATIONS (continued)

(d) Non-cash investing and financing activities

(i) Acquisition of an investment in an unlisted company by means of settling receivables

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Additions of financial assets measured at FVOCI	–	4,609
Subsequent recoveries of amounts previously written off (Note 20(c))	–	(2,600)
Decrease in other receivables	–	(1,000)
A gain recorded in “other gains – net” (Note 8)	–	(1,009)
Net cash impact	–	–

(ii) Acquisition of a building by means of settling a receivable

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Addition of a building (Note 12(a)(i))	–	13,600
Increase in value-added tax recoverable	–	1,224
Decrease in other receivables	–	(14,824)
Net cash impact	–	–

(iii) Acquisition of additional equity interests in a subsidiary by means of settling a receivable

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Consideration of acquired equity interests	–	5,776
Decrease in other receivables	–	(5,776)
Net cash impact	–	–

The Group did not have any material non-cash investing and financing activities for the year ended 31 December 2020.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 30 NET CASH GENERATED FROM OPERATIONS (continued)

(e) Net cash reconciliation

	Cash and cash equivalents	Short-term borrowings	Lease liabilities	Total
	RMB'000	RMB'000	RMB'000	RMB'000
<b>Net cash as at 1 January 2019, as previously reported</b>	779,779	–	(27,003)	752,776
Business combination of Shanghai Qiyuan under common control (Note 2.1(v))	708	–	–	708
As restated	780,487	–	(27,003)	753,484
Cash flows	(380,690)	(12,000)	8,413	(384,277)
Acquisition – leases (Note 12(b)(i))	–	–	(3,925)	(3,925)
Accrued interest for lease liabilities (Note 9)	–	–	(1,593)	(1,593)
Termination of leases contracts (Note 12(b)(i))	–	–	2,690	2,690
Foreign exchange adjustments	10,884	–	–	10,884
<b>Net cash as at 31 December 2019, as previously reported</b>	<b>410,681</b>	<b>(12,000)</b>	<b>(21,418)</b>	<b>377,263</b>
Business combination of Shanghai Qiyuan under common control (Note 2.1(v))	472	–	–	472
As restated	411,153	(12,000)	(21,418)	377,735
Cash flows	522,631	5,000	16,216	543,847
Acquisition – leases (Note 12(b)(i))	–	–	(31,842)	(31,842)
Accrued interest for lease liabilities (Note 9)	–	–	(1,864)	(1,864)
Termination of leases contracts (Note 12(b)(i))	–	–	14,041	14,041
Foreign exchange adjustments	(36,430)	–	–	(36,430)
<b>Net cash as at 31 December 2020</b>	<b>897,354</b>	<b>(7,000)</b>	<b>(24,867)</b>	<b>865,487</b>

### 31 COMMITMENTS

#### (a) Operating lease commitments

The Group leases various offices, and warehouses under non-cancellable operating leases expiring within 3 months to 10 years. The leases have varying terms, escalation clauses and renewal rights. On renewal, the terms of the leases are renegotiated.

The Group has recognised right-of-use assets for these leases, except for short-term leases and leases of low-value assets, see Note 12(b) for further information.

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
Minimum lease payments under non-cancellable operating leases not recognised in the consolidated financial statements are as follows:		
Within 1 year	2,887	9,140

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 31 COMMITMENTS (continued)

#### (b) Capital commitments

Significant capital expenditure contracted for at the end of the reporting period but not recognised as liabilities is as follows:

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
Property, plant and equipment	6,597	—

### 32 RELATED PARTY TRANSACTIONS

Related parties are those parties that have the ability to control or exert significant influence over the other party in holding power over the investee; exposure or rights, to variable returns from its involvement with the investee; and the ability to use its power over the investee to affect the amount of the investor's returns. Parties are also considered to be related if they are subject to common control. Related parties may be individuals or other entities.

- (a) Saved as disclosed elsewhere in this report, the directors of the Company are of the view that the following parties/companies were related parties that had transaction or balances with the Group during the year:

Name of related parties	Relationship with the Group
Mr. Deng	Controlling shareholder and executive director of the Company
Mr. Chen Yangui (陳言貴)	Non-controlling shareholder
Mr. Zuo Hanrong (左漢榮)	Non-controlling shareholder
Mr. Yang Weihao (楊衛涵)	Non-controlling shareholder
Mr. Zou Jianfeng (鄒劍鋒)	Non-controlling shareholder
Shanghai Qijia E-commerce Co., Ltd. (上海齊家電子商務有限公司, "Shanghai Qijia E-commerce")	Controlled by the controlling shareholder (from 28 March 2018)
Suzhou Jiangmen Enterprise Management Consulting Center (Limited Partnership) 蘇州將門企業管理諮詢中心(有限合夥), "Suzhou Jiangmen")	Non-controlling shareholder
Suzhou Xinwangqiao	Non-controlling shareholder



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 32 RELATED PARTY TRANSACTIONS (continued)

#### (b) Transactions with related parties

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
<i>Repayment of loans from a related party</i>		
Shanghai Qijia E-commerce	2,313	–
<i>Lease from a related party</i>		
Shanghai Qijia E-commerce	368	308
<i>Advertising service to a related party</i>		
Shanghai Qijia E-commerce	1,698	1,816
<i>Service income from a related party</i>		
Shanghai Qijia E-commerce	2,708	5,154
<i>Acquisition of equity interests in Jumei &amp; Fujian Brausen</i>		
Suzhou Jiangmen	1,955	–
Mr. Yang Weihai	500	–
Mr. Zou Jianfeng	500	–
Mr. Zuo Hanrong	–	3,843
Mr. Chen Yangui	–	1,933
	2,955	5,776
<i>Transfer of equity interests in Qijia Xinming</i>		
Suzhou Xinwangqiao	100	–
<i>Loans provided to related parties</i>		
Shanghai Qijia E-commerce	2,000	–
Mr. Zou Jianfeng	50	–
Mr. Zuo Hanrong	–	3,767
Mr. Yang Weihai	–	980
Mr. Chen Yangui	–	1,905
	2,050	6,652

Loans provided by the Group were unsecured, interest-free and repayable on demand.

In the opinion of the Company's directors, the above related party transactions were carried out in the ordinary course of the business and in accordance with the term of the underlying agreements.

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 32 RELATED PARTY TRANSACTIONS (continued)

#### (c) Year-end balances with related parties

	As at 31 December	
	2020	2019
	RMB'000	RMB'000
<i>Amounts due from related parties:</i>		
Shanghai Qijia E-commerce	3,385	3,599
Mr. Yang Weihai	980	980
Mr. Zuo Hanrong	467	467
Mr. Chen Yangui	235	235
Mr. Zou Jianfeng	60	10
	<b>5,127</b>	5,291
<i>Amounts due to related parties:</i>		
Shanghai Qijia E-commerce	93	–
Mr. Chen Yangui	–	6
	<b>93</b>	6

Receivables and payables from/(to) the above related parties were unsecured, interest-free and repayable on demand. The amounts due from related parties are neither past due nor impaired. The carrying amounts of the amounts due from/(to) related parties approximate their fair values and are denominated in RMB.

#### (d) Key management compensation

Key management includes directors (executive and non-executive) and the senior management of the Group. The compensation paid or payable to key management for employee services is shown below:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Salaries, wages and bonus	2,963	3,635
Pension cost – defined contribution plan	57	176
Other social security costs, housing benefits and other employee benefits	105	233
Share-based compensation expenses	184	455
	<b>3,309</b>	4,499



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 33 CONTINGENT LIABILITIES

As at 31 December 2020 and 2019, the Group did not have any material contingent liabilities.

### 34 SUBSEQUENT EVENTS

- (i) On 4 January 2021, the Group has entered the equity transfer agreement to acquire the remaining equity interests in Fujian Brausen from its non-controlling shareholders at a consideration of RMB0.
- (ii) On 15 January 2021, the Board has approved the adoption of the 2021 Restricted Stock Unit Scheme. The 2021 Restricted Stock Unit Scheme is a complementary measure to the Pre-IPO Share Option Scheme of the Company and are to attract, and retain and incentivise the best personnel and senior management of the Group.
- (iii) On 11 March 2021, the entire equity interest of Qijia Xinming was transferred to the Suzhou Xinwangqiao. The remaining consideration was received on the same day. Change of business registration was completed in March 2021.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 35 BALANCE SHEET AND RESERVES MOVEMENTS OF THE COMPANY

#### Balance sheet of the Company

	Note	As at 31 December	
		2020	2019
		RMB'000	RMB'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Investments in subsidiaries		261,158	261,158
<b>Current assets</b>			
Trade and other receivables		3,709	10,669
Amounts due from subsidiaries		1,728,159	1,371,435
Term deposits		9,787	547,258
Cash and cash equivalents		26,693	36,002
<b>Total current assets</b>		<b>1,768,348</b>	1,965,364
<b>Total assets</b>		<b>2,029,506</b>	2,226,522
<b>EQUITY</b>			
Share capital	23	781	799
Share premium	23	2,300,250	2,356,802
Other reserves	(a)	(221,789)	(100,440)
Treasury shares	23	(28,468)	(25,281)
Accumulated losses		(107,328)	(91,857)
<b>Total equity</b>		<b>1,943,446</b>	2,140,023
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Other payables		1,186	1,224
Amounts due to subsidiaries		84,874	85,275
<b>Total current liabilities</b>		<b>86,060</b>	86,499
<b>Total liabilities</b>		<b>86,060</b>	86,499
<b>Total equity and liabilities</b>		<b>2,029,506</b>	2,226,522

The balance sheet of the Company was approved by the Board of Directors on 19 March 2021 and were signed on its behalf.

\_\_\_\_\_  
**Deng Huajin**  
 Director

\_\_\_\_\_  
**Tian Yuan**  
 Director

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020



### 35 BALANCE SHEET AND RESERVES MOVEMENTS OF THE COMPANY (continued)

#### Note (a) Reserves movements of the Company

	Capital reserve RMB'000	Currency translation differences RMB'000	Share option reserve RMB'000	FVOCI reserve RMB'000	Total RMB'000
<b>At 1 January 2019</b>	(188,495)	88,957	10,687	(51,174)	(140,025)
Currency translation differences	-	33,844	-	-	33,844
Exercise of ESOP	-	-	(3)	-	(3)
Share-based compensation under ESOP (Note 25)	-	-	5,744	-	5,744
<b>As of 31 December 2019</b>	(188,495)	122,801	16,428	(51,174)	(100,440)
<b>At 1 January 2020</b>	<b>(188,495)</b>	<b>122,801</b>	<b>16,428</b>	<b>(51,174)</b>	<b>(100,440)</b>
Currency translation differences	-	(118,659)	-	-	(118,659)
Share-based compensation under ESOP (Note 25)	-	-	(2,690)	-	(2,690)
<b>As of 31 December 2020</b>	<b>(188,495)</b>	<b>4,142</b>	<b>13,738</b>	<b>(51,174)</b>	<b>(221,789)</b>

### 36 BENEFITS AND INTERESTS OF DIRECTORS

#### (a) Directors' and chief executive's emoluments

Remuneration of every director is set out below,

	For the year ended 31 December 2020					
	Director's fee RMB'000	Salaries, wages and bonus RMB'000	Pension cost - defined contribution plan RMB'000	Other social security costs, housing benefits and other employee benefits RMB'000	Share-based compensation expenses RMB'000	Total RMB'000
<b>Executive Directors:</b>						
Mr. Deng	-	1,190	9	36	-	1,235
Mr. GAO Wei (高巍)	-	562	28	-	-	590
Mr. TIAN Yuan (田原)	-	562	9	36	-	607
<b>Non-executive Directors</b>						
Mr. LI Gabriel (李基培)	-	-	-	-	-	-
Mr. ZHAO Guibin (趙貴賓)	-	-	-	-	-	-
Ms. PING Xiaoli (平曉黎)	-	-	-	-	-	-
<b>Independent non-executive Directors</b>						
Mr. ZHANG Lihong (張禮洪)	82	-	-	-	-	82
Mr. CAO Zhiguang (曹志廣)	82	-	-	-	-	82
Mr. WONG Man Chung Francis (黃文宗)	236	-	-	-	-	236
	<b>400</b>	<b>2,314</b>	<b>46</b>	<b>72</b>	<b>-</b>	<b>2,832</b>

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 36 BENEFITS AND INTERESTS OF DIRECTORS (continued)

#### (a) Directors' and chief executive's emoluments (continued)

	For the year ended 31 December 2019					
	Director's fee RMB'000	Salaries, wages and bonus RMB'000	Pension cost – defined contribution plan RMB'000	Other social security costs, housing benefits and other employee benefits RMB'000	Share-based compensation expenses RMB'000	Total RMB'000
<b>Executive Directors:</b>						
Mr. Deng	-	1,200	38	40	-	1,278
Mr. GAO Wei (高巍)	-	570	-	40	-	610
Mr. TIAN Yuan (田原)	-	620	38	40	-	698
<b>Non-executive Directors</b>						
Mr. LI Gabriel (李基培)	-	-	-	-	-	-
Mr. SHENG Gang (盛剛)	-	-	-	-	-	-
Mr. WU Haifeng (吳海鋒)	-	-	-	-	-	-
Mr. TANG Zhenjiang (唐振江)	-	-	-	-	-	-
Ms. PING Xiaoli (平曉黎)	-	-	-	-	-	-
<b>Independent non-executive Directors</b>						
Mr. ZHANG Lihong (張禮洪)	48	-	-	-	-	48
Mr. CAO Zhiguang (曹志廣)	48	-	-	-	-	48
Mr. WONG Man Chung Francis (黃文宗)	251	-	-	-	-	251
	347	2,390	76	120	-	2,933

Mr. LI Gabriel (李基培) and Mr. SHENG Gang (盛剛) were appointed as non-executive directors of the Company in April 2018. Mr. WU Haifeng (吳海鋒) was appointed as a non-executive director from April 2018 to 29 March 2019. Mr. TANG Zhenjiang (唐振江) was appointed as a non-executive director from 29 March 2019 to 29 October 2019. Ms. PING Xiaoli (平曉黎) was appointed as a non-executive director of the Company on 29 October 2019. Mr. ZHAO Guibin (趙貴賓) was appointed as a non-executive director of the Company on 4 April 2020.

Mr. ZHANG Lihong (張禮洪), Mr. CAO Zhiguang (曹志廣) and Mr. WONG Man Chung Francis (黃文宗) were appointed as independent non-executive directors of the Company in June 2018.

No retirement or termination benefits have been paid to the Company's directors for the years ended 31 December 2020 and 2019, respectively.

Except for the loans due from related parties disclosed in Note 31, no loans, quasi-loans or other dealings are entered into by the Company in favor of directors, controlled bodies corporate by and connected entities with such directors for the years ended 31 December 2020 and 2019, respectively.

No significant transactions, arrangements and contracts in relation to the Company's business to which the Company was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted during the years ended 31 December 2020 and 2019.



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 36 BENEFITS AND INTERESTS OF DIRECTORS (continued)

#### (a) Directors' and chief executive's emoluments (continued)

No consideration was provided to third parties for making available directors' services during the years ended 31 December 2020 and 2019.

During the year ended 31 December 2020 and 2019, no emoluments were paid by the Group to the directors of the Company or the five highest paid individuals (including directors and employees) as an inducement to join or upon joining the Group or as compensation for loss of office. None of the directors of the Company have waived any emoluments during the year ended 31 December 2020 (2019: nil).

#### (b) Five highest paid individuals' emoluments

The five individuals whose emoluments were the highest in the Group for the years ended 31 December 2020 and 2019 include 3 and 2 directors whose emoluments are reflected in the analysis presented above. The emoluments payable to the remaining 2 and 3 individuals during the years ended 31 December 2020 and 2019, respectively are as follows:

	Year ended 31 December	
	2020	2019
	RMB'000	RMB'000
Salaries, wages and bonuses	2,082	2,188
Pension costs – defined contribution plans	14	162
Other social security costs, housing benefits and other employee benefits	48	174
Share-based compensation expenses	–	301
	2,144	2,825

The emoluments of these individuals are within the following bands:

	Number of individuals	
	Year ended 31 December 2020	2019
HKD		
Nil – 1,000,000	1	1
1,000,001–1,500,000	1	2
	2	3

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 37 SUBSIDIARIES

- (a) Particulars of the subsidiaries of the Group during the year ended 31 December 2020 as at date of this report are set out below:

Company name	Country/place and date of incorporation	Issued and paid up capital or registered capital ('000)	Effective interests held by the Group%		Direct or Indirect	Principal activities
			At 31 December 2020	2019		
Qijia Holding Limited.	BVI, 25 November 2014	USD 50	100%	100%	Direct	Investment holding company
Jia (Hong Kong) Limited.	HK, 9 December 2014	HKD 10	100%	100%	Indirect	Investment holding company
Qijia (Shanghai) Network Technology Co., Ltd..	PRC, 16 April 2015	USD 290,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Qi Home (Shanghai) Information Technology Co., Ltd.	PRC, 5 June 2015	USD 50,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Shanghai Qijia Network Information Technology Co., Ltd.	PRC, 09 August 2007	50,265	100%	100%	Indirect	Provision of SaaS Based Platform Service
Shanghai Qiyi Information Technology Co., Ltd.	PRC, 8 September 2011	5,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Fujian Qiyi Information Technology Co., Ltd.	PRC, 28 December 2016	65,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Shanghai Qiyu Information Technology Co., Ltd.	PRC, 23 September 2015	325,050	100%	100%	Indirect	Provision of Interior Design and Construction Services
Shanghai Jinjie Furniture and Decorations Co., Ltd.	PRC, 4 May 2009	340,000	100%	100%	Indirect	Real estate development
Shanghai Qijia Qianbao Financial Information Service Co., Ltd.	PRC, 2 December 2013	6,000	75%	75%	Indirect	Financial Information Service
Shanghai Qixu investment and management Co., Ltd.	PRC, 22 September 2014	1,000	100%	100%	Indirect	Investment Management
Sanming Qijia Network Information Technology Co., Ltd.	PRC, 19 November 2012	180,920	100%	100%	Indirect	Provision of SaaS Based Platform Service
Shanghai Qisheng E-Commerce Co., Ltd.	PRC, 24 March 2010	5,000	100%	100%	Indirect	Electronic Commerce
Shanghai Qijia Internet Financial Information Service Co., Ltd.	PRC, 10 August 2015	10,000	70%	70%	Indirect	Financial Information Service
Fujian Qijia Network Information Technology Co., Ltd.	PRC, 9 January 2015	20,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Brausen (Fujian) Decoration Engineering Co., Ltd.	PRC, 23 June 2006	11,250	84.95%	84.95%	Indirect	Provision of Interior Design and Construction Services



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 37 SUBSIDIARIES (continued)

- (a) Particulars of the subsidiaries of the Group during the year ended 31 December 2020 as at date of this report are set out below: (continued)

Company name	Country/place and date of incorporation	Issued and paid up capital or registered capital ('000)	Effective interests held by the Group%		Direct or Indirect	Principal activities
			At 31 December 2020	2019		
Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.	PRC, 30 August 2016	50,000	55%(i)	55%	Indirect	Provision of Interior Design and Construction Services
Suzhou Qijia Jumei Supply Chain Management Co., Ltd. (Previous name: Suzhou Tea Horse Road Trading Co.,Ltd.)	PRC, 22 February 2017	1,000	55%	55%	Indirect	Provision of Interior Design and Construction Services
Henan Qijia Jumei Decoration Design Engineering Co., Ltd.	PRC, 26 May 2017	2,000	38.50%	38.50%	Indirect	Provision of Interior Design and Construction Services
Quanzhou Brausen Decoration Engineering Co., Ltd.	PRC, 10 June 2014	1,520	48.84%	48.84%	Indirect	Provision of Interior Design and Construction Services
Luoyuan Brausen Decoration Engineering Co., Ltd.	PRC, 21 July 2014	5,000	46.72%	46.72%	Indirect	Provision of Interior Design and Construction Services
Putian Brausen Decoration Engineering Co., Ltd.	PRC, 12 January 2016	1,300	50.79%	50.79%	Indirect	Provision of Interior Design and Construction Services
Brausen (Xiamen) Decoration Engineering Co., Ltd.	PRC, 10 November 2014	1,000	43.32%	43.32%	Indirect	Provision of Interior Design and Construction Services
Pingtian Brausen Decoration Engineering Co., Ltd.	PRC, 28 February 2017	800	N/A (iii)	50.97%	Indirect	Provision of Interior Design and Construction Services
Yunnan Qiyu Decoration Engineering Co., Ltd. (Previous name: Yunan Brausen Decoration Engineering Co., Ltd.)	PRC, 14 March 2017	5,000	N/A (ii)	51%	Indirect	Provision of Interior Design and Construction Services
Ningde Brausen Decoration Engineering Co., Ltd.	PRC, 23 August 2016	1,300	59.46%	59.46%	Indirect	Provision of Interior Design and Construction Services
Shanghai Brausen Decoration Engineering Co., Ltd.	PRC, 25 August 2017	3,000	N/A (iii)	84.95%	Indirect	Provision of Interior Design and Construction Services

## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 37 SUBSIDIARIES (continued)

- (a) Particulars of the subsidiaries of the Group during the year ended 31 December 2020 as at date of this report are set out below: (continued)

Company name	Country/place and date of incorporation	Issued and paid up capital or registered capital ('000)	Effective interests held by the Group%		Direct or Indirect	Principal activities
			At 31 December 2020	2019		
Beijing Brausen Home Furnishing Decoration Co., Ltd.	PRC, 06 September 2017	5,000	84.95%	84.95%	Indirect	Provision of Interior Design and Construction Services
Fuzhou Changle Brausen Decoration Engineering Co., Ltd.	PRC, 25 April 2017	800	46.72%	46.72%	Indirect	Provision of Interior Design and Construction Services
Shanghai Zhengyi Information Technology Co., Ltd.	PRC, 29 August 2016	108,880	100%	100%	Indirect	Investment Management
Beijing Qisu Information Technology Co., Ltd.	PRC, 8 June 2018	USD 100	100%	100%	Indirect	Provision of SaaS Based Platform Service
Shanghai Qiming Information Technology Co., Ltd.	PRC, 1 November 2019	250,000	100%	100%	Indirect	Provision of SaaS Based Platform Service
Zhenjiang Qianfan Construction Engineering Co., Ltd.	PRC, 8 June 2019	10,880	55%	55%	Indirect	Provision of Interior Design and Construction Services
Shanghai Qilai Furniture and Decorations Co., Ltd.	PRC, 31 July 2019	5,000	51%	51%	Indirect	Provision of Materials Supply Chain Business
Shanghai Mingqi investment and management Co., Ltd.	PRC, 5 February 2020	10,000	100%	N/A	Indirect	Investment Management
Fujian Zhixiu Information Technology Co., Ltd.	PRC, 9 March 2020	10,000	100%	N/A	Indirect	Information Technology Service
Suzhou Qijia Xinming Engineering Management Co., Ltd.	PRC, 30 July 2020	10,000	51% (i)	N/A	Indirect	Provision of Interior Design and Construction Services
Shanghai Kangtan Information Technology Co., Ltd.	PRC, 3 September 2020	10,000	100%	N/A	Indirect	Provision of Materials Supply Chain Business
Shanghai Zhubei Information Technology Co., Ltd.	PRC, 29 September 2018	25,000	100%	N/A	Indirect	Information Technology Service
Fujian Zhubei Information Technology Co., Ltd.	PRC, 13 April 2020	10,000	100%	N/A	Indirect	Information Technology Service
Shanghai Qiyuan Intelligent Technology Co., Ltd.	PRC, 16 October 2017	1,111	100%	100%	Indirect	Information Technology Service
Shanghai Qirong Information Service Co., Ltd.	PRC, 15 May 2020	10,000	100%	N/A	Indirect	Information Technology Service



## Notes to the Consolidated Financial Statements

For the year ended 31 December 2020

### 37 SUBSIDIARIES (continued)

(a) Particulars of the subsidiaries of the Group during the year ended 31 December 2020 as at date of this report are set out below: (continued)

(i) The non-controlling shareholders made a capital contribution of RMB2,955,000 while the Group made a capital contribution of RMB16,500,000 in Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd. in 2020.

The non-controlling shareholders made a capital contribution of RMB100,000, while the Group made a capital contribution of RMB5,100,000 in Suzhou Qijia Xinming Engineering Management Co., Ltd. in 2020.

(ii) The Group liquidated the company in 2020. The Group and non-controlling shareholders succeeded the corresponding assets and liabilities of them and no cash inflow or outflow was derived from the liquidation. The liquidation procedures were completed in 2020.

(iii) The Group disposed these companies to third parties in 2020. The transfer of legal title was completed in 2020.

(iv) The PRC subsidiaries are sole foreign equity ventures established in the PRC.

(b) Material non-controlling interests

Summarised financial information on subsidiaries with material non-controlling interests for the year ended 31 December 2020 is as follows:

	Assets RMB'000	Liabilities RMB'000	Revenue RMB'000	Losses RMB'000	Deficits RMB'000
Brausen (Fujian) Decoration Engineering Co., Ltd.	18,343	73,206	51,611	(2,596)	(54,863)
Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.	211,986	216,011	303,689	(766)	(4,025)

Summarised financial information on subsidiaries with material non-controlling interests for the year ended 31 December 2019 is as follows:

	Assets RMB'000	Liabilities RMB'000	Revenue RMB'000	Losses RMB'000	Deficits RMB'000
Brausen (Fujian) Decoration Engineering Co., Ltd. (i)	34,950	95,783	89,835	(2,868)	(60,833)
Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.	98,248	122,533	147,457	(19,819)	(24,285)

(i) In December 2019, the Group acquired the 15.05% equity interests in Fujian Brausen held by non-controlling shareholders at a consideration of RMB5,776,000. The excess of RMB13,783,000 over the carrying amount of the corresponding non-controlling interests was recorded as "other reserves" in equity.



## Financial Summary

The following table sets out our key financial data for the periods or as of the dates indicated.

The key financial data is extracted from the audited consolidated financial statements disclosed in the Prospectus and the 2020 annual report.

	For the year ended 31 December				
	2016	2017	2018	2019 (restated)	2020
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Revenue	300,850	479,055	645,704	770,985	<b>916,264</b>
Gross profit	124,811	239,830	381,558	508,625	<b>520,500</b>
Profit/(loss) before income tax	(257,223)	(837,253)	708,306	44,075	<b>48,410</b>
Income tax credit/(expense)	(8,019)	(7,650)	5,164	5,465	<b>(6,529)</b>
Profit/(loss) for the year from continuing operations	(265,242)	(844,903)	713,470	49,540	<b>41,881</b>
Profit/(loss) from discontinued operations	(144,976)	(10,622)	31,987	–	<b>–</b>
Profit/(loss) for the year	(410,218)	(855,525)	745,457	49,540	<b>41,881</b>
Profit/(loss) attributable to:					
Equity holders of the Company	(401,191)	(824,089)	757,594	60,655	<b>40,613</b>
Non-controlling interests	(9,027)	(31,436)	(12,137)	(11,115)	<b>1,268</b>

	As at 31 December				
	2016	2017	2018	2019 (restated)	2020
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Total Assets	1,373,141	1,220,002	1,899,880	2,043,629	<b>2,149,605</b>
Total liabilities	2,074,499	2,711,532	579,203	688,906	<b>855,370</b>
Equity/(deficits) attributable to the equity holders of the Company	(701,910)	(1,466,965)	1,353,460	1,377,404	<b>1,312,497</b>



## Definitions

“AGM”	the forthcoming annual general meeting of the Company to be held on 26 May 2021
“associate(s)”	has the meaning ascribed thereto under the Listing Rules
“Audit and Risk Management Committee”	the audit and risk management committee under the Board
“Auditor”	PricewaterhouseCoopers, the independent auditor of the Company
“Beijing Brausen”	Beijing Brausen Home Furnishing Decoration Co., Ltd.* (北京博若森家居裝飾有限公司), a company incorporated in the PRC with limited liability and a non-wholly owned subsidiary of the Company
“Board”	the board of Directors
“Brausen”	Brausen (Fujian) Decoration & Engineering Co., Ltd.* (博若森(福建)裝飾工程有限公司), company with limited liability incorporated in PRC on 23 June 2006 and a subsidiary of our Company, and its subsidiaries as the context requires, which were acquired by us on 24 August 2015
“Brausen Referral Services Agreement”	the referral services agreement dated 27 December 2019 entered into between Beijing Brausen and Shanghai Qijia E-Commerce pursuant to which Shanghai Qijia E-Commerce will work with certain construction materials and household products suppliers, to sell customized construction materials and furniture packages to end-clients introduced by Beijing Brausen for a commission
“BVI”	the British Virgin Islands
“CG Code”	the Corporate Governance Code as set out in Appendix 14 of the Listing Rules
“China” or “PRC”	the People’s Republic of China, and for the purposes of this annual report for geographical reference only (unless otherwise indicated), excluding Taiwan, Macau and Hong Kong
“Company”	Qeeka Home (Cayman) Inc. 齊屹科技(開曼)有限公司 (formerly known as China Home (Cayman) Inc.), an exempted company with limited liability incorporated in the Cayman Islands on 20 November 2014
“Contractual Arrangements”	the series of contractual arrangements entered into by, among Shanghai Qijia, Qijia Network Technology and the shareholders of Shanghai Qijia, details of which are described in the section headed “Contractual Arrangements” of the Prospectus
“Controlling Shareholder(s)”	has the meaning ascribed thereto under the Listing Rules
“Director(s)”	director(s) of the Company
“Group”	the Company (any one or more of, as the context may require) and its subsidiaries and operating entities
“HK\$” or “HKD”	Hong Kong dollars, the lawful currency for the time being of Hong Kong

## Definitions

“Hong Kong”	the Hong Kong Special Administrative Region of the PRC
“IAS”	the International Accounting Standards
“IASB”	the International Accounting Standards Board
“IDC” or “Interior Design and Construction Business”	the provision of interior design and construction service and licensing it brand partners and others
“IFRS”	the International Financial Reporting Standards, which include standards and interpretations promulgated by the International Accounting Standards Board (IASB), and the International Accounting Standards (IAS) and interpretation issued by the International Accounting Standards Committee (IASC)
“Innovation and others Business”	the provision of other initiative services
“IPO”	The Company’s initial public offering and listing of its shares on Main Board of the Stock Exchange on 12 July 2018
“Jumei”	Qijia Jumei (Suzhou) Refined Construction Technology Co., Ltd.* (齊家居美(蘇州)精裝科技有限公司), a company with limited liability incorporated in PRC on 30 August 2016
“Latest Practicable Date”	12 April 2021, being the latest practicable date for the purpose of ascertaining certain information contained in this annual report prior to its publication
“Listing Date”	12 July 2018, on which the Shares were listed on the Stock Exchange and from which dealings in the Shares were permitted to commence on the Stock Exchange
“Listing Rules”	the Rules Governing the Listing of Securities on the Stock Exchange, as amended from time to time
“Main Board”	the stock exchange (excluding the option market) operated by the Stock Exchange which is independent from and operates in parallel with the Growth Enterprise Market of the Stock Exchange
“Marketing Service Business”	the provision of targeted marketing services and inspection service
“Memorandum and Articles of Association”	the amended and restated memorandum of articles of association and articles of association of our Company, conditionally adopted on 12 July 2018 with effect from the Listing Date, and as amended from time to time
“Model Code”	Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 of the Listing Rules
“Mr. Deng”	Mr. DENG Huajin, our founder, chairman of our Board, executive Director, CEO and our single largest Shareholder
“Nomination Committee”	the nomination committee under the Board
“PRC” or “China”	the People’s Republic of China, except where the context requires otherwise and only for the purposes of this annual report, excluding Hong Kong, the Macau Special Administrative Region of the PRC and Taiwan



## Definitions

“PRC Operating Entities”	Shanghai Qijia and its subsidiaries and branches, the financial accounts of which have been consolidated and accounted for as if they were subsidiaries of our Company by virtue of the Contractual Arrangements
“Pre-IPO Share Option Scheme”	the pre-IPO share option scheme of the Company adopted in 2011 and 2016, and was formalized in 2018
“Prospectus”	the prospectus of the Company dated 21 June 2018 (as supplemented by the supplemental prospectus dated 3 July 2018) in connection with the IPO of the Company
“Remuneration Committee”	the remuneration committee under the Board
“Renewed Brausen Referral Services Agreement”	the referral services agreement dated 31 December 2020 entered into between Beijing Brausen and Shanghai Qijia E-Commerce pursuant to which Shanghai Qijia E-Commerce will work with certain construction materials and household products suppliers, to sell customized construction materials and furniture packages to end-clients introduced by Beijing Brausen for a commission
“Renminbi” or “RMB”	the lawful currency of the PRC
“Qeeka Holding”	Qeeka Holding Limited, an exempted company with limited liability incorporated in the BVI on 18 November 2014, which is wholly owned by Mr. Deng
“Qijia Network Technology”	Qijia (Shanghai) Network Technology Co., Ltd.* (齊家網(上海)網絡科技有限公), a company with limited liability incorporated in the PRC on 16 April 2015 and a subsidiary of the Company
“Qiyi Referral Services Agreement”	the referral services agreement dated 1 April 2018 entered into between Shanghai Qiyi Information Technology Co., Ltd.* (上海齊屹信息科技有限公司) and Shanghai Qijia E-Commerce pursuant to which Shanghai Qijia E-Commerce will work with certain construction materials and household products suppliers, to sell customized construction materials and furniture packages to end-clients introduced by Shanghai Qiyi Information Technology Co., Ltd.* (上海齊屹信息科技有限公司) for a commission
“SaaS Business”	the provision of SaaS based total marketing solution
“Sales lead”	the data that identifies someone as a potential demand user of Interior Design and Construction
“Series A Investors”	the holders of Series A Preferred Shares, namely Series A-1 Investors, Series A-2 Investors, Series A-3 Investors, and Series A-4 Investors
“SFO”	the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) as amended, supplemented or otherwise modified from time to time
“Shanghai Qijia”	Shanghai Qijia Network Information Technology Co., Ltd.* (上海齊家網信息科技股份有限公司), a company with limited liability incorporated in the PRC on 9 August 2007, and is controlled by our Group through the Contractual Arrangements

## Definitions

“Shanghai Qijia E-Commerce”	Shanghai Qijia E-Commerce Co., Ltd.* (上海齊家電子商務有限公司), a company with limited liability incorporated in the PRC, which is ultimately controlled by Mr. Deng
“Shanghai Qiyi”	Shanghai Qiyi Information Technology Co., Ltd.* (上海齊屹信息科技有限公司), a company incorporated in the PRC with limited liability on 8 September 2011, which is a directly wholly-owned subsidiary of Shanghai Qijia
“Share(s)”	ordinary share(s) in the share capital of the Company, with a nominal value of US\$0.0001 each
“Shareholder(s)”	holder(s) of the Shares
“Stock Exchange”	The Stock Exchange of Hong Kong Limited
“subsidiary” or “subsidiaries”	has the meaning ascribed thereto in section 15 of the Companies Ordinance
“Supply Chain Service Business”	the provision of building and home decoration materials
“YOY”	year-on-year
“%”	per cent.

\* The English names of the PRC nationals, enterprises, entities, departments, facilities, certificates, titles and the like are translation and/or transliteration of their Chinese names and are included for identification purposes only. In the event of inconsistency between the Chinese names and their English translations and/or transliterations, the Chinese names shall prevail.