



玄武雲科技控股有限公司
Xuan Wu Cloud Technology Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立的有限公司)

Stock Code 股份代號：2392

2023 中期報告

INTERIM REPORT





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CORPORATE INFORMATION

公司資料



執行董事

陳永輝先生(董事會主席兼行政總裁)
黃仿傑先生
李海榮先生
郭海球先生

Executive Directors

Mr. CHEN Yonghui (Chairman and Chief Executive Officer)
Mr. HUANG Fangjie
Mr. LI Hairong
Mr. GUO Haiqiu

非執行董事

徐欣先生(於2023年8月10日辭任)

Non-executive Director

Mr. XU Xin (resigned on 10 August 2023)

獨立非執行董事

杜劍青先生
吳瑞風女士
鄔金濤教授

Independent Non-executive Directors

Mr. DU Jianqing
Ms. WU Ruifeng
Prof. WU Jintao

審核委員會

吳瑞風女士(主席)
杜劍青先生
鄔金濤教授

Audit Committee

Ms. WU Ruifeng (Chairman)
Mr. DU Jianqing
Prof. WU Jintao

薪酬委員會

鄔金濤教授(主席)
郭海球先生
吳瑞風女士

Remuneration Committee

Prof. WU Jintao (Chairman)
Mr. GUO Haiqiu
Ms. WU Ruifeng

提名委員會

陳永輝先生(主席)
杜劍青先生
鄔金濤教授

Nomination Committee

Mr. CHEN Yonghui (Chairman)
Mr. DU Jianqing
Prof. WU Jintao

關於香港法律的法律顧問

中倫律師事務所有限法律責任合夥
香港中環
康樂廣場一號
怡和大廈四樓

Legal Advisers to Hong Kong Law

Zhong Lun Law Firm LLP
4/F, Jardine House
1 Connaught Place Central
Hong Kong

聯席公司秘書

葛萍女士
 陳禧汶女士(香港高等法院律師)
 (於2023年6月12日辭任)
 林芷晴女士(香港高等法院律師)
 (於2023年6月12日獲委任)

授權代表

陳永輝先生
 陳禧汶女士(於2023年6月12日辭任)
 林芷晴女士(於2023年6月12日獲委任)

股份代號

2392

公司網站

<https://wxchina.com/>

註冊辦事處

Harneys Fiduciary (Cayman) Limited
 4th Floor, Harbour Place
 103 South Church Street, P.O. Box 10240
 Grand Cayman KY1-1002
 Cayman Islands

總部及中國主要營業地點

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 廣東廣州
 海珠區
 海洲路38號
 東升雲鼎大廈
 9樓904室

香港主要營業地點

香港
 中環
 康樂廣場一號
 怡和大廈四樓

Joint Company Secretaries

Ms. GE Ping
 Ms. CHAN Hei Man (*Solicitor of the High Court of Hong Kong*)
(resigned on 12 June 2023)
 Ms. LAM Chi Ching Cecilia (*Solicitor of the High Court of Hong*
Kong) (*appointed on 12 June 2023*)

Authorised Representatives

Mr. CHEN Yonghui
 Ms. CHAN Hei Man (*resigned on 12 June 2023*)
 Ms. LAM Chi Ching Cecilia (*appointed on 12 June 2023*)

Stock Code

2392

Company Website

<https://wxchina.com/>

Registered Office

Harneys Fiduciary (Cayman) Limited
 4th Floor, Harbour Place
 103 South Church Street, P.O. Box 10240
 Grand Cayman KY1-1002
 Cayman Islands

Headquarter and Principal Place of Business in the PRC

Room 904, 9/F
 Dongsheng Yunding Building
 38 Haizhou Road
 Haizhu District
 Guangzhou, Guangdong
 PRC

Principal Place of Business in Hong Kong

4/F, Jardine House
 1 Connaught Place
 Central
 Hong Kong



股份過戶登記總處

Harneys Fiduciary (Cayman) Limited
4th Floor, Harbour Place
103 South Church Street, P.O. Box 10240
Grand Cayman KY1-1002
Cayman Islands

Principal Share Registrar and Transfer Office

Harneys Fiduciary (Cayman) Limited
4th Floor, Harbour Place
103 South Church Street, P.O. Box 10240
Grand Cayman KY1-1002
Cayman Islands

香港證券登記處

香港中央證券登記有限公司
香港
皇后大道東183號
合和中心
17樓1712-1716號舖

Hong Kong Share Registrar

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

核數師

羅兵咸永道會計師事務所
執業會計師
註冊公眾利益實體核數師
香港
中環
太子大廈22樓

Auditor

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

合規顧問

浩德融資有限公司
香港
中環
永和街21號

Compliance Adviser

Altus Capital Limited
21 Wing Wo Street
Central
Hong Kong

主要往來銀行

招商銀行
中國
廣東廣州
天河區
體育西路101號
維多利亞廣場A塔首層

Principal Banker

China Merchants Bank
1/F, Tower A, Victoria Plaza
No. 101 Tiyu West Road Tianhe District
Guangzhou, Guangdong
PRC

簡明綜合全面收入表

Condensed Consolidated Statement of Comprehensive Income

截至6月30日止六個月
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
收入	Revenue	529,963	448,992
毛利	Gross profit	100,611	109,562
經營虧損	Operating loss	(19,612)	(4,181)
除所得稅前虧損	Loss before income tax	(20,715)	(5,704)
期內虧損及全面虧損總額	Loss and total comprehensive loss for the period	(20,155)	(3,410)
每股虧損(以每股人民幣呈列)	Loss per share (expressed in RMB per share)	(0.037)	(0.006)

簡明綜合財務狀況表

Condensed Consolidated Statement of Financial Position

		於2023年 6月30日 As at 30 June 2023 (未經審核) (Unaudited) 人民幣千元 RMB'000	於2022年 12月31日 As at 31 December 2022 (經審核) (Audited) 人民幣千元 RMB'000
資產	Assets		
非流動資產	Non-current assets	51,972	55,215
流動資產	Current assets	649,323	619,436
總資產	Total assets	701,295	674,651
權益	Equity		
本公司擁有人應佔權益	Equity attributable to owners of the Company	402,090	420,328
非控股權益	Non-controlling interests	2,870	2,461
總權益	Total equity	404,960	422,789
負債	Liabilities		
非流動負債	Non-current liabilities	15,824	18,165
流動負債	Current liabilities	280,511	233,697
負債總額	Total liabilities	296,335	251,862
權益及負債總額	Total equity and liabilities	701,295	674,651



BUSINESS REVIEW AND PROSPECT

業務回顧及展望



業務回顧

2023年上半年，中國經濟平穩渡過疫情解封期，並在寬鬆政策落實下迎來溫和復蘇。在政策和宏觀經濟向好的雙重加持下，中國快速消費品（「快消」）市場也在企穩回升，在市場回暖的趨勢中，數智化反向重構業務場景，成為消費零售企業轉型升級的新引擎。作為智慧CRM先行者，我們始終保持科技企業創新活力，在助力企業高質量實現數智化轉型的賽道持續深耕。截至2023年6月30日止六個月內（「報告期」），我們將技術研發投入聚焦於人工智能（「AI」）及數據智能（「DI」）能力、5G消息應用、以及人工智能物聯網（「AIoT」）領域，賦能「三朵雲」（營銷雲、銷售雲和客服雲）產品助力客戶消費商業場景的落地，開拓人工智能生成內容（「AIGC」）在快消行業的多元化應用場景。於報告期內，我們實現人民幣530.0百萬元的總營收規模，較去年同期相比增長了18.0%。

BUSINESS REVIEW

In the first half of 2023, China's economy has survived the post-pandemic period steadily and ushered in a moderate recovery under the implementation of easing policies. The Fast Moving Consumer Goods ("FMCG") market in China is also stabilising on the back of an upturn in both policy and the macro economy. Amid this trend of warming market, digital intelligentisation has reversibly re-structured business scenarios, and became a new growth engine for the transformation and upgrading of consumer retailing enterprises. As a leading intelligent CRM services provider, we always maintain the innovation vitality as a technology enterprise, and continue to dive deep into the track of facilitating enterprises to realise high-quality digital intelligent transformation. During the six months ended 30 June 2023 (the "Reporting Period"), we focused on our technology research and development ("R&D") investments on Artificial Intelligence ("AI") and Data Intelligence ("DI") ability, 5G message application and AI Internet of Things ("AIoT"), and empowered our "Three Clouds" (Marketing Cloud, Sales Cloud and Service Cloud) products to help our customers in their consumer business scenarios, and explored diversified application scenarios of AI Generated Content ("AIGC") in the FMCG industry. During the Reporting Period, we achieved a total revenue of RMB530.0 million, representing an increase of 18.0% compared to the same period last year.

於報告期內，我們為金融、快消、公用事業實體和政府機構(「政企」)及電信(「TMT」)四大行業累計2,359家客戶提供服務。我們始終秉承著幫助企業數智化轉型的使命，由此我們的CRM SaaS客戶數量逐年增長。於報告期內，我們的CRM SaaS客戶數目達1,551家，較去年同期增加了335家。得益於本集團的策略，我們的總核心客戶⁽²⁾人均貢獻值(「人均貢獻值」)⁽¹⁾達人民幣1.8百萬元，核心客戶總收入佔總客戶收入的95.0%，與此同時，在客戶第一的價值觀導向下，我們始終保持著優良的客戶服務和對客戶需求的深刻理解，這使得報告期內，我們的核心客戶淨收入留存率進一步提升至121.4%。

2023年上半年，隨著AIGC技術應用趨勢的到來，我們持續聚焦銷售雲「AI+快消」作為公司第二增長曲綫的發展戰略，將AIGC的技術落實到快消領域等諸多業務場景。作為國內CRM廠商中率先擁有全棧自研AI技術積累的企業，我們於2023年上半年對多模型融合的視頻拼接技術、端側AI模型、高精度價簽識別技術進行了研發升級，其端側模型覆蓋率和價簽整體識別率可以達到92.0%以上，維持快消垂直領域領先水平。我們的「AI+快消」戰略穩步推進，帶動銷售雲整體合同訂單金額增長50.0%，在上半年實現13.8%的收入增長。

附註：

- (1) 核心客戶的人均貢獻值(ARPU)指於報告期間內每名核心客戶產生的平均收入。
- (2) 核心客戶指於報告期間內收入貢獻為人民幣150,000元或以上的客戶。

During the Reporting Period, we have served a cumulative total of 2,359 customers in four major industries: finance, FMCG, public utility entities and government organisations (“Government-related”), and Technology, Media, Telecom (“TMT”). We have always adhered to our mission of helping enterprises to achieve digital intelligent transformation. As a result, the number of our CRM SaaS customers has been growing year-on-year. During the Reporting Period, the number of our CRM SaaS customers reached 1,551, representing an increase of 335 compared to the same period last year. Benefited from the Group’s strategy, our Average Revenue Per User (“ARPU”)⁽¹⁾ contributed by core clients⁽²⁾ exceeded RMB1.8 million, with total revenue of core clients accounting for 95.0% of the total revenue. In the meantime, guided by our customer-first values, we have always strived to maintain excellent customer service and a deep understanding of customer demands, which further increased the core clients’ net dollar retention rate to 121.4% during the Reporting Period.

In the first half of 2023, with the trend of AIGC technology application, we keep focusing on “AI + FMCG” Sales Cloud as the Company’s development strategy for achieving second growth curve, and applied AIGC technology in various business scenarios in the FMCG sector. As the first enterprise among domestic CRM vendors with full-stack self-developed AI technology accumulation, we have upgraded the R&D of multi-model infused video stitching technology, on-device AI model, and high-precision price tag recognition technology in the first half of 2023, and the coverage rate of on-device model and the overall recognition rate of price tags can reach over 92.0%, which maintains leading position in FMCG vertical field. We are steadily putting forward our “AI + FMCG” strategy, driving the overall amount of contract order of Sales Cloud to grow by 50.0%, and achieved 13.8% revenue growth in the first half of the year.

Notes:

- (1) The average price per user (ARPU) contributed by core clients refers to the average revenue generated per core client during the Reporting Period.
- (2) Core clients are defined as clients contributing RMB150,000 or above of revenue during the Reporting Period.

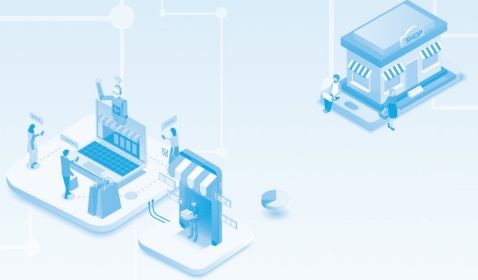


與此同時，在快消業務場景數智化方面，我們的AIoT智慧冰櫃(「冰櫃」)及解決方案作為助力快消客戶實現智慧零售門店數字化營銷的全新實踐，能夠為客戶提供遠程檢核冰櫃陳列、精準補貨和降低退損、訪銷人員全流程管理、提升冰櫃銷量等關鍵價值，助力客戶打造業務和數據雙閉環。在2023年上半年已達成了與統一企業(中國)投資有限公司、四川新希望乳業有限公司、南京百事可樂飲料有限公司等多個標杆快消頭部企業的業務落地，成為我們在快消領域的業務拓展新引擎。

此外，作為公司推進智慧金融、智慧政企佈局的基石產品，於報告期內，營銷雲收入與去年同期相比增長了18.0%，其中ICC(融合通信中台)作為營銷雲的明星產品，是我們在5G時代全新打造的企業級全渠道消息中心。於報告期內，ICC推出的富媒體消息業務模塊，顯著豐富了消息形態，使得我們整體合同中標率達至74.0%。與此同時，我們積極響應客戶的需求，通過一個基礎平台疊加多個標準化消息插件、增值業務插件和全鏈條國產化適配的產品組合策略，有效增加了存量客戶的ICC多期項目合作，於報告期內帶來61.9%快速的收入增長。

Meanwhile, in terms of the digital intelligentisation in FMCG business scenario, our AIoT intelligent fridge (“fridge”) and solutions, as a brand-new product to help FMCG customers to achieve digital marketing in smart retail stores, can provide customers with key values such as remote examining and verification of fridge display, accurate replenishment and reduction of return loss, full-flow management of sales force, and improvement of fridge sales, thereby helping our customers to create a closed loop between business and data. In the first half of 2023, we have achieved business co-operation with a number of leading FMCG enterprises, such as Uni-president Enterprises (China) Investment Co., Ltd. (統一企業(中國)投資有限公司), Sichuan New Hope Dairy Co., Ltd. (四川新希望乳業有限公司) and Nanjing Pepsi-Cola Beverage Co., Ltd. (南京百事可樂飲料有限公司), which in turn constituted a new engine for our business development in the FMCG field.

In addition, during the Reporting Period, as the cornerstone product for the Company to complete our deployment in intelligent finance and intelligent Government-related enterprises, the revenue of Marketing Cloud achieved a year-on-year growth of 18.0%, among which ICC (integrated communication centre), as the star product of Marketing Cloud, is our newly built enterprise-grade all-channel message centre in 5G era. During the Reporting Period, the Rich Media message business module launched by ICC significantly enriched the forms of messaging, which pushed our overall contract winning rate to 74.0%. In the meantime, we responded proactively to customers’ demands by adopting a product portfolio strategy of stacking multiple standardised messaging plug-ins, value-added business plug-ins and all-chain domestic substitution on a single base platform. The above initiatives have been effective in increasing ICC’s multi-phase project tie-ups with existing customers, resulting in a rapid revenue growth of 61.9% during the Reporting Period.



於報告期內，客服雲持續更新迭代了聯絡中心，智能質檢、智能語音機器人等智能產品矩陣，同時也積極探索了公司客服雲產品與AIGC的融合創新。在此創新力加持下，2023年上半年我們與某世界500強化妝品集團達成了百萬級項目合作，同時在金融細分行業進一步實現了銀行、消費金融客戶的突破。我們將致力於進一步增強產品競爭力，助力金融及電力客戶的數智化轉型，不斷提升市場份額。

隨著新消費時代的到來，「全渠道+數智化」轉型是中國快消品行業頭部企業面臨的發展趨勢與共同挑戰，而我們於去年年底成立的行業研究院以企業數智化轉型策略方法論為引領、業務架構為驅動、聚焦快消智慧場景提供優質的解決方案。於報告期內，我們向市場發佈了《玄武雲飲料行業全渠道營銷數字化解決方案白皮書》，全面賦能客戶實現數智化轉型。此外，通過對快消行業發展趨勢、企業營銷數字化需求的洞察，行業研究院的智庫力量，我們持續夯實產品和服務的行業競爭力，賦能業務標準化和贏單率，打造智慧快消的新動能。

During the Reporting Period, we have upgraded Service Cloud to a new generation in regards of contact centre, intelligent quality control, intelligent voice robot and other intelligent product matrix, while also actively explored the integration and innovation of the Company's Service Cloud products and AIGC. With the support of this innovative power, we reached a million level's co-operation with a world's top 500 cosmetics group in the first half of 2023, and further achieved a breakthrough with banking and consumer finance customers in the financial sub-sector. We are committed to further increasing our product competitiveness, empowering finance and electricity customers in their digital intelligent transformation, and thereby continuously increasing our market share.

With the advent of the new consumer era, the transformation towards "Omni-channel + Digital Intelligent" is a development trend and common challenge for the leading enterprises in China's FMCG industry. In view of this, our industry research institute established at the end of last year can provide high-quality solutions focusing on FMCG intelligence scenarios, led by the methodology of the digital intelligent transformation strategy of enterprises, and utilising business structure as its driving force. During the Reporting Period, we published "Xuan Wu Cloud's White Paper on Omni-Channel Marketing and Digital Solutions in the Beverage Industry (玄武雲飲料行業全渠道營銷數字化解決方案白皮書)" for the market, which aims at empowering our customers to achieve digital intelligent transformation. In addition, through insights into the development trend of the FMCG industry and the demands of enterprise for marketing digitalisation, coupled with the power of the industry research institute's think-tank, we continued to strengthen the competitiveness of our products and services in the industry, empowering the standardisation of our business and success rate, and creating a new impetus for the intelligence of the FMCG industry.



展望

AI技術作為數字經濟時代的重要基礎設施以及賦能引擎，將長期為我國各行業轉型升級和數字經濟發展提供核心驅動力。根據中國信息通信研究院的數據統計，2022年中國人工智能核心產業規模達人民幣5,080億元，同比增長18.0%，人工智能專利申請數量佔全球數量的53.4%。與此同時，中國的消費品市場機遇與挑戰並存，雖然行業擁有人民幣44萬億元的市場規模，但我們也能看到消費品行業企業面臨著行業數字化程度低、營銷鏈條長且複雜的種種痛點。

基於上述市場發展趨勢，我們致力於業務加技術雙輪驅動，作為未來持續發展的兩大引擎。技術層面，我們持續投資AI技術及引入優秀人才，力爭落地垂直的快消AIGC多模態大模型；業務層面，我們致力拓展AIGC技術快消場景覆蓋，結合DI終端拓店技術，重構人、貨、場，賦能消費品企業數智化轉型。同時，市場層面，我們也充分和華為雲等雲廠商展開生態合作來持續提升市場份額。

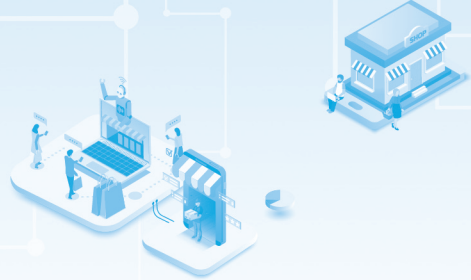
隨著國內AIGC應用將迎來有序發展的新階段，我們於近期也推出玄武雲首款AIGC的產品「快消智慧助手」，旨在利用AIGC五大生成功能，為快消終端的銷售員提供工作全流程的智慧化輔助和建議，幫助快消企業提升銷售員人效、減少費用浪費、提高終端鋪貨陳列質量，最終達到提升品牌曝光率和銷量的效果。

Prospect

AI technology, as an important infrastructure as well as an empowering engine in the era of digital economy, will act as a core driving force for the transformation and upgrading of various industries and the development of digital economy in the PRC in the long term. According to data from the China Academy of Information and Communications Technology (CAICT), the scale of core AI industry in the PRC reached RMB508 billion in 2022, an increase of 18.0% year-on-year, and the number of AI patent applications accounted for 53.4% of the global amount. Meanwhile, consumer goods market in the PRC presents both opportunities and challenges. Although the industry has a vast market scale of RMB44 trillion, we also note that enterprises in the consumer goods industry are facing various pain points such as low digitisation of the industry and long and complex marketing chains.

Based on the market development trend described above, we are driven by both business and technology as the two engines for sustainable development in the future. In the aspect of technology, we continue to invest in AI technology and bring in talented people to implement the vertical AIGC multi-modal FMCG model. In the aspect of business, we are committed to expanding the FMCG scenario coverage of AIGC technology, combining it with DI terminal store expansion technology to reconstruct people, goods and venues, and empowering the digital intelligent transformation of consumer goods enterprises. In the aspect of market, we are actively cooperating with cloud vendors such as Huawei Cloud to continuously increase our market share.

With the domestic AIGC application welcoming a new stage of orderly development, we have recently launched “Intelligent FMCG Assistant”, the first AIGC product of Xuan Wu Cloud, aiming to use the five AIGC generative functions to provide FMCG sales personnel with intelligent assistance and suggestions for the whole workflow, and at the same time, assisting FMCG enterprises in enhancing the manpower efficiency of FMCG sales personnel, reducing the waste of costs, improving the quality of terminal shop display, and ultimately achieving the effect of enhancing brand exposure and sales volume.



我們在業務應用場景的各個關鍵環節進行AI賦能，銷售員可通過話術陪練機器人功能生成對話，幫助快消銷售員提升推銷話術，了解產品知識，減少企業培訓成本和費用浪費；在銷售員拜訪門店環節，路綫規劃助手功能將生成門店拜訪路徑和頻次提高品牌方拓客和拜訪效率；而在門店陳列業務環節，陳列拜訪指揮官功能可生成陳列布局，指導銷售員進行門店理貨和陳列優化，提升企業鋪貨和陳列質量，提高產品銷量。快消智慧助手融合AIGC技術創新，將助力快消企業全鏈路業務閉環管理，打造智慧快消行業新樣本。

AIoT作為玄武雲業務融合AIGC的另一大應用場景創新，2023年下半年將對軟硬件產品和AI算法進行迭代優化，通過持續性研發將助力我們獲取更多飲料、啤酒及乳業客戶，實現業務規模化增長，拉動整體業績銷量。

此外，為了進一步賦能品牌方開拓終端門店覆蓋，我們於近期上線了標準化產品DI終端拓店系統，助力快消品牌廠商拓展高潛力終端門店，目前產品推薦的終端真實率已達到了大於92.0%的高準確率。我們致力在降本增效的同時，通過提升門店終端覆蓋率為客戶激發進一步的創收。

We are empowered by AI in all key aspects of business application scenarios. By generating dialogues through conversation practice robot function, FMCG sales personnel can improve their sales tactics and product knowledge, thereby reducing training costs and waste of costs; when the sales personnel visits the stores, route planning assistant will generate store visiting route and frequency rate, so as to increase the efficiency for the brand to expand customer base and increase visiting efficiency; while in the phase of store display business, the display visit commander function generates the display layout and guides the sales personnel to sort goods showed in store and optimise the way of exhibition, so as to improve quality of the distribution and display and ultimately improve products' sales volume. The Intelligent FMCG Assistant, which infused with AIGC technological innovation, will help FMCG enterprises to manage the all-chain business in a closed loop and create a brand new example of intelligent FMCG industry.

As another major application scenario innovation of the Xuan Wu Cloud's AIGC business convergence, AIoT will be optimised for hardware and software products and AI algorithms in the second half of 2023. By continued incentive from R&D, we will attain scalable growth in securing customers in the beverage, beer, and dairy industries, thus increasing overall sales performance.

Furthermore, in order to further empower brands to expand coverage rate of their end stores, we have recently launched a standardised product, DI terminal store expansion system, in order to facilitate FMCG brand vendors to expand high potential terminal stores, and the current accuracy rate of product recommendations has reached a high rate of over 92.0%. We are committed to reducing costs and increasing efficiency, and stimulating further revenue generation for our customers by improving end store coverage.



在國產化信息技術應用創新的大趨勢下，我們同時也致力於深耕金融賽道。下半年將繼續通過以ICC產品矩陣為突破，通過業務優化和疊加標品實現多期項目循環，幫助銀行客戶實現營銷活動的管理自動化，達成與其終端用戶溝通的現代化、數字化和社交媒體化。

在客服雲方面，我們也將開展和天潤雲的戰略合作，雙方將基於各自產品技術、服務解決方案、品牌市場資源等優勢進行多維度合作，實現互利共贏。尤其是在AIGC技術應用方面，雙方將組織研發骨幹人員，以提升產研效率、產品體驗、場景應用為目標，進行充分交流與合作。

展望未來，AI賦能千行百業數智化轉型的時代已然來臨，我們堅信智慧CRM服務賽道大有可為。我們將在以下領域重點發力：1)垂直深耕行業大客，以業務+技術雙輪驅動，助力品牌方實現全鏈條數智化轉型；2)持續聚焦AI+快消，落地更豐富AIGC應用場景，探索快消行業多模態大模型；3)打造快消鏈路多元化產品矩陣，推出標準化產品滲透中腰部客戶，引領行業業務與管理模式創新；及4)拓展海外市場，持續加深同華為雲及其他廠商戰略合作，共築行業協同生態圈。我們期望通過以上舉措，進一步助力我們在收入規模和毛利率實現穩健和持續的增長。

With the national trend of information technology application innovation, we are also committed to the field of finance. In the second half of the year, we will strive to make breakthrough in ICC product matrix, and create a multi-phase project cycle through business optimisation and overlaying of standard products, to help our clients in banking automise the management process of their marketing campaigns, and promote the modernisation, digitalisation and social-mediatization of the communications between their end-users.

In terms of Service Cloud, we will also carry out strategic cooperation with TI Cloud. Both parties will conduct multi-dimensional cooperation based on the advantages of their respective products and technologies, service solutions and branding market resources, etc., to achieve mutual benefits and win-win situations. Particularly, in the application of AIGC technology, both parties will organise full exchanges and cooperation with key R&D personnel, with a view to enhancing the efficiency of production and research, product experience and application in the field.

Looking forward, with the advent of AI-enabled digital intelligent transformation in various industries, we firmly believe that the sector of intelligent CRM service has great potential. We will keep focusing on the following key areas: 1) vertically committing to major industrial clients, with business+technology as driven forces, assisting the brands to achieve all-chain digital intelligent transformation; 2) keep focusing on AI+FMCG and implementing more application scenarios of AIGC, and exploring a large-scale multi-modal FMCG model; 3) building diversified product matrix of FMCG chain by promoting standardised products to mid-tier clients, and leading industry business and management model innovation; and 4) expanding overseas market and deepening the strategic cooperation with Huawei Cloud and other parties to build the industrial collaboration ecosystem together. We anticipate to realise a steady and continuous growth in the revenue scale and gross profit margin by the aforesaid initiatives.

財務概覽

收入

本集團的收入來自兩個經營分部：CRM PaaS服務及CRM SaaS服務。CRM PaaS服務為較大規模的分部，佔本集團截至2023年6月30日止六個月收入的50.6%（2022年同期：50.6%），而CRM SaaS服務佔本集團收入的49.4%（2022年同期：49.4%）。

下表載列本集團於所示期間的分部收入（以絕對金額及佔其收入的百分比列示）。截至2023年6月30日止六個月，本集團的總收入增加18.0%至人民幣530.0百萬元（2022年同期：人民幣449.0百萬元）。該增長主要由於本集團的CRM PaaS及CRM SaaS服務的持續穩健增長所推動。

Financial Overview

Revenue

The Group generated revenue from two operating segments: CRM PaaS services and CRM SaaS services. CRM PaaS services is the slightly larger segment, which accounted for 50.6% of the Group's revenue for the six months ended 30 June 2023 (the corresponding period in 2022: 50.6%) while CRM SaaS services accounted for 49.4% of the Group's revenue (the corresponding period in 2022: 49.4%).

The following table sets forth the Group's segment revenue both in absolute amount and as a percentage of its revenue for the periods presented. For the six months ended 30 June 2023, the Group's total revenue had an increase of 18.0% to RMB530.0 million (the corresponding period in 2022: RMB449.0 million). This increase was due to the continued solid growth in the Group's CRM PaaS and CRM SaaS services.

截至以下日期止六個月

Six months ended

		2023年6月30日 30 June 2023		2022年6月30日 30 June 2022	
		人民幣千元 RMB'000	%	人民幣千元 RMB'000	%
		(未經審核) (Unaudited)		(未經審核) (Unaudited)	
CRM PaaS服務	CRM PaaS services	268,397	50.6	227,088	50.6
CRM SaaS服務	CRM SaaS services	261,566	49.4	221,904	49.4
		529,963	100.0	448,992	100.0



CRM PaaS 服務

截至2023年6月30日止六個月，本集團來自CRM PaaS服務的收入增加18.2%至人民幣268.4百萬元(2022年同期：人民幣227.1百萬元)，主要由於其CRM PaaS服務核心用戶的人均貢獻值增加所致。

CRM PaaS services

The Group's revenue from CRM PaaS services increased by 18.2% to RMB268.4 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB227.1 million), primarily due to the increase in its ARPU of core client for its CRM PaaS services.

CRM SaaS 服務

下表載列於所示期間按解決方案劃分的CRM SaaS服務收入明細。

CRM SaaS services

The following table sets forth the breakdown of revenue from CRM SaaS services by solutions for the periods presented.

截至以下日期止六個月
Six months ended

		2023年 6月30日 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 6月30日 30 June 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
營銷雲	Marketing Cloud	217,196	184,009
銷售雲	Sales Cloud	31,930	28,066
客服雲	Service Cloud	12,440	9,829
		261,566	221,904

截至2023年6月30日止六個月，本集團來自CRM SaaS服務的收入增加17.9%至人民幣261.6百萬元(2022年同期：人民幣221.9百萬元)，主要由於(i)客戶對其CRM SaaS服務的需求增加；(ii)其解決方案的功能增強；及(iii)其CRM SaaS服務的核心客戶數目及核心用戶人均貢獻值增加。

The Group's revenue from CRM SaaS services increased by 17.9% to RMB261.6 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB221.9 million), primarily attributable to (i) clients' increasing demand for its CRM SaaS services; (ii) features advanced in its solutions; and (iii) increase in number of its core clients and the ARPU for its CRM SaaS services.

銷售成本

截至2023年6月30日止六個月，本集團的銷售成本增加26.5%至人民幣429.4百萬元(2022年同期：人民幣339.4百萬元)。該增長乃主要由於CRM PaaS服務及CRM SaaS服務均貢獻更多收入，而其增長符合本集團截至2023年6月30日止六個月進行業務擴張的幅度。

CRM PaaS服務：截至2023年6月30日止六個月，CRM PaaS服務的銷售成本增加22.5%至人民幣248.1百萬元(2022年同期：人民幣202.5百萬元)，主要由於CRM PaaS服務相關的電信資源成本增加，其增長符合與CRM PaaS服務所增加的收入幅度。

CRM SaaS服務：截至2023年6月30日止六個月，CRM SaaS服務的銷售成本增加32.3%至人民幣181.2百萬元(2022年同期：人民幣136.9百萬元)，主要由於(i)有關CRM SaaS服務的電信資源成本增加；(ii)外包客戶服務開支增加；及(iii)僱工福利開支增加，以上各項均符合本集團於同期的CRM SaaS服務業務擴張策略。

毛利及毛利率

基於上述因素，截至2023年6月30日止六個月，本集團的整體毛利減少8.2%至人民幣100.6百萬元(2022年同期：人民幣109.6百萬元)，而其整體毛利率由24.4%減少至19.0%。

CRM PaaS服務：截至2023年6月30日止六個月，CRM PaaS服務的毛利率降低至7.6%(2022年同期：10.8%)，原因包括由於市場環境競爭激烈，導致產品銷售單價下降。

Cost of Sales

The Group's cost of sales increased by 26.5% to RMB429.4 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB339.4 million). The increase was attributable to the increase of revenue contribution in both CRM PaaS services and CRM SaaS services which corresponded with the Group's business expansion for the six months ended 30 June 2023.

CRM PaaS services: The cost of sales from CRM PaaS services increased by 22.5% to RMB248.1 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB202.5 million), primarily attributable to the increase in costs of telecommunication resources in relation to CRM PaaS services, which generally corresponded with the increase in revenue generated from CRM PaaS services.

CRM SaaS services: The cost of sales from CRM SaaS services increased by 32.3% to RMB181.2 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB136.9 million), primarily caused by the increase in (i) costs of telecommunication resources in relation to CRM SaaS services; (ii) outsourcing customer service expenses; and (iii) employee benefit expenses, all of which being corresponded with the Group's business expansion strategy in its CRM SaaS services during the same period.

Gross Profit and Gross Profit Margin

As a result of the foregoing, the Group's overall gross profit decreased by 8.2% to RMB100.6 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB109.6 million), while its overall gross profit margin decreased from 24.4% to 19.0%, respectively.

CRM PaaS services: The gross profit margin in CRM PaaS services decreased to 7.6% for the six months ended 30 June 2023 (the corresponding period in 2022: 10.8%), due to reasons, among others, reduction in products' unit selling price resulting from the competitive market environment.



CRM SaaS服務：截至2023年6月30日止六個月，CRM SaaS服務的毛利率減少至30.7% (2022年同期：38.3%)，主要由於同期相對較高毛利率的服務減少。

CRM SaaS services: The gross profit margin in CRM SaaS services decreased to 30.7% for the six months ended 30 June 2023 (the corresponding period in 2022: 38.3%), primarily resulting from the decrease in its services with a relatively higher gross profit margin for the same period.

銷售及分銷開支

截至2023年6月30日止六個月，本集團的銷售及分銷開支增加12.6%至人民幣54.8百萬元(2022年同期：人民幣48.7百萬元)，主要由於本集團業務擴張導致銷售及營銷人員的業務招待開支及差旅開支增加。

Selling and Distribution Expenses

The Group's selling and distribution expenses increased by 12.6% to RMB54.8 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB48.7 million), primarily attributable to the increase in business entertainment expenses and travelling expenses for sales and marketing personnels resulting from the expansion of our business.

行政開支

截至2023年6月30日止六個月，本集團的行政開支減少21.3%至人民幣26.6百萬元(2022年同期：人民幣33.8百萬元)，主要由於截至2023年6月30日止六個月並無產生上市開支。

Administrative Expenses

The Group's administrative expenses decreased by 21.3% to RMB26.6 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB33.8 million), mainly because no listing expenses had been incurred for the six months ended 30 June 2023.

研發開支

截至2023年6月30日止六個月，本集團的研發開支增加12.2%至人民幣41.2百萬元(2022年同期：人民幣36.7百萬元)，主要由於(i)本集團持續投資研發以擴展其CRM SaaS服務；及(ii)僱員福利開支增加所致，此與研發職能經驗豐富的人工智能人員數目增加的幅度一致。

Research and Development Expenses

The Group's R&D expenses increased by 12.2% to RMB41.2 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB36.7 million). The increase was primarily resulting from (i) the Group's continuous investment in R&D so as to expand its CRM SaaS services; and (ii) the increase in employee benefit expenses which corresponded with the increase in the number of experienced AI personnels in R&D function.

金融資產減值虧損淨額

截至2023年6月30日止六個月，本集團的金融資產減值虧損淨額減少34.3%至人民幣1.6百萬元(2022年同期：人民幣2.4百萬元)，主要由於貿易應收款項的壞賬減值比率下降所致。

Net Impairment Losses on Financial Assets

The Group's net impairment losses on financial assets decreased by 34.3% to RMB1.6 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB2.4 million), mainly due to the decrease in bad debt impairment ratio on its trade receivables.

其他收入

截至2023年6月30日止六個月，本集團的其他收入減少46.0%至人民幣4.0百萬元(2022年同期：人民幣7.4百萬元)，主要由於政府補助減少所致。

融資成本—淨額

本集團的融資成本—淨額包括融資收入、租賃負債的利息開支及借款的利息開支。截至2023年及2022年6月30日止六個月，本集團的融資成本—淨額分別為人民幣1.1百萬元及人民幣1.5百萬元。

所得稅抵免

截至2023年及2022年6月30日止六個月，本集團的所得稅抵免分別為人民幣0.6百萬元及人民幣2.3百萬元。

期內虧損

基於上述因素，本集團於截至2023年6月30日止六個月錄得淨虧損人民幣20.2百萬元，而2022年同期則錄得淨虧損人民幣3.4百萬元，主要由於(i)毛利率較低的主要戰略客戶收入增加導致毛利及毛利率減少；(ii)本集團CRM SaaS服務的研發開支持續增加，以及於同期銷售及分銷開支增加(主要包括差旅開支)；及(iii)受限制股份獎勵計劃導致於同期錄得以股份為基礎的薪酬開支增加。

Other Income

The Group's other income decreased by 46.0% to RMB4.0 million for the six months ended 30 June 2023 (the corresponding period in 2022: RMB7.4 million), mainly attributable to the decrease in government grants.

Finance Costs — Net

The Group's finance costs — net comprise finance income, interest expenses of lease liabilities and interest expenses of borrowings. The Group's finance costs — net amounted to RMB1.1 million and RMB1.5 million for the six months ended 30 June 2023 and 2022, respectively.

Income Tax Credit

The Group had income tax credit of RMB0.6 million and RMB2.3 million for the six months ended 30 June 2023 and 2022, respectively.

Loss for the Period

As a result of the foregoing, the Group recorded a net loss of RMB20.2 million for the six months ended 30 June 2023, compared with a net loss of RMB3.4 million for corresponding period in 2022, which was primarily attributable to (i) the decrease in gross profit and gross profit margin which mainly contributed from the increase in revenue from a major strategic client with lower gross profit margin; (ii) the continuous increase in the Group's R&D expenses in its CRM SaaS services as well as the increase in selling and distribution expenses (which mainly include travel expenses) during the same period; and (iii) the increase in our share-based remuneration expenses recorded for the same period as a result of the restricted share award scheme.



非香港財務報告準則計量：經調整(虧損)／溢利淨額

本集團將「經調整(虧損)／溢利淨額」(非香港財務報告準則計量)界定為期內損益並加回上市開支，指本集團就全球發售(定義見本公司招股章程)產生的開支。此並非一項香港財務報告準則計量。本集團相信，呈列該非香港財務報告準則計量有助於比較經營表現，為投資者提供有用資料，使其採用相同的方式了解及評估本集團的綜合經營業績。

下表載列本集團截至2023年及2022年6月30日止六個月的非香港財務報告準則財務計量與根據香港財務報告準則編製的最接近計量的對賬：

Non-HKFRS Measure: Adjusted Net (Loss)/profit

The Group defines “adjusted net (loss)/profit” (non-HKFRS measures) as profit or loss for the period and adding back listing expenses and it referred to expenses the Group incurred in connection with the Global Offering (as defined in the Company’s Prospectus). This is not a HKFRSs measure. The Group believes that the presentation of this non-HKFRS measure facilitates comparisons of operating performance, provides useful information to investors in understanding and evaluates the Group’s consolidated results of operations in the same manner as they do for the Group’s management.

The following table sets forth the reconciliations of the Group’s non-HKFRS financial measure for the six months ended 30 June 2023 and 2022 to the nearest measure prepared in accordance with HKFRS:

		截至6月30日止六個月	
		Six months ended 30 June	
		2023年	2022年
		2023	2022
		人民幣千元	人民幣千元
		RMB'000	RMB'000
		(未經審核)	(未經審核)
		(Unaudited)	(Unaudited)
本期間虧損	Loss for the Period	(20,155)	(3,410)
就以下各項作出調整：	Adjust for:		
上市開支	Listing expenses	—	12,566
經調整(虧損)／溢利淨額	Adjusted net (loss)/profit	(附註)	9,156
		(Note)	

附註：由於截至2023年6月30日止六個月並無產生上市開支，故並無經調整(虧損)／溢利淨額數據。

Note: As no listing expenses had been incurred for the six months ended 30 June 2023, there would be no figure for the adjusted net (loss)/profit.

貿易應收款項、應收票據及其他應收款項及預付款項

於2023年6月30日，本集團的貿易應收款項、應收票據及其他應收款項以及預付款項為人民幣496.2百萬元，較2022年12月31日的人民幣444.5百萬元增加11.6%。有關增加主要由於(i)向供應商作出的預付款項由2022年12月31日的人民幣140.9百萬元增加至2023年6月30日的人民幣175.2百萬元；及(ii)貿易應收款項由2022年12月31日的人民幣285.0百萬元增加至2023年6月30日的人民幣302.3百萬元，乃由於本集團收入增加所致。

貿易應付款項、應付票據及其他應付款項

於2023年6月30日，本集團的貿易應付款項、應付票據及其他應付款項為人民幣77.4百萬元，較2022年12月31日的人民幣104.1百萬元減少25.6%。該減少主要由於(i)應計工資由2022年12月31日的人民幣30.8百萬元減少至2023年6月30日的人民幣16.1百萬元；(ii)其他應付款項由2022年12月31日的人民幣18.4百萬元減少至2023年6月30日的人民幣7.2百萬元；及(iii)於2023年6月30日並無產生應付票據，而其於2022年12月31日為人民幣1.8百萬元，此乃由於進一步提速向供應商結付所致。

流動資金及財務資源

財務政策

本集團採取審慎的財務管理政策，積極監察其流動資金狀況，並維持充足財務資源以供未來發展。在此基礎上，本集團定期檢討及調整其財務架構，以應對經濟狀況的動態變動，確保財務資源的調配符合本集團的最佳利益。

Trade, Bill and Other Receivables and Prepayments

As at 30 June 2023, the Group's trade, bill and other receivables and prepayments amounted to RMB496.2 million, representing an increase of 11.6% as compared with RMB444.5 million as at 31 December 2022. Such increase was primarily due to (i) the increase in prepayments to suppliers from RMB140.9 million as at 31 December 2022 to RMB175.2 million as at 30 June 2023; and (ii) the increase in trade receivables from RMB285.0 million as at 31 December 2022 to RMB302.3 million as at 30 June 2023, which were attributable to the increase in the Group's revenue.

Trade, Bill and Other Payables

As at 30 June 2023, the Group's trade, bill and other payables amounted to RMB77.4 million, representing a decrease of 25.6% as compared with RMB104.1 million as at 31 December 2022. Such decrease was mainly attributable to the (i) decrease in accrued payroll from RMB30.8 million as at 31 December 2022 to RMB16.1 million as at 30 June 2023; (ii) decrease in other payables from RMB18.4 million as at 31 December 2022 to RMB7.2 million as at 30 June 2023; and (iii) no bill payable had been incurred as at 30 June 2023 as compared to RMB1.8 million as at 31 December 2022, which was attributable to the further acceleration of settlements with suppliers.

Liquidity and Financial Resources

Treasury Policies

The Group adopts a prudent treasury management policy to actively monitor its liquidity position and maintain sufficient financial resources for future development. On this basis, the Group regularly reviews and adjusts its financial structure in response to dynamic changes in economic conditions to ensure financial resources are deployed in the best interests of the Group.



MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

管理層討論及分析(續)



現金及現金等價物

於2023年6月30日，本集團的現金及現金等價物為人民幣138.1百萬元，較2022年12月31日的人民幣161.0百萬元減少14.2%。

Cash and Cash Equivalents

As at 30 June 2023, the Group's cash and cash equivalents were RMB138.1 million, representing a decrease of 14.2% from RMB161.0 million as at 31 December 2022.

債務

Indebtedness

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
借款	Borrowings	157,994	88,481
租賃負債	Lease liabilities	26,600	28,083
		184,594	116,564

或然負債

於2023年6月30日，本集團並無任何重大或然負債(2022年12月31日：無)。

Contingent Liabilities

As at 30 June 2023, the Group did not have any significant contingent liabilities (31 December 2022: nil).

資本承擔

於2023年6月30日，本集團並無任何資本承擔(2022年12月31日：無)。

Capital Commitment

As at 30 June 2023, the Group did not have any capital commitment (31 December 2022: nil).

資本負債比率

於2023年6月30日，本集團的資本負債比率(即總負債除以總權益的百分比，而總負債乃按借款總額與租賃負債的總數計算得出)為45.6%(2022年12月31日：27.6%)。

匯率波動風險

本集團主要以人民幣經營業務。於2023年6月30日，並無重大的非人民幣資產及負債。本集團並無訂立任何遠期外匯合同對沖其面臨的外匯風險。

重大投資、重大收購及出售附屬公司

截至2023年6月30日止六個月內，本集團並無進行任何有關附屬公司、聯營公司或合營企業的任何重大投資、重大收購及出售事項。

資產抵押

截至2023年6月30日，本集團並無抵押其任何資產(2022年12月31日：無)。

未來重大投資及資本資產的計劃

本集團不時尋求符合股東整體利益的投資機會。於2023年6月30日，除本公司日期為2022年6月24日之招股章程(「招股章程」)「未來計劃及所得款項用途」一節所披露者外，本集團並無任何確實的未來重大投資及資本資產的計劃。

GEARING RATIO

As at 30 June 2023, the Group's gearing ratio (i.e. percentage of total liabilities divided by total equity, and total liabilities is calculated as the aggregate of total borrowings and lease liabilities) was 45.6% (as at 31 December 2022: 27.6%).

EXPOSURE TO FLUCTUATIONS IN EXCHANGE RATES

The Group's businesses are principally conducted in RMB. As at 30 June 2023, there was no significant non-RMB assets and liabilities. The Group has not entered into any forward exchange contract to hedge its exposure to foreign exchange risk.

SIGNIFICANT INVESTMENT, MATERIAL ACQUISITION AND DISPOSAL OF SUBSIDIARIES

The Group did not have any significant investments, material acquisitions and disposal of subsidiaries, associates and joint ventures during the six months ended 30 June 2023.

PLEDGE OF ASSETS

As at 30 June 2023, the Group did not pledge any of its assets (31 December 2022: Nil).

FUTURE PLANS FOR MATERIAL INVESTMENTS AND CAPITAL ASSETS

The Group from time to time is exploring investment opportunities that would benefit the Shareholders as a whole. As at 30 June 2023, the Group did not have any definite future plan for material investments and capital assets save as those disclosed in the section headed "Future Plans and Use of Proceeds" of the prospectus of the Company dated 24 June 2022 (the "Prospectus").



OTHER INFORMATION

其他資料



董事及最高行政人員於本公司或其相聯法團的股份、相關股份及債權證中的權益及淡倉

於2023年6月30日，本公司董事（「董事」）及最高行政人員於本公司或其任何相聯法團（定義見香港法例第571章證券及期貨條例（「證券及期貨條例」）第XV部）的股份（「股份」）、相關股份及債權證中，擁有(a)根據證券及期貨條例第XV部第7及第8分部要求須知會本公司及聯交所的權益或淡倉（包括根據證券及期貨條例有關條文彼被當作或視為擁有的權益及淡倉），或(b)根據證券及期貨條例第352條須予記入相關本公司登記冊內的權益或淡倉，或(c)如上市規則附錄十所載，已根據上市發行人董事進行證券交易的標準守則（「標準守則」）知會本公司及聯交所的權益或淡倉如下：

DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY OR ITS ASSOCIATED CORPORATIONS

As at 30 June 2023, the interests or short positions of the directors (the "Director(s)") and the chief executive of the Company in the shares ("Shares"), underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO") (Chapter 571 of the laws of Hong Kong)), which were required (a) to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which he/she was taken or deemed to have taken under such provisions of the SFO), or (b) pursuant to section 352 of the SFO, to be recorded in the register of the Company referred to therein, or (c) as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Listing Rules were as follows:

董事姓名	身份／權益性質	所持 股份數目	佔已發行 股份總數的 概約百分比 Approximate percentage of the total number of issued Shares
Name of Director(s)	Capacity/Nature of interests	Number of Shares held	
陳永輝先生（「陳先生」） Mr. Chen Yonghui ("Mr. Chen")	受控法團權益及一致行動人士權益 ^{(1)及(4)} Interest in a controlled corporation and interest of party acting in concert ^{(1) & (4)}	298,932,230	53.35%
黃仿傑先生（「黃先生」） Mr. Huang Fangjie ("Mr. Huang")	受控法團權益及一致行動人士權益 ^{(2)及(4)} Interest in a controlled corporation and interest of party acting in concert ^{(2) & (4)}	298,932,230	53.35%
李海榮先生（「李先生」） Mr. Li Hairong ("Mr. Li")	受控法團權益及一致行動人士權益 ^{(3)及(4)} Interest in a controlled corporation and interest of party acting in concert ^{(3) & (4)}	298,932,230	53.35%
郭海球先生（「郭先生」） Mr. Guo Haiqiu ("Mr. Guo")	受控法團權益 Interest in a controlled corporation	13,500,000	2.41%

附註：

- (1) 陳先生實益擁有(1)正浩環球控股有限公司(「**正浩環球**」)100%的已發行股本；及(2)廣州玄東投資有限合夥企業(有限合夥)(「**廣州玄東**」)逾三分之一的權益。此外，陳先生為廣州玄南投資有限合夥企業(有限合夥)(「**廣州玄南**」、廣州玄西投資有限合夥企業(有限合夥)(「**廣州玄西**」)及廣州玄北投資有限合夥企業(有限合夥)(「**廣州玄北**」)各公司的唯一普通合夥人。根據證券及期貨條例，陳先生被視為於正浩環球、廣州玄東、廣州玄南、廣州玄西及廣州玄北所持的100,968,000股股份、31,500,000股股份、13,500,000股股份、18,000,000股股份及13,500,000股股份中擁有權益，分別佔本公司於本報告日期的全部已發行股本18.02%、5.62%、2.41%、3.21%及2.41%。
- (2) 黃先生實益擁有宏漢環球有限公司(「**宏漢環球**」)100%的已發行股本。根據證券及期貨條例，黃先生被視為於宏漢環球所持的66,311,770股股份中擁有權益，佔本公司於本報告日期的全部已發行股本11.83%。
- (3) 李先生實益擁有商盈環球有限公司(「**商盈環球**」)100%的已發行股本。根據證券及期貨條例，李先生被視為於商盈環球所持的55,152,460股股份中擁有權益，佔本公司於本報告日期的全部已發行股本9.84%。
- (4) 陳先生、黃先生及李先生彼此為一致行動人士。
- (5) 郭先生實益擁有東豪發展有限公司(「**東豪發展**」)100%的已發行股本。根據證券及期貨條例，郭先生被視為於東豪發展所持的13,500,000股股份中擁有權益，佔本公司於本報告日期的全部已發行股本的2.41%。

Notes:

- (1) Mr. Chen beneficially owns (1) 100% of the issued share capital of Zhenghao Global Holding Limited (“**Zhenghao Global**”) and (2) more than one third of the interest in Guangzhou Xuandong Investment Co., Ltd. (Limited Partnership) (“**Guangzhou Xuandong**”). Further, Mr. Chen is the sole general partner of each of Guangzhou Xuannan Investment Co., Ltd. (Limited Partnership) (“**Guangzhou Xuannan**”), Guangzhou Xuanxi Investment Co., Ltd. (Limited Partnership) (“**Guangzhou Xuanxi**”) and Guangzhou Xuanbei Investment Co., Ltd. (Limited Partnership) (“**Guangzhou Xuanbei**”). By virtue of the SFO, Mr. Chen is deemed to be interested in 100,968,000 Shares, 31,500,000 Shares, 13,500,000 Shares, 18,000,000 Shares and 13,500,000 Shares held by Zhenghao Global, Guangzhou Xuandong, Guangzhou Xuannan, Guangzhou Xuanxi and Guangzhou Xuanbei, representing 18.02%, 5.62%, 2.41%, 3.21% and 2.41% of the entire issued share capital of the Company as at the date of this report, respectively.
- (2) Mr. Huang beneficially owns 100% of the issued share capital of Honghan Worldwide Limited (“**Honghan Worldwide**”). By virtue of the SFO, Mr. Huang is deemed to be interested in 66,311,770 Shares held by Honghan Worldwide, representing 11.83% of the entire issued share capital of the Company as at the date of this report.
- (3) Mr. Li beneficially owns 100% of the issued share capital of Double Winner Worldwide Limited (“**Double Winner**”). By virtue of the SFO, Mr. Li is deemed to be interested in 55,152,460 Shares held by Double Winner, representing 9.84% of the entire issued share capital of the Company as at the date of this report.
- (4) Mr. Chen, Mr. Huang and Mr. Li have been acting in concert with each other.
- (5) Mr. Guo beneficially owns 100% of the issued share capital of East Pride Development Limited (“**East Pride**”). By virtue of the SFO, Mr. Guo is deemed to be interested in the 13,500,000 Shares held by East Pride, representing 2.41% of the entire issued share capital of the Company as at the date of this report.



OTHER INFORMATION (CONTINUED)

其他資料(續)



除上文所披露者外，於2023年6月30日，概無董事或本公司最高行政人員於本公司或其任何相聯法團(定義見證券及期貨條例第XV部)的股份、相關股份及債權證中，擁有：(a)根據證券及期貨條例第XV部第7及第8分部須知會本公司及聯交所的任何權益或淡倉(包括根據證券及期貨條例有關條文彼被當作或視為擁有的權益或淡倉)；或(b)根據證券及期貨條例第352條須記錄於該條所指登記冊內的任何權益或淡倉；或(c)根據標準守則須知會本公司及聯交所的任何權益或淡倉。

主要股東於本公司股份及相關股份中的權益及淡倉

於2023年6月30日，就董事所悉，以下人士／實體(並非董事或本公司最高行政人員)於股份或相關股份中擁有或被視為擁有根據證券及期貨條例第XV部第2及第3分部的條文須予向本公司披露的權益或淡倉，或已記錄於本公司根據證券及期貨條例第336條須予備存的登記冊內的權益或淡倉：

Save as disclosed above, as at 30 June 2023, none of the Directors or the chief executive of the Company had any interests or short positions in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO), which were required: (a) to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which he/she was taken or deemed to have taken under such provisions of the SFO); or (b) pursuant to section 352 of the SFO, to be recorded in the register referred to therein; or (c) pursuant to the Model Code, to be notified to the Company and the Stock Exchange.

Substantial Shareholders' Interests and Short Positions in the Shares and Underlying Shares of the Company

As at 30 June 2023, so far as the Directors are aware of, the following persons or entities (other than the Directors or the chief executive of the Company) had, or were deemed to have interests or short positions in the Shares or underlying Shares, which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept by the Company under section 336 of the SFO:

股東名稱／姓名	身份／權益性質	所持 股份數目	佔已發行 股份總數的 概約百分比 Approximate percentage of the total number of issued Shares
Name of Shareholder(s)	Capacity/Nature of interests	Number of Shares held	
正浩環球 Zhenghao Global	實益擁有人 Beneficial owner	100,968,000	18.02%
宏漢環球 Honghan Worldwide	實益擁有人 Beneficial owner	66,311,770	11.83%
商盈環球 Double Winner	實益擁有人 Beneficial owner	55,152,460	9.84%
保雅集團控股有限公司 Baoya Group Holdings Limited	實益擁有人 Beneficial owner	89,101,170	15.90%

股東名稱／姓名	身份／權益性質	所持 股份數目	佔已發行 股份總數的 概約百分比 Approximate percentage of the total number of issued Shares
Name of Shareholder(s)	Capacity/Nature of interests	Number of Shares held	
宋小虎先生 Mr. Song Xiaohu	受控法團權益 ⁽¹⁾ Interest in a controlled corporation ⁽¹⁾	89,101,170	15.90%
廣州玄東 Guangzhou Xuandong	實益擁有人 Beneficial owner	31,500,000	5.62%
葛萍女士 Ms. Ge Ping	受控法團權益 ⁽²⁾ Interest in a controlled corporation ⁽²⁾	31,500,000	5.62%
上海復星惟實一期股權投資基金 合夥企業(有限合夥) Shanghai Fosun Weishi Phase I Equity Investment Fund (Limited Partnership)	實益擁有人 Beneficial owner	30,190,000	5.39%
上海復星惟實投資管理有限公司 Shanghai Fosun Weishi Investment Management Co., Ltd.	受控法團權益 ⁽³⁾ Interest in a controlled corporation ⁽³⁾	30,190,000	5.39%
上海復星創富投資管理股份 有限公司 Shanghai Fosun Capital Investment Management Co., Ltd.	受控法團權益 ⁽⁴⁾ Interest in a controlled corporation ⁽⁴⁾	30,190,000	5.39%
上海復星產業投資有限公司 Shanghai Fosun Industrial Investment Co., Ltd.	受控法團權益 ⁽⁵⁾ Interest in a controlled corporation ⁽⁵⁾	30,190,000	5.39%
上海復星高科技(集團)有限公司 Shanghai Fosun High Technology (Group) Co., Ltd.	受控法團權益 ⁽⁶⁾ Interest in a controlled corporation ⁽⁶⁾	30,190,000	5.39%
復星國際有限公司 Fosun International Limited	受控法團權益 ⁽⁷⁾ Interest in a controlled corporation ⁽⁷⁾	30,190,000	5.39%
復星控股有限公司 Fosun Holdings Limited	受控法團權益 ⁽⁸⁾ Interest in a controlled corporation ⁽⁸⁾	30,190,000	5.39%
復星國際控股有限公司 Fosun International Holdings Ltd.	受控法團權益 ⁽⁹⁾ Interest in a controlled corporation ⁽⁹⁾	30,190,000	5.39%
郭廣昌 Guo Guangchang	受控法團權益 ⁽¹⁰⁾ Interest in a controlled corporation ⁽¹⁰⁾	30,190,000	5.39%



附註：

- (1) 宋小虎先生實益擁有保雅集團控股有限公司100%的已發行股本。根據證券及期貨條例，宋小虎先生被視為於保雅集團控股有限公司所持的89,101,170股股份中擁有權益，佔本公司於本報告日期的全部已發行股本15.90%。
- (2) 葛萍女士為廣州玄東的唯一普通合夥人，根據證券及期貨條例被視為於廣州玄東所持的31,500,000股股份中擁有權益，於本報告日期佔本公司5.62%。
- (3) 上海復星惟實投資管理有限公司(「復星惟實投資」)為上海復星惟實一期股權投資基金合夥企業(有限合夥)(「上海復星」)的唯一普通合夥人，根據證券及期貨條例視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (4) 上海復星創富投資管理股份有限公司(「復星創富」)實益擁有復星惟實投資逾三分之一的已發行股本。根據證券及期貨條例，復星創富被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (5) 上海復星產業投資有限公司(「復星產業」)實益擁有復星創富逾三分之一的已發行股本。根據證券及期貨條例，復星產業被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (6) 上海復星高科技(集團)有限公司(「復星高科技」)實益擁有復星產業逾三分之一的已發行股本。根據證券及期貨條例，復星高科技被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。

Notes:

- (1) Mr. Song Xiaohu beneficially owns 100% of the issued share capital of Baoya Group Holdings Limited. By virtue of the SFO, Mr. Song Xiaohu is deemed to be interested in 89,101,170 Shares held by Baoya Group Holdings Limited, representing 15.90% of the entire issued share capital of the Company as at the date of this report.
- (2) Ms. Ge Ping, being the sole general partner of Guangzhou Xuandong, is deemed to be interested in 31,500,000 Shares held by Guangzhou Xuandong under the SFO, representing 5.62% of the Company as at the date of this report.
- (3) Shanghai Fosun Weishi Investment Management Co., Ltd. (“**Fosun Weishi Investment**”), being the sole general partner of Shanghai Fosun Weishi Phase I Equity Investment Fund (Limited Partnership) (“**Shanghai Fosun**”), is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun under the SFO, representing 5.39% of the Company as at the date of this report.
- (4) Shanghai Fosun Capital Investment Management Co., Ltd. (“**Fosun Capital**”) beneficially owns more than one third of the issued share capital of Fosun Weishi Investment. By virtue of the SFO, Fosun Capital is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.
- (5) Shanghai Fosun Industrial Investment Co., Ltd. (“**Fosun Industrial**”) beneficially owns more than one third of the issued share capital of Fosun Capital. By virtue of the SFO, Fosun Industrial is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.
- (6) Shanghai Fosun High Technology (Group) Co., Ltd. (“**Fosun High Technology**”) beneficially owns more than one third of the issued share capital of Fosun Industrial. By virtue of the SFO, Fosun High Technology is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.

- (7) 復星國際有限公司(「復星國際」)實益擁有復星高科技逾三分之一的已發行股本。根據證券及期貨條例，復星國際被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (7) Fosun International Limited (“**FIL**”) beneficially owns more than one third of the issued share capital of Fosun High Technology. By virtue of the SFO, FIL is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.
- (8) 復星控股有限公司(「復星控股」)實益擁有復星國際逾三分之一的已發行股本。根據證券及期貨條例，復星控股被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (8) Fosun Holdings Limited (“**FHL**”) beneficially owns more than one third of the issued share capital of FIL. By virtue of the SFO, FHL is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.
- (9) 復星國際控股有限公司(「復星國際控股」)實益擁有復星控股逾三分之一的已發行股本。根據證券及期貨條例，復星國際控股被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (9) Fosun International Holdings Ltd. (“**FIH**”) beneficially owns more than one third of the issued share capital of FHL. By virtue of the SFO, FIH is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.
- (10) 郭廣昌先生實益擁有復星國際控股逾三分之一的已發行股本。根據證券及期貨條例，郭廣昌先生被視為於上海復星所持的30,190,000股股份中擁有權益，於本報告日期佔本公司5.39%。
- (10) Mr. Guo Guangchang beneficially owns more than one third of the issued share capital of FIH. By virtue of the SFO, Mr. Guo Guangchang is deemed to be interested in 30,190,000 Shares held by Shanghai Fosun, representing 5.39% of the Company as at the date of this report.

除上文所披露者外，就董事所知悉，於2023年6月30日，並無任何人士／實體(並非董事或本公司最高行政人員)於股份或相關股份中擁有或被視為擁有根據證券及期貨條例第XV部第2及第3分部的條文須向本公司披露的任何權益或淡倉，或已記錄於本公司根據證券及期貨條例第336條須予備存的登記冊內的任何權益或淡倉。

Save as disclosed above, so far as the Directors are aware of, as at 30 June 2023, no persons or entities (other than the Directors or the chief executive of the Company) had, or was deemed to have any interests or short position in the Shares or underlying Shares, 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 was recorded in the register required to be kept by the Company under section 336 of the SFO.



OTHER INFORMATION (CONTINUED)

其他資料(續)



全球發售所得款項用途

本公司於2022年7月8日於聯交所上市。全球發售的所得款項淨額(經扣除本公司就全球發售已付及應付的包銷費用、佣金及估計開支後)約為163.3百萬港元，其已經並將根據招股章程「未來計劃及所得款項用途」一節所述方式使用。下表載列全球發售所得款項淨額用途之狀況：

Use of Proceeds from the Global Offering

The Company was listed on the Stock Exchange on 8 July 2022. The net proceeds from the Global Offering (after deducting underwriting fees, commissions and estimated expenses paid and payable by the Company in connection with the Global Offering) was approximately HK\$163.3 million, which have been and will be used in the manner consistent with that mentioned in the section headed "Future Plans and Use of Proceeds" of the Prospectus. The following table sets forth the status of the use of net proceeds from the Global Offering:

項目	Item	所得 款項淨額 Net proceeds (百萬港元) (HK\$ million)	截至	於2023年	悉數動用
			2023年 6月30日 已動用 Utilised up to 30 June 2023 (百萬港元) (HK\$ million)	6月30日 未動用 Unutilised as at 30 June 2023 (百萬港元) (HK\$ million)	未動用所得 款項淨額的 預期時間表 Expected timeline of full utilisation of the unutilised net proceeds
改善CRM PaaS服務 Improving CRM PaaS services					
提升aPaaS及cPaaS平台	Enhancing aPaaS and cPaaS platforms	13.2	6.2	7.0	On or before 31 December 2024 於2024年 12月31日或之前
開發DI能力	Developing DI capacity	5.6	2.9	2.7	On or before 31 December 2024 於2024年 12月31日或之前
改進AI能力	Fostering AI capacity	5.6	3.0	2.6	On or before 31 December 2024 於2024年 12月31日或之前

項目	Item	所得 款項淨額 Net proceeds (百萬港元) (HK\$ million)	截至 2023年 6月30日 已動用 Utilised up to 30 June 2023 (百萬港元) (HK\$ million)	於2023年 6月30日 未動用 Unutilised as at 30 June 2023 (百萬港元) (HK\$ million)	悉數動用 未動用所得 款項淨額的 預期時間表 Expected timeline of full utilisation of the unutilised net proceeds
增強CRM SaaS服務 Strengthening CRM SaaS services					
提供全渠道營銷雲 解決方案	Providing all-channel Marketing Cloud Solutions	25.4	15.4	10.0	On or before 31 December 2024 於2024年 12月31日或之前
加強銷售雲解決方案	Enhancing Sales Cloud solutions	28.5	13.8	14.7	On or before 31 December 2024 於2024年 12月31日或之前
鞏固客服雲解決方案	Reinforcing Service Cloud solutions	11.4	7.0	4.4	On or before 31 December 2024 於2024年 12月31日或之前
提高銷售及營銷能力 Improving sales and marketing abilities					
在金融、政企及 互聯網行業加強 我們的品牌	Strengthening our brand in the financial, governmental and Internet industries	24.5	11.3	13.2	On or before 31 December 2024 於2024年 12月31日或之前
在大消費、零售及 醫療行業推廣我們 的品牌並成立一個 相關的行業研究 機構	Promoting our brand in the consumer, retail and healthcare industries and setting up a relevant industry research institute	4.9	2.5	2.4	On or before 31 December 2024 於2024年 12月31日或之前
擴大我們的銷售團隊 和售後服務團隊	Enlarging our sales team and post-sales service team	19.6	5.1	14.5	On or before 31 December 2024 於2024年 12月31日或之前



OTHER INFORMATION (CONTINUED)

其他資料(續)



項目	Item	所得 款項淨額 Net proceeds (百萬港元) (HK\$ million)	截至 2023年 6月30日 已動用 Utilised up to 30 June 2023 (百萬港元) (HK\$ million)	於2023年 6月30日 未動用 Unutilised as at 30 June 2023 (百萬港元) (HK\$ million)	悉數動用 未動用所得 款項淨額的 預期時間表 Expected timeline of full utilisation of the unutilised net proceeds
戰略投資及收購	Strategic investment and acquisitions	16.4	0.0	16.4	On or before 31 December 2024 於2024年 12月31日或之前
營運資金和 一般企業用途	Working capital and general corporate use	8.2	6.5	1.7	On or before 31 December 2024 於2024年 12月31日或之前
總計	Total	163.3	73.7	89.6	

2022年受限制股份獎勵計劃

於2022年12月1日(「採納日期」)，董事會採納及批准受限制股份獎勵計劃(「2022年受限制股份獎勵計劃」)，以向長期為本公司服務且並非本公司關連人士的部分合資格員工(「選定參與者」)授出受限制獎勵股份(「獎勵股份」)。

2022年受限制股份獎勵計劃旨在(i)為選定參與者提供獲得本公司所有權權益的機會；(ii)鼓勵及挽留該等選定參與者為本集團效力；(iii)為選定參與者提供達成績效目標的額外獎勵；(iv)為本集團進一步發展吸納該等選定參與者；及(v)激勵該等選定參與者為選定參與者及本公司的利益最大化本公司價值。

所有獎勵股份均為現有股份。根據2022年受限制股份獎勵計劃授予的所有相關獎勵股份總數不應超過本公司於採納日期已發行股本的10%(即56,032,050股股份)。於2023年1月6日，合共4,985,000股獎勵股份(相當於本公司於報告期間之已發行股本的0.89%)已根據2022年受限制股份獎勵計劃授予本公司若干僱員。於計劃期間(定義見下文)，選定參與者任何單次或累計可獲授的獎勵股份最多不可超過本公司於採納日期已發行股本的1%(即5,603,205股股份)。

於接納獎勵股份時，本公司可酌情要求選定參與者支付人民幣1.0元，作為授予獎勵股份的代價。

2022 Restricted Share Award Scheme

On 1 December 2022 (the “Adoption Date”), the Board adopted and approved the Restricted Share Award Scheme (“2022 Restricted Share Award Scheme”) to grant restricted award shares (the “Award Shares”) to certain eligible employees who have served the Company for a lengthy period of time and are not connected persons of the Company (“Selected Participants”).

The purpose of the 2022 Restricted Share Award Scheme is to (i) provide Selected Participants with an opportunity to acquire a proprietary interest in the Company; (ii) to encourage and retain such Selected Participants to work with the Group; (iii) to provide additional incentives for Selected Participants to achieve performance goals; (iv) to attract such Selected Participants for further development of the Group; and (v) to motivate such Selected Participants to maximise the value of the Company for the benefits of both the Selected Participants and the Company.

All Award Shares are existing Shares. The total number of the Award Shares underlying all grants made pursuant to the 2022 Restricted Share Award Scheme shall not exceed 10% (i.e. 56,032,050 Shares) of the issued share capital of the Company as at the Adoption Date. On 6 January 2023, a total number of 4,985,000 Award Shares were granted to certain employees of the Company under the 2022 Restricted Share Award Scheme, representing 0.89% of the issued share capital of the Company during the Reporting Period. During the Scheme Period (as defined below), the maximum number of the Award Shares which may be granted to a Selected Participant at any one time or in aggregate may not exceed 1% of the issued share capital of the Company on the Adoption Date (i.e. 5,603,205 Shares).

For the acceptance of the Award Shares, the Company shall in its discretion, require the Selected Participant pay RMB1.0 as consideration for the grant of the Award Shares.



OTHER INFORMATION (CONTINUED)

其他資料(續)



2022年受限制股份獎勵計劃將自採納日期起計十(10)年期間(「計劃期間」)有效且可於計劃期間到期前任何時間以董事會決議案終止或延長。於本報告日期，2022年受限制股份獎勵計劃的餘下有效期約為九(9)年三(3)個月。

The 2022 Restricted Share Award Scheme shall be valid and effective for a period of ten (10) years commencing on the Adoption Date (the “Scheme Period”) and can be terminated or extended by a resolution of the Board at any time prior to the expiry of the Scheme Period. The remaining effective period for the 2022 Restricted Share Award Scheme was approximately nine (9) years and three (3) months as at the date of this report.

有關2022年受限制股份獎勵計劃的進一步詳情，請參閱本公司日期為2022年12月1日、2022年12月20日及2023年1月6日的公告。

For more details of the 2022 Restricted Share Award Scheme, please refer to the Company’s announcements dated 1 December 2022, 20 December 2022 and 6 January 2023.

有關於報告期間根據2022年受限制股份獎勵計劃授出的獎勵股份的變動詳情載列如下：

Details of movements in the Award Shares granted under the 2022 Restricted Share Award Scheme during the Reporting Period are as follows:

獲授人類別	授予日期	緊接獎勵股份 授予日期之前 的獎勵股份 收市價 (港元)	於2023年 1月1日 尚未歸屬的 獎勵股份	於報告期內 During the Reporting Period				於2023年 6月30日 尚未歸屬的 獎勵股份	於授出日期 獎勵股份的 公允值 (港元)	緊接歸屬日期 前的獎勵股份 平均加權 收市價 (港元)
				授出	歸屬 (附註1)	失效	註銷			
Category of Grantee	Date of Grant	Closing price of Award Shares immediately before the date on which the Award Shares were granted (HK\$)	Unvested Award Shares as at 1 January 2023	Granted	Vested (Note 1)	Lapsed	Cancelled	Unvested Award Shares as at 30 June 2023	Fair value of Award Shares at the date of grant (HK\$) (Note 2)	Average weighted closing price of the Award Shares immediately before the vesting date (HK\$)
員工 Employees	2023年1月6日 6 January 2023	3.00	—	4,985,000	—	45,000	45,000	4,940,000	2.44	不適用 N/A
總數 Total			—	4,985,000	—	45,000	45,000	4,940,000	2.44	不適用 N/A

附註：

1. 歸屬期間須分為三期，歸屬日期為由2024年至2026年各年度1月13日。獎勵股份的歸屬須根據本集團針對各相應選定參與者個人表現業績的評估結果決定。
2. 於報告期間本公司獎勵股份的評估詳情(包括就2022年受限制股份獎勵計劃採納的會計標準及政策)載於中期簡明綜合財務資料附註21。
3. 於2022年受限制股份獎勵計劃項下獎勵股份的購買價為每股0.63港元，此乃由管理委員會參考於2022年6月30日每股股份資產淨值而釐定。

Notes:

1. The vesting period shall be in three tranches with vesting date on 13 January of each year from 2024 to 2026. The vesting of the Award Shares shall be subject to the results of individual performance assessments carried out by the Group for each corresponding Selected Participant.
2. Details of the valuation of the share awards of the Company during the Reporting Period, including the accounting standard and policy adopted for the 2022 Restricted Share Award Scheme, are set out in note 21 to the interim condensed consolidated financial information.
3. Under the 2022 Restricted Share Award Scheme, the purchase price for the Award Shares was HK\$0.63 per Share, which was determined by the Administration Committee with reference to the net asset value per Share as at 30 June 2022.

僱員薪酬及僱傭關係

於2023年6月30日，本集團共有881名僱員。本集團於截至2023年6月30日止六個月的僱員成本總額(包括董事酬金)為人民幣100.4百萬元(截至2022年6月30日止六個月：人民幣89.1百萬元)。本集團相信，吸引、挽留及激勵合格人員的能力乃其成功的關鍵因素。我們為員工(尤其是重要員工)提供極具競爭力的薪酬、花紅及以股份為基礎的酬金。僱員及董事的薪酬待遇乃根據市場條款及個人表現和經驗而制訂。董事會將不時審視薪酬政策。本集團亦已制定全面的培訓計劃，涵蓋集團企業文化、僱員權利與職責、團隊建設、職業行為及工作績效等主題，從而確保其僱員的技能組合與時俱進，讓彼等能夠發現及滿足客戶需要。

Employee Remuneration and Relations

As at 30 June 2023, the Group had a total of 881 employees. The Group's total employee costs (including directors' emoluments) for the six months ended 30 June 2023 was RMB100.4 million (six months ended 30 June 2022: RMB89.1 million). The Group believes that the abilities to attract, retain and motivate qualified personnel are the key factors to its success. We offer competitive salaries, bonuses and share-based compensation to our employees, especially key employees. Remuneration packages for employees and directors are structured according to market terms as well as individual performance and experience. The remuneration policy will be reviewed by the Board from time to time. The Group has also established comprehensive training programs that cover topics such as its corporate culture, employees' rights and responsibilities, teambuilding, professional behaviour and job performance to ensure that its employees' skill sets remain up-to-date which enable them to discover and meet its clients' needs.



OTHER INFORMATION (CONTINUED)

其他資料(續)



上市規則第13.51B(1)條規定的董事履歷詳情變動

根據上市規則第13.51B(1)條，自本公司2022年年報日期至本報告日期的董事資料變動如下：

- (a) 徐欣先生已於2023年8月10日起辭任非執行董事。
- (b) 杜劍青先生已辭任廣東聖和勝律師事務所全職律師，自2023年6月起生效，並自2023年6月起獲委任為廣東三民律師事務所全職律師。

除上文所披露者外，本報告的董事履歷詳情並無任何其他根據上市規則第13.51B(1)條的規定須予披露的變動。

遵守董事進行證券交易的標準守則

本公司已採納標準守則作為董事進行證券交易的行為守則。本公司已就是否有任何不遵守標準守則的情況向全體董事作出特定查詢。全體董事均已確認彼等於截至2023年6月30日止六個月已遵守標準守則所規定的標準。

Change in Directors' Biographical Details under Rule 13.51B(1) of the Listing Rules

Pursuant to Rule 13.51B(1) of the Listing Rules, the changes of the information of the Directors since the date of the 2022 annual report of the Company and up to the date of this report are set out below:

- (a) Mr. Xu Xin has resigned as a non-executive Director with effect from 10 August 2023.
- (b) Mr. Du Jianqing has resigned as a full-time lawyer at Guangdong Shenghesheng Law Firm (廣東聖和勝律師事務所) with effect from June 2023 and has been appointed as a full-time lawyer at Guangdong Sanmin Law Firm (廣東三民律師事務所) since June 2023.

Save as disclosed above, there was no other change in the Directors' biographical details required to be disclosed in this report pursuant to Rule 13.51B(1) of the Listing Rules.

Compliance with the Model Code on Securities Transactions by Directors

The Company has adopted the Model Code as its code of conduct for securities transactions by the Directors. The Company has made specific enquiries to all Directors regarding any non-compliance with the Model Code. All Directors have confirmed that they had complied with the required standard set out in the Model Code for the six months ended 30 June 2023.

遵守企業管治守則

截至2023年6月30日止六個月，本公司已應用上市規則附錄十四所載企業管治守則(「企業管治守則」)的原則及遵守所有適用守則條文，惟以下偏離者除外：

根據企業管治守則的守則條文第C.2.1條，主席與行政總裁(「行政總裁」)的角色應有區分，並不應由一人同時兼任。目前，陳先生擔任本集團主席兼行政總裁職務，因而偏離企業管治守則的守則條文第C.2.1條。董事會認為，鑒於主席及行政總裁的職務特殊，考慮到陳先生的行業經驗、個人形象以及於本集團中的角色，由同一人士擔任主席及行政總裁對本集團的業務前景及營運效率別有裨益。此雙重角色安排有助貫徹強而有力的市場領導，對本公司業務規劃及決策效率至為重要。由於本集團的所有主要決策均會諮詢董事會及相關董事委員會成員，且董事會內有三名獨立非執行董事提供獨立見解，故董事會認為有足夠保障措施確保董事會權力平衡。

為維持良好的企業管治，並完全遵守企業管治守則的守則條文第C.2.1條的規定，董事會將定期檢討是否需要委任另一人士分開履行董事會主席兼行政總裁的職責。

Compliance with the Corporate Governance Code

During the six months ended 30 June 2023, the Company had applied the principles and complied with all applicable code provisions of the Corporate Governance Code as set out in Appendix 14 to the Listing Rules (the “CG Code”), save and except the deviation below:

Pursuant to code provision C.2.1 of the CG Code, the roles of chairman and chief executive officer (“CEO”) should be separated and should not be performed by the same individual. Currently, Mr. Chen is the chairman and CEO of the Company, which deviated from the code provision C.2.1 of the CG Code. The Board believes that it is to the benefit of the business prospect and operational efficiency of the Group to vest the roles of chairman and CEO in the same person due to its unique role, Mr. Chen’s experience in the industry, personal profile and roles in the Group. This dual role provides strong and consistent market leadership and is crucial to efficient business planning and decision-making of the Company. As all major decisions of the Group are made in consultation with members of the Board and the relevant Board committees, and there are three independent non-executive Directors on the Board offering independent perspectives, the Board is of the view that adequate safeguards are in place to ensure sufficient balance of powers within the Board.

In order to maintain good corporate governance and to fully comply with code provision C.2.1 of the CG Code, the Board will regularly review the need to appoint different individuals to perform the roles of chairman of the Board and CEO separately.



OTHER INFORMATION (CONTINUED)

其他資料(續)



購買、出售或贖回本公司的上市證券

截至2023年6月30日止六個月，本公司或其任何附屬公司概無購買、出售或贖回本公司任何上市證券。

中期股息

董事會不建議派發截至2023年6月30日止六個月的中期股息(截至2022年6月30日止六個月：無)。

審核委員會

本公司的審核委員會(「**審核委員會**」)已審閱本集團於報告期的未經審核簡明綜合中期業績。審核委員會認為，本集團未經審核簡明綜合中期業績已按照適用會計準則及上市規則編製，並已作出充分披露。

本集團於報告期的未經審核簡明綜合中期業績亦已經本公司的核數師羅兵咸永道會計師事務所根據香港會計師公會所頒佈的香港審閱委聘準則第2410號「由實體的獨立核數師執行中期財務資料審閱」進行審閱。

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

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities during the six months ended 30 June 2023.

Interim Dividends

The Board has resolved not to declare any interim dividend for the six months ended 30 June 2023 (six months ended 30 June 2022: nil).

Audit Committee

The audit committee of the Company (the "**Audit Committee**") has reviewed the unaudited condensed consolidated interim results of the Group for the Reporting Period. The Audit Committee is of the opinion that the unaudited condensed consolidated interim results of the Group have been prepared in compliance with the applicable accounting standards and the Listing Rules and that adequate disclosures have been made.

The unaudited condensed consolidated interim results of the Group for the Reporting Period have also been reviewed by PricewaterhouseCoopers, the auditor of the Company, in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants.

合同安排

於報告期，董事會已審查本集團總體合同安排表現，並認為本集團於所有重大方面已遵守招股章程「合同安排」(「合同安排」)一節及《中華人民共和國外商投資法》(「中華人民共和國外商投資法」)所披露的合同安排。

根據《外商投資電信企業管理規定(2016年修訂)》，外國投資者不得於提供增值電信服務的公司中持有股權超過50%。此外，在中國投資增值電信業務的外國投資者必須具有經營增值電信業務的經驗，並在海外有良好的業務經營記錄(「資格要求」)。目前，並無適用中國法律、法規或規定就資格要求提供清晰指引或詮釋。

於報告期的發展

於報告期，本集團成立一間新運營附屬公司，即東莞市博訊信息科技有限公司(「東莞博訊」)，其主要從事提供智慧CRM服務，屬於外商投資負面清單所規定的「限制」類。因此，於2023年5月9日，東莞博訊、廣州市玄韜智慧雲科技有限公司及廣州市玄武無線科技股份有限公司訂立了一系列新合同安排，其條款及條件與現有合同安排大致相同。合同安排主要條款詳情請參閱招股章程「合同安排」一節。

Contractual Arrangements

During the Reporting Period, the Board has reviewed the overall performance of the contractual arrangements and considered that the Group has complied with the contractual arrangements as disclosed in the section headed “Contractual Arrangements” in the Prospectus (the “**Contractual Arrangements**”) and the Foreign Investment Law of the PRC 《中華人民共和國外商投資法》 (“**FIL**”) in all material respects.

According to the Provisions on the Administration of Foreign-invested Telecommunications Enterprises (2016 Revision) (《外商投資電信企業管理規定(2016修訂)》), foreign investors are not allowed to hold more than 50% of the equity interests in a company providing value-added telecommunications services. In addition, a foreign investor who invests in a value-added telecommunications business in the PRC must possess prior experience in operating value-added telecommunications businesses and a proven track record of business operations overseas (the “**Qualification Requirement**”). Currently, none of the applicable PRC laws, regulations or rules provides clear guidance or interpretation on the Qualification Requirement.

Development during the Reporting Period

During the Reporting Period, the Group has set up a new operating subsidiary, Dongguan Boxun Information Technology Co., Ltd. (東莞市博訊信息科技有限公司) (“**Dongguan Boxun**”), which principally engages in the provision of intelligent CRM services, which falls within the “restricted” category as stipulated under the Foreign Investment Negative List. As such, a series of contractual arrangements were entered into among Dongguan Boxun, Guangzhou Xuantao Intelligent Cloud Technology Co., Ltd. (廣州市玄韜智慧雲科技有限公司) and Guangzhou Xuan Wu Wireless Technology Co., Ltd. (廣州市玄武無線科技股份有限公司) on 9 May 2023, of which the terms and conditions are substantially the same as the existing Contractual Arrangements. For details of the major terms of the Contractual Arrangements, please refer to the section headed “Contractual Arrangements” in the Prospectus.



OTHER INFORMATION (CONTINUED)

其他資料(續)

除上述披露外，由報告期間起至本報告日期並無合同安排、資格要求變動，亦無訂立、續期或重訂任何其他新合同安排。本集團將繼續監察《中華人民共和國外商投資法》最新發展並將就此適時及適當根據上市規則作出進一步公佈。

報告期後事件

自報告期末及直至本報告日期，概無發生影響本集團的重大期後事項。

承董事會命
主席、行政總裁及執行董事
陳永輝先生

香港，2023年8月29日



Save as disclosed above, during the Reporting Period and up to the date of this report, there was no change to the Contractual Arrangements, Qualification Requirement nor any other new Contractual Arrangements entered into, renewed or reproduced. The Group will continue to monitor the latest development of the FIL and will make further announcements in respect thereof in accordance with the Listing Rules as and when appropriate.

Subsequent Events after the Reporting Period

No major subsequent events affecting the Group have occurred since the end of the Reporting Period and up to the date of this report.

By order of the Board
Chairman, Chief Executive Officer and Executive Director
Mr. CHEN Yonghui

Hong Kong, 29 August 2023



羅兵咸永道

致玄武雲科技控股有限公司董事會

(於開曼群島註冊成立的有限公司)

To the Board of Directors of Xuan Wu Cloud Technology Holdings Limited

(incorporated in the Cayman Islands with limited liability)

引言

本核數師(以下簡稱「我們」)已審閱列載於第41至80頁的中期財務資料，此中期財務資料包括玄武雲科技控股有限公司(以下簡稱「貴公司」)及其附屬公司(以下統稱「貴集團」)於2023年6月30日的中期簡明綜合財務狀況表與截至該日止六個月期間的中期簡明綜合全面收入表、中期簡明綜合權益變動表和中期簡明綜合現金流量表，以及附註，包括選定解釋附註。香港聯合交易所有限公司證券上市規則規定，就中期財務資料擬備的報告必須符合以上規則的有關條文以及香港會計師公會頒佈的《香港會計準則》第34號「中期財務報告」。貴公司董事須負責根據《香港會計準則》第34號「中期財務報告」擬備及列報該等中期財務資料。我們的責任是根據我們的審閱對該等中期財務資料作出結論，並僅按照我們協定的業務約定條款向閣下(作為整體)報告我們的結論，除此之外本報告別無其他目的。我們不會就本報告的內容向任何其他人士負上或承擔任何責任。

Introduction

We have reviewed the interim financial information set out on pages 41 to 80, which comprises the interim condensed consolidated statement of financial position of Xuan Wu Cloud Technology Holdings Limited (the “Company”) and its subsidiaries (together, the “Group”) as at 30 June 2023 and the interim condensed consolidated statement of comprehensive income, the interim condensed consolidated statement of changes in equity and the interim condensed consolidated statement of cash flows for the six-month period then ended, and notes, comprising selected explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public Accountants. The directors of the Company are responsible for the preparation and presentation of this interim financial information in accordance with Hong Kong Accounting Standard 34 “Interim Financial Reporting”. Our responsibility is to express a conclusion on this interim financial information based on our review and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

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審閱範圍

我們已根據香港會計師公會頒佈的《香港審閱準則》第2410號「由實體的獨立核數師執行中期財務資料審閱」進行審閱。審閱中期財務資料包括主要向負責財務和會計事務的人員作出查詢，及應用分析性和其他審閱程序。審閱的範圍遠較根據《香港審計準則》進行審計的範圍為小，故不能令我們可保證我們將知悉在審計中可能被發現的所有重大事項。因此，我們不會發表審計意見。

結論

按照我們的審閱，我們並無發現任何事項，令我們相信 貴集團的中期財務資料未有在各重大方面根據《香港會計準則》第34號「中期財務報告」擬備。

羅兵咸永道會計師事務所
執業會計師

香港，2023年8月29日

Scope of Review

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

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information of the Group is not prepared, in all material respects, in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting".

PricewaterhouseCoopers
Certified Public Accountants

Hong Kong, 29 August 2023

INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

中期簡明綜合全面收入表

		截至6月30日止六個月		
		Six months ended 30 June		
		2023年	2022年	
		2023	2022	
		人民幣千元	人民幣千元	
		RMB'000	RMB'000	
		(未經審核)	(未經審核)	
		(Unaudited)	(Unaudited)	
		附註		
		Note		
收入	Revenue	7	529,963	448,992
銷售成本	Cost of sales	8	(429,352)	(339,430)
毛利	Gross profit		100,611	109,562
銷售及分銷開支	Selling and distribution expenses	8	(54,796)	(48,651)
行政開支	Administrative expenses	8	(26,606)	(33,820)
研發開支	Research and development expenses	8	(41,222)	(36,746)
金融資產減值虧損淨額	Net impairment losses on financial assets		(1,581)	(2,407)
其他收入	Other income	10	3,988	7,384
其他(虧損)/收益—淨額	Other (losses)/gains — net	11	(6)	497
經營虧損	Operating loss		(19,612)	(4,181)
融資收入	Finance income	12	957	439
融資成本	Finance costs	12	(2,060)	(1,962)
融資成本—淨額	Finance costs — net	12	(1,103)	(1,523)
除所得稅前虧損	Loss before income tax		(20,715)	(5,704)
所得稅抵免	Income tax credit	13	560	2,294
期內虧損及全面虧損總額	Loss and total comprehensive loss for the period		(20,155)	(3,410)



**INTERIM CONDENSED CONSOLIDATED STATEMENT
OF COMPREHENSIVE INCOME (CONTINUED)**

中期簡明綜合全面收入表(續)



截至6月30日止六個月
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
	附註 Note		
應佔期內虧損及全面虧損總額：	Loss and total comprehensive loss for the period is attributable to:		
— 本公司擁有人	— Owners of the Company	(20,564)	(3,405)
— 非控股權益	— Non-controlling interests	409	(5)
		(20,155)	(3,410)
每股虧損(以每股人民幣呈列)	Loss per share (expressed in RMB per share)		
— 每股基本及攤薄虧損	— Basic and diluted loss per share	14	(0.037)
			(0.006)

以上的簡明綜合全面收入表應連同隨附的附註一併閱讀。

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

INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

中期簡明綜合財務狀況表

			於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
		附註 Note		
資產	Assets			
非流動資產	Non-current assets			
物業、廠房及設備	Property, plant and equipment	15	6,454	7,771
使用權資產	Right-of-use assets	16	22,818	24,707
無形資產	Intangible assets	17	12,213	12,722
遞延所得稅資產	Deferred income tax assets		10,327	9,767
預付款項	Prepayments	18	160	248
			51,972	55,215
流動資產	Current assets			
合同履約成本	Contract fulfilment costs		15,092	10,317
合同資產	Contract assets		108	345
貿易應收款項、應收票據 及其他應收款項及 預付款項	Trade, bill and other receivables and prepayments	18	495,992	444,213
受限制現金	Restricted cash		—	3,589
現金及現金等價物	Cash and cash equivalents	19	138,131	160,972
			649,323	619,436
總資產	Total assets		701,295	674,651
權益	Equity			
本公司擁有人應佔權益	Equity attributable to owners of the Company			
股本	Share capital	20	360	360
股份溢價	Share premium	20	439,569	439,569
其他儲備	Other reserves		(17,350)	(19,676)
(累計虧損)/保留盈利	(Accumulated losses)/retained earnings		(20,489)	75
			402,090	420,328
非控股權益	Non-controlling interests		2,870	2,461
總權益	Total equity		404,960	422,789



**INTERIM CONDENSED CONSOLIDATED STATEMENT
OF FINANCIAL POSITION (CONTINUED)**

中期簡明綜合財務狀況表(續)



			於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
		附註 Note		
負債	Liabilities			
非流動負債	Non-current liabilities			
租賃負債	Lease liabilities	24	15,824	18,165
流動負債	Current liabilities			
借款	Borrowings	22	157,994	88,481
合同負債	Contract liabilities	7	34,183	31,086
貿易應付款項、應付票據 及其他應付款項	Trade, bill and other payables	23	77,435	104,088
租賃負債	Lease liabilities	24	10,776	9,918
即期所得稅負債	Current income tax liabilities		123	124
			280,511	233,697
負債總額	Total liabilities		296,335	251,862
權益及負債總額	Total equity and liabilities		701,295	674,651

以上的簡明綜合財務狀況表應連同隨附的附註一併閱讀。

The above condensed consolidated statement of financial position should be read in conjunction with the accompanying notes.

載於第41至第80頁的中期簡明綜合財務資料已經董事會於2022年8月29日批准且代表其簽名：

The interim condensed consolidated financial information on pages 41 to 80 were approved by the board of directors on 29 August 2022 and were signed on its behalf:

陳永輝先生
Mr. Chen Yonghu
董事
Director

黃仿傑先生
Mr. Huang Fangjie
董事
Director

INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

中期簡明綜合權益變動表

		本公司擁有人應佔 Attributable to owners of the Company						
		股本	股份溢價	其他儲備	(累計虧損)/ 保留盈利 (Accumulated losses)/ retained earnings	總計	非控股權益	總權益
		Share capital	Share premium	Other reserves		Total	Non- controlling interests	Total equity
		人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000
		(附註20) (Note 20)	(附註20) (Note 20)					
截至2023年6月30日	Six months ended 30 June							
止六個月(未經審核)	2023 (Unaudited)							
於2023年1月1日結餘	Balance at 1 January 2023	360	439,569	(19,676)	75	420,328	2,461	422,789
全面虧損	Comprehensive loss							
期內虧損	Loss for the period	—	—	—	(20,564)	(20,564)	409	(20,155)
與本公司擁有人之交易	Transactions with owners of							
	the Company							
以股份為基礎之薪酬	Share-based compensation							
(附註21)	(Note 21)	—	—	2,326	—	2,326	—	2,326
於2023年6月30日結餘	Balance at 30 June 2023	360	439,569	(17,350)	(20,489)	402,090	2,870	404,960
截至2022年6月30日	Six months ended 30 June							
止六個月(未經審核)	2022 (Unaudited)							
於2022年1月1日結餘	Balance at 1 January 2022	34	269,292	(19,894)	35,969	285,401	1,753	287,154
全面收入	Comprehensive income							
期內虧損	Loss for the period	—	—	—	(3,405)	(3,405)	(5)	(3,410)
於2022年6月30日結餘	Balance at 30 June 2022	34	269,292	(19,894)	32,564	281,996	1,748	283,744

以上的簡明綜合權益變動表應連同隨附的附註一併閱讀。

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



INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

中期簡明綜合現金流量表



截至6月30日止六個月
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
經營活動所得現金流量	Cash flows from operating activities		
經營所用現金	Cash used in operations	(87,189)	(75,657)
已收利息	Interest received	957	439
已付所得稅	Income tax paid	(1)	(22)
經營活動所用現金淨額	Net cash used in operating activities	(86,233)	(75,240)
投資活動所得現金流量	Cash flows from investing activities		
購買物業、廠房及設備	Purchase of property, plant and equipment	(25)	(914)
購買無形資產	Purchase of intangible assets	(155)	(341)
收購按公允值計入損益的金融資產	Acquisition of financial assets at fair value through profit or loss	(20,000)	(100,000)
出售按公允值計入損益的金融資產所得款項	Proceeds from disposal of financial assets at fair value through profit or loss	20,047	121,941
出售物業、廠房及設備所得款項	Proceeds from disposal of property, plant and equipment	171	—
投資活動所產生現金淨額	Net cash generated from investing activities	38	20,686
融資活動所得現金流量	Cash flows from financing activities		
租賃付款的本金及利息部分	Principal elements and interest elements of lease payments	(4,363)	(1,640)
借款所得款項	Proceeds from borrowings	119,600	79,035
償還借款	Repayments of borrowings	(49,880)	—
借款已付利息	Interest paid for borrowings	(1,677)	(936)
已付上市開支	Listing expenses paid	(233)	(197)
融資活動所得現金淨額	Net cash generated from financing activities	63,447	76,262
現金及現金等價物淨額(減少)/增加	Net (decrease)/increase in cash and cash equivalents	(22,748)	21,708
現金及現金等價物匯兌損失	Exchange losses on cash and cash equivalent	(93)	—
期初現金及現金等價物	Cash and cash equivalents at beginning of the period	160,972	88,256
期末現金及現金等價物	Cash and cash equivalents at the end of the period	138,131	109,964

以上的簡明綜合現金流量表應連同隨附的附註一併閱讀。

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

1 一般資料

玄武雲科技控股有限公司(「本公司」)於2021年4月26日根據開曼群島法例第22章公司法(1961年第3號法例，經綜合及修訂)在開曼群島註冊成立為獲豁免有限公司。本公司的註冊辦事處地址為4th Floor, Harbour Place, 103 South Church Street, P.O. Box 10240, Grand Cayman, KY1-1002, Cayman Islands。

本公司為一家投資控股公司。本公司及其附屬公司(統稱「本集團」)主要在中華人民共和國(「中國」)從事提供智慧客戶關係管理(「CRM」)服務。本公司的最終控股股東為陳永輝先生(「陳先生」)、黃仿傑先生(「黃先生」)及李海榮先生(「李先生」)(「控股股東」)，彼等已訂立彼此一致行動的協議。本公司的最終控股公司為正浩環球控股有限公司、宏漢環球有限公司及商盈環球有限公司。三家公司分別由陳先生、黃先生及李先生控制，且全部於英屬維爾京群島註冊成立。

除另有說明外，截至2023年6月30日止六個月的中期簡明綜合財務資料以人民幣(「人民幣」)呈列，及所有數值已約整至最接近的千位數(人民幣千元)。本中期簡明綜合財務資料已於2023年8月29日獲董事會批准刊發。

本中期簡明綜合財務資料為未經審核。

1 General Information

Xuan Wu Cloud Technology Holdings Limited (the "Company") was incorporated in the Cayman Islands on 26 April 2021 as an exempted company with limited liability under the Companies Act, Cap 22 (Act 3 of 1961, as consolidated and revised) of the Cayman Islands. The address of the Company's registered office is 4th Floor, Harbour Place, 103 South Church Street, P.O. Box 10240, Grand Cayman, KY1-1002, Cayman Islands.

The Company is an investment holding company. The Company and its subsidiaries (collectively, the "Group") are principally engaged in the provision of intelligent customer relationship management ("CRM") services in the People's Republic of China (the "PRC"). The ultimate controlling shareholders of the Company are Mr. Chen Yonghui ("Mr. Chen"), Mr. Huang Fangjie ("Mr. Huang") and Mr. Li Hairong ("Mr. Li") (the "Controlling Shareholders"), who entered into an agreement to acting in concert with each other. The ultimate holding companies of the Company are Zhenghao Global Holding Limited, Honghan Worldwide Limited and Double Winner Worldwide Limited. The three companies are respectively controlled by Mr. Chen, Mr. Huang and Mr. Li and are all incorporated in the British Virgin Islands.

The interim condensed consolidated financial information for the six months ended 30 June 2023 are presented in Renminbi ("RMB") and all values are rounded to the nearest thousand (RMB'000) unless otherwise stated. This interim condensed consolidated financial information has been approved for issue by the board of directors on 29 August 2023.

This interim condensed consolidated financial information has not been audited.



2 編製基準

此份截至2023年6月30日止六個月的中期簡明綜合財務資料乃根據《香港會計準則》(「香港會計準則」)第34號「中期財務報告」編製。

中期簡明綜合財務資料不包括通常載入年度財務報表的全部附註類別。因此，此份資料應連同截至2022年12月31日止年度的財務報表一併閱讀，該等報表乃根據《香港財務報告準則》(「香港財務報告準則」)編製。

2 Basis of Preparation

This interim condensed consolidated financial information for the six months ended 30 June 2023 has been prepared in accordance with Hong Kong Accounting Standard (“HKAS”) 34 “Interim Financial Reporting”.

The interim condensed consolidated financial information does not include all the notes of the type normally included in an annual financial statements. Accordingly, this information is to be read in conjunction with the financial statements for the year ended 31 December 2022, which have been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRSs”).

3 會計政策

除採用下文載述的新訂及經修訂準則外，所應用的會計政策乃與編製本集團截至2022年12月31日止年度的財務報表所應用者(誠如有關年度財務報表所述)相符。

(a) 本集團採用的新訂及經修訂準則

香港財務報告準則第17號	保險合約(新準則及修訂本)
香港會計準則第1號修訂本及香港財務報告準則實務聲明第2號	會計政策的披露
香港財務報告準則第4號修訂本	延長應用香港財務報告準則第9號的暫時豁免
香港會計準則第8號修訂本	會計估計的定義
香港會計準則第12號修訂本	與單一交易產生之資產及負債有關之遞延稅項

採用所披露的此等新訂及經修訂準則並無對本集團的中期簡明綜合財務資料構成任何重大影響。

3 Accounting Policies

The accounting policies applied are consistent with those applied in preparation of the Group's financial statements for the year ended 31 December 2022, as described in those annual financial statements, except for the adoption of new and amended standards as set out below.

(a) New and amended standards adopted by the Group

HKFRS 17	Insurance contract (new standard and amendments)
Amendments to HKAS 1 and HKFRS Practice Statement 2	Disclosure of Accounting Policies
Amendments to HKFRS 4	Extension of the Temporary Exemption from Applying HKFRS 9
Amendments to HKAS 8	Definition of Accounting Estimates
Amendments to HKAS 12	Deferred Tax related to Assets and Liabilities arising from a Single Transaction

The adoption of these new and amended standards disclosed did not have any significant impact on the Group's interim condensed consolidated financial information.



3 會計政策(續)

(b) 於2023年1月1日開始的財政期間尚未生效且未獲本集團提早採用的新準則及修訂本

3 Accounting Policies (Continued)

(b) New standards and amendments not yet effective for the financial period beginning on 1 January 2023 and not early adopted by the Group

於以下日期或
之後開始的年度
期間生效
Effective for annual
periods beginning
on or after

香港會計準則第1號修訂本 Amendments to HKAS 1	負債的流動與非流動劃分 Classification of Liabilities as current or non-current	2024年1月1日 1 January 2024
香港會計準則第1號修訂本 Amendments to HKAS 1	附帶契諾的非流動負債 Non-current liabilities with covenants	2024年1月1日 1 January 2024
香港財務報告準則第16號 修訂本 Amendments to HKFRS 16	銷售及售後回租的租賃負債 Lease liability in sale and leaseback	2024年1月1日 1 January 2024
香港會計準則第7號及香港 財務報告準則第7號 修訂本 Amendments to HKAS 7 and HKFRS 7	供應商融資安排(修訂本) Supplier Finance Arrangements (amendments)	2024年1月1日 1 January 2024
香港財務報告準則第10號 修訂本及香港會計準則 第28號修訂本 Amendments to HKFRS 10 and HKAS 28	投資者與其聯營公司或合營企業之間的 資產出售或注資 Sale or contribution of assets between an investor and its associate or joint venture	待定 To be determined
香港詮釋第5號(經修訂) Hong Kong Interpretation 5 (Revised)	財務報表的呈報—借款人對載有按 要求償還條款的定期貸款的分類 Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause	當實體應用「香港會計準 則第1號修訂本—負債的 流動與非流動劃分」 Applied when an entity applies "Classification of Liabilities as Current or Non-current — Amendments to HKAS 1"

本集團已開始評估此等新準則及修訂本的影響。根據本集團作出的初步評估，該等新準則及修訂本生效時，預期不會對本集團的中期簡明綜合財務資料產生重大影響。

The Group has already commenced an assessment of the impact of these new standards and amendments. According to the preliminary assessment made by the Group, no significant impact on the Group's interim condensed consolidated financial information is expected when they become effective.

4 關鍵會計估計及判斷

編製中期財務資料時，管理層需作出會影響到會計政策的應用及資產負債與收入開支呈報金額的判斷、估計及假設。實際結果可能與此等估計不同。

在編製本中期簡明綜合財務資料時，管理層應用本集團會計政策作出的主要判斷及估算不確定性的主要來源，乃與本集團截至2022年12月31日止年度的財務報表所應用者相同。

5 財務風險管理

5.1 財務風險因素

本集團的業務活動使其面臨各種財務風險：市場風險(包括外匯風險、價格風險以及現金流量及公允值利率風險)、信貸風險及流動資金風險。

中期財務資料不包括年度財務報表所要求的全部財務風險管理資料及披露，故應連同本集團截至2022年12月31日止年度的財務報表一併閱讀。

自年結以來，風險管理部門或風險管理政策並無發生任何變動。

4 Critical Accounting Estimates and Judgements

The preparation of interim financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing this interim condensed consolidated financial information, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the Group's financial statements for the years ended 31 December 2022.

5 Financial Risk Management

5.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, price risk and cash flow and fair value interest rate risk), credit risk and liquidity risk.

The interim financial information does not include all financial risk management information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's financial statements for the years ended 31 December 2022.

There have been no changes in the risk management department or in any risk management policies since year end.



6 分部資料

(a) 分部及主要活動概述

主要經營決策者(「主要經營決策者」)被認定為本公司的執行董事。執行董事審核本集團的內部報告以評估表現並分配資源。管理層根據此等報告釐定經營分部。

執行董事從產品角度研究業務狀況。本集團確定經營分部如下：

(i) CRM PaaS服務

CRM PaaS服務主要提供cPaaS，將三大電信網絡運營商的信息通信能力封裝在客戶的業務系統中，從而使客戶能夠獲得通信能力並將其用作一項服務。

6 Segment Information

(a) Description of segments and principal activities

The chief operating decision-maker (“CODM”) has been identified as executive directors of the Company. The executive directors review the Group’s internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports.

The executive directors consider the business from product perspective. The Group has identified the following operating segments:

(i) CRM PaaS services

CRM PaaS services mainly provides cPaaS to encapsulate messaging communication capabilities of the three major telecommunication network operators for the customers to be integrated into the customer’s business systems, thereby enabling the customers to access and utilise the communication capabilities as a service.

6 分部資料(續)

(a) 分部及主要活動概述(續)

(ii) CRM SaaS服務

CRM SaaS服務包括營銷雲、銷售雲及客服雲，使本集團能為客戶提供一站式智慧CRM服務，貫穿從初始營銷到售後服務的全生命週期。

主要經營決策者根據各分部的毛利評估經營分部的表現。由於主要經營決策者並不使用任何獨立分部資產及分部負債資料分配資源或評估經營分部的表現，因此其並無獲提供有關資料。

於2023年6月30日及2022年12月31日，大部分資產乃位於中國。

6 Segment Information (Continued)

(a) Description of segments and principal activities (Continued)

(ii) CRM SaaS services

CRM SaaS services comprises of marketing cloud, sales cloud and service cloud, which enable the Group to provide the customer with a one-stop intelligent CRM services throughout their entire business cycle, from initial marketing to after-sales services.

The CODM assesses the performance of the operating segments based on the gross profit of each segment. There were no separate segment assets and segment liabilities information provided to the CODM, as CODM does not use this information to allocate resources or to evaluate the performance of the operating segments.

As at 30 June 2023 and 31 December 2022, majority of the assets were located in the PRC.



6 分部資料(續)

(b) 分部表現

向執行董事提供有關截至2023年6月30日止六個月可呈報分部的分部資料如下：

6 Segment Information (Continued)

(b) Segment performance

The segment information provided to the executive directors for the reportable segments for the six months ended 30 June 2023 is as follows:

		截至2023年6月30日止六個月 Six months ended 30 June 2023		
		CRM PaaS 服務 CRM PaaS services 人民幣千元 RMB'000 (未經審核) (Unaudited)	CRM SaaS 服務 CRM SaaS services 人民幣千元 RMB'000 (未經審核) (Unaudited)	總計 Total 人民幣千元 RMB'000 (未經審核) (Unaudited)
收入	Revenue	268,397	261,566	529,963
銷售成本	Cost of sales	(248,119)	(181,233)	(429,352)
毛利	Gross profit	20,278	80,333	100,611
銷售及分銷開支	Selling and distribution expenses			(54,796)
行政開支	Administrative expenses			(26,606)
研發開支	Research and development expenses			(41,222)
金融資產減值虧損淨額	Net impairment losses on financial assets			(1,581)
其他收入	Other income			3,988
其他虧損—淨額	Other losses — net			(6)
經營虧損	Operating loss			(19,612)
融資收入	Finance income			957
融資成本	Finance costs			(2,060)
融資成本—淨額	Finance costs — net			(1,103)
除所得稅前虧損	Loss before income tax			(20,715)

6 分部資料(續)

(b) 分部表現(續)

向執行董事提供有關截至2022年6月30日止六個月可呈報分部的分部資料如下：

6 Segment Information (Continued)

(b) Segment performance (Continued)

The segment information provided to the executive directors for the reportable segments for the six months ended 30 June 2022 is as follows:

		截至2022年6月30日止六個月 Six months ended 30 June 2022		
		CRM PaaS 服務 CRM PaaS services 人民幣千元 RMB'000 (未經審核) (Unaudited)	CRM SaaS 服務 CRM SaaS services 人民幣千元 RMB'000 (未經審核) (Unaudited)	總計 Total 人民幣千元 RMB'000 (未經審核) (Unaudited)
收入	Revenue	227,088	221,904	448,992
銷售成本	Cost of sales	(202,491)	(136,939)	(339,430)
毛利	Gross profit	24,597	84,965	109,562
銷售及分銷開支	Selling and distribution expenses			(48,651)
行政開支	Administrative expenses			(33,820)
研發開支	Research and development expenses			(36,746)
金融資產減值虧損淨額	Net impairment losses on financial assets			(2,407)
其他收入	Other income			7,384
其他收益—淨額	Other gains — net			497
經營虧損	Operating loss			(4,181)
融資收入	Finance income			439
融資成本	Finance costs			(1,962)
融資成本—淨額	Finance costs — net			(1,523)
除所得稅前虧損	Loss before income tax			(5,704)



7 收入

- (a) 收入主要包括提供CRM PaaS服務及CRM SaaS服務所得款項。本集團截至2023年及2022年6月30日止六個月按類別劃分的收入分析如下：

7 Revenue

- (a) Revenue mainly comprises of proceeds from providing CRM PaaS services and CRM SaaS services. The analysis of the Group's revenue by category for the six months ended 30 June 2023 and 2022 was as follows:

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
CRM PaaS服務	CRM PaaS services	268,397	227,088
CRM SaaS服務	CRM SaaS services	261,566	221,904
		529,963	448,992

於截至2023年及2022年6月30日止六個月，按收入確認時間對客戶合同收入分析如下：

The analysis of revenue from contracts with customers by the timing of revenue recognition for the six months ended 30 June 2023 and 2022 was as follows:

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
於某個時點	At a point in time	503,543	429,329
於一段時間	Over time	26,420	19,663
		529,963	448,992

7 收入(續)

(b) 合同負債

本集團已確認以下與收入相關的合同負債：

7 Revenue (Continued)

(b) Contract liabilities

The Group has recognised the following revenue-related contract liabilities:

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
合同負債	Contract liabilities	34,183	31,086



8 按性質劃分的開支

計入銷售成本、銷售及分銷開支、研發開支及行政開支內的開支分析如下：

8 Expenses by Nature

Expenses included in cost of sales, selling and distribution expenses, research and development expenses and administrative expenses are analysed as follows:

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
電信資源成本	Costs of telecommunications resources	411,085	326,768
僱員福利開支(附註9)	Employee benefit expenses (Note 9)	100,401	89,082
差旅及招待開支	Travel and entertainment expenses	10,753	6,415
外包客戶服務開支	Outsourcing customer service expenses	6,691	4,409
折舊及攤銷開支	Depreciation and amortization expenses	5,992	6,609
基礎設施及設備開支	Infrastructure and equipment costs	3,808	3,556
專業服務費	Professional service fees	2,927	1,511
外包實施成本	Outsourcing implementation costs	2,781	454
營銷及推廣開支	Marketing and promotion expenses	2,305	2,147
會議及辦公室開支	Conference and office expenses	1,200	1,242
稅項及其他徵費	Taxes and other levies	768	857
核數師酬金	Auditors' remuneration	400	500
短期租約的租賃付款	Lease payments on short term leases	249	222
上市開支	Listing expenses	—	12,566
其他	Others	2,616	2,309
		551,976	458,647

9 僱員福利開支

9 Employee Benefit Expenses

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
薪金、工資及花紅	Salaries, wages and bonuses	86,708	79,369
社會保險開支、住房福利及 其他僱員福利(附註(a))	Social insurance expenses, housing benefits and other employee benefits (Note (a))	11,367	9,713
以股份為基礎的薪酬(附註21)	Share-based compensation (Note 21)	2,326	—
		100,401	89,082

(a) 本集團的中國附屬公司僱員須參與由地方市政府管理及營運的定額供款退休計劃。本集團的中國附屬公司按僱員薪金若干百分比對該計劃供款，以撥付僱員的退休福利。

其他僱員福利主要包括團建開支、餐飲及交通補貼。

(a) Employees in the Group's PRC subsidiaries are required to participate in a defined contribution retirement scheme administrated and operated by the local municipal government. The Group's PRC subsidiaries contribute funds which are calculated on certain percentage of the employee salary to the scheme to fund the retirement benefits of the employees.

Other employee benefits mainly include team building expenses, meal and traveling allowances.



10. 其他收入

10 Other Income

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
增值稅退稅	Value-added tax refund	1,779	1,912
加計扣除增值進項稅	Additional deduction of value-added input tax	1,680	2,435
政府補貼(附註(a))	Government grants (Note (a))	313	2,814
其他	Others	216	223
		3,988	7,384

(a) 政府補貼是指從政府有關部門獲得的各種補貼，主要包括高新技術企業補貼、產業關鍵技術研發補貼及廣州知識產權補貼。

(a) Government grants represented various subsidies received from relevant government authorities, mainly including subsidy on cultivating high and new technology enterprise, research and development subsidy on industrial key technologies and Guangzhou intellectual property subsidy.

11 其他(虧損)/收益—淨額

11 Other (Losses)/Gains — Net

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
出售物業、廠房及設備的 虧損淨額	Net losses from disposal of property, plant and equipment	(22)	(32)
投資按公允值計入損益的 金融資產所得公允值收益 淨額	Net fair value gains on investments in financial assets at fair value through profit or loss	47	465
外幣匯兌虧損淨額	Net foreign exchange losses	(93)	—
其他	Others	62	64
		(6)	497



12 融資成本—淨額

12 Finance Costs — Net

		截至6月30日止六個月	
		Six months ended 30 June	
		2023年	2022年
		2023	2022
		人民幣千元	人民幣千元
		RMB'000	RMB'000
		(未經審核)	(未經審核)
		(Unaudited)	(Unaudited)
融資收入	Finance income		
銀行存款所得利息收入	Interest income from bank deposits	957	439
融資成本	Finance costs		
租賃負債之利息開支	Interest expenses of lease liabilities	(590)	(734)
借款之利息開支	Interest expenses of borrowings	(1,470)	(1,228)
		(2,060)	(1,962)
融資成本—淨額	Finance costs — net	(1,103)	(1,523)

13 所得稅抵免

13 Income Tax Credit

(a) 開曼群島及英屬維爾京群島所得稅

本公司是於開曼群島註冊成立的一家獲豁免有限責任公司，因此獲豁免繳納開曼群島所得稅。本公司在英屬維爾京群島的直接附屬公司乃根據英屬維爾京群島《國際商業公司法》註冊成立，因此獲豁免繳納英屬維爾京群島所得稅。

(b) 香港利得稅

香港利得稅稅率為16.5%。於截至2023年及2022年6月30日止六個月，由於本集團並無產生自香港的應評稅利潤，故並無就香港利得稅計提撥備。

(a) Cayman Islands and BVI Income Tax

The Company was incorporated in the Cayman Islands as an exempted company with limited liability and accordingly, is exempted from Cayman Islands income tax. The Company's direct subsidiary in the BVI was incorporated under the International Business Companies Act of the BVI and, accordingly, is exempted from British Virgin Islands income tax.

(b) Hong Kong Profits Tax

Hong Kong profits tax rate is 16.5%. No provision for Hong Kong profits tax was provided as the Group did not have assessable profit in Hong Kong during six months ended 30 June 2023 and 2022.

13 所得稅抵免(續)

(c) 中國企業所得稅

本集團中國內地業務的所得稅撥備是根據現行法例、解釋及慣例，按期內估計應評稅溢利的適用稅率計算。

中國的企業所得稅率通常為25%。

本公司附屬公司廣州市玄武無線科技股份有限公司(「玄武」)已向有關稅務局提出申請及於2012年獲認定為高新技術企業(「高新技術企業」)，並於2021年更新資質，該資質將於2024年12月到期。該資質可享受優惠所得稅率15%。根據管理層評估，玄武極有可能仍將繼續符合高新技術企業的認定要求。

本集團於中國的若干附屬公司自2008年1月1日起符合「小型微利企業」資格，並按20%的優惠稅率納稅。截至2023年6月30日止期間，應納稅所得額低於人民幣3百萬元的小型微利企業可享所得稅優惠待遇，所得稅稅率為20%，並有資格按其應納稅所得額的25%計算納稅。

13 Income Tax Credit (Continued)

(c) PRC Enterprise Income Tax

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

The general corporate income tax rate in PRC is 25%.

Guangzhou Xuan Wu Wireless Technology Co., Ltd. ("Xuan Wu"), a subsidiary of the Company, had applied to the relevant tax bureau and was granted the qualification as High and New Technology Enterprise ("HNTE") in 2012 and it has renewed the qualification of HNTE in 2021, which will expire in December 2024. It is subject to a preferential income tax rate of 15%. Based on management's assessment, it is highly probable that Xuan Wu will continue to meet the requirements of High-tech Enterprise.

Certain subsidiaries of the Group in the PRC were qualified as Small Low-Profit Enterprise and taxed at reduced tax rate of 20% from 1 January 2008. During the period ended 30 June 2023 the Small Low-Profit Enterprise whose taxable income less than RMB3 million can enjoy the preferential income tax treatment with the income tax rate of 20% and is eligible to have their tax calculated based on 25% of their taxable income.



13 所得稅抵免(續)

(c) 中國企業所得稅(續)

根據2007年12月6日發佈的《企業所得稅法實施條例》，以中國公司2008年1月1日之後產生的利潤向其外國投資者分配的股息應繳納10%的預扣所得稅，而如果中國內地附屬公司的直接控股公司註冊成立於香港，並符合中國內地與香港之間的稅收協定安排的相關規定，則可適用較低的5%預扣所得稅率。

13 Income Tax Credit (Continued)

(c) PRC Enterprise Income Tax (Continued)

Pursuant to the Detailed Implementation Regulations for Implementation of the Corporate Income Tax Law issued on 6 December 2007, dividends distributed from the profits generated by the PRC companies after 1 January 2008 to their foreign investors shall be subject to this withholding income tax of 10%, a lower 5% withholding income tax rate may be applied when the immediate holding companies of the subsidiaries in Mainland China are incorporated in Hong Kong and fulfill the requirements to the tax treaty arrangements between Mainland China and Hong Kong.

截至6月30日止六個月
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
遞延所得稅	Deferred income tax	560	2,294

14 每股虧損

(a) 每股基本虧損

截至2023年及2022年6月30日止六個月的每股基本虧損乃按本公司擁有人應佔虧損除以發行在外的普通股加權平均數計算。

14 Losses Per Share

(a) Basic losses per share

The basic losses per share is calculated by dividing the loss attributable to owners of the Company by the weighted average number of ordinary shares outstanding during six months ended 30 June 2023 and 2022.

		截至6月30日止六個月 Six months ended 30 June	
		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
本公司擁有人應佔虧損 (人民幣千元)	Loss attributable to owners of the Company (RMB'000)	(20,564)	(3,405)
被視作已發行的普通股加權 平均數(千股)	Weighted average number of ordinary shares deemed to be in issue (in thousands)	560,321	525,930
期內本公司擁有人應佔每股 基本虧損(以每股人民幣 呈列)	Basic losses per share attributable to the owners of the Company during the period (expressed in RMB per share)	(0.037)	(0.006)

(b) 每股攤薄虧損

每股攤薄虧損乃通過將發行在外的普通股加權平均數調整以假設轉換所有潛在具攤薄效應的普通股進行計算。由於截至2023年及2022年6月30日止六個月並無發行在外的潛在攤薄普通股，故每股攤薄虧損等於每股基本虧損。

(b) Diluted losses per share

Diluted losses per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. Diluted losses per share is equal to basic losses per share as there were no potential diluted ordinary shares outstanding during six months ended 30 June 2023 and 2022.



15 物業、廠房及設備

15 Property, Plant and Equipment

		電腦及 電子設備 Computer and electronic equipment 人民幣千元 RMB'000	辦公室 傢具及設備 Office furniture and equipment 人民幣千元 RMB'000	租賃 物業裝修 Leasehold improvements 人民幣千元 RMB'000	總計 Total 人民幣千元 RMB'000
截至2023年6月30日 止六個月(未經審核)	Six months ended 30 June 2023 (Unaudited)				
期初賬面淨值	Opening net book amount	3,724	515	3,532	7,771
添置	Additions	24	1	—	25
出售	Disposals	(22)	—	(171)	(193)
折舊費用	Depreciation charge	(614)	(121)	(414)	(1,149)
期末賬面淨值	Closing net book amount	3,112	395	2,947	6,454
於2023年6月30日 (未經審核)	At 30 June 2023 (Unaudited)				
成本	Cost	12,330	768	5,540	18,638
累計折舊	Accumulated depreciation	(9,218)	(373)	(2,593)	(12,184)
賬面淨值	Net book amount	3,112	395	2,947	6,454
截至2022年6月30日 止六個月(未經審核)	Six months ended 30 June 2022 (Unaudited)				
期初賬面淨值	Opening net book amount	3,647	676	4,051	8,374
添置	Additions	336	64	405	805
出售	Disposals	(29)	(3)	—	(32)
折舊費用	Depreciation charge	(670)	(113)	(464)	(1,247)
期末賬面淨值	Closing net book amount	3,284	624	3,992	7,900
於2022年6月30日 (未經審核)	At 30 June 2022 (Unaudited)				
成本	Cost	12,204	854	4,588	17,646
累計折舊	Accumulated depreciation	(8,920)	(230)	(596)	(9,746)
賬面淨值	Net book amount	3,284	624	3,992	7,900

於2023年6月30日，並無任何物業、廠房及設備用作為負債的抵押品被限制或質押(2022年12月31日：無)。

No property, plant and equipment was restricted or pledged as security for liabilities as at 30 June 2023 (31 December 2022: nil).

16 使用權資產

16 Right-of-use Assets

辦公室
Offices
人民幣千元
RMB'000

截至2023年6月30日止六個月 (未經審核)		Six months ended 30 June 2023 (Unaudited)	
期初賬面淨值	Opening net book amount		24,707
添置	Additions		2,290
折舊費用	Depreciation charge		(4,179)
期末賬面淨值	Closing net book amount		22,818
於2023年6月30日(未經審核)		At 30 June 2023 (Unaudited)	
成本	Cost		35,585
累計折舊	Accumulated depreciation		(12,767)
賬面淨值	Net book amount		22,818
截至2022年6月30日止六個月 (未經審核)		Six months ended 30 June 2022 (Unaudited)	
期初賬面淨值	Opening net book amount	31,953	
添置	Additions	648	
折舊費用	Depreciation charge	(4,424)	
期末賬面淨值	Closing net book amount	28,177	
於2022年6月30日(未經審核)		At 30 June 2022 (Unaudited)	
成本	Cost	35,397	
累計折舊	Accumulated depreciation	(7,220)	
賬面淨值	Net book amount	28,177	

於2023年6月30日，並無任何使用權資產用作為負債的抵押品被限制或質押(2022年12月31日：無)。

No right-of-use assets was restricted or pledged as security for liabilities as at 30 June 2023 (31 December 2022: nil).



17 無形資產

17 Intangible Assets

		軟件 Software	平台 Platform	商譽 Goodwill	總計 Total
		人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000	人民幣千元 RMB'000
截至2023年	Six months ended				
6月30日止六個月	30 June 2023				
(未經審核)	(Unaudited)				
期初賬面淨值	Opening net book amount	2,232	—	10,490	12,722
添置	Additions	155	—	—	155
攤銷費用	Amortisation charge	(664)	—	—	(664)
期末賬面淨值	Closing net book amount	1,723	—	10,490	12,213
於2023年6月30日	At 30 June 2023				
(未經審核)	(Unaudited)				
成本	Cost	5,796	2,844	10,490	19,130
累計攤銷	Accumulated amortisation	(4,073)	(2,844)	—	(6,917)
賬面淨值	Net book amount	1,723	—	10,490	12,213
截至2022年	Six months ended				
6月30日止六個月	30 June 2022				
(未經審核)	(Unaudited)				
期初賬面淨值	Opening net book amount	2,979	644	10,490	14,113
添置	Additions	206	—	—	206
攤銷費用	Amortisation charge	(616)	(322)	—	(938)
期末賬面淨值	Closing net book amount	2,569	322	10,490	13,381
於2022年6月30日	At 30 June 2022				
(未經審核)	(Unaudited)				
成本	Cost	5,250	2,844	10,490	18,584
累計攤銷	Accumulated amortisation	(2,681)	(2,522)	—	(5,203)
賬面淨值	Net book amount	2,569	322	10,490	13,381

於2023年6月30日，並無任何無形資產用作為負債的抵押品被限制或質押(2022年12月31日：無)。

No intangible assets was restricted or pledged as security for liabilities as at 30 June 2023 (31 December 2022: nil).

18 貿易應收款項、應收票據及
其他應收款項及預付款項

18 Trade, Bill and Other Receivables and
Prepayments

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
貿易應收款項 — 第三方(附註(d))	Trade receivables — Third parties (Note (d))	325,278	306,349
減：貿易應收款項減值撥備	Less: allowance for impairment of trade receivables	(22,965)	(21,367)
		302,313	284,982
應收票據 — 第三方	Bill receivables — Third parties	519	228
其他應收款項 — 第三方(附註(b))	Other receivables — Third parties (Note (b))	16,356	15,797
減：其他應收款項減值撥備	Less: allowance for impairment of other receivables	(185)	(181)
		16,171	15,616
向供應商預付款項 — 第三方(附註(c))	Prepayments to suppliers — Third parties (Note (c))	175,174	140,859
預付稅項	Prepaid taxes	1,975	2,776
總計	Total	496,152	444,461
減：預付款項非流動部分	Less: non-current portion of prepayments	(160)	(248)
貿易應收款項、應收票據及其他應收款項及預付款項流動部分	Current portion of trade, bill and other receivables and prepayments	495,992	444,213

(a) 於2023年6月30日及2022年12月31日，貿易應收款項、應收票據及其他應收款項及預付款項乃以人民幣計值。

(b) 應收第三方的其他應收款項主要指保證金及投標保證金。

(a) As at 30 June 2023 and 31 December 2022, the trade, bill and other receivables and prepayment were denominated in RMB.

(b) Other receivables due from third parties mainly represent deposits and tender deposits.



18 貿易應收款項、應收票據及其他應收款項及預付款項(續)

- (c) 向供應商預付款項主要指預付電信開支及其他預付開支。
- (d) 本集團一般向其客戶授出介乎30天至90天的信貸期。於2023年6月30日及2022年12月31日的貿易應收款項基於確認日期的賬齡分析如下：

18 Trade, Bill and Other Receivables and Prepayments (Continued)

- (c) Prepayments to suppliers mainly represents prepaid telecommunication expenses and other prepaid expenses.
- (d) The Group normally allows credit terms to its customers ranging from 30 to 90 days. Ageing analysis of the trade receivables as at 30 June 2023 and 31 December 2022, based on recognition date were as follows:

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
賬齡	Ageing		
不超過三個月	Up to 3 months	197,458	201,722
三至六個月	3 to 6 months	52,469	39,801
六個月至一年	6 months to 1 year	48,035	42,370
一至兩年	1 to 2 years	17,313	14,313
兩年以上	Over 2 years	10,003	8,143
		325,278	306,349

本集團採用簡化方法就香港財務報告準則第9號規定的預期信貸虧損作出撥備。於2023年6月30日，就貿易應收款項總額作出的撥備為人民幣22,965,000元(2022年12月31日：人民幣21,367,000元)。

The Group applies the simplified approach to provide for expected credit losses prescribed by HKFRS 9. As at 30 June 2023, a provision of RMB22,965,000 (31 December 2022: RMB21,367,000) was made against the gross amounts of trade receivables.

19 現金及現金等價物

19 Cash and Cash Equivalents

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
以人民幣列值	Denominated in RMB		
銀行現金	Cash at bank	138,131	160,972

20 股本及股份溢價

20 Share Capital and Share Premium

(a) 股本

(a) Share capital

		普通股數目 Number of ordinary shares	股本 Share capital 千美元 US\$'000
法定	Authorised		
於2023年6月30日 (未經審核)及2022年 12月31日(經審核)	As at 30 June 2023 (Unaudited) and 31 December 2022 (Audited)	1,000,000,000	100

		普通股數目 Number of ordinary shares	股本 Share capital 千美元 US\$'000	股本等值 Equivalent share capital 人民幣千元 RMB'000
已發行	Issued			
於2023年6月30日 (未經審核)及2022年 12月31日(經審核)	As at 30 June 2023 (Unaudited) and 31 December 2022 (Audited)	560,320,500	55	360



20 股本及股份溢價(續)

20 Share Capital and Share Premium (Continued)

(b) 股份溢價

(b) Share premium

股份溢價
Share
premium
人民幣千元
RMB'000

於2023年6月30日(未經審核)及
2022年12月31日(經審核)

At 30 June 2023 (Unaudited) and
31 December 2022 (Audited)

439,569

21 以股份為基礎的薪酬

21 Share-based Compensation

(a) 本公司以股份為基礎的薪酬計劃

(a) Share-based compensation plans of the Company

於2022年12月1日，本集團批准及採納受限制股份獎勵計劃(「受限制股份獎勵計劃」)，受限制股份獎勵計劃旨在就僱員對本集團的貢獻作出獎勵。

On 1 December 2022, the restricted share award scheme ("RSA Scheme") was approved and adopted by the Group, the RSA Scheme is designed to incentivize employees for their contribution to the Group.

本集團已指定一間信託公司設立一間結構性主體，即玄武奮鬥者信託基金，根據信託契據，該公司獲委託為受託人以管理受限制股份獎勵計劃。玄武奮鬥者信託基金已獲合併入本集團，以使本集團可行使權力控制及管理玄武奮鬥者信託基金。

The Group delegated a trust company to set up one structured entity, namely Xuan Wu Fighter Trust, which has been appointed as the trustee pursuant to the trust deed to administrate the RSA Scheme. Xuan Wu Fighter Trust was consolidated by the Group as to the Group is able to execute power over the control and management over Xuan Wu Fighter Trust.

21 以股份為基礎的薪酬(續)

(a) 本公司以股份為基礎的薪酬計劃(續)

於2023年1月6日，本集團將受限制股份獎勵計劃項下4,985,000份購股權授予部分合資格員工。根據受限制股份獎勵計劃，該等購股權(視乎獲授人於適用歸屬日期在本集團的受僱或服務情況以及是否達成績效目標而定)將於授出日期後12、24及36個月後分別歸屬30%、30%及40%。

有關授予員工的購股權數量變動如下：

21 Share-based Compensation (Continued)

(a) Share-based compensation plans of the Company (Continued)

On 6 January 2023, the Group granted 4,985,000 share options under the RSA Scheme to certain eligible employees. Pursuant to the RSA Scheme, subject to grantee's employment or service to the Group through the applicable vesting date, and performance condition are met, the share options shall become vested with respect to 30%, 30% and 40% of the share options after 12, 24 and 36 months from the grant date.

Movements in the number of share options granted to employees are as follows:

		每份購股權 平均行使價 Average exercise price per share option	購股權數量 Number of share options (以千計) (in thousands)
於2023年1月1日 (未經審核)	As at 1 January 2023 (Unaudited)	—	—
已授出	Granted	HK\$0.63 港元	4,985
已沒收	Forfeited	HK\$0.63 港元	(45)
於2023年6月30日	As at 30 June 2023	HK\$0.63 港元	4,940

以上表格概不包括於該期間已歸屬、已獲行使或已到期的購股權。

No options vested, exercised nor expired during the period covered by the above tables



21 以股份為基礎的薪酬(續)

(a) 本公司以股份為基礎的薪酬計劃(續)

本集團採用柏力克舒爾斯模式釐定購股權於授出日期的公允值。關鍵假設載列如下：

21 Share-based Compensation (Continued)

(a) Share-based compensation plans of the Company (Continued)

The Group has used Black-Scholes model to determine the fair value of the share option as of the grant date. Key assumptions are set as below:

		截至 2023年6月30日 止六個月 Six months ended 30 June 2023
每股普通股公允值	Fair value per ordinary share	HK\$3.00 港元
行使價	Exercise price	HK\$0.63 港元
無風險利率	Risk-free interest rates	3.82% – 4.11%
股息率	Dividend yield	—
預期期限一年	Expected term — years	1.02 – 3.02
預期波動	Expected volatility	63.64% – 66.29%
購股權公允值	Fair value of share options	HK\$2.44 港元

以股份為基礎的薪酬開支已於截至2023年6月30日止六個月的簡明綜合全面收入表中確認，為數人民幣2,326,000元(截至2022年6月30日止六個月：無)。

The share-based compensation expenses recognised in the condensed consolidated statements of comprehensive income for the six months ended 30 June 2023 was RMB2,326,000 (six months ended 30 June 2022: nil).

22 借款

22 Borrowings

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
流動	Current		
銀行借款	Bank borrowings	157,994	88,481

(a) 於2023年6月30日，金額為人民幣30,000,000元的銀行借款由本集團若干專利擔保，而其他銀行借款由本公司擔保。於2022年12月31日，所有銀行借款均由本公司擔保。

(b) 借款的加權平均實際年利率如下：

(a) As at 30 June 2023, the bank borrowing amounting to RMB30,000,000 was secured by certain patents of the Group and the other bank borrowings were guaranteed by the Company. As at 31 December 2022, all bank borrowings were guaranteed by the Company.

(b) The weighted average effective interest rates per annum of borrowings were as follows:

		於2023年 6月30日 As at 30 June 2023 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 (經審核) (Audited)
銀行借款	Bank borrowings	2.76%	2.43%

(c) 於2023年6月30日及2022年12月31日，所有借款均以人民幣計值。由於到期日較短，其賬面值視為與其公允值相同。

(c) As at 30 June 2023 and 31 December 2022, all borrowings were denominated in RMB. Due to the short-term maturities, their carrying amount is considered to be the same as their fair value.



23 貿易應付款項、應付票據及其他應付款項 23 Trade, Bill and Other Payables

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
貿易應付款項 — 第三方(附註(a))	Trade payables — Third parties (Note (a))	50,175	48,327
其他應付款項 — 第三方	Other payables — Third parties	7,171	18,417
應付票據 — 第三方	Bill payable — Third parties	—	1,758
應計薪資	Accrued payroll	16,138	30,808
其他應付稅項	Other tax payables	3,951	4,778
		20,089	35,586
總計	Total	77,435	104,088

23 貿易應付款項、應付票據及
其他應付款項(續)

- (a) 應付第三方的貿易應付款項主要指應付電信開支及應付服務器租用費。

於2023年6月30日及2022年12月31日，貿易應付款項基於確認日期的賬齡分析如下：

23 Trade, Bill and Other Payables (Continued)

- (a) Trade payable due to third parties mainly represents telecommunication expenses payables and server rental fees payables.

As at 30 June 2023 and 31 December 2022, the ageing analysis of the trade payables based on recognition date are as follows:

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
賬齡	Ageing		
不超過三個月	Up to 3 months	32,793	19,911
三至六個月	3 to 6 months	20	1,281
六個月以上	Over 6 months	17,362	27,135
		50,175	48,327



24 租賃

24 Leases

於綜合財務狀況表確認的金額

Amounts recognised in the consolidated statements of
financial position

		於2023年 6月30日 As at 30 June 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	於2022年 12月31日 As at 31 December 2022 人民幣千元 RMB'000 (經審核) (Audited)
使用權資產	Right-of-use assets		
— 物業(附註16)	— Properties (Note 16)	22,818	24,707
租賃負債	Lease liabilities		
— 流動	— Current	10,776	9,918
— 非流動	— Non-current	15,824	18,165
		26,600	28,083

25 股息

董事會並無建議派發截至2023年6月30日止六個月的中期股息(截至2022年6月30日止六個月:無)。

26 承擔

(a) 於2023年6月30日,本集團並無任何重大資本承擔或經營租賃承擔(2022年12月31日:無)。

(b) 或有事項

於2023年6月30日,本集團並無任何重大或有負債(2022年12月31日:無)。

27 關聯方交易

如一方能夠直接或間接控制另一方,或在另一方作出財務及營運決策時施加重大影響,則被視為關聯方。如各方受共同控制,則亦被視為關聯方。本集團主要管理層成員及其近親家庭成員亦被視為關聯方。

25 Dividend

No interim dividend for the six months ended 30 June 2023 has been proposed by the board of directors (six months ended 30 June 2022: nil).

26 Commitments

(a) The Group did not have any material capital commitments or operating leases commitments as at 30 June 2023 (31 December 2022: nil).

(b) Contingencies

The Group did not have any material contingent liabilities as at 30 June 2023 (31 December 2022: nil).

27 Related Party Transactions

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operational decisions. Parties are also considered to be related if they are subjected to common control. Members of key management and their close family members of the Group are also considered as related parties.



27 關聯方交易(續)

(a) 關聯方姓名及關係

姓名
Name

陳先生*
Mr. Chen*

黃先生*
Mr. Huang*

李先生*
Mr. Li*

* 由於關聯方並無正式英文姓名，故有關英文姓名為本集團管理層盡力以其中文姓名翻譯而成。

(b) 主要管理人員薪酬

除董事薪酬外，主要管理人員的薪酬載列如下。

27 Related Party Transactions (Continued)

(a) Name and relationship with related parties

與本集團的關係
Relationship with the Group

本公司控股股東
Controlling shareholder of the Company

本公司控股股東
Controlling shareholder of the Company

本公司控股股東
Controlling shareholder of the Company

* The English name of the related parties represents the best effort by the management of the Group in translating their Chinese names as they do not have an official English name.

(b) Key management compensation

Compensations for key management other than those for directors is set out below.

截至6月30日止六個月
Six months ended 30 June

		2023年 2023 人民幣千元 RMB'000 (未經審核) (Unaudited)	2022年 2022 人民幣千元 RMB'000 (未經審核) (Unaudited)
薪金及其他短期僱員福利	Salaries and other short-term employee benefits	1,243	1,255

以上關聯方交易均不屬於上市規則第14A章所界定之關連交易定義範圍。

None of the above related party transactions falls under the definition of connected transaction as defined in Chapter 14A of the Listing Rules.

28 結算日後事項

於2023年6月30日後本集團概無發生重大期後事項。

28 Event After the Balance Sheet Date

There are no material subsequent events undertaken by the Group after 30 June 2023.



玄武雲科技控股有限公司

Xuan Wu Cloud Technology Holdings Limited

Stock Code 股份代號 : 2392

