

2017

— Annual Report —

**Haitian International Holdings Limited**

(Incorporated in the Cayman Islands with limited liability)

Stock Code: 1882



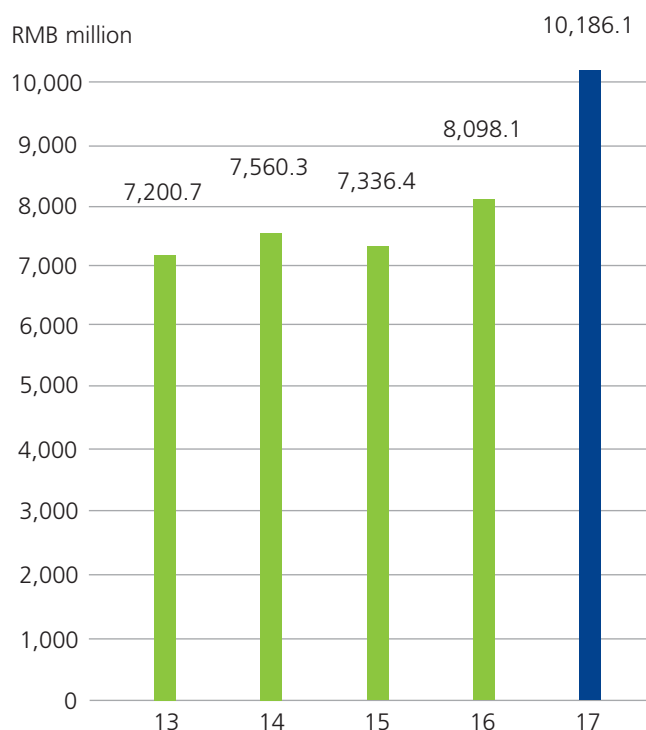
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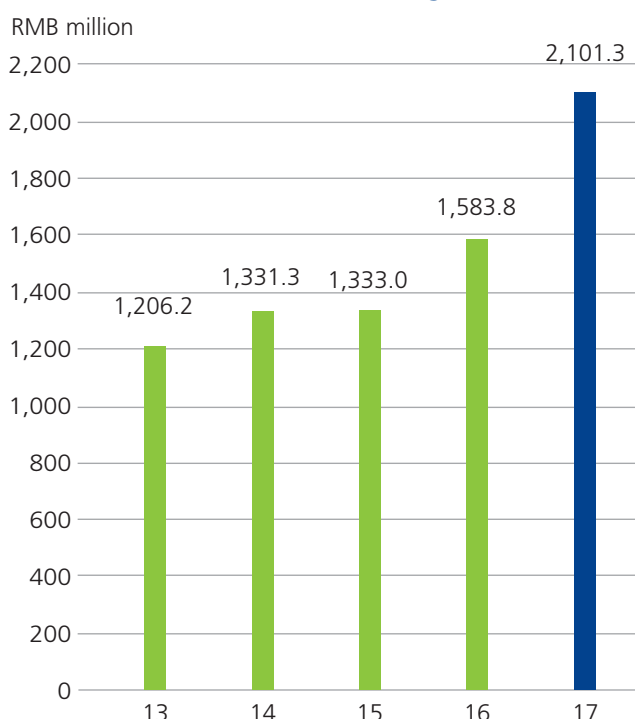


# Financial Highlights

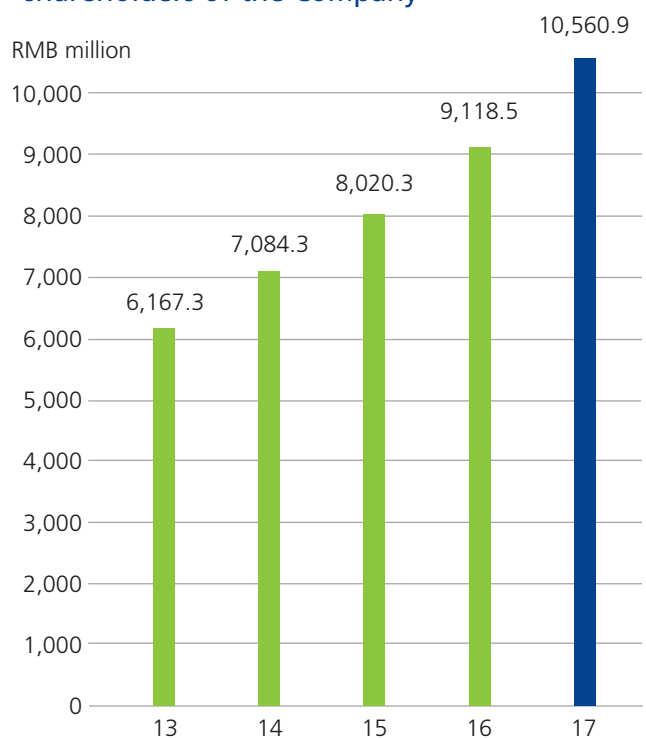
## Revenue



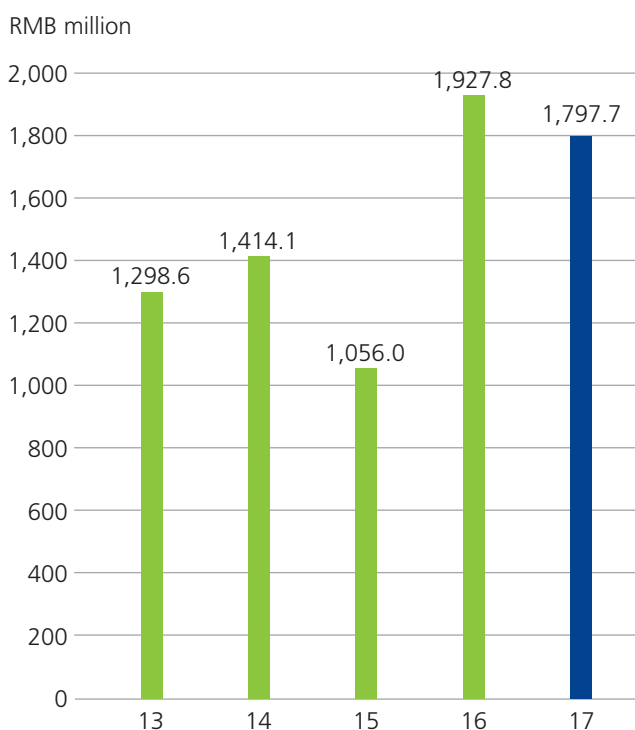
## Profit attributable to the shareholders of the Company excluding issuing expense and change in fair value of Convertible Bonds ("CB") resulted from bond values changes



## Capital and reserves attributable to shareholders of the Company



## Net cash generated from operating activities



# Company Profile and Corporate Information

## Executive Directors

Mr. ZHANG Jingzhang (*Chairman*)  
Mr. ZHANG Jianming (*Chief Executive Officer*)  
Mr. ZHANG Jianfeng  
Mr. CHEN Weiqun  
Mr. ZHANG Bin

## Non-Executive Directors

Mr. GUO Mingguang  
Mr. LIU Jianbo  
Prof. Helmut Helmar FRANZ  
Mr. ZHANG Jianguo  
Ms. CHEN Ningning

## Independent Non-Executive Directors

Mr. LOU Baijun  
Dr. Steven CHOW  
Mr. JIN Hailiang  
Mr. GUO Yonghui

## Company Secretary

Mr. SUEN Wai Yu

## Registered Office

Cricket Square, Hutchins Drive  
PO Box 2681, Grand Cayman KY1-1111  
Cayman Islands

## Auditor

PricewaterhouseCoopers  
*Certified Public Accountants*

## Principal Place of Business

*China*  
No. 1688 Haitian Road  
Beilun District, Ningbo  
Zhejiang Province, China  
315800

*Hong Kong*  
Unit 1105, Level 11  
Metroplaza, Tower 2  
223 Hing Fong Road  
Kwai Fong, N.T.  
Hong Kong

## Principal Banks

*China*  
Agricultural Bank of China  
Bank of China  
China Everbright Bank  
China Guangfa Bank  
Industrial and Commercial Bank of China  
Industrial Bank  
Ping An Bank  
Shanghai Pudong Development Bank Co., Ltd.  
The Export-Import Bank of China

*Hong Kong*  
Hang Seng Bank  
Oversea – Chinese Banking Corporation  
Standard Chartered Bank (Hong Kong)  
The Hongkong and Shanghai Banking Corporation



A graphic with the text "CHAIRMAN'S STATEMENTS" in white, bold, sans-serif font. It is flanked by several yellow diamond shapes of varying sizes. The background of the entire page is a photograph of a man in a dark suit and red tie, standing in a lush green field under a blue sky with clouds.

## CHAIRMAN'S STATEMENTS

## MANAGEMENT DISCUSSION AND ANALYSIS

### Business Review

In 2017, the Chinese government adopted a proactive fiscal policy which focused on the implementation of supply-side structural reform over economic policies such as reducing over-capacity, de-leveraging and de-stocking, with the purpose to match the needs of the new economic norms. Such policy approach led to recovery of the investment sentiment of domestic enterprises and improvement in the overall economic outlook. From a global economic perspective, developments tend to be more diverse from country to country and in different regions. After experiencing domestic political conflicts, the refugee crisis and Brexit, European Union member states saw a better-than-expected economic recovery. In the United States, with the implementation of various policies adopted by the new administration, inflation and employment indices moved towards the government's goal while the domestic economic growth momentum further augmented. In spite of the rise of trade protectionism in some regions, the global economy gradually recovered from the downturn while both developed economies and emerging markets have been on a gradual up-swing. However, more and more regional and bilateral trade relationships need to be observed and considered in the future. In China, under various factors such as increasing domestic demand and recovering external demand, the growth rate of GDP rose for the first time in seven years, with a year-on-year increase of 6.9%, providing a strong impetus also for the growth in the plastic injection moulding machine market.



## Chairman's Statements

Through the commitment of all employees of the Company and its business partners, we achieved another record sales of RMB10,186.1 million for the year ended 31 December 2017, representing an increase of 25.8% compared to the same period in 2016. During the period, as a result of the increase in the Company's production efficiency and change in product mix, our operational efficiency and profitability continued to improve and enhance throughout the year. For the year of 2017, our gross profit margin improved to 35.3% from 34.4% in the same period of 2016, mainly as a result of (i) improvement in operational efficiency, (ii) economy of scale and (iii) change in product mix by introduction of upgraded models of products.

For the year ended 31 December 2017, the increase in sales volume and improvement in gross profit margin led to increase of our operating profit to RMB2,372.9 million, representing an increase of 31.0% when compared to RMB1,811.0 million in the same period of 2016. The enhancement in operational efficiency led to an increase in the net profit margin (excluding the non-cash accounting loss of change in fair value of CB) from 19.6% in 2016 to 20.6% in 2017, reaching another record high in our history. The net profit attributable to shareholders of the Company for the year ended 31 December 2017 amounted to RMB2,005.4 million, representing an increase of 29.3% when compared to that of 2016. Excluding the non-cash accounting loss of change in fair value of CB, the adjusted net profit attributable to shareholders of the Company would increase to RMB2,101.3 million, representing an increase of 32.7% when compared to the same period in 2016.

The Board of Directors has declared a second interim dividend of HK\$0.27 per share for the year ended 31 December 2017 (2016: HK\$0.20) and the total dividend for 2017 would amount to HK\$0.52 (2016: HK\$0.37) per share.

### Domestic and export sales

The Group's domestic and export sales by geographic areas are summarized in the following table:

| (RMB million)  | 2017     | %     | 2016    | %     | 2017 vs 2016 |
|----------------|----------|-------|---------|-------|--------------|
| Domestic Sales | 6,989.3  | 68.6% | 5,552.7 | 68.6% | 25.9%        |
| Export Sales   | 2,954.7  | 29.0% | 2,360.8 | 29.2% | 25.2%        |
| Parts          | 242.1    | 2.4%  | 184.6   | 2.2%  | 31.1%        |
| Total          | 10,186.1 | 100%  | 8,098.1 | 100%  | 25.8%        |



## Chairman's Statements

In China, with the first GDP growth rate increase in seven years in 2017, the domestic corporate investment momentum improved and fueled the domestic plastic injection moulding machinery industry with strong demand. In 2017, our domestic sales increased by 25.9% to RMB6,989.3 million, way ahead among industrial peers.

Under a gradual up-swing of the global economy, although at larger diversification, not only the developed economies (such as U.S., Europe and Japan) showed signs of recovery, but the general growth rate of emerging markets also rebounded. For example, both Russia and Brazil reversed their negative growth rate in last year. At the same time, the labour markets in the U.S. and Europe continue to improve while the international commodity prices are relatively stable. Our continuous investment in particular important overseas markets such as Germany, India and Mexico further drove the sales in such regions and enhance our service quality. During the year of 2017, we recorded export sales of RMB2,954.7 million, representing an increase of 25.2% as compared to the same period in 2016.

### Sales mix of PIMMs by product series

The Group's sales by product series are summarized in the following table:

| (RMB million)                              | 2017     | %     | 2016    | %     | 2017 vs 2016 |
|--|----------|-------|---------|-------|--------------|
| Mars series (energy-saving features PIMMs) | 7,072.7  | 69.4% | 5,548.9 | 68.5% | 27.5%        |
| Zhafir electrical series PIMMs             | 1,010.8  | 9.9%  | 795.1   | 9.8%  | 27.1%        |
| Jupiter series (two-platen PIMMs)          | 1,323.1  | 13.0% | 982.2   | 12.1% | 34.7%        |
| Other series                               | 537.4    | 5.3%  | 587.3   | 7.3%  | (8.5%)       |
| Parts                                      | 242.1    | 2.4%  | 184.6   | 2.3%  | 31.2%        |
| Total                                      | 10,186.1 | 100%  | 8,098.1 | 100%  | 25.8%        |

As the majority of economies in the world have been improving gradually, the demand in the plastic injection moulding machinery industry was strong throughout the year. The sales of our Mars series PIMMs, which feature highly efficient energy-saving servo-system and enhanced machine structure, recorded a strong growth, which increased from RMB5,548.9 million in 2016 to RMB7,072.7 million in 2017, representing an increase of 27.5%. Mars series PIMMs, with successful introduction of its second generation, remained our principal products and accounted for 69.4% of our total sales. With its rising market share, the sales of Mars series is in line with the demand in the mass application PIMM market.

Our Zhafir electrical series PIMMs and Jupiter series two-platen PIMMs receive increasing recognition from domestic and overseas customers since the launch of our strategy of shifting small-tonnage PIMMs to full-electric PIMMs and large-tonnage PIMMs to two-platen PIMMs. The production upgrade for domestic manufacturers in China also witnessed the increasing popularity of our Zhafir electrical and Jupiter two-platen PIMMs and their sales reached RMB1,010.8 million and RMB1,323.1 million in 2017, representing an increase of 27.1% and 34.7% compared to the same period in 2016 respectively. For 2017, the sales mix of electrical PIMMs in small tonnage PIMMs reached 15.8% (2016: 15.3%) and that of two-platen PIMMs in medium-to-large PIMMs reached 37.3% (2016: 36.3%) respectively.



## Chairman's Statements

### Prospect

The recovery momentum of different economies in the world was further sustained and strengthened since 2017 and we are optimistic that this trend will continue in 2018. The approval and implementation of the U.S. government's tax reform policy would put the U.S. economy on the track of recovery. Economies in Europe have become diversified and regionalized under the leadership of different governments but the recovery momentum in Europe shall continue. However, we are also aware of the rising trend of trade protectionism in certain countries and this will affect the growth of free trade under globalization. The economic conflicts between some countries and regions may also bring uncertainties to the economic growth from a global perspective.

From the global competitive landscape, China's economic growth in 2018 is subject to a number of uncertainties. China's goods and services face increasingly stronger pressure and obstacles in the worldwide markets. The wave of conservatism around the world is confronting with the Chinese economy in an unprecedented way. However, as the Chinese government continues to deepen the supply-side structural reform, promote industrial transformation and upgrades, and optimize investment structures, we can clearly observe the progress in maintenance of steady growth for industrial production and consolidation in recovery of private investment, especially after the business tax-to-value-added tax reform where taxes can be offset by fixed-asset investment directly. For foreign investments, the Chinese government further stepped up its effort in opening up to attract foreign investment, including a series of measures such as the implementation of negative list management on foreign invested industries, reducing the restrictions on foreign-invested services industry to a larger extent, and introducing the suspension of tax levy against foreign-invested entities regarding their reinvested foreign earnings. We remain confident of China's economic growth in general.

We remain cautiously optimistic with regards to the complicated global economic conditions. Inflation has emerged worldwide, although at different paces. This will lead to a corresponding growth in prices, which include production material prices, thereby causing the continuous increase in raw material costs which affect production enterprises while driving the continuous growth of the economy globally.





## Chairman's Statements

The diversified strategic measures, based on the proven three pillar strategy "Communication – Innovation – Efficiency" adopted by the Company towards different markets around the world over the years, have achieved remarkable results. After several years of strenuous efforts, the U.S. market in the North America has become the Company's largest single export market last year, achieving a growth rate of 16.0% in 2017. The high-end product markets in the Europe and Germany in particular also achieved a remarkable growth of 19.1% and 24.0% in 2017. Therefore, we remain optimistic about the market demand in the countries along the Belt and Road, and will further increase the investment in the Indian market, which is expected to become another very strong geographical market for our future growth.

2018 marks the year of transformation in efficiency for Haitian. Besides further stepping up in the implementation of transformation from a sales-and-service focus to market-and-application focus, we also actively perform internal reforms so as to enhance the Company's productivity and efficiency. We will continue to execute our production automation target "8+16" to enhance our production efficiency and reduce costs.

Our previous effort in promoting quality management has successfully transformed our product strategy from the "high price-to-performance ratio" to "high quality" and has obtained outstanding results. We were awarded with "China machinery industry quality brand benchmarking" (中國機械工業質量品牌標杆) and "China machinery industry quality work (project)" (中國機械工業優質工程(項目)) on the 2017 National Machinery Industry Quality Brand Promotion Conference (2017 年全國機械工業質量品牌提升大會), where Haitian is the only awardee from the plastics injection moulding machine industry.

The industrial upgrade and innovation development in China benefit its domestic economy, as well as support development in other countries around the world. Under the national strategy of Made in China 2025, we will continue to develop and design our products with the enhanced opportunities resulting from new technologies in digitalization and automation in manufacturing. We will also continue to provide customized solution to our customers through Haitian Smart Solution, striving to create greater value for our customers, shareholders and employees.



## CEO'S REPORT

### Highlights

|   | 2017<br>RMB' million | 2016<br>RMB' million | Increase<br>% |
|---|----------------------|----------------------|---------------|
| Revenue   | 10,186.1             | 8,098.1              | 25.8          |
| Gross profit  | 3,596.8              | 2,783.2              | 29.2          |
| Operating profit  | 2,372.9              | 1,811.0              | 31.0          |
| Profit attributable to shareholders of the Company excluding<br>change in fair value of convertible bonds | 2,101.3              | 1,583.8              | 32.7          |
| Profit attributable to shareholders of the Company  | 2,005.4              | 1,550.9              | 29.3          |
| Basic Earnings per share (expressed in RMB per share)   | 1.26                 | 0.97                 | 29.3          |
| Dividend per share (expressed in HK\$ per share)  |                      |                      |               |
| Second interim dividend   | 0.27                 | 0.20                 | 35.0          |
| Full year dividend (including interim dividend)   | 0.52                 | 0.37                 | 40.5          |

- With a consistent recovery in the market in 2017 and successful strategies in place, we achieved another sales record. Revenue increased 25.8% to RMB10,186.1 million compared to the results recorded in 2016
- Our strategic focus on small-tonnage full-electric machines and large-tonnage two-platen machines continued to deliver outstanding results. In 2017, the sales of our Zhafir electrical series PIMMs and Jupiter series large-tonnage two-platen PIMMs increased to RMB1,010.8 million and RMB1,323.1 million, representing an increase of 27.1% and 34.7% compared to the results in 2016 respectively
- Gross profit margin continued to improve to 35.3% (2016:34.4%) as a result of enhancement in operation efficiency, economy of scale and change in product mix by introduction of upgraded models of products
- Profit attributable to shareholders of the Company increase 29.3% to RMB2,005.4 million compared to the results of 2016. Excluding the non-cash accounting loss of change in fair value of convertible bonds issued in 2014 ("CB"), profit attributable to shareholders of the Company would increase to RMB2,101.3 million, representing an increase of 32.7% compared to the results in 2016
- Earnings per share amounted to RMB1.26 per share during the year
- The Board declared a second interim dividend of HK\$0.27 per share and, together with the interim dividend of HK\$0.25 per share constitute a total dividend of HK\$0.52 per share (2016: HK\$0.37 per share)



## CEO's Report



## Financial Review

### Revenue

In 2017, our sales increased to RMB10,186.1 million, representing an increase of 25.8% compared to RMB8,098.1 million recorded in 2016. The domestic sales were increased by 25.9% to RMB6,989.3 million compared to results of 2016, way ahead among industrial peers, while our export sales recorded a historical high of RMB2,954.7 million, representing an increase of 25.2% compared to results in 2016.



## CEO's Report

### Gross Profit

In 2017, our gross profit reached RMB3,596.8 million, representing an increase of 29.2% compared to 2016. Overall gross margin increased from 34.4% in 2016 to 35.3% in 2017, as a result of (i) improvement in operational efficiency, (ii) economy of scale and (iii) change in product mix by introduction of upgraded models of products.

### Selling and administrative expenses

The selling and administrative expenses increased by 20.9% from RMB1,096.5 million in 2016 to RMB1,325.2 million in 2017. The increase was due to increase in sales commission expenses and labour and administrative costs. The labour costs related to the research and development activities increased from RMB103.0 million in 2016 to RMB111.8 million in 2017.

### Other income

Other income mainly consists of government subsidy and increased by 28.0% from RMB99.3 million in 2016 to RMB127.1 million in 2017.

### Finance income – net

We recorded a drop in net finance income from RMB99.6 million in 2016 to RMB90.0 million in 2017. The changes were mainly attributable to (i) net foreign exchange losses of RMB56.5 million in 2017 compared to net foreign exchange gains of RMB48.3 million in 2016, (ii) our non-cash accounting loss of change in fair value of convertible bonds of RMB40.7 million in 2017 was less than the same accounting loss of RMB121.6 million in 2016, (iii) increase in interest income from RMB203.7 million in 2016 to RMB229.6 million in 2017, resulting from increase average bank balance and wealth management products, and (iv) increase in interest expense from RMB30.7 million in 2016 to RMB42.4 million in 2017, as a result of increase in bank loans.

### Income tax expenses

Income tax expenses increased by 27.4% from RMB362.8 million in 2016 to RMB462.2 million in 2017. Our effective tax rate maintained at a similar level of 18.7% in 2017 (2016: 19.0%).

### Net profit attributable to shareholders

As a result, our net profit attributable to shareholders of the Company in 2017 increased to RMB2,005.4 million, representing an increase of 29.3% compared to 2016. Excluding the change in fair value of convertible bonds, the adjusted net profit attributable to shareholders of the Company for 2017 increased to RMB2,101.3 million, representing an increase of 32.7% compared to 2016.

### Liquidity, Financial Resources, Borrowing and Gearing

The Group finances its operations and investment activities mainly with internally generated cash flow. As at 31 December 2017, the Group's total cash and cash equivalents, term deposits and restricted cash amounted to RMB3,029.3 million, RMB100.0 million and RMB190.6 million respectively (31 December 2016: RMB3,263.9 million, RMB150.0 million and RMB112.7 million respectively). The Group's short-term bank borrowing amounted to RMB1,172.0 million as at 31 December 2017 (31 December 2016: RMB677.7 million).



## CEO's Report

In February 2014, we issued US dollar denominated 2.00 coupon CB due 2019 of USD200 million for general corporate purposes. In February 2017, we redeemed CB of USD75.25 million and the remaining outstanding aggregate principal amount of CB was reduced to USD124.75 million. As at 31 December 2017, the convertible bonds balance amounted to RMB915.6 million which represented its market fair value of CB (31 December 2016: RMB1,392.0 million).

The Group also placed certain surplus fund into wealth management products which were recorded as available-for-sale financial assets. The wealth management products carry floating interests ranging from 3.1% to 7.5% (2016: 2.8% to 6.8%) per annum. As at 31 December 2017, the Group's available-for-sale financial assets amounted to RMB4,779.3 million (31 December 2016: RMB3,729.0 million).

The net gearing ratio is defined by our management as total borrowings net of cash divided by shareholders' equity. As at 31 December 2017, our Group was in a strong financial position with a net cash position amounting to RMB1,232.3 million (31 December 2016: RMB1,457.0 million). Accordingly, no net gearing ratio is presented.

### Capital Expenditure

In 2017, our capital expenditure consisted of additions of property, plant and equipment and land use rights, which amounted to RMB796.9 million (2016: RMB469.2 million).

### Charges on Group Assets

As at 31 December 2017, no assets were pledged for our Group (31 December 2016: available-for-sale financial assets amounted to RMB100.0 million were pledged for issuing the letter of guarantee for borrowings).

### Foreign Exchange Risk Management

During the Reported Period, our Group exported approximately 29.9% of its products to international markets. Such sales were denominated in U.S. dollars or other foreign currencies, while our Group's purchases denominated in U.S. dollars or other foreign currencies accounted for less than 10% of our total purchases. During the Reported Period, our Group borrowed certain Euro denominated bank loans to hedge the exchange risk of Euro denominated receivables arising from export sales.

### Financial guarantee

As at 31 December 2017, our Group provided guarantee to banks in connection with facilities granted to the customers with an amount of RMB1,158.5 million (31 December 2016: RMB1,250.5 million).

# Communication

## DIRECTORS AND SENIOR MANAGEMENT



## Directors and Senior Management

### Executive Directors



**Mr. Zhang Jingzhang (張靜章)**, aged 81, is an Executive Director and the Chairman of the Group. He is responsible for the overall business development strategy of the Group and has in-depth knowledge of, and more than 50 years of experience in, the plastic processing machinery industry. Mr. Zhang was the factory manager of Zhenhai Plastic Injection Moulding Machinery Factory (鎮海塑料機械廠), the predecessor of Ningbo Haitian Group Co., Ltd (寧波海天股份有限公司) (“Ningbo Haitian”) from 1970 to 1994. He was named an excellent model worker of Ningbo (寧波市特等勞模) in 1988 by the Ningbo Municipal People’s Government, and was also awarded the title of an “Outstanding Factory Manager and Manager of Industrial Enterprise of Ningbo” (寧波市工業企業優秀廠長、經理) by the Ningbo Municipal Committee of Communist Party of China for Economic Affair and Ningbo Economic Committee in 1993. In July 1994, Mr. Zhang founded the Group and was appointed as the chairman of the Group. Mr. Zhang was named as an economist by the Ningbo Municipal People’s Government (寧波市人民政府) in 1994, an outstanding worker in the national plastic processing machinery industry (全國塑料機械行業先進工作者) by the China Plastic Processing Machinery Industry Association in 1996 and an outstanding township entrepreneur in Zhejiang (浙江省優秀鄉鎮企業家) by the Zhejiang Township Enterprise Bureau. In December 2002, Mr. Zhang was awarded the title of New Millennium Star Entrepreneur of the National Machinery Industry (新世紀首屆全國機械工業明星企業家) by the China Machinery Industry Federation (中國機械工業聯合會), an entrepreneur of China (全國鄉鎮企業家) and outstanding factory manager (manager and chairman) of China (全國優秀鄉鎮企業廠長) and was also elected as a deputy to the People’s Congress of Ningbo and Beilun District (寧波市和北侖區人大代表) in both 1988 and 1999. He was named an outstanding entrepreneur of Zhejiang (浙江省優秀創業家) in 2006. Mr. Zhang currently serves as the honorary chairman of the China Plastics Machinery Industry Association (中國塑料機械工業協會).

Mr. Zhang is the father of Mr. Zhang Jianming and Mr. Zhang Jianfeng, the father-in-law of Mr. Guo Mingguang and Mr. Liu Jianbo and the grandfather of Mr. Zhang Bin, all of whom are directors of the Company. He is also a director of Sky Treasure Capital Limited (“Sky Treasure”) and Premier Capital Management (PTC) Ltd. (“Premier Capital”), which interests in the Company have been detailed under the paragraph headed “Interests and Short Positions of Shareholders” in the Directors’ report.



## Directors and Senior Management



**Mr. Zhang Jianming (張劍鳴)**, aged 55, is an Executive Director and the Chief Executive Officer of the Group and is responsible for the overall daily operations of the Group. By introduction of Mr. Zhang Jingzhang, Mr. Zhang joined the Group in August 1977 as worker and has gained extensive exposure in various departments of the Group. With over 40 years of experience in the plastic processing machinery industry, Mr. Zhang is experienced in all facet of the overall operation of the Group. He obtained a master in business administration from the Management College of Fudan University (復旦大學管理學院) in July 2002. Mr. Zhang has been appointed as the chief executive officer of the Group since April 2000. Mr. Zhang served as a member of the National Committee of the Chinese People's Political Consultative Conference in Beilun District (北侖區政協委員會) in 1996 and as a director of the Quality Management Association of Beilun District of Ningbo (寧波市北侖區質量管理協會) from 1990 to 2000. In January 2006, Mr. Zhang was also selected as a representative of Ningbo's private enterprises to attend the National Science and Technology Conference. From 2003 to 2011, he was the chairman of Ningbo Plastic Machine Industry Association (寧波市塑料機工業協會). Mr. Zhang was also elected a deputy to the People's Congress of Beilun District (北侖區人大代表) in 2012. Mr. Zhang Jianming is the elder son of Mr. Zhang Jingzhang, the elder brother of Mr. Zhang Jianfeng, the brother-in-law of Mr. Guo Mingguang and Mr. Liu Jianbo and the father of Mr. Zhang Bin, all of whom are directors of the Company, and he is also a director of Sky Treasure and Premier Capital.



**Mr. Zhang Jianfeng (張劍峰)**, aged 48, is an Executive Director and the senior vice president of sales and marketing of the Group. Mr. Zhang joined the Group in October 1985 and has more than 30 years of experience in the plastic processing machinery industry. He was promoted to the deputy head of the Group's sales division in the sales and marketing department in 1997. He has been appointed as the senior vice president of sales and marketing of the Group since 2002. Mr. Zhang has been appointed as the chairman of Ningbo Plastic Machine Industry Association (寧波市塑料機工業協會) since 2012. Mr. Zhang is the younger son of Mr. Zhang Jingzhang, the younger brother of Mr. Zhang Jianming and the brother-in-law of Mr. Guo Mingguang and Mr. Liu Jianbo, all of whom are directors of the Company, and he is also a director of Sky Treasure and Premier Capital.



## Directors and Senior Management



**Mr. Chen Weiqun (陳蔚群)**, aged 46, is an Executive Director and the general manager of Haitian Huayuan, the export arm of the Group. Mr. Chen graduated from Huadong Yejin College (華東冶金學院) with a bachelor's degree in mechanics in August 1993. In 2005, he obtained a master's degree in business administration from the University of Zhejiang. He joined the research and development department of the Group in 1993. In 1994, he joined the international sales team of the sales department. He was appointed as an assistant to the chief executive officer in 2000 and as the deputy general manager of international sales in 2003. He has been appointed as the deputy general manager responsible for the Group's international sales since 2004. He was also appointed as the general manager of Haitian Huayuan in 2004.



**Mr. Zhang Bin (張斌)**, aged 31, is an Executive Director and the general manager of Ningbo Zhafir, the electric PIMM arm of the Group. Mr. Zhang joined the Group in January 2014. He obtained his Bachelor's degree in mechanical engineering from the University of Nottingham in July 2009, and his master's degree in engineering management from King's College London, the University of London, in January 2011. Upon joining the Group in January 2014, Mr. Zhang was appointed as an officer of the information management department of the Group. In January 2015, he also took up the role of assistant to general manager of Ningbo Zhafir Plastics Machinery Co., Ltd. under the Group. In January 2017, Mr. Zhang was appointed as general manager of Ningbo Zhafir Plastics Machinery Co., Ltd. under the Group. Mr. Zhang Bin is a grandson of Mr. Zhang Jingzhang, our Chairman, and a son of Mr. Zhang Jianming, our CEO.

## Non-Executive Directors



**Mr. Guo Mingguang (郭明光)**, aged 51, is a Non-Executive Director. Mr. Guo joined the Group in January 1983 and has more than 30 years of experience in the plastic processing machinery industry. In 1985, he was transferred to the Group's customer services department, and was transferred again in 1989 to the Group's engineering department. From 1994 to 1999, he served as the deputy general manager of Ningbo Zongtian Plastic Processing Machinery Manufacturing Co., Ltd. From 1999 to 2002, he served as the general manager of a factory of the Group. In 2003, he was appointed as the deputy head of production of the Group and was promoted to the vice president of production of the Group in 2004. Mr. Guo was re-designated from an Executive Director to a Non-Executive Director on 1 June 2012. Mr. Guo is a son-in-law of Mr. Zhang Jingzhang, the brother-in-law of Mr. Zhang Jianming, Mr. Zhang Jianfeng and Mr. Liu Jianbo, all of whom are directors of the Company and he is also a director of Premier Capital.

## Directors and Senior Management



**Mr. Liu Jianbo (劉劍波)**, aged 50, is a Non-Executive Director. Mr. Liu joined the quality assurance department of the Group in November 1986 and was appointed as a quality control manager in 1997. In 2000, he qualified as an internal auditor under the ISO9001:2000 certification system and since then has been responsible for the Company's internal quality control audit. He has been the Company's vice president of quality control since February 2004 and the Company's vice president of customer service since July 2004. Mr. Liu was re-designated from an Executive Director to a Non-Executive Director on 1 June 2012. Mr. Liu is a son-in-law of Mr. Zhang Jingzhang and the brother-in-law of Mr. Zhang Jianming, Mr. Zhang Jianfeng and Mr. Guo Mingguang, all of whom are directors of the Company, and he is also a director of Premier Capital.



**Prof. Helmut Helmar Franz**, aged 68, is a Non-Executive Director. He joined the Group in September 2007 and has over 40 years of experience in the plastic processing machinery industry. Prof. Franz obtained a degree in engineering specialising in plastic machinery and processes and joined Plastmaschinenwerk Schwerin in the former German Democratic Republic in 1972. At Plastmaschinenwerk, Prof. Franz worked as a senior executive in research and development and marketing. In 1985, he joined WWW Import-Export in Berlin, Germany where he served as the managing director for WWW Import-Export's sales and services in Iraq, Egypt and Russia. In 1991, he joined Demag Ergotech (previously known as Mannesmann Demag Kunststofftechnik) ("Demag"), initially as the managing director for Demag's sales and services branch in Moscow, Russia. From 1995 until 1999, he served as the managing director for Demag's manufacturing plant for small machines in Wiehe, Germany. He was then promoted to Demag's chairman in 1999 and held the office until 2005. Prof. Franz had been a member of the board of the VDMA (the German Engineering Federation) association of German plastics machinery manufacturers for many years. He served as the chairman of the board of the VDMA from July 2003 until April 2005. From 2005 to 2013, Prof. Franz was the sole managing director of Zhafir Plastics Machinery GmbH, a German limited liability company which is engaged in the research and development of plastic injection moulding machineries. The Group acquired a 91% equity interest in Zhafir Plastics Machinery GmbH in August 2007 and the remaining 9% equity interest in 2014. Prof. Franz was re-designated from an Executive Director to a Non-Executive Director in October 2015.

## Directors and Senior Management



**Mr. Zhang Jianguo (張建國)**, aged 62, is a Non-Executive Director. Mr. Zhang joined the Group in January 1974 and has more than 40 years of experience in the plastic processing machinery industry. He obtained a diploma in electrical and mechanical engineering from Zhejiang Radio TV University (浙江省廣播電視大學) in 1987. Mr. Zhang joined the Group in January 1974 initially working in the quality control division. He was subsequently promoted to the head of quality control in 1996. He has been appointed as the senior vice president of research and development of the Group since 1999. He has contributed to the Group in developing and improving its products including the HTFX series, the HTFW series and the HTK series. He was named as an outstanding technological worker in a township enterprise at provincial level (省級鄉鎮企業優秀科技工作者) in 1990 and twice named as a professional technician with outstanding contributions to the Ningbo region (區級有突出貢獻專業人員) by the People's Government of Ningbo Beilun district in 1990 and 1997. In 1999, Mr. Zhang was awarded by the Ningbo Municipal People's Government the titles of outstanding professional technician of (寧波市優秀專業技術人員) and pioneer in technological innovations in Ningbo (寧波市首屆科技創新功臣). He was also named an excellent labour model of Ningbo (寧波市特等勞動模範) in April 2000. In 2001, Mr. Zhang obtained a "Great Achievement in the World Technology" award (世界科學技術發展成就獎) from the Hong Kong International EXPO Organising Committee for Patented Technology. Mr. Zhang was re-designated from an Executive Director to a Non-Executive Director on 20 April 2018 and is a director of Premier Capital.



**Ms. Chen Ningning (陳寧寧)**, aged 55, is a Non-Executive Director. Ms. Chen is a qualified accountant in China. Ms. Chen first joined the Group in May 1984. Ms. Chen served as the deputy head of the finance and accounting department, and the head of the accounting division, the cost division and the inventory division of the Group from 1999 to 2003. Since 2004, Ms. Chen has served as the vice president of finance of the Group. She was named as an outstanding accountant of Ningbo in 2005. Ms. Chen was re-designated from an Executive Director to a Non-Executive Director on 20 April 2018 and is a director of Premier Capital.

## Directors and Senior Management

### Independent Non-Executive Directors

**Dr. Steven Chow (周志文)**, aged 73, joined the Group in September 2007 as an Independent Non-Executive Director. He is a licensed investment advisor and has over 30 years of experience in banking and investment. He received his Bachelor of Science Degree from Bishop's University and his Master's Degree in Business Administration and PhD degree (in Economics) from Boston University. Dr. Chow is a senior representative for a European bank as well as a managing director of its local company providing wealth management services for high net worth clients in Asia. Dr. Chow served as independent non-executive director of CNT Group Ltd. during the last three years, which shares are listed on the Main Board of the Stock Exchange. He was a member of the Chinese People's Political Consultative Commission, Ningbo from 1989 to 2011.

**Mr. Lou Baijun (樓百均)**, aged 54, joined the Group in March 2012 as an Independent Non-Executive Director. He is currently the Head of Modern Logistics School and Professor of Zhejiang Wanli University. Mr. Lou is a member of the Chinese Institute of Certified Public Accountants since 1996. Mr. Lou was appointed deputy director and deputy professor of Faculty of Financial Management of Jiangxi University of Finance and Economics between 1985 and 2001 and commenced teaching at Zhejiang Wanli University since 2001. Mr. Lou obtained a master degree in management and engineering from Wuhan University of Technology in 2006.

**Mr. Jin Hailiang (金海良)**, aged 64, joined the Group in March 2013 as an Independent Non-Executive Director. He is currently the Chairman of Ningbo Xinlong Real Estate Company Limited. Mr. Jin is also a councilor of the Ningbo Real Estate Association and the President of Ningbo Beilun Real Estate Association. Mr. Jin was appointed to a number of roles at Housing Management Bureau of Zhenhai and Chaqiao Counties Municipal Government including deputy director and deputy director of statistics office between 1971 and 1985. Mr. Jin was appointed as director and party-chief of Housing Management Bureau of Beilun District and its Development Zone since 1985 and assumed the role of director and party-chief of Beilun Construction Quality Supervision Station in 1997. He was appointed to his current position of the Chairman of Ningbo Xinlong Real Estate Company Limited since 1999. Mr. Jin obtained a diploma in real estate management from Zhejiang University of Technology in 1994.

**Mr. Guo Yonghui (郭永輝)**, aged 61, joined the Group in November 2016 as an Independent Non-Executive Director. Prior to his retirement in August 2016, he was the Department General Manager of Ningbo Branch of Bank of China Limited. He was appointed to a number of roles at Finance & Local Taxation Bureau of Xiangshan District in Ningbo, China including section chief and director of Finance & Local Taxation Office between 1986 and 1994. He was appointed to the position of President of Sub-branch and Department General Manager of Ningbo Branch of Bank of China Limited since 1995. Mr. Guo graduated from Zhejiang Radio & TV University with a diploma in industrial accounting in 1990. He was a qualified economist in China since 1993. He graduated in law from PLA Dalian Naval Academy in 2003.



## Directors and Senior Management

### Senior Management

**Mr. Yu Wenxian (虞文賢)**, aged 48, is the vice president of human resources and administration of the Group. Mr. Yu graduated from Xi'an Jiaotong University (西安交通大學) with a bachelor's degree in mechanical engineering in 1991. He joined the Group in May 1993 as an engineer. Since 1997, Mr. Yu has been working in the areas of administration and human resources and served various managerial roles in those areas. He has been appointed as the vice president of human resources and administration of the Group since 2003 and had been serving as the executive assistant to the chief executive officer of the Group between 2004 and 2010.

**Mr. Bei Haibo (貝海波)**, aged 51, is the vice president of domestic sales of the Group. Mr. Bei joined the Group in January 1983 and has more than 30 years of experience in the plastic processing machinery industry. He was appointed as a manager responsible for after-sales services in 1997 and was promoted to deputy general manager of the Group's sales department in 1998.

**Mr. Fu Nanhong (傅南紅)**, aged 42, is the head of technology of our Group. Mr. Fu graduated from Dalian University of Technology with a bachelor's degree in mechanical engineering in 1997 and a master degree in mechanical and electronic engineering in 2000. He joined the research and development department of our Group in 2000. In 2003, he was appointed assistant to the head of research and development department and its deputy head in 2006. In 2008, he was also appointed deputy general manager of Ningbo Zhafir, the electric PIMM arm of our Group, and promoted to its general manager between 2014 and 2016. He was appointed as the head of technology of our Group since 2013.

**Mr. Shi Huajun (施華均)**, aged 46, is the general manager of the internal control and investor relation department of the Group. Mr. Shi graduated from Zhejiang Finance Economics College with a bachelor's degree in economics in 1994. He obtained a master's degree in business administration from the Open University of Hong Kong in 2003. Mr. Shi has in-depth knowledge of, and over 20 years of experience in, auditing, accounting and finance and is a certified accountant, certified valuer and registered tax agent in China. Prior to joining the Group, Mr. Shi was a partner with a local accounting firm in Ningbo. He was named an outstanding certified accountant in Zhejiang (浙江省優秀註冊會計師) by the Zhejiang Certified Accountants Association in 2003.

**Mr. Suen Waiyu (孫懷宇)**, aged 40, is the Company Secretary of the Company and joined the Group in November 2010. Mr. Suen graduated from the University of Hong Kong with a bachelor degree in laws in 2000 and he is a solicitor admitted to practice laws in Hong Kong. Prior to joining the Group, Mr. Suen was previously working in an international law firm advising companies on corporate transactions, capital market transactions and listing companies compliance related work. Mr. Suen has served as an independent non-executive director of VPower Group International Holdings Limited since 24 October 2016, which shares are listed on Main Board of the Stock Exchange.

# Investor Information

## Listing Information

Listing: Hong Kong Stock Exchange  
Stock code: 1882

## Key Dates

|                     |   |   |
|---------------------|---|---|
| 21 March 2018       | — | Result Announcement of 2017   |
| 10–12 April 2018    | — | Closure of register of members<br>(entitlement to second<br>interim dividend) |
| about 23 April 2018 | — | Payment date of second interim<br>dividend                                    |
| 21–25 May 2018      | — | Closure of register of members<br>(Annual General Meeting)                    |
| 25 May 2018         | — | Annual General Meeting  |

## Share Information

Board lot size: 1,000 shares

Shares outstanding as at 31 December 2017:  
1,596,000,000 shares

Market Capitalisation as at 31 December 2017:  
HK37,506 million

|                                      |         |
|--------------------------------------|---------|
| Basic earnings per share for 2017:   | RMB1.26 |
| Diluted earnings per share for 2017: | RMB1.26 |

|                             |            |
|-----------------------------|------------|
| Dividend per share for 2017 |            |
| Interim dividend            | HK25 cents |
| Second interim dividend     | HK27 cents |

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|       |            |
|-------|------------|
| Total | HK52 cents |
|-------|------------|

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## Hong Kong Share Registrar Transfer Office

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

## Enquires Contact

Investor Relations Department  
Tel (China): 86-574-86182786  
Tel (Hong Kong): 852-24282999  
Fax: 86-574-86182787  
E-mail: andy@mail.haitian.com  
Address: No. 1688 Haitian Road,  
Beilun District, Ningbo,  
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Postal code: 315800

## Website

<http://www.haitianinter.com>  
<http://www.haitian.com>

**Innovation**

**ENVIRONMENTAL,  
SOCIAL  
AND GOVERNANCE  
REPORT**



# Environmental, Social and Governance Report

## Introduction

This report covers the activities of Haitian International Holdings Limited and its subsidiaries in the area of environmental protection, employees, compliance with regulatory requirements in business operation and social responsibility. The period covered by this report is 2017 and comparative figures in 2016 are also provided to the extent available.

As a leading plastic injection moulding machinery manufacturer in the world, our operation has significant impacts to different stakeholders including employees, customers and suppliers, communities and environment in which we operate our business, and our shareholders. Along the path of our business development, we are well aware of such impacts and we make constant effort in formulating and adjusting our strategies and policies so that we can continue to make positive impacts to our stakeholders. Though we are not in a pollution-intensive industry, we pay high attention to the impacts of our manufacturing process and our products to the environment and adopt measures that would reduce generation of pollutants, properly handle residual materials and lower the consumption of resources. We take care of our employees in all aspects, from compensation and a safe work-place to support of outside-work activities and opportunities to contribute to communities. We also acknowledge the non-optimal allocation of resources and fruits of economic development in our society and our roles to play against this background, through Haitian Charity Foundation and the assistance it provides to the people in need in our communities.

## Environmental Responsibility

### I. Overview

Our main products are hydraulic and electric plastic injection moulding machines and our manufacturing process can be mainly divided into processing of parts and components, assembling different parts into machine and testing of finished products. The main energy consumed during the manufacturing process is electricity and natural gas. The parts and components surface-processing including painting and plastic spraying emits gas and waste water, the processing and painting of machines and waste water processing lead to emulsified mixture, waste oil barrel and phosphate waste, and the packaging of finished products entails usage of packaging materials. Our manufacturing process will produce waste water, gas and other industrial wastes which, after specific steps of processing, will be emitted into the environment and dispensed into public sewage systems or collected by licensed contractors for toxic-removal processing according to applicable regulations and standards.

We have adopted specific policy on prevention of pollution and handling of industrial wastes for our factories in China with reference to the applicable rules and regulations. Our factory managers are responsible for implementing such policy to ensure our factories are able to comply with the environmental related rules applicable to their locations. For our overseas factories, we engage experts in the early design phase and during their operation to ensure that we are able to comply with the environmental and waste disposal regulations in the relevant countries or districts.

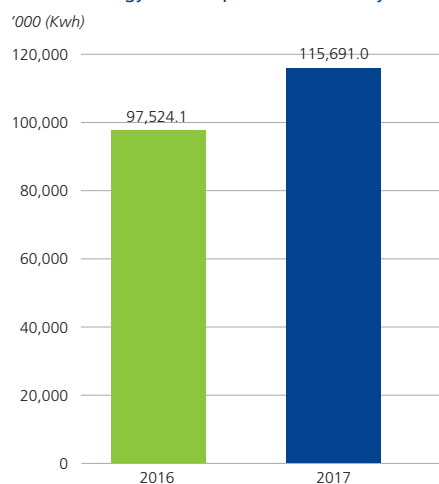
We have set up an Environmental Protection Division in our Group and it is responsible for monitoring the environmental related work of our factories. It will conduct random check on the status of environmental protection measures for different factories and their compliance with our policy. They will also provide updates on the latest development and issues for environmental protection relevant to our operation.

### II. Energy Consumption

#### Electricity

The main energy consumption during our manufacturing processes and daily operations is electricity, which is mainly provided by public electric grid of relevant regions. Below is the data of electricity consumption for our main production and office facilities in 2016 and 2017:

Indirect Energy Consumption — Electricity



The average electricity consumption per unit of product output in 2016 and 2017 are 3,301.6 (Kwh) and 3,234.5 (Kwh), respectively.



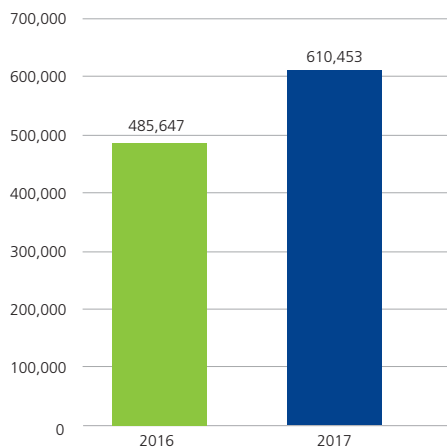
# Environmental, Social and Governance Report

## Natural Gas

The drying process after painting and powdering in our manufacturing flow requires the use of natural gas, which is mainly provided by natural gas supplier of relevant regions. Below is the data of natural gas consumption for our main production facilities in China in 2016 and 2017:

### Indirect Energy Consumption — Natural Gas

(m<sup>3</sup>)

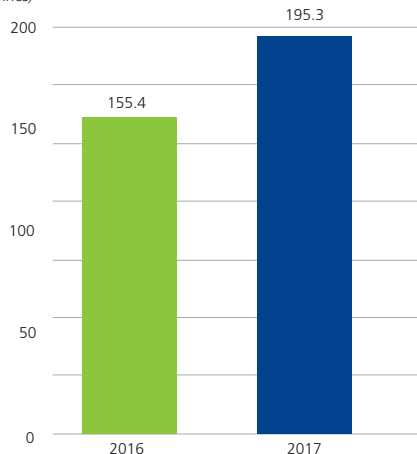


The average natural gas consumption per unit of product output in 2016 and 2017 are 16.4 (m<sup>3</sup>) and 17.1 (m<sup>3</sup>), respectively.

Below is the data of carbon dioxide emitted in our use of natural gas for our main production facilities in China in 2016 and 2017:

### Carbon Dioxide Emission — Natural Gas

(tonnes)



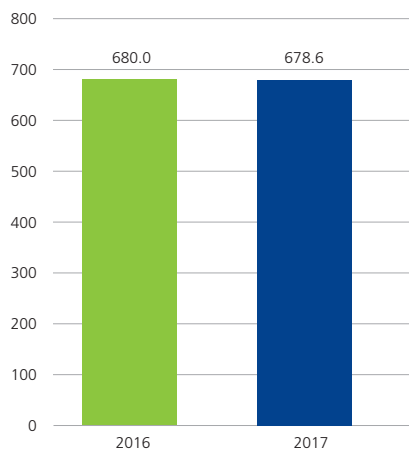
We will continue to monitor the energy consumption of our Group and proposed new measures to reduce energy consumption including equipment with higher efficiency in energy consumption and measures to reduce waste in manufacturing process.

## III. Resource consumption

The parts and components surface-processing including painting, cleaning and powdering consumes water, which is also required for other purposes such as cleaning and staff dormitory. Below is the data of water consumption for our main facilities in 2016 and 2017:

### Water Consumption

'000 (tonnes)



We do not disclose the average water consumption per unit of machine output as the major components of water consumption are not manufacturing related and therefore there is no direct correlation between water consumption and machine output.

# Environmental, Social and Governance Report

## IV. Pollution Control

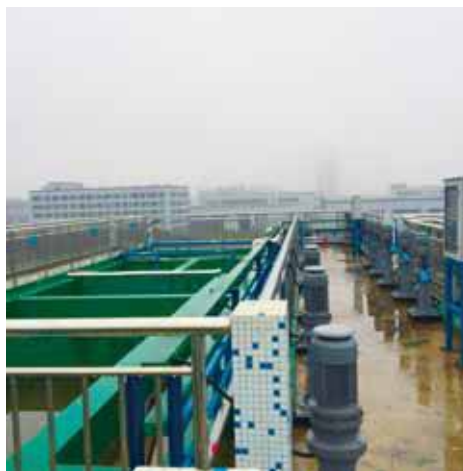
Under applicable Chinese laws and regulations, any facility that will involve emission of gas, water and/or toxic-waste into environment during its production process will require an environmental impact assessment to be performed before its construction to ensure that the legal requirements on emission would be satisfied. After the construction is completed, a post-completion check will be implemented. Before commencement of operation, the facility operator has to apply for an emission permit. We have completed the environmental impact assessment for all our production facilities in China based on applicable regulations at the time of its construction and obtained the required emission permits.

1. Gas: the painting and powdering processing in production will produce waste emission which requires processing. We adopt filter-adhesion-diffusion-catalyst combustion to process emission from painting. The polluting components in such emission will be filtered with filters and carbon-based catalyst before their disposal according to applicable regulations. Pollutants from powdering will be filtered with two-phase dust removal process before emission. We also engaged independent expert with relevant qualification to conduct regular monitoring of our gas emission in 2017 to ensure our compliance with regulatory requirements.



*An emission processing system at a factory in Ningbo, China*

2. Sewage: the processing of parts and components surface including painting and powdering and cleaning of factory premises produce industrial sewage which will be collected and processed by sewage treatment plant in our factories in China. After processing through our sewage system, the sewage will be dispensed through connection to the public sewage system.



*The sewage treatment plant in one of our factories in Ningbo, China*

Our factories in Ningbo, China are required to comply with local sewage standards and, in addition to building a monitoring station, we have engaged independent and licensed institution to monitor the operation of our sewage plants to ensure that our sewage plants are in proper operation and we are able to meet the applicable regulatory requirements.

## Environmental, Social and Governance Report

- Other solid and liquid wastes: our manufacturing process also produces other solid and liquid wastes including (i) toxic wastes such as emulsified mixture, phosphate waste, oil barrel and other wastes and (ii) non-toxic wastes such as domestic garbage, packaging residuals, metal scraps. These will be handled according to regulatory requirements before collection by contractors licensed by provincial environment protection bureau for toxic-removal processing.



Collection of phosphate waste by a contractor licensed by provincial environment protection bureau at a factory in Ningbo, China

The following figures show the amount of other solid and liquid wastes we produced in 2016 and 2017:

| Nature of wastes <sup>(1)</sup>   | 2017<br>(tonnes) | 2016<br>(tonnes) |
|-----------------------------------|------------------|------------------|
| Emulsified mixture <sup>(2)</sup> | 373.99           | 79.85            |
| Oil barrels                       | 117.36           | 93.15            |
| Phosphate waste                   | 250.78           | 181.35           |

Notes:

- No oil-inclusive waste is set out as the relevant materials were no longer treated as toxic materials under applicable regulations in China.
- The substantial increase in emulsified mixture in 2017 was due to once-off large-scale special maintenance of our equipment.

We have adopted specific regulations for processing of wastes generated from our manufacturing process and its implementation is continuously monitored by our Environmental Protection Division. We have set up detailed recording system for the processing of toxic wastes that require special treatment under applicable regulations. This ensures we are able to comply with such regulatory requirements and allows cross-checking of the status of different check-point in the system.

In 2017, we obtained the ISO 14001 environmental management system certification as a recognition of our effective control over environmental protection system in our operation.



Our ISO 14001 Certification

We have also implemented a reward and penalty mechanism for environmental protection in our Group. We encourage new measures for enhancement in energy consumption, emission reduction and pollution control with rewards and discourage failures in meeting environmental benchmarks with penalties. In 2017, we succeeded in reducing amount of waste oil by setting up filter equipment and the amount of water in phosphate waste through frame filter press equipment. We will continue to adopt latest technology and more efficient equipment to reduce wastes generated in our manufacturing process and their impacts to the environment.

# Environmental, Social and Governance Report

## Workplace Quality

### I. Overview

Over past 50 years, Haitian transformed from a local factory with just over a hundred employees into a global enterprise with over 6,000 employees. Our success builds upon the effort and contribution of each employee and a safe work place, sufficient work-related training and diversified outside-work activities are our concern throughout the years. We regard such elements as crucial for a stable work-force and for a continuing Haitian story.

On top of the basic regulatory requirements for recruitment, compensation, benefits and other rights of employees, we provide a working environment that values each employee individually from different aspects. We provide performance-based bonus, promotion track, arrangements for employees seconded to overseas locations to return to China on a regular basis and annual health-check for majority of our employees in China.

### II. Basic Information of Employees

We had a total workforce of approximately 6,000 employees as of 31 December 2017.

The tables below show the details of our employees by location, age group, gender and educational level:

#### Location

| Location | Numbers | Percentage of total workforce |
|----------|---------|-------------------------------|
| China    | 5,639   | 94.0%                         |
| Overseas | 361     | 6.0%                          |
| Total    | 6,000   | 100.0%                        |

#### Age Group

| Age Group   | Numbers | Percentage of total workforce |
|-------------|---------|-------------------------------|
| 30 or below | 2,302   | 38.4%                         |
| 31–40       | 2,000   | 33.3%                         |
| 41–50       | 1,101   | 18.4%                         |
| 51 or above | 597     | 10.0%                         |
| Total       | 6,000   | 100.0%                        |

#### Gender

| Gender | Numbers | Percentage of total workforce |
|--------|---------|-------------------------------|
| Male   | 5,280   | 88.0%                         |
| Female | 720     | 12.0%                         |
| Total  | 6,000   | 100.0%                        |

#### Educational Level

| Educational Level   | Numbers | Percentage of total workforce |
|---|---------|-------------------------------|
| Postgraduate or above   | 84      | 1.4%                          |
| Undergraduate or technical college                                  | 2,431   | 40.5%                         |
| Secondary technical high school and secondary high school           | 1,800   | 30.0%                         |
| Secondary technical junior school, secondary junior school or below | 1,685   | 28.1%                         |
| Total   | 6,000   | 100.0%                        |

The table below shows figures of turnover rate of our employees in 2016 and 2017:

|               | 2017  | 2016  |
|---------------|-------|-------|
| Turnover rate | 4.69% | 5.09% |



## Environmental, Social and Governance Report

### III. Workplace safety

We pay much attention to build and run a safe workplace for our employees. In addition to initial workplace safety training for new employees, we arrange regular demonstration and rehearsal for proper handling of incidents at workplace and invite workplace safety experts to examine our facilities and make recommendation for improvement in safety measures. In 2017, we obtained the OHSAS 18001 occupation health and safety management system certification as a recognition of our effective control over occupation safety system.



Our OHSAS 18001 Certification

The table below shows figures of work injuries and loss in work-day in 2016 and 2017:

| Year | Incidents of work injuries | Loss in work days |
|------|----------------------------|-------------------|
| 2016 | 48                         | 1,939             |
| 2017 | 80                         | 4,034             |

We would investigate the reasons for each incident of work injury, enhance the preventive measures for similar incident and raise the awareness for work-place safety of our employees.

## Environmental, Social and Governance Report

### IV. Work Training

We understand the importance of different knowledge and skills required for different posts and the need for our employees to keep updated with latest development in our industry and technology. Therefore we provide continuous internal training opportunity, conducted by experts in different area and our employees can select courses which are relevant to their posts or their personal development.

The table below shows the relevant data of our staff training in 2016 and 2017:

| Year | Total number of staff training entries | Average training entry per staff | Total number of hours of training | Average number of hours of training per staff |
|------|--|----------------------------------|-----------------------------------|---|
| 2016 | 13,342                                 | 2.6                              | 39,206                            | 7.6   |
| 2017 | 20,013                                 | 3.3                              | 72,584                            | 12.0  |



### V. Diversified After-work Activities

While we emphasize on performance at work, we pay equal attention to a healthy lifestyle for our employees after-work. The recreational clubs under Haitian Group Union organized different activities including competitions for mountain-bike, badminton, table-tennis, basketball, chess and painting and outdoor photography and yoga activities for our employees to participate, foster good habits and develop personal interests. The co-workers can also improve communication and mutual understanding outside work-place. Haitian Saxophone band was also set up in 2017.

## Environmental, Social and Governance Report

In August 2017, the 7th Haitian Swimming Gala was held:



In October 2017, the 2017 Haitian Singing Competition was held with the theme “青春再出发”.



## VI. Compliance with laws

We comply with laws and regulations in China and overseas countries applicable to our recruitment, employment, compensation and benefits and termination for employees. We adopt specific guidance for all such procedures and we have implemented rules for specific area as set out below.

### Social security and other benefits

We provide the following benefits to our employees in China and overseas locations according to the applicable regulations:

- social security programs including medical, work injury and retirement insurance schemes
- paid annual leave
- overtime-work compensation

### Anti-discrimination

We have adopted anti-discrimination policy for our employees in China to ensure they receive fair treatment at work in different aspects and would not be discriminated as a result of gender, race, age, religion, sex orientation and social status.

### Prohibition on child labour

We have adopted policy that strictly prohibit employment of child labour. Our staff responsible for recruitment will check the identity documents of the candidate to verify their ages and the supervisor of the department of the new recruits will check again their identity documents to verify their ages and identities on first day of work. Our human resource department will also conduct random check to verify ages and identity of our employees at different department.

# Environmental, Social and Governance Report

## Supply Chain Management

The majority of our suppliers are companies in China. Under the emphasis of transformation towards a sustainable economic development by the Chinese Government, all industries are paying more attention to the interaction between economic activities and environmental protection and social responsibility.

For processing which we out-source to third party contractors and involving potential pollution to the environment, we request the contractors to obtain relevant license from the environmental protection bureau of the local government to ensure they are qualified to perform the relevant work in compliance with the environmental protection requirements.

We foresee a sustainable economic development becoming the major trend in the world and awareness for environmental protection and social responsibility will increase with support from the government and enterprises. We will share such information with our suppliers and ensure sufficient preparation will be made for the future.

In March 2018, the 2018 Haitian Suppliers Conference was held in Ningbo, with over 300 suppliers participating. Our management shared their view on the future development of the industry, technological transformation and new policies for procurement with the suppliers. Suppliers with satisfactory performance in quality, delivery, servicing and other aspects of cooperation were presented with awards.

## Product Quality

### Product Quality Assurance

Our products are industrial equipment and there are different industrial benchmarks and standards in China and overseas countries. In some regions such as Europe, the standards are backed by regulations. These are often the basic requirements in our industry and we will provide products which, on top of such basic requirements, can meet the specifications set by our customers.

We have set up a complete product quality assurance system which involves specific personnel monitoring quality at different points in our business flow from procurement of components, processing and assembly, final products testing and commissioning. We provide full-service to our customers after our products are put into full operation and ensure our customers receive prompt feedback and solutions.

At the 2017 National Machinery Industry Quality Brand Promotion Conference (2017年全國機械工業質量品牌提升大會) held in Beijing, among 160 large scale machinery equipment enterprises in China, we were awarded with "China machinery industry quality brand benchmarking" (中國機械工業質量品牌標杆) and "China Machinery industry quality work (project)" (中國機械工業優質工程(項目)), where Haitian was the only awardee from the plastics injection moulding machine industry.

## Intellectual Property Rights

We have registered our trademarks in over 90 countries and regions in the world which offer protection to our business in such countries and regions. We also have a team of engineers focusing on development and application of patents.

The three wholly-owned subsidiaries of our Group in China below have obtained certification under Enterprise Intellectual Property Management Standard (GB/T 29490-2013):

Haitian Plastic Machinery Group Co., Ltd.  
Ningbo Haitian Huayuan Machinery Co., Ltd.  
Ningbo Zhafir Plastics Machinery Co., Ltd.

## Anti-corruption

We adopt a zero-tolerance policy on illegal activities such as bribery, extortion, fraud and money laundering in our operation. Any employee or officer involved in such activities will have their employment terminated and relevant acts reported to the authority. We also request our suppliers in China to undertake to us that no benefit or gift, in whatever form, will be provided to our employees or officers in the course of business activities with us. We will terminate business relationship with any supplier which breaches such undertaking.



# Environmental, Social and Governance Report

## Social Responsibility

The development and success of Haitian Group in the past 50 years were results of contribution by its employees, customers, business partners and governmental support. Therefore we have consistently emphasized the importance of a successful enterprise not only in the contribution to the development of business, technology and industry, but also its duty to provide direct assistance to disadvantaged groups in the society which may not have been able to share the success of social development. This is vital for a fair use of social resources.

Since the founding of Haitian Group, our efforts to contribute to our community have never stopped. We have funded the reconstruction of facility of nearby communities, offered scholarship to students in financial needs and financed the establishment of Haitian Park in Ningbo, China. Our employees also contributed personally for aids to natural disasters and this was echoed with "One-Day Donation" since 2003. The total contribution from Haitian Group and its employees till 2012 for these purposes had reached RMB135.0 million. In order to conduct such charitable activities in a scientific, systematic and consistent manner, Haitian Group started to prepare for the set up of a charity foundation in 2012.

Zhejiang Haitian Charity Foundation was set up in 2013 and it was founded and initially funded by Mr. Zhang Jingzhang, Chairman of our Group. Following the proposal of our Chairman, senior management of Haitian Group made further contributions since 2015. The purpose of the foundation is to provide aid to people in need of help in our community such as children deprived of education opportunity, people in financial needs due to sickness, physical disability, loss of family members, and to provide assistance to our employees through work-place assistance and daily life support.

# Environmental, Social and Governance Report

In 2017, with the support of the Foundation, the following community services were implemented:

## I. Regular Activities

### 1. Support for medical, educational and household expenses

- medical: provide financial support to people in need as a result of severe sickness or who cannot afford medical expenses
- educational: provide financial support to families having difficulties in sending children to school and for senior high-school and university level educational needs. During 2017, subsidy of RMB296,000 was provided to students with needs at high schools in Zhejiang Province.
- household: provide financial support to families in need as a result of natural disasters, accidents or severe sickness

### 2. Support to local community

Provide financial support to families in need at Yaqian, Shania and Qianjin villages in Xiaogang, Beilun, Ningbo before Chinese Lunar New Year

### 3. Support to special groups of people in need

In joint operation with Ningbo Beilun Xiaogang Jiedao Women Association, visited women in financial needs and suffering from cancer and youths in need to improve their livelihood and learning

### 4. Free medical check-up

Provide free initial medical check-ups and seminar on common disease preventive measures and treatment by doctors with different expertise



### 5. Haitian Charity Day

Already its 5th anniversary, the Haitian Charity Day covers free services such as hair-cutting, photography, eye-checking, bicycle and household electronics maintenance, key-making, blood testing, book exchange, social dating, psychology consultation, plant seed distribution etc.



## Environmental, Social and Governance Report

### 6. Employee-organized activities

We also encourage our employees to organize new charity activities so that in addition to participation, they are able to input their idea in the design, planning and implementation of such activities and the Foundation would provide financial support. The following are activities which were organized by our employees in 2017:

#### I. Maintenance of bicycle



#### II. Maintenance of household electronics



#### III. Community Service

Collection and recycling of clothes and free hair-cut



## Environmental, Social and Governance Report

### *Reading Camp*

Activities included exchange of books with the purpose to build good reading habit for children and to broaden the types of their reading materials.





# Environmental, Social and Governance Report

## Social dating

Through social dating activities, participants had the opportunities to extend their social network and meet new friends.



# Environmental, Social and Governance Report

## II. Specific Activity

### 1. Visit to Ka Ang Minority Schools in Qinghai Province

Ka Ang Minority School in Qinghai Province was set up by a master of a Tibetan Buddhism temple. It is housed in a simple plank-wood structure next to the temple and provides free education. The children receiving education at this school are orphans, children from single-parent families and families without labour capabilities. Haitian Group has been providing financial support to the school since 2014 and Haitian Charity Foundation financed the new school building in 2016. Up to 2017, Haitian Charity Foundation had sponsored 98 children at that school.



*Haitian Charity Foundation personnel visited Ka Ang Minority School in Qinghai Province.*

## Environmental, Social and Governance Report

### 2. "Say Love Loudly" Summer Camp

Between July and August 2017, in cooperation with Ningbo Charity Association and Beilun Charity Association, Haitian Charity Foundation organized a summer camp for 80 children aged between 9-12 years old of Haitian employees. The 25-day summer camp was organized by university student volunteers from over 15 countries including Italy, Canada, Mexico, India and Russia and they guided the children with fun subjects and exploration on different educational and group activities.



We believe the success in business shall go hand-in-hand with responsibility to community and provision of help to groups in need. At the same time, such activities provide valuable opportunities for our employees and partners to contribute to community with their own skills, time and resources.



**Innovation**

**CORPORATE  
GOVERNANCE  
REPORT**





## Corporate Governance Report

Haitian International Holdings Limited (the “Company”) recognises the importance of good corporate governance to its healthy growth and has therefore devoted much efforts into formulating corporate governance practices that agree with its business needs. The Company has applied the principles set out in the Corporate Governance Code (“CG Code”) contained in Appendix 14 to the Rules Governing the Listing of Securities (“Listing Rules”) on The Stock Exchange of Hong Kong Limited (“Stock Exchange”) by adopting the relevant code provisions. The Company periodically reviews its corporate governance practices to ensure its continuous compliance with the CG code. Save as set out in this section, the directors of the Company (“Directors”) consider that the Company complied with all the applicable code provisions set out in the CG Code for the year ended 31 December 2017:

### *Deviation from CG Code*

Attendance at annual general meeting: three non-executive directors and two independent non-executive directors were not able to attend the annual general meeting held in year 2017. Please refer to paragraphs headed “Investor Relations and Shareholders’ Communication” for details.

## Board of Directors

The Board of Directors (the “Board”) comprises 5 Executive Directors, 5 Non-executive Directors and 4 Independent Non-executive Directors.

The Directors who held office during the year and up to the date of this report were:

### *Executive Directors*

Mr. Zhang Jingzhang (*Chairman*)  
Mr. Zhang Jianming (*Chief Executive Officer*)  
Mr. Zhang Jianfeng  
Mr. Chen Weiqun\*  
Mr. Zhang Bin\*

### *Non-executive Directors*

Mr. Guo Mingguang  
Mr. Liu Jianbo  
Prof. Helmut Helmar Franz  
Mr. Zhang Jianguo\*  
Ms. Chen Ningning\*

### *Independent Non-executive Directors*

Dr. Steven Chow  
Mr. Lou Baijun  
Mr. Jin Hailiang  
Mr. Guo Yonghui

\* Mr. Chen Weiqun and Mr. Zhang Bin were appointed as Executive Directors on 20 April 2018 and Mr. Zhang Jianguo and Ms. Chen Ningning were re-designated as Non-Executive Directors on the same date.



# Corporate Governance Report

The Board has a balance of skill, experience and diversity of perspectives that are essential to and would promote the business of the Group. It also has a balanced composition of Executive and Non-Executive Directors and is responsible to formulate overall strategy of the Group, monitor its operational and financial performance and oversight of the management of the Company's business and affairs. The Board, especially the Independent Non-Executive Directors, is also responsible to decide on acquisitions or disposals where there is conflict of interests for any Director(s). The Board has delegated the day-to-day responsibility to the Executive Directors and senior management of the Company. The biographies and relevant relationships amongst them are set out in the Directors and Senior Management Section of this annual report.

The Chairman and the Chief Executive Officer of the Company are Mr. Zhang Jingzhang and Mr. Zhang Jianming respectively. The roles of the Chairman and the Chief Executive Officer are segregated and assumed by two separate individuals. It is aimed at striking a balance of power and authority so that the job responsibilities are not concentrated on any one individual. The Chairman is responsible for the leadership and effective running of the Board, while the Chief Executive Officer is delegated with the authorities to manage the business of the Group in all aspects effectively. The division of responsibilities between the Chairman and the Chief Executive Officer have been clearly established and set out in writing.

The Non-executive Directors, with diversified industry expertise but not involved in the day-to-day management of the Group, serve the important function of advising the Board on strategic development of the Group, and ensure that the Board maintains high standards of financial and other mandatory reporting as well as provide adequate checks and balances for safeguarding the interests of the Company and the shareholders of the Company as a whole. The Company has received confirmations of independence from all existing Independent Non-executive Directors and considers them independent, in accordance with the Rule 3.13 of the Listing Rules. All Directors have a term of office of three years and are required to retire and, being eligible, can offer themselves for re-election in accordance with the articles of association of the Company.

## Board Meetings

It is intended that the Board should meet regularly so that all directors are kept updated with the business development of the Group. Special meetings the Board will be convened if the situation requires so. For the year ended 31 December 2017, the Board convened a total of four Board meetings and the individual attendance record of the Directors is tabulated as follows:

### Attendance

#### Executive Directors

|   |     |
|---|-----|
| Mr. Zhang Jingzhang ( <i>Chairman</i> )               | 4/4 |
| Mr. Zhang Jianming ( <i>Chief Executive Officer</i> ) | 4/4 |
| Mr. Zhang Jianfeng                                    | 4/4 |
| Mr. Chen Weiqun                                       | *   |
| Mr. Zhang Bin   | *   |

#### Non-executive Directors

|                               |     |
|-------------------------------|-----|
| Mr. Guo Mingguang             | 4/4 |
| Mr. Liu Jianbo                | 4/4 |
| Professor Helmut Helmar Franz | 4/4 |
| Mr. Zhang Jianguo             | 4/4 |
| Ms. Chen Ningning             | 4/4 |

#### Independent Non-executive Directors

|                  |     |
|------------------|-----|
| Mr. Lou Baijun   | 4/4 |
| Dr. Steven Chow  | 3/4 |
| Mr. Jin Hailiang | 3/4 |
| Mr. Guo Yonghui  | 4/4 |

\* Mr. Chen Weiqun and Mr. Zhang Bin were appointed on 20 April 2018 and therefore did not attend any Board meeting in 2017.

## Model Code for Securities Transactions by Directors of the Company

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 of the Listing Rules as the code of conduct regarding directors' securities transactions. Specific enquiry has been made to all directors who were in office during year 2017 and they all have confirmed that they had complied with the required standard set out in the Model Code for the Reported Period.

# Corporate Governance Report

## Relationship of the Directors

Among the members of the Board, Mr. Zhang Jingzhang, the Chairman, is the father of Mr. Zhang Jianming and Mr. Zhang Jianfeng, the father-in-law of Mr. Guo Mingguang and Mr. Liu Jianbo and the grandfather of Mr. Zhang Bin, all of whom are also directors of the Company. Mr. Zhang Jianming is also the Chief Executive Officer of the Company.

## Nomination Committee

The Board had set up its Nomination Committee to, among others, review the structure, size and composition of the Board and make recommendations to the Board on the appointment of Directors. The Nomination Committee has also adopted a policy of diversity for memberships of the Board which aims to achieve diversity in the Board against a range of different perspectives, including but not limited to professional and industry experience, skills and knowledge, cultural and educational background. These criteria will be considered in determining the optimum composition of the Board and when possible should be balanced appropriately. In reviewing and assessing the composition of the Board, the Nomination Committee will consider all different perspectives, including the aforesaid criteria, in order to maintain a diverse Board. And in recommending new appointment to the Board, the Nomination Committee will consider candidates on merit against objective criteria including the ones set out above, with due regard for the benefits of diversity of the Board.

The composition of the Nomination Committee and the attendance of the one meeting of the Nomination Committee during year 2017 are set out below:

### Attendance

|  |     |
|--|-----|
| Mr. Zhang Jingzhang ( <i>Chairman of Committee</i> ) | 1/1 |
| Mr. Jin Hailiang                                     | 1/1 |
| Mr. Guo Yonghui                                      | 1/1 |

The Nomination Committee had reviewed the structure, size, composition and diversity of the Board, the background information and suitability of new director and assessed the independence of independent non-executive directors and make recommendations on re-election of directors at general meetings.

## Audit Committee

The Company has set up an audit committee in compliance with Rule 3.21 of the Listing Rules, for the purpose of reviewing and providing supervision over the Group's financial reporting process and internal controls. The audit committee comprises three independent non-executive directors of the Company. The Audit Committee has reviewed the Group's condensed consolidated financial information for the year ended 31 December 2017, including the accounting principles adopted by the Group, with the Company's management. The audit committee, together with the management and the external auditors, has regularly reviewed the accounting principles and practices adopted by the Group, discussed auditing, internal control and financial reporting matters and reviewed the financial results of the Group.

The composition of the Audit Committee and the attendance of the two meetings of the Audit Committee during year 2017 are set out below:

### Attendance

|   |     |
|---|-----|
| Mr. Lou Baijun ( <i>Chairman of Committee</i> ) | 2/2 |
| Mr. Jin Hailiang                                | 2/2 |
| Mr. Guo Yonghui                                 | 2/2 |

The Audit Committee met two times during year 2017. During the meetings, the Audit Committee considered the annual results of the Group for the year ended 31 December 2016 and the interim results of the Group for the six months ended 30 June 2017 as well as reports prepared by the external auditors relating to accounting and internal control issues and major findings in the course of audit/review.

# Corporate Governance Report

## Remuneration Committee

The Remuneration Committee is responsible to review the policy for remuneration of the Directors and other senior management of the Group and to make recommendations to the Board on the remuneration packages of each Director and senior management. The Group's policy for remuneration (including basic salary and performance bonus) of the Directors and other senior management is based on skills, knowledge, involvement and performance of the individuals by reference to the Company's performance and profitability, as well as industry practice.

The composition of the Remuneration Committee and the attendance of the one meeting of the Remuneration Committee during year 2017 are set out below:

### Attendance

|   |     |
|---|-----|
| Mr. Jin Hailiang ( <i>Chairman of the Committee</i> ) | 1/1 |
| Mr. Zhang Jianming                                    | 1/1 |
| Mr. Guo Yonghui                                       | 1/1 |

The Remuneration Committee had concluded that the packages of the Directors and senior management are in line with market standards for companies in the industry which the Group belongs to.

## Training and Support for Directors

The Company recognizes the importance of keeping the Directors updated with latest information of duties and obligations of a director of a company which shares are listed on the Stock Exchange of Hong Kong Limited and the general regulatory requirements and environment for such listed company. To meet this goal, each newly appointed Director would receive an introductory training regarding the statutory and regulatory obligations of a director of a listed company in Hong Kong. The Company would also provide regular updates in relation to the latest developments regarding Listing Rules and other applicable regulations.

During year 2017, the Directors had participated in the following types of continuous professional development:

|  | Type of continuous professional development |
|--|---|
| <b>Executive Directors</b>                 |   |
| Mr. Zhang Jingzhang                        | B   |
| Mr. Zhang Jianming                         | B   |
| Mr. Zhang Jianfeng                         | B   |
| Mr. Chen Weiqun                            | *   |
| Mr. Zhang Bin                              | *   |
| <b>Non-executive Directors</b>             |   |
| Mr. Guo Mingguang                          | B   |
| Mr. Liu Jianbo                             | B   |
| Prof. Helmut Helmar Franz                  | B   |
| Mr. Zhang Jianguo                          | B   |
| Ms. Chen Ningning                          | B   |
| <b>Independent Non-executive Directors</b> |   |
| Mr. Lou Baijun                             | B   |
| Dr. Steven Chow                            | B   |
| Mr. Jin Hailiang                           | B   |
| Mr. Guo Yonghui                            | B   |

Note:

- A: attending seminars and/or in-house trainings relating to duties of directors of listed companies
- B: reading guidance notes and updates relating to regulatory requirements for listed companies and obligations of their directors
- \* Mr. Chen Weiqun and Mr. Zhang Bin were appointed as Executive Directors on 20 April 2018 and therefore no continuous professional development record is shown for 2017.



# Corporate Governance Report

## Risk Management, Internal Control and Corporate Governance

The Board has overall responsibility for the establishment, maintenance and review of the Group's risk management, system of internal control and corporate governance. In 2017, the Board has conducted a review with the management of the effectiveness of the risk management, system of internal control and corporate governance of the Company and its subsidiaries and considered that the risk management, internal control system and corporate governance measures are effective.

### *Internal Audit*

The Group has set up an internal control department since 2012 to support the Board in its maintenance and review of the Group's risk management and internal control system. The internal control department is a department independent from other departments inside the Group and directly reports to the Executive Directors of the Company. Its main roles include the followings:

1. to monitor different business units and subsidiaries of the Group in their compliance with internal guidelines, policies and procedures covering budget, financial reporting, procurement, risk management etc.;
2. to make recommendations on risk control procedures to the management to address risks identified in the business operations of the Group;
3. to support and monitor the Group's compliance with laws and regulations relevant to its operations; and
4. to assist the audit committee of the Board in its work.

## Directors' and Auditor's Acknowledgement

The Board acknowledges its responsibility for preparing the accounts of the Company are in accordance with statutory requirements and applicable accounting standards. The management provides all relevant information and records to the Board, which enable it to prepare the accounts and to make above assessments. The statement of the auditor of the Company on its reporting responsibilities on the financial statements of the Group is set out in the Auditor's Report on pages 62 and 63.

### **Auditor's Remuneration**

During the year, the auditor of the Company, PricewaterhouseCoopers, charged RMB3.56 million for audit services.

## Investor Relations and Shareholders' Communication

The Company continues to pursue a proactive policy of promoting investor relations and communications by conducting analysts' briefings, road shows, participating in investors' conferences and making corporate presentations during the conferences, arranging company visits to the Company and maintaining regular meetings with institutional shareholders and analysts. The Company's annual general meeting provides a good opportunity for communications between the Board and its shareholders. Shareholders are encouraged to attend the annual general meeting. Notice of the annual general meeting and related papers are sent to shareholders at least 20 business days before the meeting and will also be made available on the Stock Exchange's website. The Directors will answer questions on the Company's business at the meeting. External auditors will also attend the annual general meeting. All votings at the annual general meeting will be conducted by poll and poll results will be posted on the website of the Stock Exchange on the business day following the annual general meeting. As a channel to further promote effective communication, the Company maintains a website ([www.haitianinter.com](http://www.haitianinter.com)) to disseminate the Company's announcements and other relevant financial and non-financial information electronically on a timely basis.

# Corporate Governance Report

The annual general meeting held in year 2017 was held on 18 May 2017 and the attendance record of the Directors at the meeting is set out below:

## Executive Directors

|   |          |
|---|----------|
| Mr. Zhang Jinzhang ( <i>Chairman</i> )                | Attended |
| Mr. Zhang Jianming ( <i>Chief Executive Officer</i> ) | —        |
| Mr. Zhang Jianfeng                                    | —        |
| Mr. Chen Weiqun                                       | *        |
| Mr. Zhang Bin   | *        |

## Non-executive Directors

|                           |          |
|---------------------------|----------|
| Mr. Guo Mingguang         | —        |
| Mr. Liu Jianbo            | —        |
| Prof. Helmut Helmar Franz | —        |
| Mr. Zhang Jianguo         | —        |
| Ms. Chen Ningning         | Attended |

## Independent Non-executive Directors

|                  |          |
|------------------|----------|
| Mr. Lou Baijun   | Attended |
| Dr. Steven Chow  | —        |
| Mr. Jin Hailiang | —        |
| Mr. Guo Yonghui  | Attended |

\* Mr. Chen Weiqun and Mr. Zhang Bin were appointed as Executive Directors on 20 April 2018 and therefore was not required to attend the annual general meeting in 2017.

Prof. Helmut Helmar Franz, Mr. Guo Mingguang, Mr. Liu Jianbo, Dr. Steven Chow and Mr. Jin Hailiang were unable to attend the annual general meeting of the Company held on 18 May 2017 due to other business engagements. This was not in compliance with the following Code Provisions:

Code Provision A.6.7: non-executive directors shall attend general meetings.

Mr. Zhang Jianguo was re-designated from an Executive Director to a Non-Executive Director after the relevant annual general meeting and therefore the above mentioned Code Provision was not applicable to him at that time.

## Shareholders' Rights

### How shareholders can convene an extraordinary general meeting

Any one or more shareholder(s) holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company shall have the right to make a written requisition to the Board or the Company Secretary to convene an extraordinary general meeting pursuant to article 58 of the Company's articles of association. Such meeting shall be held within two months after the deposit of such requisition. If within twenty-one days of such deposit the Board fails to proceed to convene such meeting, the shareholder(s) who make the requisition may convene the extraordinary general meeting.

### Procedures by which enquiries regarding business or operation of the Company can be made

Shareholders can contact the Investor Relations Department for enquiries in relation to the business or other operations of the Company. The contact information of the Investor Relations Department is set out in the "Investor Information" on page 21 of this report. Shareholders are also encouraged to attend the annual general meeting of the Company to express their view and make enquiries on the business or operation operations of the Company.

### Procedures for putting forward proposals at general meeting

There are no provisions under the Company's articles of association or the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands governing shareholder's rights to put forward proposals at an annual general meeting. Shareholders who wish to put forward proposals may however follow the procedures set out above to convene an extraordinary general meeting for any business specified in such written requisition.

**Efficiency**

**REPORT OF  
THE DIRECTORS**



## Report of the Directors

The directors submit their report together with the audited financial statements for the year ended 31 December 2017.

### Principal Activities and Business Review

The principal activity of the Company is investment holding. The activities of its principal subsidiaries are set out in note 7 to the financial statements. An analysis of the Group's performance for the year by business segments and geographical segments are set out in note 23 to the financial statements.

Further discussion and analysis on the activities of the Group, including review of its businesses, discussion of the principal risks and uncertainties facing the Group and an indication of likely future development in the Group's businesses can be found in the Management Discussion and Analysis section in Chairman's Statements as set out on pages 4 to 8 of the annual report. Review of the Group's financial performance can be found in the Financial Review section in CEO's Report as set out on pages 9 to 12. These discussions form part of this director's report.

### Environmental Policies and Performance

The Group's environmental policies are driven towards two main targets, namely compliance with environmental related laws and regulations and additional measures to protect the environment in the area of energy-saving and waste reduction. For compliance with laws and regulations, the Group's major production facilities are located in China and there is a specific team inside the Group to continuously monitor the regulatory requirements and the Group's compliance with such requirements. The Group also engaged professional expert to conduct analysis of energy efficiency and waste generation in its operation and provide recommendations for area which can be improved. The Board believes that the Group has complied with environmental related laws and regulations in China and adopted additional measures which enhanced the energy efficiency and reduced waste production in its operation. Please refer to the Environmental, Social and Governance Report on pages 23 to 38 for details of the Group's environmental policies and performance.

### Compliance with Laws and Regulations

The Board considers compliance with laws and regulations an important element in the business operation of the Group. The Group's major production facilities and over half of its sales are located and generated in China and compliance with domestic laws and regulations in China is particularly important. The Group has specific personnel to handle and update compliance works in China and they also have the assistance from external legal advisors. With the Group's continuous expansion into overseas markets and setting up of local entities in overseas countries, the exposure to foreign laws and regulations is increasing and the management of the Group is well aware of the compliance risk involved. Local external legal and other professional experts are engaged from the stage of establishment and continuous advice is sought before and during business operation in such overseas countries. The Board considers that the Group's compliance with laws and regulations in both China and overseas countries is well monitored.

### Results and Appropriations

The results of the Group for the year are set out in the consolidated statement of profit or loss on page 66. The directors declared an interim dividend of HK25.0 cents per share, totalling RMB340,247,000 which was paid on 22 September 2017. The directors recommended the payment of a second interim dividend of HK27.0 cents per share, totalling approximately RMB348,222,000.



## Report of the Directors

### Reserves

Movements in the reserves of the Group and of the Company during the year are set out in note 16 to the financial statements.

### Property, Plant and Equipment

Details of the movements in property, plant and equipment of the Group are set out in note 6 to the financial statements.

### Share Capital

Details of the movements in share capital of the Company are set out in note 15 to the financial statements.

### Distributable Reserves

The Company's reserves available for distribution represent the share premium, contributed surplus and retained earnings which in aggregate amounted to RMB2,181.1 million as at 31 December 2017. Under the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands, the share premium of the Company is available for paying distributions or dividends to shareholders subject to the provisions of its Articles of Association and provided that immediately following the distribution or payment of dividend the Company is able to pay its debts as they fall due in the ordinary course of business.

### Convertible Bonds

In February 2014, the Company issued US dollar denominated 2.00 coupon convertible bonds ("CB") due 2019 of USD200 million for general corporate purposes. The maturity date of the CB is 13 February 2019 and unless previously redeemed, converted or purchased and cancelled, the Company will redeem the CB at 100 per cent of its principal amount upon maturity. The holders of the CB had the right to request the Company to redeem all or some of the CB at 100 per cent of the principal amount of the CB on 13 February 2017. Please refer to the Company's announcement dated 9 January 2014 for details of the CB.

As of 14 January 2017 which was the end of the period during which holders of the CB could request the Company to redeem the CB, the Company received requests of redemption of CB for an aggregate principal amount of USD75,250,000 (the "Redeemed Bonds"). The Redeemed Bonds were redeemed at 100% of their principal amount, together with any accrued but unpaid interest, on 13 February 2017 and were cancelled upon redemption. The remaining outstanding aggregate principal amount of the CB was reduced to USD124,750,000, representing 62.375% of the total principal amount of the CB originally issued. Please refer to the Company's announcement dated 16 January 2017 for details.

## Report of the Directors

### Conversion price and shares to be issued upon full conversion

The initial conversion price of the CB was HK\$24.6740 and is subject to adjustment for, among others, subdivision, consolidation and bonus issues of shares, rights issue, distributions (including dividends) and certain other dilutive events. After the second interim dividend of 2017 as declared by the Board, the conversion price of the CB will become HK\$22.2107. Assuming full conversion of the CB at the conversion price of HK\$22.2107 (using exchange rate of HK\$7.78:US\$1.00), the total number of shares to be issued by the Company would be 43,697,632 shares. The following table summaries the potential effects on the shareholding structure of the Company as a result of the full conversion of the CB:

| Shareholder                                 | Existing shareholdings<br>of the Company |   | Shareholdings of the Company<br>assuming full conversion of CB |   |
|---|--|---|--|---|
|   | No. of shares                            | Per cent. of issued<br>shares capital<br>of the Company | No. of shares  | Per cent. of issued<br>shares capital<br>of the Company |
| Sky Treasure Capital Limited <sup>(1)</sup> | 940,062,672                              | 58.90   | 940,062,672  | 57.33   |
| Schroders Plc <sup>(1)</sup>                | 111,390,957                              | 6.98  | 111,390,957  | 6.79  |
| Bondholders                                 | 0  | 0   | 43,697,632   | 2.67  |
| Other shareholders                          | 544,546,371                              | 34.12   | 544,546,371  | 33.21   |
| Total                                       | 1,596,000,000                            | 100.00  | 1,639,697,632  | 100.00  |

Notes:

<sup>(1)</sup> These shareholders were holders of 5% or more issued shares of the Company as of 31 December 2017. Please refer to section headed "Interests and Short Positions of Shareholders" for details of their shareholdings.

For dilutive impact on earnings per share upon full conversion of the CB, please refer to note 30 of the financial statements.

As at 31 December 2017, the Group's total cash and cash equivalents amounted to RMB3,029.3 million. The Directors consider the Company has ability to meet the repayment obligations under the CB.

## Financial Summary

A summary of the results for the year ended and of the assets and liabilities of the Group as at 31 December 2017 and for the previous four financial years are set out on page 140.

## Share Option Scheme

The Company adopted a share option scheme (the "Scheme") on 25 October 2007. No option had been issued under Scheme and the Scheme expired on 24 October 2017. The Company does not have any existing share option scheme as of the date of this report.

# Report of the Directors

## Directors

The Directors who held office during year 2017 and up to the date of this report were:

### *Executive Directors*

Mr. Zhang Jingzhang (*Chairman*)  
Mr. Zhang Jianming (*Chief Executive Officer*)  
Mr. Zhang Jianfeng  
Mr. Chen Weiqun\*  
Mr. Zhang Bin\*

### *Non-executive Directors*

Mr. Guo Mingguang  
Mr. Liu Jianbo  
Prof. Helmut Helmar Franz  
Mr. Zhang Jianguo\*  
Ms. Chen Ningning\*

### *Independent Non-executive Directors*

Mr. Lou Baijun  
Dr. Steven Chow  
Mr. Jin Hailiang  
Mr. Guo Yonghui

\* Mr. Chen Weiqun and Mr. Zhang Bin were appointed as Executive Director on 20 April 2018 and Mr. Zhang Jianguo and Ms. Chen Ningning were re-designated from Executive Director to Non-Executive Director on the same date.

In accordance with Article 87(1) of the Company's Articles of Association, Mr. Zhang Jianfeng, Mr. Zhang Jianguo, Mr. Liu Jianbo, Mr. Jin Hailiang, Mr. Chen Weiqun and Mr. Zhang Bin will retire at the forthcoming annual general meeting and, being eligible, offer themselves for re-election. The Company has received from each independent non-executive director a confirmation of his independence pursuant to Rule 3.13 of the Listing Rules and the Company still considers such directors to be independent.

## Directors' Service Contracts

None of the Directors who are proposed for re-election at the forthcoming annual general meeting has entered or has proposed to enter into any service agreements with the Company or any other member of the Group which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

## Directors' Interests in Contracts

No contracts of significance in relation to the Group's business to which the Company or its subsidiaries was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year except as disclosed under Continuing Connected Transactions stated below and note 34 to the financial statements.

## Biographical Details of and Remunerations to Directors and Senior Management

Brief biographical details of the directors and senior management are set out on pages 14 to 20.

For details of the remunerations paid to the directors, please refer to note 36 of the financial statements.

## Report of the Directors

During the year ended 31 December 2017, total remunerations paid to members of senior management (who are not directors) are as follows:

|  | Year ended<br>31 December 2017<br>RMB'000 |
|--|---|
| Salaries   | 3,657                                     |
| Pension costs and mandatory provident fund contributions | 154                                       |
|  | <b>3,811</b>                              |

The remunerations of the senior management are within the following bands:

|                             | Number of<br>individuals |
|-----------------------------|--------------------------|
| Nil – RMB1,000,000          | 4                        |
| RMB1,000,000 – RMB1,500,000 | 1                        |

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

As at 31 December 2017, the directors and chief executives of the Company and their associates had the following interests in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of the Securities and Futures Ordinance ("SFO")), as recorded in the register required to be kept under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers ("Model Code"):

### Long position in shares and underlying shares of the Company

| Name of Director          | Capacity/Nature of interest       | Total number of Shares | Approximate<br>percentage of<br>shareholding<br>in the Company |
|---------------------------|-----------------------------------|------------------------|--|
| Mr. Zhang Jingzhang       | Corporate Interest <sup>(1)</sup> | 940,062,672 (L)        | 58.90%   |
| Mr. Zhang Jianming        | Corporate Interest <sup>(1)</sup> | 940,062,672 (L)        | 58.90%   |
|                           | Corporate Interest <sup>(2)</sup> | 3,104,000 (L)          | 0.19%  |
|                           | Personal Interest                 | 4,212,000 (L)          | 0.26%  |
| Prof. Helmut Helmar Franz | Corporate Interest <sup>(2)</sup> | 4,000,000 (L)          | 0.25%  |
| Mr. Liu Jianbo            | Corporate Interest <sup>(2)</sup> | 220,000 (L)            | 0.01%  |

(L) denotes a long position

Notes:

(1) Mr. Zhang Jingzhang and Mr. Zhang Jianming were deemed under the SFO to be interested in 940,062,672 shares of the Company held by Sky Treasure Capital Limited.

(2) These directors were deemed under the SFO to be interested in the respective shares of the Company held by their wholly-owned investment holding companies.



## Report of the Directors

### Long Position in Shares and Underlying Shares of Associated Corporations of the Company

| Name of Director    | Name of association corporation <sup>(1)</sup>   | Capacity/Nature of interest                                   | Approximate percentage of shareholding in the associated corporations |
|---------------------|--|---|---|
| Mr. Zhang Jingzhang | Sky Treasure Capital Limited<br>("Sky Treasure") | Founder of a trust <sup>(2)</sup><br>Corporate <sup>(3)</sup> | 14.35%<br>54.51%  |
| Mr. Zhang Jianming  | Sky Treasure                                     | Founder of a trust <sup>(2)</sup><br>Corporate <sup>(3)</sup> | 9.73%<br>54.51%   |
| Mr. Zhang Jianguo   | Sky Treasure                                     | Founder of a trust <sup>(2)</sup>                             | 5.83%   |
| Mr. Zhang Jianfeng  | Sky Treasure                                     | Founder of a trust <sup>(2)</sup>                             | 5.48%   |
| Ms. Chen Ningning   | Sky Treasure                                     | Founder of a trust <sup>(2)</sup>                             | 3.04%   |
| Mr. Guo Mingguang   | Sky Treasure                                     | Beneficiary under a trust <sup>(4)</sup>                      | 1.91%   |
| Mr. Liu Jianbo      | Sky Treasure                                     | Beneficiary under a trust <sup>(4)</sup>                      | 1.59%   |

Notes:

- (1) As at 31 December 2017, Sky Treasure was the holder of 58.90% of the issued share capital of the Company and therefore was an associated corporation under the SFO.
- (2) Such Directors were deemed under the SFO to be interested in shares of Sky Treasure which were held by discretionary trusts set up by them respectively.
- (3) Mr. Zhang Jingzhang and Mr. Zhang Jianming were separately entitled to exercise or control the exercise of one third or more voting power in the general meetings of Cambridge Management Consultants (PTC) Ltd. and Premier Capital Management (PTC) Ltd. Premier Capital Management (PTC) Ltd. was the trustee of the Haitian Employee Discretionary Equity Trust which was interested in 34.80% equity interests in Sky Treasure while Cambridge Management Consultants (PTC) Ltd. was the trustee of the Haitian Employee Fixed Equity Trust and the Haitian Employee Fixed Equity Trust II which collectively were interested in 19.72% equity interests in Sky Treasure. Accordingly, they were deemed under SFO to be interested in such shares in Sky Treasure.
- (4) Such Directors are beneficiaries under a trust which was interested in 15.09% shares of Sky Treasure.

Save as disclosed above, as at 31 December 2017, none of the directors and chief executive of the Company had or was deemed to have any interests or short position in the shares, underlying shares or debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO), which had been recorded in the register maintained by the Company and the Stock Exchange pursuant to section 352 of the SFO or which had been notified to the Company and the Stock Exchange pursuant to the Model Code. At no time during the year was the Company, or any of its holding companies, its subsidiaries or its fellow subsidiaries a party to any arrangement to enable the directors and chief executives of the Company (including their spouse and children under 18 years of age) to hold any interests or short positions in the shares or underlying shares in, or debentures of, the Company or its associated corporation.

## Report of the Directors

### Interests and Short Positions of Shareholders

As at 31 December 2017, the persons or corporations (not being a Director or chief executive of the Company) who have interests or short positions in the shares, underlying shares of the Company as recorded in the register required to be kept under section 336 of the SFO or have otherwise notified to the Company were as follows:

| Name of Shareholder                   | Capacity/Nature of interest                         | Total number of Shares | Approximate percentage of shareholding |
|---------------------------------------|---|------------------------|--|
| Sky Treasure Capital Limited          | Beneficial owner                                    | 940,062,672 (L)        | 58.90%                                 |
| Premier Capital Management (PTC) Ltd. | Interest in a controlled corporation <sup>(1)</sup> | 940,062,672 (L)        | 58.90%                                 |
| UBS Trustees (BVI) Limited            | Trustee   | 940,062,672 (L)        | 58.90%                                 |
| Schroders Plc                         | Interest in a controlled corporation <sup>(2)</sup> | 111,390,957 (L)        | 6.98%                                  |

(L) denotes a long position

Notes:

(1) Premier Capital Management (PTC) Ltd. is deemed under the SFO to be interested in 940,062,672 shares held by Sky Treasure Capital Limited as at 31 December 2017.

(2) Schroders Plc is deemed under the SFO to be interested in 111,390,957 shares held by its wholly-owned entities.

Save as disclosed above, as at 31 December 2017, the Directors are not aware of any other person or corporation having an interest or short position in shares and underlying shares of the Company representing 5% or more of the issued share capital of the Company.

### Management Contracts

During the year, the Company did not enter into any contract in respect of the management or administration of the entire business or any significant business of the Group nor any such contract subsisting.

### Customers and Suppliers

During the year, sales to the five largest customers and purchases from the five largest suppliers of the Group accounted for less than 30% of the Group's total sales and total purchases, respectively, for the year. Save as disclosed under "Continuing Connected Transactions" below, none of the directors, their associates or any shareholder (which to the knowledge of the directors owns more than 5% of the Company's share capital) had an interest in these major suppliers or customers at all times.

The Group places great emphasis on a long-term and stable relationship with its customers and suppliers for the continuous success and growth of its business. As a market leader in the plastic injection moulding machinery industry, the Group has an extensive sales network across China and exports to over 100 countries worldwide and to manage such network requires a close working relationship with our customers directly and through distributors, agents and other business partners. The Group's continuous effort to build trust and emphasize mutual benefits with its customers and suppliers has contributed to the long-term relationships with them.

## Report of the Directors

### Competing Business

None of the directors of the Company had any interest in any competing business with the Company or any of its subsidiaries during the year ended 31 December 2017.

Each member of the Haitian Management (as defined in the prospectus of the Company dated 11 December 2006), if applicable, has confirmed to the Company that he/she has complied with the non-competition undertaking as disclosed in the prospectus of the Company dated 11 December 2006.

### Continuing Connected Transactions

Certain related party transactions as disclosed in note 34 to the financial statements also constituted continuing connected transactions under the Listing Rules which are required to be disclosed in this report in accordance with Chapter 14A of the Listing Rules. The following transactions between certain connected persons (as defined in the Listing Rules) and the Company have been entered into and are ongoing for which relevant information had been disclosed in the Company's announcement dated 21 November 2014 and circular dated 8 January 2015.

#### Purchase of Servo Systems and Components

On 21 November 2014, the Group entered into the Purchase Framework Agreement with Ningbo Haitian Drive Systems Co., Ltd. (formerly known as Ningbo Haitian Electric Machinery Co., Ltd.) ("HDS") relating to the purchase of servo systems, linear motion guides, ball screws and hydraulic parts for a term of three years commencing from the 1 January 2015 and ended on 31 December 2017, whereby the Group agreed to purchase these systems and components from HDS and its related companies at the price no less favourable than the terms at which HDS offers to independent third parties for the same or similar products. HDS was an associate of Mr. Zhang Jingzhang, Mr. Zhang Jianming, Mr. Zhang Jianfeng, Mr. Guo Mingguang and Mr. Liu Jianbo, each of them a director of the Company and therefore are connected persons by virtue of Rule 14A.07 of the Listing Rules.

During the year, the Group's purchase of these systems and components from HDS and its related companies amounted to RMB878.5 million.

The independent non-executive directors of the Company have reviewed the above continuing connected transactions and confirmed that the transactions have been entered into:

- (1) in the ordinary and usual course of business of the Group;
- (2) on normal commercial terms; and
- (3) in accordance with the agreement entered into on terms which are fair and reasonable and in the interests of the shareholders of the Company as a whole.

The Company's auditor was engaged to report on the Group's continuing connected transactions in accordance with Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The auditor has issued his unqualified letter containing his conclusions in respect of the continuing connected transactions disclosed by the Group on page 54 of the annual report in accordance with paragraph 14A.56 of the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited. A copy of the auditor's letter has been provided by the Company to the Stock Exchange of Hong Kong Limited.

## Report of the Directors

### Connected Transactions

#### Purchase of CNC turning machines and machining centres

For the year ended 31 December 2017, the Group purchased automatic processing line, CNC turning machines, machining centres and related equipment from Ningbo Haitian Precision Machinery Co., Ltd. ("Haitian Precision") for approximately RMB54.6 million. Such equipment was purchased for processing parts and components for the manufacture of products of the Group. Haitian Precision is an associate of Mr. Zhang Jingzhang, Mr. Zhang Jianming, Mr. Zhang Jianfeng, Mr. Guo Mingguang and Mr. Liu Jianbo, each of them a director of the Company and therefore is a connected person of the Company. The transaction was pursuant to the machinery equipment purchase agreements entered into with Haitian Precision on 9 December 2016 and 19 May 2017. Please refer to the Company's announcements dated 9 December 2016 and 19 May 2017 for details of such purchases.

#### Other Related Party Transactions

Details of the Company's transactions with other related parties during the financial year ended 31 December 2017 are set out in note 34 of the financial statements.

The transactions with Ningbo Anson CNC Technique Co., Ltd., Ningbo STF Hydraulic Transmissions Co., Ltd. and Ningbo Hilectro Precision Machinery Co., Ltd. were under the continuing connected transactions for purchase of servo systems, linear motion guides, ball screws and hydraulic parts and components as described on page 54 of this report. The transaction with Ningbo Haitian Precision Machinery Co., Ltd. was under the connected transaction for purchase of automatic processing line, CNC turning machines, machining centres and related equipment as described above.

In addition, for the year ended 31 December 2017, the Group entered into transactions with Ningbo SPP Hydraulics Co., Ltd. and Ningbo Haitian Drive Systems Co., Ltd. The Group also provided loans to some directors during such period. All such parties are connected persons of the Company but the relevant transactions were exempted from reporting, announcement and independent shareholders' approval requirements under the Listing Rules.

The transaction with Hangzhou Keqiang Intelligence Control System Co., Ltd. did not constitute connected transaction under the Listing Rules.

### Pre-Emptive Rights

There is no provision for pre-emptive rights under the Company's Articles of Association, or the laws of Cayman Islands, which would oblige the Company to offer new shares on pro-rata basis to existing shareholders.

### Purchases, Sale or Redemption of Shares

The Company has not redeemed any of its listed shares during the Reported Period. Neither the Company nor any of its subsidiaries has purchased or sold any of the Company's listed shares during the Reported Period.



## Report of the Directors

### Auditor

The financial statements have been audited by PricewaterhouseCoopers who retire and, being eligible, offer themselves for reappointment.

### Public Float

As at the date of this report, based on information available to the Company and within the knowledge of the Directors, 40.4% of the issued share capital of the Company was held by the public.

### Dividends during the financial year

The Board has declared a second interim dividend for the year ended 31 December 2017 of HK\$0.27 per share which, together with the interim dividend of HK\$0.25 per share paid in September 2017, will constitute a total dividend of HK\$0.52 per share for the full year.

On behalf of the Board

**Zhang Jianming**

*Chief Executive Officer*

17 April 2018

# Independent Auditor's Report



羅兵咸永道

**TO THE SHAREHOLDERS OF  
HAITIAN INTERNATIONAL HOLDINGS LIMITED**  
*(Incorporated in Cayman Islands with limited liability)*

## Opinion

### What we have audited

The consolidated financial statements of Haitian International Holdings Limited (the "Company") and its subsidiaries (the "Group") set out on pages 64 to 139, which comprise:

- the consolidated balance sheet as at 31 December 2017;
- the consolidated statement of profit or loss for the year then ended;
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended; and
- the notes to the consolidated financial statements, which include a summary of significant accounting policies.

### Our opinion

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2017, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

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羅兵咸永道

**TO THE SHAREHOLDERS OF  
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### Basis for Opinion

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

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

### Independence

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

### Key Audit Matters

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

Key audit matters identified in our audit are summarised as follows:

- Provision for impairment of trade and bills receivable
- Provision for write-down of inventories



羅兵咸永道

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### Key Audit Matter

### How our audit addressed the Key Audit Matter

Provision for impairment of trade and bills receivable

*Refer to notes 4 (Critical accounting estimates and judgements) and 10 of the consolidated financial statements.*

Management exercised judgement on the recoverability of trade and bills receivable and made estimates of the impairment provision based on the ageing pattern, credit and settlement history of the relevant customers, and the percentage of individual trade receivable balances covered by credit arrangements with insurance companies ("Credit Insurance").

We focused on this area due to the significance of the balances of trade and bills receivable and the related provision for impairment, and the involvement of management's significant judgement and estimates of the provision for impairment.

We understood, evaluated and tested management's controls in respect of assessing impairment of trade and bills receivable.

We obtained the detailed listings of trade and bills receivable together with the ageing analysis and agreed the balances to the general ledgers for those operating entities which have been identified as significant components to the Group. We tested the ageing analysis on sample basis by checking to relevant supporting documents, including sales invoices, sales contracts, and goods delivery notes.

We inquired with management and assessed the reasonableness of their judgements on the recoverability of trade receivables and the adequacy of the impairment provision, with a focus on those balances aged over one year, primarily based on the information and evidence collected by management for the purpose of their assessment. We performed subsequent settlement tests to agree the relevant trade receivable balances to post year end cash receipts. For the trade receivable balances covered by Credit Insurance, we checked the respective insurance policy and the credit rating of the insurance company. We reviewed management's recoverability assessments on the remaining balances not covered by Credit Insurance and checked the relevant supporting documents obtained from management.

Based on the above, we considered that management had made reasonable judgements and estimates that were supported by the available evidence for their assessment of the provision for impairment.





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### Key Audit Matter

### How our audit addressed the Key Audit Matter

Provision for write-down of inventories

*Refer to notes 4 (Critical accounting estimates and judgements) and 9 of the consolidated financial statements.*

Due to the continual innovation of the Group's products, the net realised value ("NRV") of certain finished goods may fall below their cost and certain slow moving raw materials with specific useful lives may become obsolete.

Inventories are carried at the lower of cost and NRV in the consolidated financial statements, provisions were provided for those inventories if their NRVs were lower than the cost.

Management assessed the provision for write-down of inventories at each balance sheet date on an item-by-item basis and identified slow moving and obsolete inventories, in particular for those items aged over one year.

For finished goods, management estimated the NRV based on the latest market information. For raw materials which were identified as obsolete and to be disposed of as scrap material, the NRV was determined according to the estimated selling price of the respective scrap material in the recycling market.

We focused on this area due to the significance of the balances of inventories, and the involvement of management's estimates on the determination of the NRV and inventory provision.

We understood, evaluated and tested management's controls in respect of the identification of slow moving and obsolete inventories. We reviewed management's assessment of the inventory provision which was supported by the inventory ageing analysis and management's NRV estimation.

We obtained detailed inventory list with the related ageing report of those operating entities which have been identified as significant components to the Group and agreed the balances to the respective general ledgers. We performed tests on the inventory ageing on sample basis by checking the relevant supporting documents, including suppliers' invoices and goods received notes. For the estimated NRV of finished goods, we checked the amounts to supporting documents, including the latest sales contracts with customers. For the estimated NRV of raw materials which were identified as obsolete items, we checked the estimated NRV to supporting information, including the price quotation from the scrap material recycling market. We checked the calculation of inventory provisions to ensure arithmetical accuracy.

Based on the above, we considered that management's estimates of the inventory provision were properly supported by the available evidence.



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### Other Information

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

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

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

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

### Responsibilities of Directors and Audit Committee for the Consolidated Financial Statements

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

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

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



羅兵咸永道

**TO THE SHAREHOLDERS OF  
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### Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

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

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

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



羅兵咸永道

**TO THE SHAREHOLDERS OF  
HAITIAN INTERNATIONAL HOLDINGS LIMITED**  
*(Incorporated in Cayman Islands with limited liability)*

- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

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

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

The engagement partner on the audit resulting in this independent auditor's report is Lo Kai Leung, Thomas.

**PricewaterhouseCoopers**  
*Certified Public Accountants*

Hong Kong, 21 March 2018



# Consolidated Balance Sheet

As at 31 December 2017  
(Amounts expressed in RMB)

|   | Note | 2017<br>RMB'000   | 2016<br>RMB'000   |
|---|------|-------------------|-------------------|
| <b>ASSETS</b>   |      |                   |                   |
| <b>Non-current assets</b>                                 |      |                   |                   |
| Land use rights   | 5    | 361,794           | 373,307           |
| Property, plant and equipment                             | 6    | 3,287,040         | 2,712,312         |
| Investment in an associate                                | 8    | 16,744            | 13,057            |
| Deferred income tax assets                                | 21   | 88,070            | 55,263            |
| Other receivables   | 11   | 13,045            | 10,855            |
| Trade and bills receivables                               | 10   | 160,599           | —                 |
| Term deposits   | 14   | 100,000           | 100,000           |
|   |      | 4,027,292         | 3,264,794         |
| <b>Current assets</b>                                     |      |                   |                   |
| Inventories   | 9    | 2,771,531         | 1,720,104         |
| Trade and bills receivable                                | 10   | 3,252,825         | 2,593,435         |
| Prepayments, deposits and other receivables               | 11   | 242,393           | 364,094           |
| Prepaid income tax  |      | 692               | 2,184             |
| Available-for-sale financial assets                       | 13   | 4,779,309         | 3,729,044         |
| Restricted bank deposits                                  | 14   | 190,613           | 112,741           |
| Term deposits   | 14   | —                 | 50,000            |
| Cash and cash equivalents                                 | 14   | 3,029,252         | 3,263,893         |
|   |      | 14,266,615        | 11,835,495        |
| <b>Total assets</b>                                       |      | <b>18,293,907</b> | <b>15,100,289</b> |
| <b>EQUITY AND LIABILITIES</b>                             |      |                   |                   |
| <b>Equity attributable to shareholders of the Company</b> |      |                   |                   |
| Share capital   | 15   | 160,510           | 160,510           |
| Share premium   | 16   | 1,331,913         | 1,331,913         |
| Other reserves  | 16   | 1,129,513         | 904,915           |
| Retained earnings   | 16   | 7,938,917         | 6,721,130         |
|   |      | 10,560,853        | 9,118,468         |
| <b>Non-controlling interests</b>                          |      | <b>500</b>        | <b>610</b>        |
| <b>Total equity</b>                                       |      | <b>10,561,353</b> | <b>9,119,078</b>  |

## Consolidated Balance Sheet (Continued)

As at 31 December 2017  
(Amounts expressed in RMB)

|                                     | Note | 2017<br>RMB'000   | 2016<br>RMB'000 |
|-------------------------------------|------|-------------------|-----------------|
| <b>LIABILITIES</b>                  |      |                   |                 |
| <b>Non-current liabilities</b>      |      |                   |                 |
| Deferred income                     | 20   | 9,987             | 9,714           |
| Deferred income tax liabilities     | 21   | 267,695           | 237,180         |
| Convertible bonds                   | 22   | 915,591           | 1,391,965       |
|                                     |      | <b>1,193,273</b>  | 1,638,859       |
| <b>Current liabilities</b>          |      |                   |                 |
| Trade and bills payable             | 17   | 3,368,057         | 2,141,068       |
| Accruals and other payables         | 18   | 1,840,435         | 1,440,239       |
| Current income tax liabilities      |      | 158,767           | 83,387          |
| Bank borrowings                     | 19   | 1,172,022         | 677,658         |
|                                     |      | <b>6,539,281</b>  | 4,342,352       |
| <b>Total liabilities</b>            |      | <b>7,732,554</b>  | 5,981,211       |
| <b>Total equity and liabilities</b> |      | <b>18,293,907</b> | 15,100,289      |

The accompanying notes on pages 70 to 139 are an integral part of these consolidated financial statements.

The financial statements were approved by the Board of Directors on 21 March 2018 and were signed on its behalf by:

**Zhang Jianming**  
Director

**Chen Ningning**  
Director

# Consolidated Statement of Profit or Loss

For the year ended 31 December 2017

(Amounts expressed in RMB)

|   | Note | 2017<br>RMB'000  | 2016<br>RMB'000  |
|---|------|------------------|------------------|
| Revenue   | 23   | 10,186,066       | 8,098,053        |
| Cost of sales   | 24   | (6,589,259)      | (5,314,869)      |
| <b>Gross profit</b>   |      | <b>3,596,807</b> | <b>2,783,184</b> |
| Selling and marketing expenses  | 24   | (813,986)        | (608,393)        |
| General and administrative expenses   | 24   | (511,263)        | (488,147)        |
| Other income  | 25   | 127,109          | 99,330           |
| Other (losses)/gains — net  | 26   | (25,778)         | 25,053           |
| <b>Operating profit</b>   |      | <b>2,372,889</b> | <b>1,811,027</b> |
| Finance income  | 28   | 229,628          | 251,925          |
| Finance costs   | 28   | (139,616)        | (152,335)        |
| Finance income — net  | 28   | 90,012           | 99,590           |
| Share of profit of an associate   | 8    | 4,640            | 3,045            |
| <b>Profit before income tax</b>   |      | <b>2,467,541</b> | <b>1,913,662</b> |
| Income tax expense  | 29   | (462,241)        | (362,787)        |
| <b>Profit for the year</b>  |      | <b>2,005,300</b> | <b>1,550,875</b> |
| <b>Profit attributable to:</b>  |      |                  |                  |
| Shareholders of the Company   |      | 2,005,394        | 1,550,890        |
| Non-controlling interests   |      | (94)             | (15)             |
|   |      | <b>2,005,300</b> | <b>1,550,875</b> |
| <b>Earnings per share for profit attributable to shareholders of the Company during the year</b> (expressed in RMB per share) |      |                  |                  |
| — basic   | 30   | 1.26             | 0.97             |
| — diluted   | 30   | 1.26             | 0.97             |

The accompanying notes on pages 70 to 139 are an integral part of these consolidated financial statements.

# Consolidated Statement of Comprehensive Income

For the year ended 31 December 2017

(Amounts expressed in RMB)

|   | 2017<br>RMB'000  | 2016<br>RMB'000  |
|---|------------------|------------------|
| <b>Profit for the year</b>                              | <b>2,005,300</b> | <b>1,550,875</b> |
| <b>Other comprehensive income:</b>                      |                  |                  |
| <i>Items that may be reclassified to profit or loss</i> |                  |                  |
| Change in value of available-for-sale financial assets  | 63,224           | 26,097           |
| Currency translation differences                        | (2,102)          | 6,438            |
| <b>Total comprehensive income for the year</b>          | <b>2,066,422</b> | <b>1,583,410</b> |
| <b>Total comprehensive income attributable to:</b>      |                  |                  |
| Shareholders of the Company                             | 2,066,532        | 1,583,481        |
| Non-controlling interests                               | (110)            | (71)             |
|   | <b>2,066,422</b> | <b>1,583,410</b> |

The accompanying notes on pages 70 to 139 are an integral part of these consolidated financial statements.



# Consolidated Statement of Changes in Equity

For the year ended 31 December 2017

(Amounts expressed in RMB)

|   | Note | Attributable to shareholders of the Company |                          |                           |                              |                  | Non-controlling interests<br>RMB'000 | Total equity<br>RMB'000 |
|---|------|---|--------------------------|---------------------------|------------------------------|------------------|--------------------------------------|-------------------------|
|   |      | Share capital<br>RMB'000                    | Share premium<br>RMB'000 | Other reserves<br>RMB'000 | Retained earnings<br>RMB'000 | Total<br>RMB'000 |                                      |                         |
| <b>Balance at 1 January 2016</b>                                      |      | 160,510                                     | 1,331,913                | 837,321                   | 5,690,564                    | 8,020,308        | —                                    | 8,020,308               |
| <b>Comprehensive income</b>   |      |   |                          |                           |                              |                  |                                      |                         |
| Profit for the year   |      | —   | —                        | —                         | 1,550,890                    | 1,550,890        | (15)                                 | 1,550,875               |
| <b>Other comprehensive income</b>                                     |      |   |                          |                           |                              |                  |                                      |                         |
| Change in value of available-for-sale financial assets                |      | —   | —                        | 26,097                    | —                            | 26,097           | —                                    | 26,097                  |
| Currency translation differences                                      |      | —   | —                        | 6,494                     | —                            | 6,494            | (56)                                 | 6,438                   |
| <b>Total comprehensive income for the year ended 31 December 2016</b> |      | —   | —                        | 32,591                    | 1,550,890                    | 1,583,481        | (71)                                 | 1,583,410               |
| <b>Transactions with owners</b>                                       |      |   |                          |                           |                              |                  |                                      |                         |
| Dividend paid   |      |   |                          |                           |                              |                  |                                      |                         |
| — 2015 second interim   | 31   | —   | —                        | —                         | (254,197)                    | (254,197)        | —                                    | (254,197)               |
| — 2016 interim  | 31   | —   | —                        | —                         | (231,124)                    | (231,124)        | —                                    | (231,124)               |
| Appropriations  |      | —   | —                        | 35,003                    | (35,003)                     | —                | —                                    | —                       |
| Capital injection from non-controlling interests                      |      | —   | —                        | —                         | —                            | —                | 681                                  | 681                     |
| <b>Total transactions with owners</b>                                 |      | —   | —                        | 35,003                    | (520,324)                    | (485,321)        | 681                                  | (484,640)               |
| <b>Balance at 31 December 2016</b>                                    |      | 160,510                                     | 1,331,913                | 904,915                   | 6,721,130                    | 9,118,468        | 610                                  | 9,119,078               |
| <b>Balance at 1 January 2017</b>                                      |      | 160,510                                     | 1,331,913                | 904,915                   | 6,721,130                    | 9,118,468        | 610                                  | 9,119,078               |
| <b>Comprehensive income</b>   |      |   |                          |                           |                              |                  |                                      |                         |
| Profit for the year   |      | —   | —                        | —                         | 2,005,394                    | 2,005,394        | (94)                                 | 2,005,300               |
| <b>Other comprehensive income</b>                                     |      |   |                          |                           |                              |                  |                                      |                         |
| Change in value of available-for-sale financial assets                |      | —   | —                        | 63,224                    | —                            | 63,224           | —                                    | 63,224                  |
| Currency translation differences                                      |      | —   | —                        | (2,086)                   | —                            | (2,086)          | (16)                                 | (2,102)                 |
| <b>Total comprehensive income for the year ended 31 December 2017</b> |      | —   | —                        | 61,138                    | 2,005,394                    | 2,066,532        | (110)                                | 2,066,422               |
| <b>Transactions with owners</b>                                       |      |   |                          |                           |                              |                  |                                      |                         |
| Dividend paid   |      |   |                          |                           |                              |                  |                                      |                         |
| — 2016 second interim   | 31   | —   | —                        | —                         | (283,900)                    | (283,900)        | —                                    | (283,900)               |
| — 2017 interim  | 31   | —   | —                        | —                         | (340,247)                    | (340,247)        | —                                    | (340,247)               |
| Appropriations  |      | —   | —                        | 163,460                   | (163,460)                    | —                | —                                    | —                       |
| <b>Total transactions with owners</b>                                 |      | —   | —                        | 163,460                   | (787,607)                    | (624,147)        | —                                    | (624,147)               |
| <b>Balance at 31 December 2017</b>                                    |      | 160,510                                     | 1,331,913                | 1,129,513                 | 7,938,917                    | 10,560,853       | 500                                  | 10,561,353              |

The accompanying notes on pages 70 to 139 are an integral part of these consolidated financial statements.

# Consolidated Statement of Cash Flows

For the year ended 31 December 2017

(Amounts expressed in RMB)

|   | Note      | 2017<br>RMB'000  | 2016<br>RMB'000  |
|---|-----------|------------------|------------------|
| <b>Cash flows from operating activities</b>                   |           |                  |                  |
| Cash generated from operations                                | 32(a)     | 2,161,954        | 2,251,364        |
| Interest paid   |           | (40,903)         | (40,358)         |
| Income tax paid   |           | (323,359)        | (283,222)        |
| Net cash generated from operating activities                  |           | 1,797,692        | 1,927,784        |
| <b>Cash flows from investing activities</b>                   |           |                  |                  |
| Purchase of property, plant and equipment                     |           | (804,672)        | (431,678)        |
| Entrusted loans granted                                       |           | (2,731)          | (6,576)          |
| Entrusted loans repayments                                    |           | 203,455          | 341,964          |
| Proceeds from disposal of shares of an associate              |           | —                | 610              |
| Interest received from banks                                  |           | 216,045          | 181,354          |
| Interest received from entrusted loans                        |           | 1,331            | 22,646           |
| Dividends received from an associate                          | 8         | 953              | 3,259            |
| Proceeds from disposal of land use rights                     | 32(b)     | 18,267           | 4,597            |
| Proceeds from disposal of structured deposits                 |           | 10,000           | 10,000           |
| Proceeds from disposal of property, plant and equipment       | 32(b)     | 17,440           | 4,511            |
| Purchase of available-for-sale financial assets               | 13        | (5,430,000)      | (6,747,890)      |
| Proceeds from disposal of available-for-sale financial assets | 13        | 4,442,959        | 5,857,930        |
| Loan to a related party                                       |           | (25,000)         | —                |
| Payment for derivative financial instruments transaction      |           | —                | (1,133)          |
| Purchase of structured bank deposits                          |           | (10,000)         | (10,000)         |
| Net cash used in investing activities                         |           | (1,361,953)      | (770,406)        |
| <b>Cash flows from financing activities</b>                   |           |                  |                  |
| Proceeds from bank borrowings                                 | 32(c)     | 1,489,696        | 677,658          |
| Repayments of bank borrowings                                 | 32(c)     | (1,018,886)      | (435,961)        |
| Capital injections from non-controlling interests             |           | —                | 681              |
| Dividends paid to the Company's shareholders                  | 31        | (624,147)        | (485,321)        |
| Repayments of convertible bonds                               |           | (517,043)        | —                |
| Net cash used in financing activities                         |           | (670,380)        | (242,943)        |
| <b>Net (decrease)/increase in cash and cash equivalents</b>   |           | <b>(234,641)</b> | <b>914,435</b>   |
| Cash and cash equivalents at beginning of year                | 14        | 3,263,893        | 2,349,458        |
| <b>Cash and cash equivalents at end of year</b>               | <b>14</b> | <b>3,029,252</b> | <b>3,263,893</b> |

The accompanying notes on pages 70 to 139 are an integral part of these consolidated financial statements.

# Notes to the Consolidated Financial Statements

(All amounts in RMB unless otherwise stated)

## 1. General Information

Haitian International Holdings Limited (the “Company”) and its subsidiaries (together, the “Group”) are principally engaged in the manufacturing and distribution of plastic injection moulding machines.

The Company was incorporated in Cayman Islands on 13 July 2006, as an exempted company with limited liability under the Companies Law of Cayman Islands. The Company’s registered office is Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands.

The ultimate holding company of the Company is Sky Treasure Capital Limited, a company incorporated in the British Virgin Islands.

The Company’s shares have been listed on the Main Board of The Stock Exchange of Hong Kong Limited on 22 December 2006.

These consolidated financial statements are presented in Chinese Renminbi (“RMB”), unless otherwise stated. They have been approved for issue by the Company’s Board of Directors on 21 March 2018.

## 2. Summary of Significant Accounting Policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 Basis of preparation

The consolidated financial statements of the Company have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards (“HKFRS”). The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, financial assets (including derivative instruments) at their fair value through profit or loss, and convertible bonds which are carried at fair value.

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

#### Changes in accounting policy and disclosures

##### (a) New and amended standards adopted by the Group

The following new and amended standards are mandatory for the first time for the financial year beginning 1 January 2017:

Amendments to HKAS 12 ‘Income taxes’ is effective for annual periods beginning on or after 1 January 2017. These amendments on the recognition of deferred tax assets for unrealised losses clarify how to account for deferred tax assets related to debt instruments measured at fair value.

Amendments to HKAS 7 “Statement of cash flows” is effective for annual periods beginning on or after 1 January 2017. The amendments introduced an additional disclosure that will enable users of financial statements to evaluate changes in liabilities arising from financing activities.

Amendments and interpretations as mentioned above are not expected to have a material effect on the Group’s operating results, financial position or comprehensive income.

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.1 Basis of preparation (Continued)

#### Changes in accounting policy and disclosures (Continued)

- (b) New standards, amendments and interpretations mandatory for the first time for the financial year beginning 1 January 2017 but not currently relevant to the Group (although they may affect the accounting for future transactions and events)

Effective for annual periods  
beginning on or after

|                        |  |                |
|------------------------|--|----------------|
| Amendments to HKFRS 12 | Disclosure of interest in other entities | 1 January 2017 |
|------------------------|--|----------------|

- (c) New standards and interpretations not yet adopted

A number of new standards and amendments to standards and interpretations are effective for annual periods beginning after 1 January 2017 and have not been applied in preparing these consolidated financial statements.

Effective for annual periods  
beginning on or after

|                                    |   |   |       |
|------------------------------------|---|---|-------|
| Amendment to HKFRS 1               | First time adoption of HKFRS  | 1 January 2018                                    |       |
| Amendments to HKFRS 2              | Classification and measurement of share-based payment transactions                    | 1 January 2018                                    |       |
| Amendments HKFRS 4 (Amendments)    | Insurance contracts   | 1 January 2018                                    |       |
| HKFRS 9                            | Financial instruments   | 1 January 2018                                    | (i)   |
| HKFRS 15                           | Revenue from contracts with customers   | 1 January 2018                                    | (ii)  |
| HK (IFRIC) 22                      | Foreign currency transactions and advance consideration                               | 1 January 2018                                    |       |
| Amendment to HKAS 28               | Investments in associates and joint ventures  | 1 January 2018                                    |       |
| Amendments to HKAS 40              | Transfers of investment property  | 1 January 2018                                    |       |
| HKFRS 16                           | Leases  | 1 January 2019                                    | (iii) |
| HK (IFRIC) 23                      | Uncertainty over income tax treatments  | 1 January 2019                                    |       |
| Amendments to HKFRS 10 and HKAS 28 | Sale or contribution of assets between an investor and its associate or joint venture | To be determined                                  |       |
| HKFRS 17                           | Insurance contracts   | 1 January 2021 or when apply HKFRS 15 and HKFRS 9 |       |

- (i) *HKFRS 9, Financial instruments*

Nature of change

HKFRS 9 Financial Instruments addresses the classification, measurement and derecognition of financial assets and financial liabilities, introduces new rules for hedge accounting and a new impairment model for financial assets.



# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.1 Basis of preparation (Continued)

#### Changes in accounting policy and disclosures (Continued)

##### (c) New standards and interpretations not yet adopted (Continued)

###### (i) HKFRS 9, Financial instruments (Continued)

###### Impact

The debt instruments that are currently classified as available-for-sale financial assets do not appear to satisfy the conditions for classification as at fair value through other comprehensive income (FVOCI) nor being measured at amortised cost. Hence, the debt instruments will be measured at fair value through profit or loss (FVPL).

The Group's financial liabilities that are designated at fair value through profit or loss are convertible bonds. There are no significant impact on the Group's accounting for financial liabilities. The derecognition rules have been transferred from HKAS 39 Financial Instruments: Recognition and Measurement and have not been changed.

The new hedge accounting rules will align the accounting for hedging instruments more closely with the Group's risk management practices. As a general rule, more hedge relationships might be eligible for hedge accounting, as the standard introduces a more principles-based approach. The Group does not identify any hedge relationships. Accordingly, the Group does not expect a significant impact on the accounting for its hedging relationships.

The new impairment model requires the recognition of impairment provisions based on expected credit losses (ECL) rather than only incurred credit losses as is the case under HKAS 39. It applies to financial assets classified at amortised cost, debt instruments measured at FVOCI, contract assets under HKFRS 15 Revenue from Contracts with Customers, lease receivables, loan commitments and certain financial guarantee contracts. The Group is still assessing the actual impact affected by the new model, it may result in an earlier recognition of credit losses for trade receivables. But according to the preliminary result, the financial impact is expected to be immaterial.

The new standard also introduces expanded disclosure requirements and changes in presentation. These are expected to change the nature and extent of the Group's disclosures about its financial instruments particularly in the year of the adoption of the new standard.

###### Date of adoption by Group

Must be applied for financial years commencing on or after 1 January 2018. The Group will apply the new rules retrospectively from 1 January 2018, with the practical expedients permitted under the standard. Comparatives for 2017 will not be restated.

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.1 Basis of preparation (Continued)

#### Changes in accounting policy and disclosures (Continued)

##### (c) New standards and interpretations not yet adopted (Continued)

###### (ii) HKFRS 15, Revenue from Contracts with Customers

###### Nature of change

The HKICPA has issued a new standard for the recognition of revenue. This will replace HKAS 18 which covers revenue arising from the sale of goods and the rendering of services and HKAS 11 which covers construction contracts.

The new standard is based on the principle that revenue is recognised when control of a good or service transfers to a customer.

The standard permits either a full retrospective or a modified retrospective approach for the adoption.

###### Impact

Management has assessed the likely effects of applying the new standard on the Group's financial statements and has identified the following areas that will be affected:

- Accounting for unique products — the application of HKFRS 15 may result in a change of revenue recognition pattern to over-time recognition, which could affect the time of the recognition of revenue;
- Accounting for costs incurred in fulfilling a contract — certain costs which are currently expensed may need to be recognised as an asset under HKFRS 15; and
- Accounting for revenue from contracts with financial component — the transaction price may need to be adjusted for the effects of the time value of money under HKFRS 15.

###### Date of adoption by Group

Mandatory for financial years commencing on or after 1 January 2018. The Group intends to adopt the standard using the modified retrospective approach which means that the cumulative impact of the adoption will be recognised in retained earnings as of 1 January 2018 and that comparatives will not be restated.

###### (iii) HKFRS 16, Leases

###### Nature of change

HKFRS 16 was issued in January 2016. It will result in almost all leases being recognized on the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognized. The only exceptions are short-term and low-value leases.

The accounting for lessors will not significantly change.

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.1 Basis of preparation (Continued)

#### Changes in accounting policy and disclosures (Continued)

##### (c) New standards and interpretations not yet adopted (Continued)

###### (iii) HKFRS 16, Leases (Continued)

###### Impact

The standard will affect primarily the accounting for the Group's operating leases. As at the 31 December 2017, the Group has non-cancellable operating lease commitments of RMB6,523 thousand. The Group estimates that approximately 100% of these relate to payments for short-term and low value leases which will be recognised on a straight-line basis as an expense in profit or loss.

However, the Group has not yet assessed what other adjustments, if any, are necessary for example because of the change in the definition of the lease term and the different treatment of variable lease payments and of extension and termination options. It is therefore not yet possible to estimate the amount of right-of-use assets and lease liabilities that will have to be recognised on adoption of the new standard and how this may affect the Group's profit or loss and classification of cash flows going forward.

Some of the commitments may be covered by the exception for short-term and low-value leases and some commitments may relate to arrangements that will not qualify as leases under HKFRS 16.

###### Date of adoption by Group

Mandatory for financial years commencing on or after 1 January 2019. At this stage, the Group does not intend to adopt the standard before its effective date. The Group intends to apply the simplified transition approach and will not restate comparative amounts for the year prior to first adoption.

There are no other standards that are not yet effective and that would be expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

### 2.2 Subsidiaries

#### 2.2.1 Consolidation

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

##### (a) Business combinations

The Group applies the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The Group recognises any non-controlling interest in the acquiree on an acquisition-by-acquisition basis, either at fair value or at the non-controlling interest's proportionate share of the recognised amounts of acquiree's identifiable net assets.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.2 Subsidiaries (Continued)

##### 2.2.1 Consolidation (Continued)

###### (a) Business combinations (Continued)

Acquisition-related costs are expensed as incurred.

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

Any contingent consideration to be transferred by the Group is recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognised in accordance with HKAS 39 either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the total of consideration transferred, non-controlling interest recognised and previously held interest measured is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the statement of profit or loss.

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the transferred asset. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the group.

###### (b) Disposal of subsidiaries

When the Group ceases to have control, any retained interest in the entity is re-measured to its fair value at the date when control is lost, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss or transferred to another category of equity as specified/permitted by applicable HKFRSs.

##### 2.2.2 Separate financial statements

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

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

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.3 Associates

An associate is an entity over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting. Under the equity method, the investment is initially recognised at cost, and the carrying amount is increased or decreased to recognise the investor's share of the profit or loss of the investee after the date of acquisition. The Group's investment in associates includes goodwill identified on acquisition. Upon the acquisition of the ownership interest in an associate, any difference between the cost of the associate and the Group's share of the net fair value of the associate's identifiable assets and liabilities is accounted for as goodwill.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in reserves is reclassified to profit or loss where appropriate.

The Group's share of its associates' post-acquisition profits or losses is recognised in the consolidated statement of profit or loss, and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the associate.

The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount adjacent to 'share of profit of an associate' in the consolidated statement of profit or loss.

Profits and losses resulting from upstream and downstream transactions between the Group and its associate are recognised in the Group's financial statements only to the extent of unrelated investor's interests in the associates. Unrealised losses are eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

Dilution gains and losses arising in investments in associates are recognised in the statement of profit or loss.

#### 2.4 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive committee that makes strategic decisions. The executive committee comprises all executive directors and top management.

#### 2.5 Foreign currency translation

##### (a) Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the 'functional currency'). The consolidated financial statements are presented in RMB, which is the Company's functional and the Group's presentation currency.



# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.5 Foreign currency translation (Continued)

#### (b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated statement of profit or loss.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the consolidated statement of profit or loss within 'finance income/costs'. All other foreign exchange gains and losses are presented in the consolidated statement of profit or loss within 'other gains/(losses) — net'.

#### (c) Group companies

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

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

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate. Exchange differences arising are recognised in other comprehensive income.

#### (d) Disposal of foreign operation and partial disposal

On the disposal of a foreign operation (that is, a disposal of the Group's entire interest in a foreign operation, or a disposal involving loss of control over a subsidiary that includes a foreign operation, a disposal involving loss of joint control over a jointly controlled entity that includes a foreign operation, or a disposal involving loss of significant influence over an associate that includes a foreign operation), all of the exchange differences accumulated in equity in respect of that operation attributable to the shareholders of the Company are reclassified to profit or loss.

In the case of a partial disposal that does not result in the Group losing control over a subsidiary that includes a foreign operation, the proportionate share of accumulated exchange differences are re-attributed to non-controlling interests and are not recognised in profit or loss. For all other partial disposals (that is, reductions in the Group's ownership interest in associates or jointly controlled entities that do not result in the Group losing significant influence or joint control) the proportionate share of the accumulated exchange difference is reclassified to profit or loss.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.6 Property, plant and equipment

Construction-in-progress represents buildings, plant and machinery under construction or pending installation and is stated at cost less accumulated impairment losses. Cost includes the costs of construction and acquisition. No provision for depreciation is made on construction-in-progress until such time as the relevant assets are completed and ready for intended use. When the assets concerned are brought into use, the costs are transferred to property, plant and equipment and depreciated in accordance with the policy as stated below.

Freehold land is stated at cost less accumulated impairment losses, if any. Cost represents consideration paid for the purchase of the land. Freehold land is not subject to depreciation.

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

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

Depreciation is calculated using the straight-line method to allocate the cost less impairment loss (if any) of the assets, other than freehold land and construction-in-progress, to their residual value over their estimated useful lives:

|                     |             |
|---------------------|-------------|
| Buildings           | 30 years    |
| Plant and machinery | 10-15 years |
| Vehicles (i)        | 5/20 years  |
| Office equipment    | 5 years     |

(i) The depreciation period of main vehicles is 5 years and the certain vehicle is 20 years according to the useful life.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (note 2.8).

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within 'other gains/(losses) – net', in the consolidated statement of profit or loss.

#### 2.7 Land use rights

The up-front prepayments made for land use rights are accounted for as operating leases. They are expensed in the statement of profit or loss on a straight-line basis over the periods of the lease, or when there is impairment, the impairment is expensed in the statement of profit or loss.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.8 Impairment of investments in subsidiaries, associates and non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of impairment at each reporting date.

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

#### 2.9 Investments and other financial assets

##### 2.9.1 Classification

The Group classifies its financial assets in the following categories: financial assets at fair value through profit or loss, loans and receivables and available-for-sale financial assets. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

(a) **Financial assets at fair value through profit or loss**

The Group classifies financial assets at fair value through profit or loss if they are acquired principally for the purpose of selling in the short term, ie are held for trading. They are presented as current assets if they are expected to be sold within 12 months after the end of the reporting period; otherwise they are presented as non-current assets. The Group has not elected to designate any financial assets at fair value through profit or loss.

(b) **Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for the amounts that are settled or expected to be settled more than 12 months after the end of the reporting period. Otherwise they are classified as non-current assets. The Group's loans and receivables comprise 'trade and bills receivable', 'other receivables', 'restricted bank deposits' and 'cash and cash equivalents' in the balance sheet (notes 2.14 and 2.15).

(c) **Available-for-sale financial assets**

Investments are designated as available-for-sale financial assets if they do not have fixed maturities and fixed or determinable payments, and management intends to hold them for the medium to long-term. Financial assets that are not classified into any of the other categories (at FVPL, loans and receivables or held-to-maturity investments) are also included in the available-for-sale category.

The financial assets are presented as non-current assets unless they mature, or management intends to dispose of them within 12 months of the end of the reporting period.

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.9 Investments and other financial assets (Continued)

#### 2.9.2 Reclassification

The Group may choose to reclassify a non-derivative trading financial asset out of the held for trading category if the financial asset is no longer held for the purpose of selling it in the near term. Financial assets other than loans and receivables are permitted to be reclassified out of the held for trading category only in rare circumstances arising from a single event that is unusual and highly unlikely to recur in the near term. In addition, the Group may choose to reclassify financial assets that would meet the definition of loans and receivables out of the held for trading or available-for-sale categories if the Group has the intention and ability to hold these financial assets for the foreseeable future or until maturity at the date of reclassification.

Reclassifications are made at fair value as of the reclassification date. Fair value becomes the new cost or amortised cost as applicable, and no reversals of fair value gains or losses recorded before reclassification date are subsequently made. Effective interest rates for financial assets reclassified to loans and receivables and held-to-maturity categories are determined at the reclassification date. Further increases in estimates of cash flows adjust effective interest rates prospectively.

#### 2.9.3 Recognition and derecognition

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

When securities classified as available-for-sale are sold, the accumulated fair value adjustments recognised in other comprehensive income are reclassified to profit or loss as gains and losses from investment securities.

#### 2.9.4 Measurement

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

Loans and receivables are subsequently carried at amortised cost using the effective interest method.

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Gains or losses arising from changes in the fair value are recognised as follows:

- for 'financial assets at fair value through profit or loss' — in profit or loss within other income or other expenses
- for available-for-sale financial assets that are monetary securities denominated in a foreign currency — translation differences related to changes in the amortised cost of the security are recognised in profit or loss and other changes in the carrying amount are recognised in other comprehensive income
- for other monetary and non-monetary securities classified as available-for-sale — in other comprehensive income

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.9 Investments and other financial assets (Continued)

#### 2.9.4 Measurement (Continued)

Dividends on financial assets at fair value through profit or loss and available-for-sale equity instruments are recognised in profit or loss as part of revenue from continuing operations when the Group's right to receive payments is established.

Interest income from financial assets at fair value through profit or loss is included in the net gains/(losses). Interest on available-for-sale securities and loans and receivables calculated using the effective interest method is recognised in the statement of profit or loss as part of revenue from continuing operations.

Details on how the fair value of financial instruments is determined are disclosed in note 3.3(a).

### 2.10 Offsetting financial instruments

Financial assets and liabilities are offset and the net amount reported in the balance sheet where the Group currently has a legally enforceable right to offset the recognised amounts, and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The Group has also entered into arrangements that do not meet the criteria for offsetting but still allow for the related amounts to be set off in certain circumstances, such as bankruptcy or the termination of a contract.

### 2.11 Impairment of financial assets

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is considered an indicator that the assets are impaired.

#### (a) Assets carried at amortised cost

For loans and receivables, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in profit or loss. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the Group may measure impairment on the basis of an instrument's fair value using an observable market price.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the reversal of the previously recognised impairment loss is recognised in profit or loss.

Impairment testing of trade receivables is described in note 10.



# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.11 Impairment of financial assets (Continued)

#### (b) Assets classified as available-for-sale

If there is objective evidence of impairment for available-for-sale financial assets, the cumulative loss — measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss — is removed from equity and recognised in profit or loss.

Impairment losses on equity instruments that were recognised in profit or loss are not reversed through profit or loss in a subsequent period.

If the fair value of a debt instrument classified as available-for-sale increases in a subsequent period and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through profit or loss.

### 2.12 Derivative financial instruments

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Trading derivatives are classified as a current asset or liability. The gain or loss is recognised in the statement of profit or loss within 'other gains/(losses) — net'.

### 2.13 Inventories

Raw materials and stores, work in progress and finished goods are stated at the lower of cost and net realisable value. Cost comprises direct materials, direct labour and an appropriate proportion of variable and fixed overhead expenditure, the latter being allocated on the basis of normal operating capacity. Cost includes the reclassification from equity of any gains or losses on qualifying cash flow hedges relating to purchases of raw material but excludes borrowing costs. Costs are assigned to individual items of inventory on the basis of weighted average costs. Costs of purchased inventory are determined after deducting rebates and discounts. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

### 2.14 Trade receivables

Trade receivables are amounts due from customers for goods sold or services performed in the ordinary course of business. If collection of trade and other receivables is expected in one year or less (or in the normal operating cycle of the business if longer), they are classified as current assets. If not, they are presented as non-current assets.

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. See note 2.9 for further information about the Group's accounting for trade receivables and note 2.11 for a description of the Group's impairment policies.

### 2.15 Cash and cash equivalents

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

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.16 Share capital

Ordinary shares are classified as equity (note 15).

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

#### 2.17 Trade and other payables

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

#### 2.18 Borrowings

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

Borrowings are removed from the balance sheet when the obligation specified in the contract is discharged, cancelled or expired. The difference between the carrying amount of a financial liability that has been extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in profit or loss as other income or finance costs.

Where the terms of a financial liability are renegotiated and the entity issues equity instruments to a creditor to extinguish all or part of the liability (debt for equity swap), a gain or loss is recognised in profit or loss, which is measured as the difference between the carrying amount of the financial liability and the fair value of the equity instruments issued.

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

#### 2.19 Borrowing costs

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

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

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

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.20 Convertible bonds

Convertible bonds issued by the Company (including related embedded derivatives) are designated at fair value through profit or loss on initial recognition with transaction cost charge to the profit or loss accounts. At each end of the reporting period subsequent to initial recognition, the entire convertible bonds are measured at fair value, with changes in fair value recognised directly in profit or loss in the period in which they arise.

#### 2.21 Current and deferred income tax

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

##### (a) Current income tax

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the end of the reporting period in the countries where the company's subsidiaries and associates operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

##### (b) Deferred income tax

###### Inside basis differences

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

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

###### Outside basis differences

Deferred income tax liabilities are provided on taxable temporary differences arising from investments in subsidiaries and an associate, except for deferred income tax liability where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future. Generally the Group is unable to control the reversal of the temporary difference for associates. Only when there is an agreement in place that gives the Group the ability to control the reversal of the temporary difference in the foreseeable future, deferred tax liability in relation to taxable temporary differences arising from the associate's undistributed profits is not recognised.

##### (c) Offsetting

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income tax levied by the same taxation authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 2. Summary of Significant Accounting Policies (Continued)

### 2.22 Employee benefits

Group companies operate various defined contribution retirement benefit schemes. The schemes are generally funded through payments to insurance companies or trustee-administered funds. A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to the employee service in the current and prior periods.

For defined contribution plans, the Group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

### 2.23 Provisions

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

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

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

### 2.24 Government grants

Government grants are recognised at their fair value, when there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions.

Government grants relating to costs are deferred and recognised in the consolidated statement of profit or loss over the period necessary to match them with the costs they are intended to compensate.

Government grants relating to the purchase of property, plant and equipment are included in liabilities as deferred income and are recognised in the consolidated statement of profit or loss on a straight-line basis over periods and in the proportions in which depreciation on these assets is charged.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 2. Summary of Significant Accounting Policies (Continued)

#### 2.25 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Amounts disclosed as revenue are net of returns, trade allowances, rebates and amounts collected on behalf of third parties.

The Group recognises revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and specific criteria have been met for each of the Group's activities as described below. The Group bases its estimates on historical results, taking into consideration the type of customer, the type of transaction and the specifics of each arrangement.

(a) **Sale of goods**

Revenue from sale of goods is recognised when the Group entity has delivered products to the customer; the customer has accepted the products and collectability of the related receivables is reasonably assured.

(b) **Interest income**

Interest income is recognised using the effective interest method. When a receivable is impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans is recognised using the original effective interest rate.

(c) **Dividend income**

Dividends are recognised as revenue when the right to receive payment is established. This applies even if they are paid out of pre-acquisition profits. However, the investment may need to be tested for impairment as a consequence.

#### 2.26 Operating leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases (note 33). Payments made under operating leases (net of any incentives received from the lessor) are charged to the consolidated statement of profit or loss on a straight-line basis over the period of the lease.

#### 2.27 Dividend distribution

Dividend distribution to the Company's shareholders is recognised as a liability in the Group's financial statements in the period in which the dividends are approved by the Company's shareholders.

#### 2.28 Financial guarantee contracts

Financial guarantee contracts are recognised as a financial liability at the time the guarantee is issued. The liability is initially measured at fair value and subsequently at the higher of the amount determined in accordance with HKAS 37 Provisions, Contingent Liabilities and Contingent Assets and the amount initially recognised less cumulative amortisation, where appropriate.

The fair value of financial guarantees is determined as the present value of the difference in net cash flows between the contractual payments under the debt instrument and the payments that would be required without the guarantee, or the estimated amount that would be payable to a third party for assuming the obligations.



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management

#### 3.1 Financial risk factors

##### (a) Foreign exchange risk

The Group mainly operates in Mainland China. The functional currency of the Company and most of its subsidiaries is RMB. Most of the Group's transactions, assets and liabilities are denominated in RMB, United States dollars ("USD"), Euro and Japanese Yen ("JPY"). Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities, such as trade receivables, cash and cash equivalents, trade payables, and bank borrowings.

##### Exposure

The Group's major exposure to foreign currency risk at the end of the reporting period, expressed in RMB, was as follows:

|                           | 31 December 2017 |                |                |
|---------------------------|------------------|----------------|----------------|
|                           | USD<br>RMB'000   | EUR<br>RMB'000 | JPY<br>RMB'000 |
| Cash and cash equivalents | 1,287,766        | 296,338        | 13,410         |
| Trade receivables         | 519,729          | 226,533        | 353            |
| Bank borrowings           | –                | (352,022)      | –              |
| Trade payables            | (7,136)          | (15,734)       | (4,989)        |

|                           | 31 December 2016 |                |                |
|---------------------------|------------------|----------------|----------------|
|                           | USD<br>RMB'000   | EUR<br>RMB'000 | JPY<br>RMB'000 |
| Cash and cash equivalents | 1,319,693        | 102,952        | 12,507         |
| Trade receivables         | 423,349          | 145,556        | 11             |
| Bank borrowings           | –                | (277,658)      | –              |
| Trade payables            | (8,818)          | (20,163)       | (2,172)        |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.1 Financial risk factors (Continued)

##### (a) Foreign exchange risk (Continued)

Amounts recognised in profit or loss and other comprehensive income

During the year, the following foreign-exchange related amounts were recognised in profit or loss:

|   | For the year ended 31 December |                 |
|---|--------------------------------|-----------------|
|   | 2017<br>RMB'000                | 2016<br>RMB'000 |
| Other (losses)/gains — net              | (39,746)                       | 20,670          |
| Finance costs — exchange (losses)/gains | (56,512)                       | 48,265          |
|   | (96,258)                       | 68,935          |

As at 31 December 2017, if RMB had strengthened/weakened by 6.2% (2016: weakened/strengthened by 6.8%) against the USD and HKD with all other variables held constant, profit before income tax would have been approximately RMB54,367 thousand lower/higher (2016: RMB10,917 thousand higher/lower) mainly as a result of foreign exchange difference on translation of USD and HKD denominated trade receivables, cash and cash equivalents and trade payables. The ranges of such sensitivity disclosed above were based on the observation on the historical trend of related exchange rate during the previous year under analysis.

As at 31 December 2017, if RMB had weakened/strengthened by 6.8% (2016: 3.0%) against the Euro with all other variables held constant, profit before income tax would have been approximately RMB16,908 thousand higher/lower (2016: RMB3,083 thousand) mainly as a result of foreign exchange difference on translation of Euro denominated trade receivables, cash and cash equivalents, trade payables and bank borrowings. The ranges of such sensitivity disclosed above were based on the observation on the historical trend of related exchange rate during the previous year under analysis.

As at 31 December 2017, if RMB had strengthened/weakened by 2.9% (2016: weakened/strengthened by 10.6%) against the JPY with all other variables held constant, profit before income tax would have been approximately RMB272 thousand lower/higher (2016: RMB1,073 thousand higher/lower) mainly as a result of foreign exchange difference on translation of JPY denominated trade receivables, cash and cash equivalents and trade payables. The ranges of such sensitivity disclosed above were based on the observation on the historical trend of related exchange rate during the previous year under analysis.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.1 Financial risk factors (Continued)

##### (b) Fair value and cash flow interest rate risk

The Group's interest rate risk arises from bank deposits, loans to employees, entrusted loans to third parties, borrowings and long-term entrusted loans. Bank deposits, loans to employees and entrusted loan within one year at fixed rates expose the Group to fair value interest rate risk. Long-term entrusted loans generated at variable rates and borrowings obtained at variable rates expose the Group to cash flow interest rate risk.

The Group has not used any financial instruments to hedge its exposure to cash flow interest rate risk.

As at 31 December 2017, as for all borrowings this year have fixed interest rates, interest rate risk is avoided.

As at 31 December 2016, if interest rates on EUR-denominated borrowings had been 0.15 percentage-point lower/higher with all other variables held constant, profit before income tax would have been RMB235 thousand higher/lower, mainly as a result of lower/higher interest expense on floating rate borrowings.

##### (c) Credit risk

The Group has policies in place to ensure credit sales are made to customers with an appropriate credit history. Most of the Group's sales are covered by guarantees from distributors, credit arrangement from insurance companies in Mainland China, or letters of credit issued by banks. The Group grants its customers credit terms ranging from 15 days to 36 months.

The Group provides guarantees to certain banks in connection with banking facilities granted to certain customers in connection with their purchases of the Group's plastic injection moulding machines. These customers are introduced by the Group's major distributors, who have provided the Group with counter guarantees.

The Group has policies to place its cash and cash equivalents only with major financial institutions, and limits the amount of credit exposure to any financial institution. As at 31 December 2017, most of the restricted bank deposits and cash and cash equivalents are placed with the major financial institutions in Mainland China.

The Group enters into the wealth management products contracts with relatively higher interest rates with certain financial institutions. These are reflected as available-for-sale financial assets on the balance sheet. As at 31 December 2017, most of the wealth management products are bought from the major financial institutions in Mainland China and management has exercised due care when make investment decision with focus only on low risk wealth management products.

The Group enters into the entrusted loan contracts with fixed interest rates with third parties. It is shown as other receivables on the balance sheet. As at 31 December 2017, the credit risk of entrusted loans has been reviewed cautiously by the management with focus on counterparties' credit reputation.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.1 Financial risk factors (Continued)

##### (d) Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and cash equivalents, the availability of fund through adequate amounts of committed credit facilities. The Group's objective is to maintain adequate committed credit facilities to ensure sufficient and flexible funding is available to the Group.

The table below analyses the Group's and the Company's financial liabilities that will be settled on a net basis into relevant maturity groupings based on the remaining period at the balance sheet date to the contractual maturity date. The amounts disclosed below were the contractual undiscounted cash flows:

|                                    | Within<br>1 year<br>RMB'000 | Between 1<br>and 2 years<br>RMB'000 | Between 2<br>and 5 years<br>RMB'000 | Over 5 years<br>RMB'000 |
|------------------------------------|-----------------------------|-------------------------------------|-------------------------------------|-------------------------|
| <b>Group</b>                       |                             |                                     |                                     |                         |
| At 31 December 2017                |                             |                                     |                                     |                         |
| Convertible bonds                  | 16,303                      | 918,987                             | —                                   | —                       |
| Bank borrowings (i)                | 1,187,817                   | —                                   | —                                   | —                       |
| Trade and other payables           | 4,060,141                   | —                                   | —                                   | —                       |
| Financial guarantee contracts (ii) | 1,158,518                   | —                                   | —                                   | —                       |
| At 31 December 2016                |                             |                                     |                                     |                         |
| Convertible bonds                  | 27,748                      | 27,748                              | 1,397,746                           | —                       |
| Bank borrowings                    | 683,391                     | —                                   | —                                   | —                       |
| Trade and other payables           | 2,708,996                   | —                                   | —                                   | —                       |
| Financial guarantee contracts      | 1,250,544                   | —                                   | —                                   | —                       |

(i) The balance includes interest payments which is calculated based on borrowings outstanding as at 31 December 2017, without taking into account any subsequent changes in the amount of borrowings.

(ii) The balance presents guarantee given to the banks in connection with banking facilities granted to customers.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.2 Capital risk management

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

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

As at 31 December 2017 and 2016, the Group was in a net cash position (total borrowings were less than the total of restricted bank deposits and cash and cash equivalents).

Consistent with others in the industry, the Group monitors capital on the basis of the gearing ratio. This ratio is calculated as total borrowings divided by total equity of the Group as shown in the consolidated balance sheet.

The gearing ratio was as follows:

|                                   | As at 31 December |                 |
|-----------------------------------|-------------------|-----------------|
|                                   | 2017<br>RMB'000   | 2016<br>RMB'000 |
| Total convertible bonds (Note 22) | 915,591           | 1,391,965       |
| Total borrowings (Note 19)        | 1,172,022         | 677,658         |
| Total equity                      | 10,561,353        | 9,119,078       |
| Gearing ratio                     | 20%               | 23%             |

The decrease in the gearing ratio primarily resulted from redeeming convertible bonds and proceeding from the bank borrowings.

#### 3.3 Fair value estimation

The table below analyses the Group's financial instruments carried at fair value as at 31 December 2017 by level of the inputs to valuation techniques used to measure fair value. Such inputs are categorised into three levels within a fair value hierarchy as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.3 Fair value estimation (Continued)

The table below presents the Group's financial assets and liabilities that are measured at fair value at 31 December 2017.

|                                     | Level 1<br>RMB'000 | Level 2<br>RMB'000 | Level 3<br>RMB'000 | Total<br>RMB'000 |
|-------------------------------------|--------------------|--------------------|--------------------|------------------|
| <b>Assets</b>                       |                    |                    |                    |                  |
| Available-for-sale financial assets | —                  | —                  | 4,779,309          | 4,779,309        |
| <b>Liabilities</b>                  |                    |                    |                    |                  |
| Convertible bonds                   | —                  | 915,591            | —                  | 915,591          |

The table below presents the Group's financial assets and liabilities that are measured at fair value at 31 December 2016.

|                                     | Level 1<br>RMB'000 | Level 2<br>RMB'000 | Level 3<br>RMB'000 | Total<br>RMB'000 |
|-------------------------------------|--------------------|--------------------|--------------------|------------------|
| <b>Assets</b>                       |                    |                    |                    |                  |
| Available-for-sale financial assets | —                  | —                  | 3,729,044          | 3,729,044        |
| <b>Liabilities</b>                  |                    |                    |                    |                  |
| Convertible bonds                   | —                  | 1,391,965          | —                  | 1,391,965        |

There were no significant transfers among level 1, 2 and 3 during the year.

#### (a) Financial instruments in level 2

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

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

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 3. Financial Risk Management (Continued)

#### 3.3 Fair value estimation (Continued)

##### (a) Financial instruments in level 2 (Continued)

Specific valuation techniques used to value financial instruments include:

- Quoted market prices or dealer quotes for similar instruments.
- The fair value of forward foreign exchange contracts is determined using forward exchange rates at the balance sheet date, with the resulting value discounted back to present value.
- Other techniques, such as discounted cash flow analysis, are used to determine fair value for the remaining financial instruments.

As at 31 December 2017, all the resulting fair value estimates are included in level 2 except for certain available-for-sale financial assets as explained below.

##### (b) Financial instruments in level 3

The following table presents the changes in level 3 instruments for the year ended 31 December 2017.

|  | <b>Available-for-sale<br/>financial assets</b><br>RMB'000 |
|--|---|
| Opening balance  | 3,729,044   |
| Additions  | 5,430,000   |
| Change in value of available-for-sale financial assets   | 63,224  |
| Settlements  | (4,631,597)   |
| Gains recognised in profit or loss   | 188,638   |
| Closing balance  | 4,779,309   |
| Total gains or losses for the year realised in profit or loss for assets held at the end of the year, under "Finance income — net" | 188,638   |

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 3. Financial Risk Management (Continued)

### 3.3 Fair value estimation (Continued)

#### (b) Financial instruments in level 3 (Continued)

The following table presents the changes in level 3 instruments for the year ended 31 December 2016.

|  | <b>Available-for-sale<br/>financial assets</b><br>RMB'000 |
|--|---|
| Opening balance  | 2,812,987   |
| Additions  | 6,747,890   |
| Change in value of available-for-sale financial assets   | 26,097  |
| Settlements  | (6,006,345)   |
| Gains recognised in profit or loss   | 148,415   |
| Closing balance  | 3,729,044   |
| Total gains or losses for the year realised in profit or loss for assets held at the end of the year, under "Finance income — net" | 148,415   |

#### Quantitative information about fair value measurements using significant unobservable inputs (Level 3)

| Description        | Fair value at<br>31/12/2017<br>RMB'000 | Valuation technique(s) | Unobservable input   | Range<br>(weighted average) | Relationship of<br>unobservable inputs<br>to fair value   |
|--------------------|--|------------------------|----------------------|-----------------------------|---|
| Available-for-sale | 4,779,309                              | Discounted cash flow   | Expected return rate | 3.1%–7.5% (6.4%)            | Higher expected<br>return rate<br>(+50 basis points (bps))<br>would increase FV by<br>RMB6,215 thousand;<br>lower expected<br>return rate (-50bps)<br>would decrease FV by<br>RMB6,215 thousand |

# Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

## 3. Financial Risk Management (Continued)

### 3.3 Fair value estimation (Continued)

#### (b) Financial instruments in level 3 (Continued)

##### Valuation processes

The finance department of the Group includes a team that performs the valuations of available-for-sale financial assets required for financial reporting purposes, including level 3 fair values. Discussions of valuation processes and results are held between the management and the valuation team at least once every six months, in line with the Group's half-yearly reporting periods.

The main level 3 inputs used by the group are return rates of the available-for-sale financial assets, which are derived and evaluated based on the yield rate written in contracts by the counterparties.

## 4. Critical Accounting Estimates and Judgements

Estimates and judgements are continually evaluated and are based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal to the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

#### (a) Provision for impairment of trade and bills receivable

The Group's management determines the provision for impairment of trade and bills receivable based on an assessment of the recoverability of the receivables. This assessment is based on ageing of the receivables, the credit history of its customers and other debtors and guarantee over the receivables, and requires the use of judgements and estimates. Management reassesses the provisions at each balance sheet date.

#### (b) Provision for write-down of inventories

Net realisable value of inventory is the estimated selling price in the ordinary course of business, less estimated costs of completion and selling expense. These estimates are based on management's intention on future use of the inventory, the current market condition and the historical experience of manufacturing and selling products of similar nature. It could change significantly as a result of technical innovations and competitor actions in response to severe industry cycle. Management reassesses these estimates at each balance sheet date.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 4. Critical Accounting Estimates and Judgements (Continued)

#### (c) Useful lives and residual values of property, plant and equipment

The Group determines the estimated useful lives and residual values and consequently the related depreciation charges for its property, plant and equipment. This estimate is based on the historical experience of the actual useful lives of property, plant and equipment of similar nature and functions. Management will increase or decrease the depreciation charge where updated estimated useful lives of the property, plant and equipment are less or more than previously estimated useful lives. Actual economic lives and residual values may differ from estimated useful lives and residual values. Periodic review could result in a change in depreciable lives and residual values and therefore depreciation expenses in the future periods.

#### (d) Current income tax and deferred income tax

The Group is subject to income tax in the jurisdictions where the Group has operations other than the Cayman Islands and the British Virgin Islands. There are certain transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current income tax and deferred tax provisions in the period in which such determination is made.

Deferred income tax assets relating to certain temporary differences and tax losses are recognised when management considers that it is likely that future taxable profits will be available against which the temporary differences or tax losses can be utilised. Deferred income tax liabilities relating to undistributed profits of subsidiaries incorporated in Mainland China are recognised when management expects to recover investments in those subsidiaries through dividends, unless it is estimated that such dividends will not be distributed in the foreseeable future. When the expectations are different from the original estimates, such differences will impact the recognition of deferred tax assets and deferred tax liabilities and income tax charges in the period in which such estimates are changed.

#### (e) Provision for loss on guarantees

The Group provides guarantees for loans granted by Mainland China banks to some of the Group's end-user customers in connection with their purchases of the Group's products. If an end-user customer default on a loan, the Group is obliged to settle the remaining loan balances. The Group's management determines the provision for loss on the guarantees based on assessment of the possibility of default payments by individual end-user customers. This assessment is based on the credit history of its customers, the current market condition and requires the use of judgements and estimates. Management reassesses the provisions at each balance sheet date. Different estimates could significantly affect the provision amounts and materially impact the results of operations.



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 5. Land Use Rights

The Group's interests in land use rights represent prepaid operating lease payments and their net book values are analysed below:

|                          | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------------|-----------------|-----------------|
| At beginning of year     |                 |                 |
| Cost                     | 434,714         | 434,321         |
| Accumulated amortization | (61,407)        | (52,658)        |
| Net book amount          | 373,307         | 381,663         |
| Opening net book amount  | 373,307         | 381,663         |
| Exchange differences     | (471)           | 368             |
| Disposals                | (2,338)         | —               |
| Amortisation             | (8,704)         | (8,724)         |
| Closing net book amount  | 361,794         | 373,307         |
| At end of year           |                 |                 |
| Cost                     | 430,602         | 434,714         |
| Accumulated amortisation | (68,808)        | (61,407)        |
| Net book amount          | 361,794         | 373,307         |

Most of the Group's land use rights are located in Mainland China except for the one amounting to RMB5,693 thousand (2016: RMB6,321 thousand) which is located in Vietnam. As at 31 December 2017, the remaining use periods of the land use rights range from 16 to 46 years (2016: 17 to 47 years).

Amortisation is charged to the consolidated statement of profit or loss as follows:

|                                     | 2017<br>RMB'000 | 2016<br>RMB'000 |
|-------------------------------------|-----------------|-----------------|
| General and administrative expenses | 8,704           | 8,724           |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 6. Property, Plant and Equipment

|                                    | Freehold<br>land* and<br>buildings<br>RMB'000 | Plant and<br>machinery<br>RMB'000 | Vehicles**<br>RMB'000 | Office<br>equipment<br>RMB'000 | Construction<br>in progress<br>RMB'000 | Total<br>RMB'000 |
|------------------------------------|---|-----------------------------------|-----------------------|--------------------------------|--|------------------|
| <b>At 1 January 2016</b>           |   |                                   |                       |                                |  |                  |
| Cost                               | 1,638,597                                     | 1,402,325                         | 142,378               | 98,689                         | 301,185                                | 3,583,174        |
| Accumulated depreciation           | (321,510)                                     | (677,391)                         | (104,716)             | (62,859)                       | —                                      | (1,166,476)      |
| Net book amount                    | 1,317,087                                     | 724,934                           | 37,662                | 35,830                         | 301,185                                | 2,416,698        |
| <b>Year ended 31 December 2016</b> |   |                                   |                       |                                |  |                  |
| Opening net book amount            | 1,317,087                                     | 724,934                           | 37,662                | 35,830                         | 301,185                                | 2,416,698        |
| Exchange differences               | 4,305   | 253                               | 166                   | 283                            | 1,835                                  | 6,842            |
| Additions                          | 54,542  | 72,516                            | 4,883                 | 2,599                          | 334,629                                | 469,169          |
| Transfers                          | 272,774                                       | 217,301                           | 53                    | 557                            | (490,685)                              | —                |
| Disposals                          | —   | (1,227)                           | (745)                 | (387)                          | —                                      | (2,359)          |
| Depreciation                       | (53,977)                                      | (102,465)                         | (10,980)              | (10,616)                       | —                                      | (178,038)        |
| Closing net book amount            | 1,594,731                                     | 911,312                           | 31,039                | 28,266                         | 146,964                                | 2,712,312        |
| <b>At 31 December 2016</b>         |   |                                   |                       |                                |  |                  |
| Cost                               | 1,963,262                                     | 1,685,732                         | 138,072               | 97,727                         | 146,964                                | 4,031,757        |
| Accumulated depreciation           | (368,531)                                     | (774,420)                         | (107,033)             | (69,461)                       | —                                      | (1,319,445)      |
| Net book amount                    | 1,594,731                                     | 911,312                           | 31,039                | 28,266                         | 146,964                                | 2,712,312        |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 6. Property, Plant and Equipment (Continued)

|                                    | Freehold<br>land* and<br>buildings<br>RMB'000 | Plant and<br>machinery<br>RMB'000 | Vehicles**<br>RMB'000 | Office<br>equipment<br>RMB'000 | Construction<br>in progress<br>RMB'000 | Total<br>RMB'000 |
|------------------------------------|---|-----------------------------------|-----------------------|--------------------------------|--|------------------|
| <b>Year ended 31 December 2017</b> |   |                                   |                       |                                |  |                  |
| Opening net book amount            | 1,594,731                                     | 911,312                           | 31,039                | 28,266                         | 146,964                                | 2,712,312        |
| Exchange differences               | 6,506   | 83                                | (153)                 | 79                             | 419                                    | 6,934            |
| Additions                          | —   | 156,925                           | 73,734                | 6,865                          | 559,402                                | 796,926          |
| Transfers                          | 30,718  | 230,035                           | 229,674               | 7,750                          | (498,177)                              | —                |
| Disposals                          | (6,114)                                       | (15,434)                          | (364)                 | (157)                          | —                                      | (22,069)         |
| Depreciation                       | (64,881)                                      | (120,913)                         | (10,460)              | (10,809)                       | —                                      | (207,063)        |
| Closing net book amount            | 1,560,960                                     | 1,162,008                         | 323,470               | 31,994                         | 208,608                                | 3,287,040        |
| <b>At 31 December 2017</b>         |   |                                   |                       |                                |  |                  |
| Cost                               | 1,986,217                                     | 2,030,251                         | 435,932               | 111,297                        | 208,608                                | 4,772,305        |
| Accumulated depreciation           | (425,257)                                     | (868,243)                         | (112,462)             | (79,303)                       | —                                      | (1,485,265)      |
| Net book amount                    | 1,560,960                                     | 1,162,008                         | 323,470               | 31,994                         | 208,608                                | 3,287,040        |

\* Freehold lands are located in Brazil, Germany, Turkey and India (2016: Brazil, Germany, Turkey and India). They are stated at cost of RMB26,294 thousand (2016: RMB25,890 thousand) and is not subject to depreciation.

\*\* In 2017, the Group purchased an aircraft from a third party supplier amounted RMB290,798 thousand. It depreciates with the estimated useful life of 20 years.

Depreciation is charged to the consolidated statement of profit or loss as follows:

|                                     | 2017<br>RMB'000 | 2016<br>RMB'000 |
|-------------------------------------|-----------------|-----------------|
| Cost of sales                       | 165,559         | 137,904         |
| General and administrative expenses | 37,384          | 35,370          |
| Selling and marketing expenses      | 4,120           | 4,764           |
|                                     | 207,063         | 178,038         |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 7. Subsidiaries

The following are the subsidiaries, which are unlisted, at 31 December 2017:

| Name   | Place of incorporation and type of legal entity           | Paid in capital          | Attributable equity interest to the Company |          | Principal activities and place of operations                            |
|--|---|--------------------------|---|----------|---|
|  |   |                          | Direct                                      | Indirect |   |
| Dahai (H.K.) Company Limited                         | Hong Kong, limited liability company                      | HKD5,000,000             | —   | 100%     | Trading of machinery and related accessories, Hong Kong                 |
| Develop Kind Ltd.                                    | British Virgin Islands ("BVI"), limited liability company | HKD11,000                | —   | 100%     | Investment holding, BVI   |
| Guo Hua Limited                                      | British Virgin Islands ("BVI"), limited liability company | HKD11,000                | 100%  | —        | Investment holding, BVI   |
| Guo Hua Enterprises Group Limited                    | Hong Kong, limited liability company                      | HKD1                     | —   | 100%     | Investment holding, trading of machinery related accessories, Hong Kong |
| Haitian Huayuan (Hong Kong) Limited                  | Hong Kong, limited liability company                      | HKD779,999               | —   | 100%     | Trading of machinery and related accessories, Hong Kong                 |
| Haitian Huayuan (Japan) Machinery Co., Ltd           | Japan, limited liability company                          | JPY10,000,000            | —   | 100%     | Trading of machinery and related accessories, Japan                     |
| Haitian Huayuan Machinery (India) Private Limited    | India, limited liability company                          | Indian Rupee 336,116,900 | —   | 100%     | Sale of plastic injection moulding machines, India                      |
| Haitian Huayuan Mexico Machinery, S. de R.L. de C.V. | Mexico, limited liability company                         | USD504,200               | —   | 100%     | Sale of plastic injection moulding machines, Mexico                     |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 7. Subsidiaries (Continued)

| Name  | Place of incorporation and type of legal entity | Paid in capital                        | Attributable equity interest to the Company |          | Principal activities and place of operations                                     |
|---|---|--|---|----------|--|
|   |   |  | Direct                                      | Indirect |  |
| Haitian Huayuan Middle East Makina Dis Ticaret Limited Sirketi                                  | Turkey, limited liability company               | Turkish Lira<br>500,000                | —   | 100%     | Sale of plastic injection moulding machines, Turkey                              |
| Haitian Huayuan South America Com. De MAQS. Ltd   | Brazil, limited liability company               | Brazilian Real<br>5,360,000            | —   | 100%     | Sale of plastic injection moulding machines, Brazil                              |
| Haitian International Germany GmbH  | Germany, limited liability company              | Euro5,250,000                          | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Germany             |
| Haitian Machinery (Thailand) Co., Ltd   | Thailand, limited liability company             | Thai Baht<br>12,000,000                | —   | 100%     | Sale of plastic injection moulding machines, Thailand                            |
| Huayuan (Vietnam) Machinery Co., Ltd.   | Vietnam, limited liability company              | Vietnam Dong ("VND")<br>22,800,000,000 | —   | 100%     | Manufacture, processing and sale of plastic injection moulding machines, Vietnam |
| Haitian Plastic Processing Machinery Guangzhou Co., Ltd. ("Guangzhou Haitian") (海天塑料機械(廣州)有限公司) | Mainland China, wholly owned foreign enterprise | USD2,400,000                           | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China      |
| Haitian Plastic Machinery Group Co., Ltd. ("Haitian Plastic Machinery") (海天塑機集團有限公司)            | Mainland China, wholly owned foreign enterprise | USD276,460,000                         | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China      |
| Mega Power Investment Development Limited   | Hong Kong, limited liability company            | HKD1                                   | —   | 100%     | Investment holding, Hong Kong  |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 7. Subsidiaries (Continued)

| Name  | Place of incorporation and type of legal entity | Paid in capital | Attributable equity interest to the Company |          | Principal activities and place of operations   |
|---|---|-----------------|---|----------|--|
|   |   |                 | Direct                                      | Indirect |  |
| New Choice Investment Development Limited   | Hong Kong, limited liability company            | HKD1            | —   | 100%     | Investment holding, Hong Kong  |
| Niigata Haitian Injection Moulding Machine Co., Ltd.  | Japan, limited liability company                | JPY30,000,000   | —   | 65%      | Research and development of plastic injection moulding machines, Japan                             |
| Ningbo Daxie Development Zone Haitian Machinery Co., Ltd. (“Daxie Haitian”) (寧波大榭開發區海天機械有限公司)   | Mainland China, foreign equity joint venture    | USD1,550,000    | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China                        |
| Ningbo Haitian Beihua Science and Technology Co., Ltd. (“Haitian Beihua”) (寧波海天北化科技有限公司)        | Mainland China, limited liability company       | RMB10,000,000   | —   | 100%     | Research and development, manufacture, sale of plastic injection moulding machines, Mainland China |
| Ningbo Haitian Huayuan Machinery Co., Ltd. (“Haitian Huayuan”) (寧波海天華遠機械有限公司)                   | Mainland China, foreign equity joint venture    | USD51,000,000   | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China                        |
| Ningbo Haitian Logistic Co., Ltd. (“Haitian Logistic”) (寧波海天物流有限公司)                             | Mainland China, limited liability company       | RMB10,000,000   | —   | 100%     | Logistic, sale of plastic injection moulding machines, Mainland China                              |
| Ningbo Haitian Intelligent Manufacture Technology Co., Ltd. (“Haitian Software”) (寧波海天製造科技有限公司) | Mainland China, limited liability company       | RMB6,000,000    | —   | 100%     | Sale of software of plastic injection moulding machines, Mainland China                            |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 7. Subsidiaries (Continued)

| Name  | Place of incorporation and type of legal entity           | Paid in capital        | Attributable equity interest to the Company |          | Principal activities and place of operations                                   |
|---|---|------------------------|---|----------|--|
|   |   |                        | Direct                                      | Indirect |  |
| Ningbo Zhafir Plastics Machinery Co., Ltd. ("Ningbo Zhafir")<br>(寧波長飛亞塑料機械製造有限公司) | Mainland China, foreign equity joint venture              | USD30,000,000          | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China    |
| Over-The-Rainbow Limited  | British Virgin Islands ("BVI"), limited liability company | USD1                   | —   | 100%     | Special purpose vehicle, BVI   |
| PT. Haitian Huayuan Indonesia Machinery   | Indonesia, limited liability company                      | USD312,500             | —   | 100%     | Sale of plastic injection moulding machines, Indonesia                         |
| Richhigh Investments Limited  | British Virgin Islands ("BVI"), limited liability company | USD1                   | —   | 100%     | Investment holding, BVI  |
| Sunnew Investments Limited  | British Virgin Islands ("BVI"), limited liability company | HKD1                   | —   | 100%     | Investment holding, BVI  |
| Wuxi Haitian Machinery Co., Ltd. ("Wuxi Haitian")<br>(無錫海天機械有限公司)                 | Mainland China, foreign equity joint venture              | USD25,000,000          | —   | 100%     | Manufacture and sale of plastic injection moulding machines, Mainland China    |
| Zhafir Plastics Machinery GmbH ("Zhafir Plastics")                                | Germany, limited liability company                        | Deutsche Mark 100,000  | —   | 100%     | Research and development of plastic injection moulding machines, Germany       |
| Zhafir Plastics Machinery India Private Limited                                   | India, limited liability company                          | Indian Rupee 1,000,000 | —   | 100%     | Manufacture, processing and sale of plastic injection moulding machines, India |

The English names of certain subsidiaries are translations made by the Group's management from their Chinese names as they do not have official English names.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 8. Investment in an Associate

|                       | 2017<br>RMB'000 | 2016<br>RMB'000 |
|-----------------------|-----------------|-----------------|
| Beginning of the year | 13,057          | 13,602          |
| Disposal              | —               | (331)           |
| Dividend received     | (953)           | (3,259)         |
| Share of profit       | 4,640           | 3,045           |
| End of the year       | 16,744          | 13,057          |

Particulars of the associate, which is unlisted, are as follows, and in the opinion of the management of the Group, the associate is not material to the Group:

| Name  | Place of incorporation and type of legal entity | Paid in capital | Attributable indirect equity interest to the Company | Principal activities and place of operation                           |
|---|---|-----------------|--|---|
| Hangzhou Keqiang Intelligence Control System Co., Ltd. ("Hangzhou Keqiang")<br>(杭州科强智能控制系统有限公司) | Mainland China, limited liability company       | RMB18,000,000   | 47%  | Manufacture and sale of intelligence control system in Mainland China |

The English name of the associate is a translation made by the management of the Group from its Chinese name as it does not have an official English name.

Hangzhou Keqiang is a strategic supplier for the Group, and manufacture and sell intelligence control system to the Group.

Investment in an associate at 31 December 2017 includes goodwill of RMB186 thousand (2016: RMB186 thousand).

The Group's shares of the assets, liabilities, sales and results of the associate are as follows:

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Assets   | 31,909          | 15,130          |
| Liabilities  | 15,351          | 2,259           |
| Revenue  | 21,319          | 16,089          |
| Profit and total comprehensive income for the year | 4,640           | 3,045           |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 9. Inventories

|                  | 2017<br>RMB'000  | 2016<br>RMB'000  |
|------------------|------------------|------------------|
| Raw materials    | 1,206,516        | 878,964          |
| Work-in-progress | 221,497          | 181,040          |
| Finished goods   | 1,343,518        | 660,100          |
|                  | <b>2,771,531</b> | <b>1,720,104</b> |

The cost of inventories recognised as expense and included in cost of sales amounted to approximately RMB6,593,435 thousand (2016: RMB5,276,879 thousand).

As at 31 December 2017, inventories with cost of RMB129,341 thousand (2016: RMB162,085 thousand) was considered obsolete. A provision of RMB116,189 thousand (2016: RMB148,951 thousand) was made as at 31 December 2017.

### 10. Trade and Bills Receivable

|                                | 2017               |                            |                  | 2016               |                            |                  |
|--------------------------------|--------------------|----------------------------|------------------|--------------------|----------------------------|------------------|
|                                | Current<br>RMB'000 | Non-<br>Current<br>RMB'000 | Total<br>RMB'000 | Current<br>RMB'000 | Non-<br>Current<br>RMB'000 | Total<br>RMB'000 |
| Trade and bills receivable     | 3,294,087          | 160,599                    | 3,454,686        | 2,641,252          | —                          | 2,641,252        |
| Less: provision for impairment | (41,262)           | —                          | (41,262)         | (47,817)           | —                          | (47,817)         |
|                                | <b>3,252,825</b>   | <b>160,599</b>             | <b>3,413,424</b> | <b>2,593,435</b>   | <b>—</b>                   | <b>2,593,435</b> |

As at 31 December 2017, the fair values of trade and bills receivables are based on cash flows discounted using a rate based on the borrowing's rate of 5% and are within level 3 of the fair value hierarchy.

As at 31 December 2017, there was no individual customer with outstanding balance exceeding 10% of the Group's total trade and bills receivable (2016: None).

As at 31 December 2017, the non-current portion of trade and bill receivables was stated for receivables with due date over 1 year. The fair value of the non-current receivables approximates their carrying amounts.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 10. Trade and Bills Receivable (Continued)

Most of the Group's sales are covered by guarantees from distributors, credit arrangements from insurance companies in Mainland China, or letters of credit issued by banks. The Group grants its customers credit terms ranging from 15 days to 36 months. The ageing analysis of trade and bills receivable based on invoice date is as follows:

|                    | 2017<br>RMB'000  | 2016<br>RMB'000  |
|--------------------|------------------|------------------|
| Up to 6 months     | 2,863,170        | 2,303,021        |
| 6 months to 1 year | 480,392          | 159,511          |
| 1 year to 2 years  | 69,689           | 109,518          |
| 2 year to 3 years  | 23,025           | 48,949           |
| Over 3 years       | 18,410           | 20,253           |
|                    | <b>3,454,686</b> | <b>2,641,252</b> |

As at 31 December 2017, trade receivables of RMB29,163 thousand (2016: RMB34,374 thousand) were past due but considered not impaired. These relate to a number of customers for whom there is no recent history of default. The ageing analysis of these trade receivables is as follows:

|                    | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------|-----------------|-----------------|
| Up to 6 months     | 6,923           | 5,541           |
| 6 months to 1 year | 8,018           | 6,243           |
| 1 year to 2 years  | 9,726           | 7,496           |
| 2 year to 3 years  | 2,784           | 7,349           |
| Over 3 years       | 1,712           | 7,745           |
|                    | <b>29,163</b>   | <b>34,374</b>   |

As at 31 December 2017, trade receivables of approximately RMB64,987 thousand (2016: RMB68,931 thousand) were impaired, and a related provision of RMB41,262 thousand (2016: RMB47,817 thousand) was provided. The individually impaired receivables relate to different customers. It was assessed that a portion of the receivables is expected to be recovered. The ageing of these receivables is as follows:

|               | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---------------|-----------------|-----------------|
| Up to 3 years | 48,289          | 56,423          |
| Over 3 years  | 16,698          | 12,508          |
|               | <b>64,987</b>   | <b>68,931</b>   |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 10. Trade and Bills Receivable (Continued)

Trade and bills receivable are denominated in the following currencies:

|                | 2017<br>RMB'000  | 2016<br>RMB'000  |
|----------------|------------------|------------------|
| RMB            | 2,525,703        | 1,915,669        |
| USD            | 519,729          | 423,349          |
| Euro           | 226,533          | 145,556          |
| Mexico Peso    | 57,866           | 68,997           |
| VND            | 46,673           | 29,439           |
| Brazilian Real | 42,421           | 27,670           |
| Others         | 35,761           | 30,572           |
|                | <b>3,454,686</b> | <b>2,641,252</b> |

Movements of the provision for impairment of trade receivables are as follows:

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| At 1 January                                | 47,817          | 51,921          |
| Reversal of impairment of trade receivables | (4,706)         | (2,425)         |
| Written off as uncollectible                | (1,849)         | (1,679)         |
| At 31 December                              | <b>41,262</b>   | <b>47,817</b>   |

The provision for impaired receivables has been included in general and administrative expenses. Amounts charged to the allowance account are written off when there is no expectation of recovering additional cash.

The other classes within trade and bills receivable do not contain impaired assets.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of receivables mentioned above.

The Group does not hold any collateral as security.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 11. Prepayments, Deposits and Other Receivables

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Receivables in relation to buyers' credit (i) | 3,341           | 11,256          |
| Prepayments and deposits                      |                 |                 |
| — for purchases of raw materials              | 19,470          | 24,626          |
| — others                                      | 10,506          | 18,739          |
| Value Added Tax recoverable and refundable    | 126,073         | 55,831          |
| Loans to employees                            |                 |                 |
| — Loans to key management (Note 34(c))        | 1,233           | 776             |
| — Loans to other employees (ii)               | 18,438          | 20,685          |
| Loans to an associate (Note 34(c))            | 25,000          | —               |
| Entrusted loans (iii)                         | 5,852           | 206,576         |
| Interest receivables                          | 27,390          | 15,138          |
| Structured bank deposits                      | 10,000          | 10,000          |
| Others  | 8,135           | 11,322          |
|   | 255,438         | 374,949         |
| Less non-current portion:                     |                 |                 |
| Loans to other employees (ii)                 | (11,250)        | (10,855)        |
| Entrusted loans (iii)                         | (1,795)         | —               |
| Current portion                               | 242,393         | 364,094         |

Note:

- (i) Receivables in relation to buyers' credit are secured by guarantees provided by the relevant distributors who introduced the customers.
- (ii) Loans to other employees are for their housing and car purchasing. The loans are due within six years, with interest bearing at rates ranging from 0% to 3.4% (2016: from 0% to 3.4%) per annum as at 31 December 2017.
- (iii) As at 31 December 2016, the entrusted loans of RMB200,000 thousand were lent to an independent third party through a bank in mainland China with maturity dates on 27 January 2017, which was repaid RMB200,000 on maturity date.
- As at 31 December 2017, current portion of the entrusted loan of RMB3,121 thousand and RMB936 thousand were lent to two independent third parties with maturity dates on February 2018 and May 2018 respectively, and the non-current portion of RMB1,795 thousand are with maturity dates in 2019.

The fair values of non-current portion of other receivables are as follows:

|                          | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------------|-----------------|-----------------|
| Loans to other employees | 10,278          | 10,112          |
| Entrusted loans          | 1,676           | —               |
|                          | 11,954          | 10,112          |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 11. Prepayments, Deposits and Other Receivables (Continued)

The fair values of loans to other employees are based on cash flows discounted using a rate based on the borrowings rate of 3.6% (2016: 3.2%) and are within level 3 of the fair value hierarchy.

As at 31 December 2017, the fair values of entrusted loans are based on cash flows discounted using a rate based on the borrowings rate 4.75% and are within level 3 of the fair value hierarchy.

The fair values of current portion of other receivables approximate their carrying amounts.

### 12. Financial instruments by Category

|  | Loans and<br>receivables<br>RMB'000                                     | Available-<br>for-sale<br>RMB'000                              | Total<br>RMB'000  |
|--|---|--|-------------------|
| <b>31 December 2017</b>                                      |   |  |                   |
| <b>Assets as per balance sheet</b>                           |   |  |                   |
| Available-for-sale financial assets                          | —   | 4,779,309  | 4,779,309         |
| Trade and other receivables excluding prepayments            | 3,512,813   | —  | 3,512,813         |
| Restricted bank deposits                                     | 190,613   | —  | 190,613           |
| Term deposits  | 100,000   | —  | 100,000           |
| Cash at bank   | 3,028,788   | —  | 3,028,788         |
| <b>Total</b>   | <b>6,832,214</b>  | <b>4,779,309</b>   | <b>11,611,523</b> |
|  | Liabilities<br>at fair value<br>through the<br>profit & loss<br>RMB'000 | Other financial<br>liabilities at<br>amortised cost<br>RMB'000 | Total<br>RMB'000  |
| <b>Liabilities as per balance sheet</b>                      |   |  |                   |
| Bank borrowings  | —   | 1,172,022  | 1,172,022         |
| Convertible bonds  | 915,591   | —  | 915,591           |
| Trade and other payables excluding non-financial liabilities | —   | 3,468,525  | 3,468,525         |
| <b>Total</b>   | <b>915,591</b>  | <b>4,640,547</b>   | <b>5,556,138</b>  |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 12. Financial instruments by Category (Continued)

|  | Loans and<br>receivables<br>RMB'000                                     | Available-<br>for-sale<br>RMB'000                              | Total<br>RMB'000  |
|--|---|--|-------------------|
| <b>31 December 2016</b>                                      |   |  |                   |
| <b>Assets as per balance sheet</b>                           |   |  |                   |
| Available-for-sale financial assets                          | —   | 3,729,044  | 3,729,044         |
| Trade and other receivables excluding prepayments            | 2,869,188   | —  | 2,869,188         |
| Restricted bank deposits                                     | 112,741   | —  | 112,741           |
| Term deposits  | 150,000   | —  | 150,000           |
| Cash at bank   | 3,263,680   | —  | 3,263,680         |
| <b>Total</b>   | <b>6,395,609</b>  | <b>3,729,044</b>   | <b>10,124,653</b> |
|  | Liabilities<br>at fair value<br>through the<br>profit & loss<br>RMB'000 | Other financial<br>liabilities at<br>amortised cost<br>RMB'000 | Total<br>RMB'000  |
| <b>Liabilities as per balance sheet</b>                      |   |  |                   |
| Borrowings   | —   | 677,658  | 677,658           |
| Convertible bonds  | 1,391,965   | —  | 1,391,965         |
| Trade and other payables excluding non-financial liabilities | —   | 2,251,524  | 2,251,524         |
| <b>Total</b>   | <b>1,391,965</b>  | <b>2,929,182</b>   | <b>4,321,147</b>  |

### 13. Available-For-Sale Financial Assets

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| At 1 January   | 3,729,044       | 2,812,987       |
| Additions  | 5,430,000       | 6,747,890       |
| Disposals  | (4,442,959)     | (5,857,930)     |
| Gains recognised in other comprehensive income (Note 16) | 63,224          | 26,097          |
| At 31 December   | 4,779,309       | 3,729,044       |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 13. Available-For-Sale Financial Assets (Continued)

Available-for-sale financial assets are RMB denominated wealth management products with expected return rate ranging from 3.1% to 7.5% (2016: 2.8% to 6.8%) per annum and with maturity dates between 7 day and 360 days (2016: between 4 days and 355 days). None of these assets is either past due or impaired (2016: None).

As at 31 December 2016, bank borrowings are secured by available-for-sale financial assets for the value of RMB100,000 thousand (Note 19).

### 14. Restricted Bank Deposits, Term Deposits and Cash and Cash Equivalents

|                                    | 2017<br>RMB'000 | 2016<br>RMB'000 |
|------------------------------------|-----------------|-----------------|
| Restricted bank deposits — current | 190,613         | 112,741         |
| Term deposits — current            | —               | 50,000          |
| Term deposits — non-current        | 100,000         | 100,000         |
| Total term deposits                | 100,000         | 150,000         |
| Cash at bank                       | 1,765,356       | 2,654,143       |
| Cash in hand                       | 464             | 213             |
| Short-term bank deposits           | 1,263,432       | 609,537         |
| Cash and cash equivalents          | 3,029,252       | 3,263,893       |
|                                    | 3,319,865       | 3,526,634       |

Restricted bank deposits are bank deposits that could not be drawn until they mature, some of which are related to the finance facilities granted by banks for issuing bills payable.

The maximum exposure to credit risk at the reporting period end approximates the carrying value of the restricted bank deposits and cash and cash equivalents.

As at 31 December 2017, the weighted average effective interest rate on restricted bank deposits and cash and cash equivalents of the Group is 0.58% (2016: 0.51%) per annum.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 14. Restricted Bank Deposits, Term Deposits and Cash and Cash Equivalents

(Continued)

The restricted bank deposits have maturities of 6 months at inception (2016: 6 months). The short-term bank deposits have maturities ranging from 6 months to 12 months at inception (2016: ranging from 1 months to 12 months).

Restricted bank deposits and cash and cash equivalents are denominated in the following currencies:

|                | 2017<br>RMB'000  | 2016<br>RMB'000  |
|----------------|------------------|------------------|
| RMB            | 1,614,110        | 1,994,902        |
| USD            | 1,287,766        | 1,319,693        |
| Euro           | 296,338          | 102,952          |
| Indian Rupee   | 47,252           | 54,874           |
| JPY            | 13,410           | 12,507           |
| Brazilian Real | 13,046           | 15,820           |
| VND            | 4,656            | 3,200            |
| HKD            | 4,372            | 4,282            |
| Others         | 38,915           | 18,404           |
|                | <b>3,319,865</b> | <b>3,526,634</b> |

Majority of the restricted bank deposits and cash and cash equivalents are deposited with banks in Mainland China. The conversion of the RMB denominated balances into other currencies and the remittance of funds out of Mainland China are subject to the rules and regulations relating to foreign exchange control promulgated by the Mainland China government.

### 15. Share Capital

|  | Authorised share capital    |                   |                   |
|--|-----------------------------|-------------------|-------------------|
|  | Number of<br>shares<br>'000 | Amount<br>HKD'000 | Amount<br>RMB'000 |
| As at 31 December 2016 and 31 December 2017<br>(shares with a par of HKD0.1 per share) | 5,000,000                   | 500,000           | 502,350           |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 15. Share Capital (Continued)

|  | Issued and fully paid       |                   |                   |
|--|-----------------------------|-------------------|-------------------|
|  | Number of<br>shares<br>'000 | Amount<br>HKD'000 | Amount<br>RMB'000 |
| As at 31 December 2016 and 31 December 2017<br>(shares with a par of HKD0.1 per share) | 1,596,000                   | 159,600           | 160,510           |

### 16. Reserves

|  | Share<br>premium<br>RMB'000 | Merger<br>reserve<br>RMB'000 | Statutory<br>reserves<br>RMB'000<br>(note i) | Available-<br>for-sale<br>financial<br>assets<br>RMB'000 | Translation<br>differences<br>RMB'000 | Retained<br>earnings<br>RMB'000 | Total<br>RMB'000 |
|--|-----------------------------|------------------------------|--|--|---------------------------------------|---------------------------------|------------------|
| <b>At 1 January 2016</b>   | 1,331,913                   | 152,573                      | 661,376                                      | 34,987   | (11,615)                              | 5,690,564                       | 7,859,798        |
| Profit for the year  | —                           | —                            | —  | —  | —                                     | 1,550,890                       | 1,550,890        |
| Change in value of available-for-sale financial assets (Note 13) | —                           | —                            | —  | 26,097   | —                                     | —                               | 26,097           |
| Appropriations   | —                           | —                            | 35,003                                       | —  | —                                     | (35,003)                        | —                |
| Dividend paid  |                             |                              |  |  |                                       |                                 |                  |
| — 2015 second interim  | —                           | —                            | —  | —  | —                                     | (254,197)                       | (254,197)        |
| — 2016 interim (Note 31)   | —                           | —                            | —  | —  | —                                     | (231,124)                       | (231,124)        |
| Currency translation differences                                 | —                           | —                            | —  | —  | 6,494                                 | —                               | 6,494            |
| <b>At 31 December 2016</b>                                       | 1,331,913                   | 152,573                      | 696,379                                      | 61,084   | (5,121)                               | 6,721,130                       | 8,957,958        |
| Profit for the year  | —                           | —                            | —  | —  | —                                     | 2,005,394                       | 2,005,394        |
| Change in value of available-for-sale financial assets (Note 13) | —                           | —                            | —  | 63,224   | —                                     | —                               | 63,224           |
| Appropriations   | —                           | —                            | 163,460                                      | —  | —                                     | (163,460)                       | —                |
| Dividend paid  |                             |                              |  |  |                                       |                                 |                  |
| — 2016 second interim (Note 31)                                  | —                           | —                            | —  | —  | —                                     | (283,900)                       | (283,900)        |
| — 2017 interim (Note 31)   | —                           | —                            | —  | —  | —                                     | (340,247)                       | (340,247)        |
| Currency translation differences                                 | —                           | —                            | —  | —  | (2,086)                               | —                               | (2,086)          |
| <b>At 31 December 2017</b>                                       | 1,331,913                   | 152,573                      | 859,839                                      | 124,308  | (7,207)                               | 7,938,917                       | 10,400,343       |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 16. Reserves (Continued)

#### (i) Statutory reserves

Subsidiaries in Mainland China are required to transfer certain percentages of their after-tax profit after offsetting accumulated losses from prior years to statutory reserves, namely statutory reserve fund, statutory welfare fund, enterprise expansion fund and discretionary reserve fund, before the corresponding subsidiaries can distribute any dividend to their shareholders. The percentage to be appropriated to statutory reserve fund is determined according to the relevant regulations in Mainland China at the rate of 10% of net profit. The subsidiaries may cease appropriation when the statutory reserve funds reach 50% of the subsidiaries' registered capital. The percentages to be appropriated to other funds are at the discretion of the Board of Directors of the respective subsidiaries.

Such statutory reserves, depending on their nature, can only be used to offset accumulated losses or to increase capital of the respective subsidiaries, and cannot be distributed to shareholders of the subsidiaries. The balances of the statutory reserves after increasing capital shall remain at least 25% of the original registered capital of the respective subsidiaries. Movements in the statutory reserves are as follows:

|                     | Statutory<br>reserve fund<br>RMB'000 | Enterprise<br>expansion fund<br>RMB'000 | Discretionary<br>reserve fund<br>RMB'000 | Total<br>RMB'000 |
|---------------------|--------------------------------------|---|--|------------------|
| At 1 January 2016   | 32,438                               | 530,782                                 | 98,156                                   | 661,376          |
| Additions           | —                                    | 35,003                                  | —  | 35,003           |
| At 31 December 2016 | 32,438                               | 565,785                                 | 98,156                                   | 696,379          |
| Additions           | 81                                   | 163,379                                 | —  | 163,460          |
| At 31 December 2017 | 32,519                               | 729,164                                 | 98,156                                   | 859,839          |

### 17. Trade and Bills Payable

|                                     | 2017<br>RMB'000 | 2016<br>RMB'000 |
|-------------------------------------|-----------------|-----------------|
| Trade payables                      | 1,722,577       | 1,315,784       |
| Bills payable                       | 1,259,690       | 621,740         |
| Trade and bills payable             | 2,982,267       | 1,937,524       |
| Due to related parties (Note 34(b)) | 385,790         | 203,544         |
|                                     | 3,368,057       | 2,141,068       |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 17. Trade and Bills Payable (Continued)

The ageing analysis of the trade and bills payable based on invoice date is as follows:

|                    | 2017<br>RMB'000  | 2016<br>RMB'000  |
|--------------------|------------------|------------------|
| Up to 6 months     | 3,366,648        | 2,139,747        |
| 6 months to 1 year | 289              | 285              |
| 1 year to 2 years  | 75               | 202              |
| Over 2 years       | 1,045            | 834              |
|                    | <b>3,368,057</b> | <b>2,141,068</b> |

Trade and bills payable are denominated in the following currencies:

|              | 2017<br>RMB'000  | 2016<br>RMB'000  |
|--------------|------------------|------------------|
| RMB          | 3,295,846        | 2,078,124        |
| HKD          | 17,688           | 39               |
| Euro         | 15,734           | 20,217           |
| Indian Rupee | 12,789           | 20,751           |
| Mexico Peso  | 10,545           | 10,164           |
| USD          | 7,136            | 8,818            |
| JPY          | 4,989            | 2,175            |
| Others       | 3,330            | 780              |
|              | <b>3,368,057</b> | <b>2,141,068</b> |

The fair values of trade and bills payable approximate their carrying amounts.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 18. Accruals and Other Payables

|   | 2017<br>RMB'000  | 2016<br>RMB'000  |
|---|------------------|------------------|
| Welfare payables                                      | 62,004           | 89,123           |
| Salaries, wages and bonus payables                    | 87,903           | 75,151           |
| Accrued sales commission                              | 591,616          | 457,472          |
| Customers deposits                                    | 906,124          | 667,415          |
| Payable for purchase of property, plant and equipment | 78,123           | 85,869           |
| Accrued operating expenses                            | 44,598           | 32,692           |
| Value Added Tax payables                              | 47,336           | 7,568            |
| Deferred income — current portion (Note 20)           | 386              | 362              |
| Interest payables                                     | 2,593            | 1,061            |
| Other payables  | 19,752           | 23,526           |
|   | <b>1,840,435</b> | <b>1,440,239</b> |

### 19. Bank Borrowings

|             | 2017<br>RMB'000  | 2016<br>RMB'000 |
|-------------|------------------|-----------------|
| Secured (i) | —                | 100,000         |
| Unsecured   | 1,172,022        | 577,658         |
|             | <b>1,172,022</b> | <b>677,658</b>  |

|                  | 2017<br>RMB'000  | 2016<br>RMB'000 |
|------------------|------------------|-----------------|
| At floating rate |                  |                 |
| — in EUR         | —                | 277,658         |
| At fixed rate    |                  |                 |
| — in EUR         | 352,022          | —               |
| — in RMB         | 820,000          | 400,000         |
|                  | <b>1,172,022</b> | <b>677,658</b>  |

(i) As at 31 December 2016, bank borrowings of RMB100,000 thousand are secured by available-for-sale financial assets (Note 13).

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 19. Bank Borrowings (Continued)

The weighted average effective interest rates (per annum) at year end are as follows:

|     | 2017 | 2016 |
|-----|------|------|
| EUR | 0.2% | 0.8% |
| RMB | 3.8% | 2.7% |
| JPY | —    | 1.4% |

The fair values of short-term bank borrowings approximate their carrying amounts.

### 20. Deferred Income

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Deferred government grants                                      | 10,373          | 10,076          |
| Less: Current portion included in current liabilities (Note 18) | (386)           | (362)           |
|   | 9,987           | 9,714           |

Movements are as follows:

|                               | 2017<br>RMB'000 | 2016<br>RMB'000 |
|-------------------------------|-----------------|-----------------|
| At 1 January                  | 10,076          | 10,135          |
| Exchange differences          | 683             | 303             |
| Amortised as income (Note 25) | (386)           | (362)           |
| At 31 December                | 10,373          | 10,076          |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 21. Deferred Income Tax

The analysis of deferred tax assets and deferred tax liabilities is as follows:

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Deferred income tax assets to be recovered within 12 months             | 88,070          | 55,263          |
| Deferred income tax liabilities to be settled after more than 12 months | 232,826         | 210,235         |
| Deferred income tax liabilities to be settled within 12 months          | 34,869          | 26,945          |
|   | 267,695         | 237,180         |

The movements in deferred income tax assets are as follows:

|  | Provisions and<br>accruals<br>RMB'000 | Unrealised<br>profit on<br>inventories<br>RMB'000 | Total<br>RMB'000 |
|--|---------------------------------------|---|------------------|
| <b>At 1 January 2016</b>                                   | 33,465                                | 15,826  | 49,291           |
| Recognised in the consolidated statement of profit or loss | 2,975                                 | 3,168   | 6,143            |
| Exchange differences                                       | (171)                                 | —   | (171)            |
| <b>At 31 December 2016</b>                                 | 36,269                                | 18,994  | 55,263           |
| Recognised in the consolidated statement of profit or loss | 22,047                                | 10,760  | 32,807           |
| <b>At 31 December 2017</b>                                 | 58,316                                | 29,754  | 88,070           |

Deferred income tax assets are recognised for tax loss carry-forwards to the extent that the realisation of the related tax benefit through future taxable profits is probable. The Group did not recognise deferred income tax assets of RMB54,818 thousand (2016: RMB64,163 thousand) in respect of losses amounting to RMB228,221 thousand (2016: RMB241,651 thousand) that can be carried forward against future taxable income. In 2017, the tax loss of RMB42,276 thousand became invalid.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 21. Deferred Income Tax (Continued)

The movements in deferred income tax liabilities are as follows:

|  | Withholding<br>tax<br>RMB'000 | Accelerated tax<br>depreciation<br>RMB'000 | Total<br>RMB'000 |
|--|-------------------------------|--|------------------|
| <b>At 1 January 2016</b>                                   | 189,500                       | 5,911                                      | 195,411          |
| Recognised in the consolidated statement of profit or loss | 67,361                        | 8,615                                      | 75,976           |
| Transferred to tax payable                                 | (34,207)                      | —  | (34,207)         |
| <b>At 31 December 2016</b>                                 | 222,654                       | 14,526                                     | 237,180          |
| Recognised in the consolidated statement of profit or loss | 87,171                        | 9,830                                      | 97,001           |
| Transferred to tax payable                                 | (66,486)                      | —  | (66,486)         |
| <b>At 31 December 2017</b>                                 | 243,339                       | 24,356                                     | 267,695          |

Withholding tax is levied on dividends to be declared to foreign investors from the foreign investment enterprises established in Mainland China in respect of earnings earned after 31 December 2007. The Group's subsidiaries in Mainland China are held by Guo Hua Enterprises Group Limited, which is a company incorporated in Hong Kong and the beneficial owner of these subsidiaries, and the applicable withholding tax rate is 5%.

The Group provide for the deferred income tax liabilities on the unremitted earnings except for those amount expected to be reinvested. Unremitted earnings that deferred income tax liabilities have not been recognised totaled RMB3,096,715 thousand at 31 December 2017 (2016: RMB2,660,860 thousand). As at 31 December 2017, deferred income tax liabilities of RMB154,836 thousand (2016: RMB133,043 thousand) have not been recognised for the withholding tax that would be payable on such unremitted earnings of certain subsidiaries.

### 22. Convertible Bonds

On 13 February 2014, the Company issued convertible bonds due 2019 in an aggregate principal amount of US\$200,000,000 (equivalent to approximately RMB1,221,400,000). Interest of 2.00% per annum will be paid semi-annually. The convertible bonds may be converted into ordinary shares of the company, at the option of holder thereof, at any time after 26 March, 2014 up to the close of business on the day falling seven days prior to 13 February 2019 (the "Maturity Date") (both day inclusive) or if such convertible bonds shall have been called for redemption before Maturity Date, then up to and including the close of business on a date no later than seven days prior the date fixed for redemption thereof. The initial conversion price was HK\$24.6740 and is subject to adjustment for among other things, consolidation and subdivision of shares, capitalization of profits or reserves, right issues, distributions (including dividends) and certain other dilutive events. After the second interim dividend of 2017 as declared by the Board, the conversion price of the CB will become HK\$22.2107.

On 13 February 2017, pursuant to the terms and conditions of the Bonds, the Company redeemed convertible bonds with an aggregate principal amount of US\$75,250,000 according to the requirement of the Bondholders. Accordingly, the Redeemed Bonds were redeemed at 100% of their principal amount, together with any accrued but unpaid interest thereon on 13 February 2017. The Redeemed Bonds were cancelled upon redemption and the remaining outstanding aggregate principal amount of the Bonds was reduced to US\$124,750,000.

The Convertible bonds are designated as financial liabilities at fair value through profit or loss.

Financial liabilities at fair value through profit or loss are measured at fair value at initial recognition with transaction cost charge to the profit or loss accounts. Subsequently, the fair values are remeasured, gains and losses from changes therein are recognised in the profit or loss account.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 22. Convertible Bonds (Continued)

None of convertible bonds were converted into ordinary shares of the Company during the year.

|   | <b>Convertible<br/>bonds</b><br>RMB'000 |
|---|---|
| <b>At 1 January 2016</b>                            | 1,270,356                               |
| Change in fair value of convertible bonds           | 121,609                                 |
| <b>At 31 December 2016</b>                          | 1,391,965                               |
| Change in fair value of convertible bonds (Note 28) | 40,669                                  |
| Repayment of convertible bond                       | (517,043)                               |
| <b>At 31 December 2017</b>                          | 915,591                                 |

The fair value of the convertible bonds as at 31 December 2017 is approximately USD 140,123 thousand (2016: USD200,658 thousand), equivalent to approximately RMB915,591 thousand (2016: RMB1,391,965 thousand), which is determined by valuation technique using observable inputs (Level 2): quoted prices for identical or similar instruments in active markets.

### 23. Revenue and Segment Information

|   | <b>2017</b><br>RMB'000 | 2016<br>RMB'000 |
|---|------------------------|-----------------|
| Sales of plastic injection moulding machines and related products | <b>10,186,066</b>      | 8,098,053       |

The chief operating decision-maker has been identified as the executive committee, which comprises all executive directors and senior management. The executive committee reviews the Group's internal reporting in order to assess performance and allocate resources. Based on these internal reports, the executive committee has determined that no segment information is presented as substantially all of the Group's sales and operating profits are derived from the sales of plastic injection moulding machines, and no geographical segment information is presented as management reviews the business performance based on type of business, not geographically.

The Group is domiciled in Mainland China. Analysis of its sales to external customers in different countries, based on the customers' locations is as follows:

|                                  | <b>2017</b><br>RMB'000 | 2016<br>RMB'000 |
|----------------------------------|------------------------|-----------------|
| Mainland China                   | <b>7,134,943</b>       | 5,663,200       |
| Hong Kong and overseas countries | <b>3,051,123</b>       | 2,434,853       |
|                                  | <b>10,186,066</b>      | 8,098,053       |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 23. Revenue and Segment Information (Continued)

The total of non-current assets other than term deposits, trade and bills receivables, other receivables and deferred income tax assets located in different countries is as follows:

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Total non-current assets other than term deposits, trade and bills receivables, other receivables and deferred income tax assets |                 |                 |
| — Mainland China   | 3,134,925       | 2,889,577       |
| — Hong Kong and overseas countries   | 530,653         | 209,099         |
|  | 3,665,578       | 3,098,676       |

### 24. Expenses By Nature

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Depreciation and amortisation (Notes 5 and 6)   | 215,767         | 186,762         |
| Raw materials and consumables used  | 6,455,650       | 4,563,636       |
| Changes in inventories of finished goods and work in progress                               | (692,005)       | (10,380)        |
| Operating lease for buildings   | 9,190           | 11,538          |
| Sales commission and after-sales service expenses   | 542,794         | 359,887         |
| Reversal of impairment of trade receivables (Note 10)                                       | (4,706)         | (2,425)         |
| (Reversal of)/provision for write-down of inventories (Note 9)                              | (32,762)        | 37,990          |
| Employment costs (Note 27) (i)  | 873,100         | 774,600         |
| Freight charges   | 74,442          | 67,082          |
| Utilities   | 111,728         | 92,299          |
| Travelling expenses   | 29,425          | 26,246          |
| Auditor's remuneration  |                 |                 |
| — Audit services  | 3,560           | 3,360           |
| Others  | 328,325         | 300,814         |
| Total cost of sales, selling and marketing expenses and general and administrative expenses | 7,914,508       | 6,411,409       |

(i) In the year ended 31 December 2017, the employment costs related to the research and development activities were RMB111,751 thousand (2016: RMB102,966 thousand).

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 25. Other Income

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Government grants (i)                     | 126,723         | 98,968          |
| Amortisation of deferred income (Note 20) | 386             | 362             |
|   | 127,109         | 99,330          |

(i) Government grants mainly represent subsidies and assistance received from local municipal governments in connection with the Group's achievements in developing innovative and high technology plastic injection moulding machines.

### 26. Other (Losses)/Gains — Net

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Net foreign exchange (losses)/gains   | (39,746)        | 21,389          |
| Gains/(losses) on disposals of property, plant and equipment and land use rights, net | 11,300          | (1,483)         |
| Others  | 2,668           | 5,147           |
|   | (25,778)        | 25,053          |

### 27. Employment Costs

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Salaries, wages and bonus                     | 745,788         | 610,518         |
| Pension cost — defined contribution plans (a) | 45,051          | 43,018          |
| Other benefits (b)                            | 82,261          | 121,064         |
|   | 873,100         | 774,600         |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 27. Employment Costs (Continued)

#### (a) Pension cost — defined contribution plans

As stipulated by rules and regulations in Mainland China, the Group has participated in state-sponsored defined contribution retirement schemes for its employees in Mainland China. The Group's employees make monthly contributions to the schemes at approximately 8% of their basic salaries, while the Group contributes 14% to 19% of employees' basic salaries and has no further obligations for the actual payment of post-retirement benefits beyond the contributions. The state-sponsored retirement schemes are responsible for the entire post-retirement benefit obligations payable to the retired employees.

The Group has arranged for its Hong Kong and overseas employees to join local pension schemes in respective countries' jurisdictions. The monthly contributions made by the Group for its employees in each country are not material. The Group has no further obligations for post-retirement benefits beyond the monthly contributions.

#### (b) Other benefits

In addition, the Group's employees in Mainland China participate in state-sponsored employee social security plans, including medical, housing and other welfare benefits. The Group contributes 7% to 9% of employees' basic salaries to the medical plan and 6% to 10% of employees' basic salaries to the housing plan. The Group has no further obligation beyond the contributions.

#### (c) Five highest paid individuals

The five individuals whose emoluments were the highest in the Group excluding two (2016: one) directors whose emoluments are reflected in the analysis presented in Note 36. The emoluments payable to the remaining three (2016: four) individuals during the year are as follows:

|                | 2017<br>RMB'000 | 2016<br>RMB'000 |
|----------------|-----------------|-----------------|
| Salaries       | 3,192           | 4,090           |
| Other benefits | 543             | 587             |
|                | 3,735           | 4,677           |

The emoluments fall within the following bands:

|   | Number of individuals |      |
|---|-----------------------|------|
|   | 2017                  | 2016 |
| Nil — HKD1,000,000 (equivalent to approximately RMB836,000) | 1                     | 1    |
| HKD1,000,001 (equivalent to approximately RMB836,000)       |                       |      |
| — HKD1,500,000 (equivalent to approximately RMB1,254,000)   | 2                     | 3    |
| HKD1,500,001 (equivalent to approximately RMB1,254,000)     |                       |      |
| — HKD2,000,000 (equivalent to approximately RMB1,672,000)   | 2                     | 1    |

- (d) During the year ended 31 December 2017, no emoluments were paid by the Company to any of the directors or the five highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office (2016: Nil).

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 28. Finance Income/Costs

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Finance costs:  |                 |                 |
| Change in fair value of convertible bonds   |                 |                 |
| — resulted from change in exchange rate   | 55,216          | (88,680)        |
| — resulted from change in bond value  | (95,885)        | (32,929)        |
| Interest expense  | (42,435)        | (30,726)        |
| Net foreign exchange losses   | (56,512)        | —               |
|   | (139,616)       | (152,335)       |
| Finance income:   |                 |                 |
| Interest income on restricted bank deposits,<br>term deposits and cash and cash equivalents | 39,659          | 32,599          |
| Interest income on wealth management products   | 188,638         | 148,415         |
| Interest income on entrusted loans  | 1,331           | 22,646          |
| Net foreign exchange gains  | —               | 48,265          |
|   | 229,628         | 251,925         |
| Finance income, net   | 90,012          | 99,590          |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 29. Income Tax Expense

This note provides an analysis of the group's income tax expense, shows what amounts are recognised directly in equity and how the tax expense is affected by non-assessable and non-deductible items. It also explains significant estimates made in relation to the group's tax position.

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| <b>(a) Income tax expense</b>   |                 |                 |
| <i>Current tax</i>  |                 |                 |
| Current tax on profits for the year   | 402,441         | 291,421         |
| Adjustments for current tax of prior periods  | (4,394)         | 1,533           |
| <b>Total current tax expense</b>  | <b>398,047</b>  | <b>292,954</b>  |
| <i>Deferred income tax</i>  |                 |                 |
| Increase in deferred tax assets (note 21)   | (32,807)        | (5,972)         |
| Deferred tax liabilities recognised in the consolidated statement of profit or loss (note 21) | 97,001          | 75,805          |
| <b>Total deferred tax expense</b>   | <b>64,194</b>   | <b>69,833</b>   |
| <b>Income tax expense</b>   | <b>462,241</b>  | <b>362,787</b>  |
| Income tax expense is attributable to:  |                 |                 |
| Profit from continuing operations   | 462,241         | 362,787         |
|   | <b>462,241</b>  | <b>362,787</b>  |

Haitian Plastic Machinery Group Limited ("Haitian Plastic Machinery") and Ningbo Haitian Huayuan Co., Ltd. ("Haitian Huayuan") renewed their High and New Technology Enterprises ("HNTe") status in 2017. Wuxi Haitian Machinery Co., Ltd. ("Wuxi Haitian") renewed its HNTe in 2015 and Ningbo Zhafir Plastic Machinery Co., Ltd. ("Ningbo Zhafir") renewed its HNTe status in 2016. These entities were entitled to a reduced income tax rate of 15% for three years commencing from the first year when these entities were granted HNTe status. They are required to re-apply for preferential tax treatment after the current preferential tax periods expire.

The other major operating subsidiaries in Mainland China are subject to enterprise income tax rate of 25% for the year 2017 (2016: 25%).

Subsidiaries established in Hong Kong are subject to Hong Kong profits tax at a rate of 16.5% on the taxable income for the year 2017 (2016: 16.5%).

Taxation on overseas (other than Mainland China and Hong Kong) profits has been calculated on the estimated assessable profits for the year 2017 at the applicable rates of taxation prevailing in the countries in which the Group operates.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 29. Income Tax Expense (Continued)

#### (b) Numerical reconciliation of income tax expense to prima facie tax payable

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Profit before income tax expense, after excluding share of profit of an associate                  | 2,462,901       | 1,910,617       |
| Tax at the Hong Kong tax rate of 16.5% (2016 — 16.5%)  | 406,909         | 305,690         |
| Tax effect of amounts which are not deductible (taxable)<br>in calculating taxable income:         |                 |                 |
| Additional deduction of research and development expenditure                                       | (8,782)         | (10,014)        |
| Expensed not deductible  | 10,541          | 31,912          |
| Effect of tax exemption  | (33,275)        | (47,107)        |
| Adjustments for current tax of prior periods   | (4,394)         | 1,533           |
| Tax loss for which no deferred income tax assets were recognised                                   | 4,071           | 13,412          |
| Effect of withholding tax at 5% on certain unremitted profits of<br>subsidiaries in Mainland China | 87,171          | 67,361          |
| <b>Income tax expense</b>  | <b>462,241</b>  | <b>362,787</b>  |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 30. Earnings Per Share

#### (a) Basic

Basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares in issue during the year (Note 15).

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Profit attributable to shareholders of the Company              | 2,005,394       | 1,550,890       |
| Weighted average number of ordinary shares in issue (thousands) | 1,596,000       | 1,596,000       |
| Basic EPS (RMB per share)                                       | 1.26            | 0.97            |

#### (b) Diluted

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company issued convertible bonds in 2014. In 2017, pursuant to the terms and conditions of the Bonds, the Company redeemed convertible bonds with an aggregate principal percentage of 37.625% according to the requirement of the Bondholders. The remaining convertible bonds are assumed to have been converted into ordinary shares, and the net profit is adjusted to eliminate the interest expense less the tax effect. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the convertible bonds.

For the year ended 31 December 2017 and 31 December 2016, diluted earnings per share is equal to basic earnings per share as the conversion of convertible bonds to ordinary shares would have anti-dilutive effect.

### 31. Dividends

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Interim dividend paid of HK 25.0 cents (2016: HK17.0 cents) per ordinary share   | 340,247         | 231,124         |
| Second interim dividend of HK 27.0 cents (2016: HK20.0 cents) per ordinary share | 348,222         | 283,900         |
|  | 688,469         | 515,024         |

On 21 March 2018, the Company's Board of Directors has declared payment of a second interim dividend of HK27.0 cents per share for the year ended 31 December 2017 (2016: HK20.0 cents per share). Such dividend is approved by the Board Meeting which is compliance with the related regulations in Cayman Island. The second interim dividend has not been reflected as a dividend payable in these financial statements, but will be reflected as an appropriation of retained earnings in the year ending 31 December 2018.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 32. Notes to the Consolidated Statement of Cash Flows

#### (a) Cash generated from operations

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Profit before income tax   | 2,467,541       | 1,913,662       |
| Adjustments for:   |                 |                 |
| — share of profit of an associate (Note 8)   | (4,640)         | (3,045)         |
| — amortisation of land use rights (Note 5)   | 8,704           | 8,724           |
| — depreciation of property, plant and equipment (Note 6)                                   | 207,063         | 178,038         |
| — amortisation of deferred income (Note 20)  | (386)           | (362)           |
| — (gains)/losses on disposal of property, plant and equipment and land use right (Note 26) | (11,300)        | 1,483           |
| — gains on disposal of shares of an associate  | —               | (279)           |
| — reversal of impairment of trade receivables (Note 24)                                    | (4,706)         | (2,425)         |
| — (reversal of)/provision for write-down of inventories (Note 24)                          | (32,762)        | 37,990          |
| — fair value losses on derivative financial instruments                                    | —               | 719             |
| — finance income — net (Note 28)   | (90,012)        | (99,590)        |
| Changes in working capital:  |                 |                 |
| — (increase)/decrease in restricted bank deposits  | (77,872)        | 51,269          |
| — decrease/(increase) in term deposits   | 50,000          | (150,000)       |
| — increase in trade and other receivables  | (857,061)       | (157,965)       |
| — increase in inventories  | (1,018,665)     | (200,657)       |
| — increase in trade and bills payable  | 1,226,989       | 498,336         |
| — increase in accruals and other payables  | 299,061         | 175,466         |
| Cash generated from operations   | 2,161,954       | 2,251,364       |

#### (b) In the consolidated statement of cash flows, proceeds from disposal of property, plant and equipment and land use right comprise:

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Net book amount (Note 5 and 6)  | 24,407          | 2,359           |
| Gains/(losses) on disposal of property, plant and equipment and land use rights (Note 26) | 11,300          | (1,483)         |
| Decrease in other receivables   | —               | 8,232           |
| Proceeds from disposal of property, plant and equipment and land use rights               | 35,707          | 9,108           |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 32. Notes to the Consolidated Statement of Cash Flows (Continued)

#### (c) Net debt reconciliation

The reconciliation of liabilities arising from financing activities is as follows:

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Borrowings — repayable within one year (including overdraft) | (1,172,022)     | (677,658)       |
| Convertible bonds  | (915,591)       | (1,391,965)     |
| Net debt   | (2,087,613)     | (2,069,623)     |
| Gross debt — fixed interest rates                            | (1,172,022)     | (400,000)       |
| Gross debt — variable interest rates                         | —               | (277,658)       |
| Convertible bonds  | (915,591)       | (1,391,965)     |
| Net debt   | (2,087,613)     | (2,069,623)     |

|                                     | Bank<br>borrowings<br>RMB'000 | Convertible<br>bonds<br>RMB'000 | Total<br>RMB'000 |
|-------------------------------------|-------------------------------|---------------------------------|------------------|
| <b>As of 31 December 2016</b>       | 677,658                       | 1,391,965                       | 2,069,623        |
| Cash flows                          |                               |                                 |                  |
| — Inflow from financing activities  | 1,489,696                     | —                               | 1,489,696        |
| — Outflow from financing activities | (1,018,886)                   | (517,043)                       | (1,535,929)      |
| Non-cash changes                    |                               |                                 |                  |
| — Fair value loss                   | —                             | 40,669                          | 40,669           |
| — Currency translations             | 23,554                        | —                               | 23,554           |
| <b>As of 31 December 2017</b>       | 1,172,022                     | 915,591                         | 2,087,613        |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 33. Commitments

#### (a) Capital commitments

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Acquisition of property, plant and equipment<br>— Contracted but not provided for | 284,002         | 107,857         |

#### (b) Operating lease commitments

The Group leases certain of its office premises and plant and equipment under non-cancellable operating lease agreements. The leases have renewal rights.

The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Not later than 1 year                       | 6,024           | 14,441          |
| Later than 1 year and no later than 5 years | 499             | 4,026           |
|   | 6,523           | 18,467          |

### 34. Related Party Transactions

Parties are considered to be related if one party has the ability, directly or indirectly, control the other party or exercise significant influence over the other party in making financial and operation decisions. Parties are also considered to be related if they are subject to common control.

The Group is controlled by Sky Treasure Capital Limited (the immediate holding company), a company incorporated in the British Virgins Islands, which owns 59.77% of the Company's shares. The Company's directors regard Sky Treasure Capital Limited as being the ultimate holding company.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 34. Related Party Transactions (Continued)

The following companies are considered to be related parties of the Group:

| Company name   | Relationships                        |
|--|--------------------------------------|
| Ningbo Haitian Precision Machinery Co., Ltd. ("Haitian Precision")<br>(寧波海天精工機械有限公司)               | Controlled by directors of the Group |
| Ningbo Anson CNC Technique Co., Ltd. ("Ningbo Anson")<br>(寧波安信數控技術有限公司)                            | Controlled by directors of the Group |
| Hangzhou Keqiang Intelligence Control System Co., Ltd.<br>(“Hangzhou Keqiang”)<br>(杭州科強智能控制系統有限公司) | Associate of the Group               |
| Ningbo STF Hydraulic Transmissions Co., Ltd. ("Ningbo STF")<br>(寧波斯達弗液壓傳動有限公司)                     | Controlled by directors of the Group |
| Ningbo Haitian Drive Systems Co., Ltd. ("HDS")<br>(海天驅動有限公司)                                       | Controlled by directors of the Group |
| Ningbo SPP Hydraulics Co., Ltd. ("Ningbo SPP")<br>(寧波住精液壓工業有限公司)                                   | Controlled by directors of the Group |
| Ningbo Hilectro Precision Machinery Co., Ltd. ("Hilectro Precision")<br>(寧波海邁克精密機械製造有限公司)          | Controlled by directors of the Group |

#### (a) Transactions with related parties:

The following material transactions were carried out with related parties:

|                              | 2017<br>RMB'000 | 2016<br>RMB'000 |
|------------------------------|-----------------|-----------------|
| (i) Purchases of goods from: |                 |                 |
| Ningbo Anson                 | 685,047         | 534,525         |
| Ningbo STF                   | 169,625         | 129,181         |
| Hangzhou Keqiang             | 32,474          | 34,614          |
| Hilectro Precision           | 23,839          | 13,041          |
| Ningbo SPP                   | 1,246           | 1,352           |
|                              | 912,231         | 712,713         |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 34. Related Party Transactions (Continued)

#### (a) Transactions with related parties: (Continued)

|                                  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|----------------------------------|-----------------|-----------------|
| (ii) Purchase of equipment from: |                 |                 |
| Haitian Precision                | 54,604          | 42,598          |
| Hilectro Precision               | 4,349           | 415             |
|                                  | 58,953          | 43,013          |
| (iii) Rental fees paid to:       |                 |                 |
| HDS                              | 2,595           | 2,595           |

In the opinion of the Company's directors and the Group's management, the above related party transactions were carried out in the ordinary course of business, and in accordance with the terms of the underlying agreements and/or the invoices issued by the respective parties.

#### (b) Balances with related parties:

The Group had the following significant balances with its related parties as at 31 December 2017 and 2016:

|  | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--|-----------------|-----------------|
| Payables arising from purchase of goods:     |                 |                 |
| — Ningbo Anson                               | 296,444         | 135,628         |
| — Ningbo STF                                 | 66,044          | 51,182          |
| — Hilectro Precision                         | 13,092          | 6,225           |
| — Hangzhou Keqiang                           | 9,799           | 10,025          |
| — Ningbo SPP                                 | 411             | 484             |
|  | 385,790         | 203,544         |
| Payables arising from purchase of equipment: |                 |                 |
| — Haitian Precision                          | 6,589           | 4,059           |

Balances with related parties were unsecured, non-interest bearing, and had no pre-determined repayment terms.

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 34. Related Party Transactions (Continued)

#### (c) Loans to related parties

|                                | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------------------|-----------------|-----------------|
| (i) Loans to key management    |                 |                 |
| At 1 January                   | 776             | 1,010           |
| Loans advanced during the year | 585             | 223             |
| Loan repayments received       | (128)           | (457)           |
| At 31 December                 | 1,233           | 776             |

The information about loans advanced to key management have the following terms and conditions:

| Name of key management | Outstanding<br>amount at<br>beginning<br>of year<br>RMB'000 | Outstanding<br>amount at<br>end of year<br>RMB'000 | Maximum<br>outstanding<br>during this year<br>RMB'000 | Fallen due<br>but not<br>been paid<br>RMB'000 | Provisions for<br>doubtful/bad<br>debts made<br>RMB'000 | Term                | Interest rate | Security |
|------------------------|---|--|---|---|---|---------------------|---------------|----------|
| <b>2017</b>            |   |  |   |   |   |                     |               |          |
| Mr Zhang Jingzhang     | 45  | 152  | 152   | —   | —   | Repayable on demand | Nil           | Nil      |
| Mr Zhang Jianming      | 427   | 733  | 733   | —   | —   | Repayable on demand | Nil           | Nil      |
| Mr Zhang Jianfeng      | 304   | 348  | 348   | —   | —   | Repayable on demand | Nil           | Nil      |
| <b>2016</b>            |   |  |   |   |   |                     |               |          |
| Mr Zhang Jingzhang     | —   | 45   | 45  | —   | —   | Repayable on demand | Nil           | Nil      |
| Mr Zhang Jianming      | 684   | 427  | 750   | —   | —   | Repayable on demand | Nil           | Nil      |
| Mr Zhang Jianfeng      | 326   | 304  | 304   | —   | —   | Repayable on demand | Nil           | Nil      |

#### (ii) Loans to an associate

|                                | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------------------|-----------------|-----------------|
| At 1 January                   | —               | —               |
| Loans advanced during the year | 25,000          | —               |
| At 31 December                 | 25,000          | —               |



## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 34. Related Party Transactions (Continued)

#### (d) Key management compensation:

Key management includes directors, general managers of certain subsidiaries, Chief Financial Officer, Investment Relations Manager, Company Secretary and the Head of Human Resources and Administration. The compensation paid or payable to key management for employee services is:

|                    | 2017<br>RMB'000 | 2016<br>RMB'000 |
|--------------------|-----------------|-----------------|
| Salaries and bonus | 7,688           | 8,347           |
| Pension costs      | 83              | 85              |
| Other benefits     | 227             | 223             |
|                    | 7,998           | 8,655           |

#### (e) Related party commitments:

Related party commitments which are contracted but not recognised in the consolidated balance sheet as at balance sheet date are as follows:

|   | 2017<br>RMB'000 | 2016<br>RMB'000 |
|---|-----------------|-----------------|
| Capital commitment for acquisition of property, plant and equipment |                 |                 |
| — Haitian Precision   | 48,194          | 621             |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 35. Balance Sheet and Reserve Movement of the Company

#### Balance sheet of the Company

|   |          | As at 31 December |                  |
|---|----------|-------------------|------------------|
|   | Note     | 2017<br>RMB'000   | 2016<br>RMB'000  |
| <b>ASSETS</b>   |          |                   |                  |
| <b>Non-current assets</b>                                 |          |                   |                  |
| Investments in subsidiaries                               |          | 778,077           | 778,077          |
| Due from subsidiaries                                     |          | 895,123           | 1,482,906        |
|   |          | 1,673,200         | 2,260,983        |
| <b>Current assets</b>                                     |          |                   |                  |
| Due from subsidiaries                                     |          | 3,613,295         | 3,326,666        |
| Cash and cash equivalents                                 |          | 132               | 125              |
|   |          | 3,613,427         | 3,326,791        |
| <b>Total assets</b>                                       |          | <b>5,286,627</b>  | <b>5,587,774</b> |
| <b>EQUITY AND LIABILITIES</b>                             |          |                   |                  |
| <b>Equity attributable to shareholders of the Company</b> |          |                   |                  |
| Share capital   |          | 160,510           | 160,510          |
| Share premium   | <i>i</i> | 1,331,913         | 1,331,913        |
| Other reserves  | <i>i</i> | 314,789           | 314,789          |
| Retained earnings   | <i>i</i> | 534,365           | 525,926          |
| <b>Total equity</b>                                       |          | <b>2,341,577</b>  | <b>2,333,138</b> |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 35. Balance Sheet and Reserve Movement of the Company (Continued)

#### Balance sheet of the Company (Continued)

|                                     |      | As at 31 December |                  |
|-------------------------------------|------|-------------------|------------------|
|                                     | Note | 2017<br>RMB'000   | 2016<br>RMB'000  |
| <b>LIABILITIES</b>                  |      |                   |                  |
| <b>Non-current liabilities</b>      |      |                   |                  |
| Convertible bonds                   |      | 915,591           | 1,391,965        |
|                                     |      | 915,591           | 1,391,965        |
| <b>Current liabilities</b>          |      |                   |                  |
| Due to subsidiaries                 |      | 2,028,646         | 1,861,828        |
| Other payables                      |      | 813               | 843              |
|                                     |      | 2,029,459         | 1,862,671        |
| <b>Total liabilities</b>            |      | <b>2,945,050</b>  | <b>3,254,636</b> |
| <b>Total equity and liabilities</b> |      | <b>5,286,627</b>  | <b>5,587,774</b> |

Note (i) Reserve movement of the Company

|                                 | Share<br>premium<br>RMB'000 | Contributed<br>surplus<br>RMB'000 | Retained<br>earnings<br>RMB'000 | Total<br>RMB'000 |
|---------------------------------|-----------------------------|-----------------------------------|---------------------------------|------------------|
| At 1 January 2016               | 1,331,913                   | 314,789                           | 458,829                         | 2,105,531        |
| Profit for the year             | —                           | —                                 | 552,418                         | 552,418          |
| Dividend paid                   |                             |                                   |                                 |                  |
| — 2015 second interim           | —                           | —                                 | (254,197)                       | (254,197)        |
| — 2016 interim (Note 31)        | —                           | —                                 | (231,124)                       | (231,124)        |
| At 31 December 2016             | 1,331,913                   | 314,789                           | 525,926                         | 2,172,628        |
| Profit for the year             | —                           | —                                 | 632,586                         | 632,586          |
| Dividend paid                   |                             |                                   |                                 |                  |
| — 2016 second interim (Note 31) | —                           | —                                 | (283,900)                       | (283,900)        |
| — 2017 interim (Note 31)        | —                           | —                                 | (340,247)                       | (340,247)        |
| At 31 December 2017             | 1,331,913                   | 314,789                           | 534,365                         | 2,181,067        |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 36. Benefits and Interests of Directors

#### (a) Directors' emoluments

The remuneration of every director is set out below:

| Name of Director                    | Emoluments paid or receivable in respect of<br>a person's services as a director, whether of the<br>Company or its subsidiary undertaking |                     |                            |   |                  |
|-------------------------------------|---|---------------------|----------------------------|---|------------------|
|                                     | Fees<br>RMB'000   | Salaries<br>RMB'000 | Pension<br>cost<br>RMB'000 | Estimated<br>value of<br>other<br>benefits<br>RMB'000 | Total<br>RMB'000 |
| <b>2017</b>                         |   |                     |                            |   |                  |
| Executive directors                 |   |                     |                            |   |                  |
| — Mr. Zhang Jingzhang               | —   | 800                 | —                          | 18  | 818              |
| — Mr. Zhang Jianming (CEO)          | —   | 830                 | 8                          | 26  | 864              |
| — Mr. Zhang Jianfeng                | —   | 780                 | 8                          | 26  | 814              |
| — Mr. Zhang Jianguo                 | —   | 550                 | 8                          | 26  | 584              |
| — Ms. Chen Ningning                 | —   | 500                 | 8                          | 26  | 534              |
|                                     | —   | 3,460               | 32                         | 122   | 3,614            |
| Non-executive director              |   |                     |                            |   |                  |
| — Professor Helmut Helmar Franz     | —   | 226                 | —                          | —   | 226              |
| — Mr. Guo Mingguang                 | —   | —                   | —                          | —   | —                |
| — Mr. Liu Jianbo                    | —   | —                   | —                          | —   | —                |
|                                     | —   | 226                 | —                          | —   | 226              |
| Independent non-executive directors |   |                     |                            |   |                  |
| — Mr. Jin Hailiang                  | 78  | —                   | —                          | —   | 78               |
| — Mr. Guo Yonghui                   | 78  | —                   | —                          | —   | 78               |
| — Mr. Lou Baijun                    | 78  | —                   | —                          | —   | 78               |
| — Mr. Zhou Zhiwen                   | 87  | —                   | —                          | —   | 87               |
|                                     | 321   | —                   | —                          | —   | 321              |
|                                     | 321   | 3,686               | 32                         | 122   | 4,161            |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 36. Benefits and Interests of Directors (Continued)

#### (a) Directors' emoluments (Continued)

| Name of Director                    | Emoluments paid or receivable in respect of<br>a person's services as a director, whether of the<br>Company or its subsidiary undertaking |                     |                            |   |                  |
|-------------------------------------|---|---------------------|----------------------------|---|------------------|
|                                     | Fees<br>RMB'000   | Salaries<br>RMB'000 | Pension<br>cost<br>RMB'000 | Estimated<br>value of<br>other<br>benefits<br>RMB'000 | Total<br>RMB'000 |
| <b>2016</b>                         |   |                     |                            |   |                  |
| Executive directors                 |   |                     |                            |   |                  |
| — Mr. Zhang Jingzhang               | —   | 800                 | —                          | 18  | 818              |
| — Mr. Zhang Jianming (CEO)          | —   | 830                 | 8                          | 26  | 864              |
| — Mr. Zhang Jianfeng                | —   | 780                 | 8                          | 26  | 814              |
| — Mr. Zhang Jianguo                 | —   | 550                 | 8                          | 26  | 584              |
| — Ms. Chen Ningning                 | —   | 500                 | 8                          | 26  | 534              |
|                                     | —   | 3,460               | 32                         | 122   | 3,614            |
| Non-executive director              |   |                     |                            |   |                  |
| — Professor Helmut Helmar Franz     | —   | 226                 | —                          | —   | 226              |
| — Mr. Guo Mingguang                 | —   | —                   | —                          | —   | —                |
| — Mr. Liu Jianbo                    | —   | —                   | —                          | —   | —                |
|                                     | —   | 226                 | —                          | —   | 226              |
| Independent non-executive directors |   |                     |                            |   |                  |
| — Mr. Jin Hailiang                  | 78  | —                   | —                          | —   | 78               |
| — Mr. Guo Yonghui                   | 13  | —                   | —                          | —   | 13               |
| — Mr. Lou Baijun                    | 78  | —                   | —                          | —   | 78               |
| — Dr. Steven Chow                   | 87  | —                   | —                          | —   | 87               |
|                                     | 256   | —                   | —                          | —   | 256              |
|                                     | 256   | 3,686               | 32                         | 122   | 4,096            |

## Notes to the Consolidated Financial Statements (Continued)

(All amounts in RMB unless otherwise stated)

### 36. Benefits and Interests of Directors (Continued)

#### (a) Directors' emoluments (Continued)

| Aggregate emoluments paid to or receivable by directors in respect of their services as directors, whether of the Company or its subsidiary undertaking |                 | Aggregate emoluments paid to or receivable by directors in respect of their other services in connection with the management of the affairs of the Company or its subsidiary undertaking |                 | Total           | Total           |
|---|-----------------|--|-----------------|-----------------|-----------------|
| 2017<br>RMB'000   | 2016<br>RMB'000 | 2017<br>RMB'000  | 2016<br>RMB'000 | 2017<br>RMB'000 | 2016<br>RMB'000 |
| 321   | 256             | 3,840  | 3,840           | 4,161           | 4,096           |

Mr. Guo Mingguang and Mr. Liu Jianbo have waived their emoluments during the years ended 31 December 2016 and 2017. None of other directors waived any emoluments during the year ended 31 December 2017 (2016: None).

During the year ended 31 December 2017, no emoluments paid or receivable in respect of a person's services as a director (whether of the Company or its subsidiary undertaking) other than those disclosed in above tables, such as discretionary bonuses, housing allowance, or remunerations paid or receivable in respect of accepting office as director incurred in (2016: None), and no emoluments paid or receivable in respect of director's other services in connection with the management of the affairs of the Company or its subsidiary undertaking incurred (2016: None).

#### (b) Directors' retirement benefits

During the year ended 31 December 2017, no retirement benefits operated by the Group were paid or made, directly or indirectly, to or receivable by a director in respect of his services as a director or other services in connection with the management of the affairs of the Company or its subsidiaries (2016: None).

#### (c) Directors' termination benefits

During the year ended 31 December 2017, no payments or benefits in respect of termination of director's services were paid or made, directly or indirectly, to or receivable by a director; nor are any payable (2016: None).

#### (d) Consideration provided to third parties for making available directors' services

During the year ended 31 December 2017, no consideration was provided to or receivable by third parties for making available director's services (2016: None).

#### (e) Information about loans, quasi-loans and other dealings in favour of directors, controlled bodies corporate by and connected entities with such directors

There are no loans, quasi-loans or other dealings in favour of directors, controlled bodies corporate by and connected entities other than those disclosed in Note 35(c) (2016: None).

#### (f) Directors' material interests in transactions, arrangements or contracts

No significant transactions, arrangements and contracts in relation to the Group's business to which the Company was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year (2016: None).

# Financial Summary

The following table summarizes the consolidated results, assets and liabilities of the Group for the five years ended 31 December:

|  | 2017<br>RMB'000 | 2016<br>RMB'000 | 2015<br>RMB'000 | 2014<br>RMB'000 | 2013<br>RMB'000 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| Results  |                 |                 |                 |                 |                 |
| Revenue  | 10,186,066      | 8,098,053       | 7,336,445       | 7,560,266       | 7,200,653       |
| Profit before income tax   | 2,467,541       | 1,913,662       | 1,676,302       | 1,596,433       | 1,475,538       |
| Income tax expenses  | (462,241)       | (362,787)       | (312,967)       | (291,417)       | (269,302)       |
| Profit attributable to shareholders                              | 2,005,300       | 1,550,890       | 1,363,335       | 1,305,016       | 1,206,236       |
| Assets   |                 |                 |                 |                 |                 |
| Non-current assets   | 4,027,292       | 3,264,794       | 3,421,849       | 3,136,099       | 2,265,999       |
| Current assets   | 14,266,615      | 11,835,495      | 9,475,251       | 8,574,172       | 7,810,001       |
| Total assets   | 18,293,907      | 15,100,289      | 12,897,100      | 11,710,271      | 10,076,000      |
| Liabilities  |                 |                 |                 |                 |                 |
| Non-current liabilities  | 1,193,273       | 1,638,859       | 1,475,551       | 1,387,269       | 124,035         |
| Current liabilities  | 6,539,281       | 4,342,352       | 3,401,241       | 3,238,695       | 3,784,709       |
| Total liabilities  | 7,732,554       | 5,981,211       | 4,876,792       | 4,625,964       | 3,908,744       |
| Total equity   | 10,561,353      | 9,119,078       | 8,020,308       | 7,084,307       | 6,167,256       |
| Capital and reserves attributable to shareholders of the Company | 10,560,853      | 9,118,468       | 8,020,308       | 7,084,307       | 6,167,256       |





**Haitian International Holdings Limited**

(Incorporated in the Cayman Islands with limited liability) Stock Code: 1882