



**Fulu Holdings Limited**  
**福祿控股有限公司**

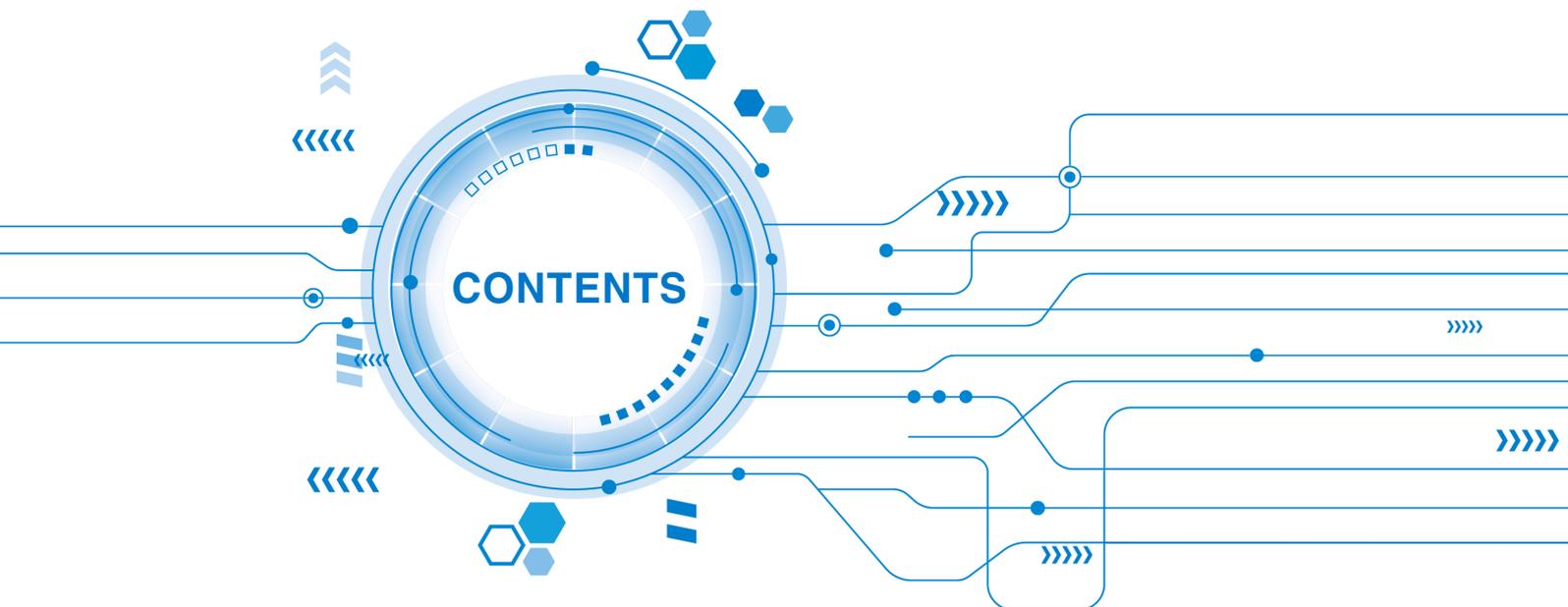
(Incorporated in the Cayman Islands with limited liability)

Stock Code: 2101



**2020 ANNUAL REPORT**





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## BOARD OF DIRECTORS

### **Executive Directors**

Mr. Fu Xi (符熙) (*Chairman and CEO*)  
 Mr. Zhang Yuguo (張雨果)  
 Mr. Shui Yingyu (水英聿)  
 Mr. Zhao Bihao (趙筆浩)  
 Mr. Mao Feng (茅峰)

### **Independent Non-executive Directors**

Mr. Li Wai Chung (李偉忠)  
 Ms. Wang Yuyun (王雨雲)  
 (alias Wang Yuyun (王雨蘊))  
 Mr. Wong Sincere (黃誠思)

## AUDIT COMMITTEE

Mr. Li Wai Chung (李偉忠) (*Chairman*)  
 Ms. Wang Yuyun (王雨雲)  
 Mr. Wong Sincere (黃誠思)

## REMUNERATION COMMITTEE

Ms. Wang Yuyun (王雨雲) (*Chairman*)  
 Mr. Fu Xi (符熙)  
 Mr. Wong Sincere (黃誠思)

## NOMINATION COMMITTEE

Mr. Fu Xi (符熙) (*Chairman*)  
 Mr. Wong Sincere (黃誠思)  
 Mr. Li Wai Chung (李偉忠)

## JOINT COMPANY SECRETARIES

Mr. Mao Feng (茅峰)  
 Ms. Lam Yuk Ling (林玉玲) (*ACG, ACS*)

## AUTHORIZED REPRESENTATIVES

Mr. Mao Feng (茅峰)  
 Ms. Lam Yuk Ling (林玉玲) (*ACG, ACS*)

## AUDITOR

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

## REGISTERED OFFICE IN THE CAYMAN ISLANDS

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

## HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS IN THE PRC

2nd Floor, Building B2  
 Optics Valley Financial Port  
 No. 77 Guanggu Avenue  
 East Lake High-tech Development Zone  
 Wuhan  
 Hubei Province  
 The PRC

## PRINCIPAL PLACE OF BUSINESS IN HONG KONG

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

## LEGAL ADVISORS

*As to Hong Kong law:*

Latham & Watkins LLP  
18th Floor, One Exchange Square  
8 Connaught Place, Central  
Hong Kong

*As to PRC law:*

Hubei Dewell & Partners Law Firm  
(Wuhan Area of Hubei Pilot Free Trade Zone )  
43rd Floor, Building T1, Guanggu New World  
No. 355 Guanshan Avenue  
East Lake High-tech Development Zone  
Wuhan  
Hubei Province  
The PRC

*As to Cayman Islands law:*

Harney Westwood & Riegels  
3501 The Center  
99 Queen's Road Central  
Hong Kong

## COMPLIANCE ADVISOR

First Shanghai Capital Limited  
19/F, Wing On House  
71 Des Voeux Road Central  
Hong Kong

## HONG KONG SHARE REGISTRAR

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

## PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

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

## PRINCIPAL BANKERS

China Merchants Bank Co., Ltd.  
Wuhan Financial Port Branch  
120 Guanggu Avenue  
East Lake High-tech Development Zone  
Wuhan  
Hubei Province  
The PRC

Industrial Bank Co., Ltd.  
Wuhan Branch  
Industrial Bank Building  
No. 108 Shuiguohuzhongbei Road  
Wuchang District  
Wuhan  
Hubei Province  
The PRC

## STOCK CODE

2101

## COMPANY'S WEBSITE

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



## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the year ended December 31,

	2020	2019	2018	2017
		<i>(RMB in thousands)</i>		
Revenue	<b>328,210</b>	241,919	208,913	243,759
Gross profit	<b>260,358</b>	193,516	158,771	185,824
Profit before tax	<b>122,278</b>	85,344	68,320	93,884
Profit for the year	<b>120,898</b>	80,615	62,697	77,995
Profit for the year attributable to the equity holders of the Company	<b>120,898</b>	80,638	62,809	78,132
Total comprehensive income for the year	<b>120,898</b>	80,615	62,697	77,995
Total comprehensive income for the year attributable to the equity holder of the Company	<b>120,898</b>	80,638	62,809	78,132
Non-IFRS measure adjusted profit for the year	<b>153,209</b>	106,060	76,214	88,276



## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	2020	As at December 31,		
		2019	2018	2017
		<i>(RMB in thousands)</i>		
<b>Assets</b>				
Non-current assets	165,839	15,797	16,559	14,043
Current assets	1,227,986	468,736	395,856	303,562
<b>Total assets</b>	<b>1,393,825</b>	484,533	412,415	317,605
<b>Equity attributable to owners of the parent</b>				
Share capital	273	70	0	0
Reserves	1,105,810	253,694	185,882	111,179
<b>Total equity</b>	<b>1,106,083</b>	253,764	185,882	111,179
<b>Liabilities</b>				
Non-current liabilities	1,811	1,067	3,166	4,656
Current liabilities	285,931	229,702	223,367	201,770
<b>Total liabilities</b>	<b>287,742</b>	230,769	226,533	206,426
<b>Total equity and liabilities</b>	<b>1,393,825</b>	484,533	412,415	317,605



Dear Shareholders,

The global COVID-19 pandemic has had a great impact on the world, the social distance between people has been forced to increase, and our living habits have undergone tremendous changes as a result. The epidemic has accelerated the digitalization of life, and the products we sell and the services we provide are in line with the characteristics of this era. Since all our operations are based on cloud servers, all goods and services can be delivered through digital channels, which has totally overcome the impact of traffic stagnation and home office in the first half of 2020. With the support from each respected Shareholder, the Company was successfully listed in September 2020 with its capital strength enhanced. The continuous R&D investment consolidated our leading position in the third-party digital commodity market and further accelerated the launch of the new SaaS application of Fulu Open Platform with its number of users increased at the same time, which is also the reason why we won the honor of “Best SaaS Company” in the 5th Golden HK Stocks Poll by Zhitong Finance.

The year of Ox is the first fatal year for Fulu according to the Chinese horoscope. Staff of the Company is 29 years old on average, with management being 35 years old on average, R&D staff accounted for 25% of total employees, demonstrating the passion and vitality of the Company. People are the most valuable asset to Fulu, and we have always been upholding the principle of bringing people and technology together. Technology, as a driving force, will help build a gear effect. We balance the cost expenditure between compliance and technical service with scale advantage. As of December 31, 2020, our downstream channel vendors have accumulated to 1,876. We provide full range of services to customers and respond to their needs so as to assist them in achieving better results, which is an important basis for our decision, we therefore adopted certain business approaches that were different from those traditional SaaS service, for example, we reduce the SaaS software subscription fee to zero for not wanting our customers to be discouraged from selling or purchasing digital goods because of the high initial investment cost. Our pricing of goods and services is highly transparent, which enhances mutual trust between us and our customers since our customers fully understand the services and returns they can receive, which is the key to the success of our industry. What really makes us different is that we can always provide the best quality products and a full range of services no matter whether our customers have a budget of RMB10 million, RMB100 or RMB10, and we are able to do this due to our constantly updating business model and technical support.



In respect of environment, social and corporate governance, we focus on energy conservation and environmental protection in daily operation of the Company. For example, in respect to the manner of communication with customers, we have tried to increase the numbers of online meeting so to replace the need for physical transportation, in order to contribute to low-carbon neutrality. In respect of social responsibility, we offer staff with competitive packages, comprehensive benefits, and more humanistic care, to help staff realize self-worth in a caring way. We have established various channels of communication within the Company so as to respond to the needs of staff in a timely manner, and have put in place a public feedback mechanism to encourage all staff to participate. We carry out necessary selection on products from upstream suppliers to ensure product safety and social value. We also put more effort on copyright management, so as to protect the intellectual rights of upstream digital commodity suppliers. In respect of corporate governance, we have been upholding simplicity as our corporate culture, therefore the interests of Shareholders and the management can be aligned. Given that we have recorded strong results, we have proposed a 2020-2023 return plan for this year.

“Creating value for customers and Shareholders constantly” is the most important value of the Company, also “Building a diversified and interesting digital business” is our long-standing mission. Against the backdrop of opportunities and challenges discussed above, the Company managed to maintain a fast pace of growth in its results in 2020. I am pleased to present our Shareholders the Company's financial summary for the year ended December 31, 2020, providing the review on full year business development in 2020 as well as the summary of the Company's strategies and outlook in 2021.

### FINANCIAL SUMMARY

The Group recorded audited profit for the year attributable to the equity holders of the Company of RMB120.90 million for the year ended December 31, 2020, representing an increase of 50% as compared to that of the previous year. For the year ended December 31, 2020, the basic and diluted earnings per share was RMB0.37 and RMB0.37, respectively.



### BUSINESS REVIEW

The Company implements the strategy of “vertical and horizontal”, vertically expanding upstream categories and downstream channels, and horizontally digging up individual user’s value and extending service boundaries. In 2020, the Company recorded a GMV of RMB14,553 million, representing a growth of 13.56% as compared to RMB12,815 million in 2019.

Revenue from the leisure and entertainment segment increased by 19% from RMB130,524,000 in 2019 to RMB155,952,000 in 2020. Such increase was due to the expanding into new popular categories by us along with the steady growth of the traditional video business. Our business partners include Tencent Video, iQiyi, Baidu Netdisk, Ximalaya, NetEase Music and others. The gross profit margin dropped from 90% to 83% because we added certain low-margin categories, which lowered the overall gross profit margin.

Revenue from the games segment increased by 8% from RMB93,404,000 in 2019 to RMB100,979,000 in 2020. We have improved the game product structure and added new categories, resulting the positive revenue growth despite a 50% drop in GMV, and our gross profit margin increased from 70% to 82%.

Revenue from the telecommunications segment increased by 201% from RMB15,642,000 in 2019 to RMB47,118,000 in 2020, which was primarily due to the significantly increase in downstream consumption scenarios and the increase in commission rate.

Lifestyle segment turned out to be the pleasant surprise in 2020, with the revenue increased by 929% from RMB2,349,000 in 2019 to RMB24,161,000 in 2020. Such rapid increase was due to the expanding into new product categories by us. Our partnership includes ELEME, Meituan, Nayuki’s tea and KEEP as well as the rapid development of life service track itself. Benefited from the above, gross profit margin of lifestyle segment substantially increased from 64% to 93%.

### VALUE-ADDED SERVICE SEGMENT

The main income of the value-added service segment comes from authorized flagship stores, to which we provide SaaS services. Taking into account our business model, the current service fees are exempted in the stage. We earn income through commission. Revenue from such segment increased by 234% from RMB20,225,000 in 2019 to RMB67,635,000 in 2020, with its share of revenue increased from 8% to 21%.



Leveraging on the PaaS infrastructure of Fulu Open Platform, the Company provides customers with customized solutions with strong scalability and connectivity. At the same time, it also provides upstream and downstream channel vendors with a large number of standardized SaaS products to help them operate more efficiently and intelligently. Our principal connectivity solution is “Top up API”, which is embedded in various platforms through standard equity commodity application program interfaces. Such solution has 1,497 current users. Launched in 2019, the SaaS model application including “I Want To Supply” helps suppliers complete the functions of warehousing, management, order generation, delivery, and automatic settlement of equity products. Such application has 362 current users. Batch top up and batch purchase, a method batch top up and batch purchase of equity goods includes two forms: online top up of equity goods and redemption code delivery, which helps companies to carry out user operations, channel distribution, and welfare distribution. Such solution has 1,620 current users. The “E-commerce Agent Operation” application provides full-process services such as product planning, traffic operation, visual design, and after-sales service. Such application has 153 current users. In 2020, we have added 11 new SaaS applications. Among them, the social e-commerce application “Twitter”, which was launched in August 2020, has grown rapidly. It has already developed 10,951 twitters. In order to help companies build their own digital equity malls to achieve the purpose of attracting customers, activating, and increasing loyalty, we launched a “Virtual Mall” with plentiful system functions. Such applications have 106 current users.

In respect of online store operation and digital goods providers, as of December 31, 2020, the number of online stores operated by the Group amounted to 85 in total, among which 47 flagship stores obtained authorization from customers, representing a year-on-year increase of 51.6% as compared to 31 in 2019; the number of digital goods suppliers amounted to 1,074, representing a year-on-year increase of 62.2% as compared to 662 in 2019; the number of users from downstream channels of digital goods amounted to 1,876, representing a year-on-year increase of 39.4% as compared to 1,346 in 2019.

### OUTLOOK

Looking forward to 2021, we will not only endeavor to provide more convenience for users' daily life and work with our traditional digital right goods, but also will expand the reach of our platform in order to introduce more digital right goods. Through continuously technology updating and rapid iteration of SaaS products, we will try to maintain better experience among customers from both downstream and upstream and end users. We will seek to increase the number of flagship stores with authorization, and keep abreast with leading enterprises to expand overseas game operation. In addition, we will keep an eye on new technologies that are able to be combined with the application scenarios in connection with digital right, such as the application of block chain technology. We firmly believe that with enhancing computing power, safety and innovation of platforms operated by Fulu, we are confident to provide more and new consumption paths that meets the demands of new era to users.



### EFFECT OF THE COVID-19 OUTBREAK IN 2020

As we provided services to our platform participants over the internet and have saved our data on Cloud before the COVID-19 outbreak, we did not experience material business disruptions or operating difficulties due to the COVID-19 outbreak. We believe the COVID-19 outbreak has not materially affected our business relationships with our platform participants.

Most of our platform participants are online technology companies, which have been generally less affected by the COVID-19 outbreak compared to offline businesses in China. Instead, our indoor entertainment and game digital goods recorded rapid growth due to the social distance requirement.

The society was also awakened by the epidemic, realizing the urgency and the significance of the digitalization for demand and supply sides in the service industry. As a leading e-commerce service platform, we firmly stuck to our strategy of "Connect + Service" in 2020, and are committed to connecting digital goods suppliers and digital goods sales channels, thereby facilitating transactions between them and providing various value-added services.

### APPRECIATION

At last, I would like to take this opportunity to express my heartfelt gratitude toward our Shareholders for their trust and support as always. All our work is dedicated to providing people with a better digital life. In this era of change, we continue to search and promote new products that meet the spiritual demands of consumers. We understand that only the right process will lead us to continue to achieve the desired results, even though the results usually are not presented immediately and clearly. Therefore, in this world of instant gratification, we understand the principle of delayed gratification. In the next year, we realize that only on the basis of generating stable profit can we have the opportunity to open up a new unknown world and live up to the long-term support and trust of each Shareholder.

**Fu Xi**

*Chairman*

March 25, 2021

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

The following table sets forth the consolidated statement of profit or loss and other comprehensive income comparative figures for the year ended December 31, 2020 and 2019:

	<b>For the year ended December 31,</b>	
	<b>2020</b>	2019
	<i>(RMB in thousands)</i>	
<b>Revenue</b>	<b>328,210</b>	241,919
Cost of sales	<b>(67,852)</b>	(48,403)
<b>Gross profit</b>	<b>260,358</b>	193,516
Other income and gains	<b>22,267</b>	7,789
Selling and distribution expenses	<b>(62,174)</b>	(37,249)
Administrative expenses	<b>(58,732)</b>	(47,549)
Research and development costs	<b>(25,577)</b>	(20,508)
Impairment losses on financial and contract assets, net	<b>(635)</b>	(2,433)
Other expenses	<b>(7,588)</b>	(274)
<b>Operating profits</b>	<b>127,919</b>	93,292
Finance costs	<b>(5,641)</b>	(7,948)
<b>Profit before tax</b>	<b>122,278</b>	85,344
Income tax expense	<b>(1,380)</b>	(4,729)
<b>Profit and total comprehensive income for the year</b>	<b>120,898</b>	80,615
Attributable to:		
Owners of the parent	<b>120,898</b>	80,638
Non-controlling interests	<b>0</b>	(23)
	<b>120,898</b>	80,638
<b>Non-IFRS measure adjusted profit for the year<sup>(1)</sup></b>	<b>153,209</b>	106,060

Note:

- (1) We define “adjusted profit for the year” as profit of the year, adding back Listing expenses and foreign exchange gains and losses because such expenses are not operating and recurring in nature. Adjusted profit for the year is not a measure required by or presented in accordance with IFRSs. The use of adjusted profit for the year has limitations as an analytical tool, and you should not consider it in isolation from, or as a substitute for analysis of, our results of operations or financial condition as reported under IFRSs.



## REVENUE

Our revenue increased by 36% from RMB241.92 million in 2019 to RMB328.21 million in 2020. This increase was primarily driven by an increase in services fees from online store operation services, primarily driven by an increase in online stores we operated for digital goods vendors and the GMV of transactions that occurred in these stores.

### Revenue by Nature

Our revenue primarily includes (a) commissions from digital goods-related services; and (b) service fees from online store operation services and other value-added services. The following table sets forth revenue breakdown by types of services, in absolute amount and as a percentage of total revenue, in 2020 and 2019.

	For the year ended December 31,			
	2020		2019	
	RMB	%	RMB	%
	<i>(RMB in thousands, except for percentage)</i>			
Digital goods-related services	254,234	77%	220,230	91%
Value-added services				
Online store operation services	67,635	21%	20,225	8%
Others <sup>(1)</sup>	6,341	2%	1,464	1%
<b>Total</b>	<b>328,210</b>	<b>100%</b>	241,919	100%

Note:

(1) Include user acquisition and management services (e.g. mini-game development services) and IT solutions.

*Digital goods-related services.* Revenue from digital goods-related services increased by 15% from RMB220,230,000 in 2019 to RMB254,234,000 in 2020. The revenue across the business segments remaining stable, with a relatively greater increase in revenue from the telecommunications and lifestyle.

*Value-added services.* Our value-added services consist primarily of online store operation services and other value-added service. Revenue from online store operation services increased by 234% from RMB20,225,000 in 2019 to RMB67,635,000 in 2020, primarily due to the increase in revenue from the games and leisure and entertainment value-added services of our online store operation services. Revenue from our other services increased by 333% from RMB1,464,000 in 2019 to RMB6,341,000 in 2020, primarily attributable to an increase in game development business and user acquisition and promotion business.

**Revenue by Segment**

We generate revenue from four business segments: (i) leisure and entertainment; (ii) games; (iii) telecommunications; and (iv) lifestyle. The following table sets forth our revenues by segment in absolute amount and as percentage of our total revenue in 2020 and 2019:

	For the year ended December 31,			
	2020		2019	
	RMB	%	RMB	%
	<i>(RMB in thousands, except for percentage)</i>			
Leisure and entertainment	155,952	48%	130,524	54%
Games	100,979	31%	93,404	39%
Telecommunications	47,118	14%	15,642	6%
Lifestyle	24,161	7%	2,349	1%
<b>Total</b>	<b>328,210</b>	<b>100%</b>	<b>241,919</b>	<b>100%</b>

The following table sets forth the GMV attributable to different industries for the years indicated:

	For the year ended December 31,			
	2020		2019	
	RMB	%	RMB	%
	<i>(RMB in thousands, except for percentage)</i>			
Leisure and entertainment	2,556,202	18%	1,224,294	10%
Games	1,839,754	13%	3,648,882	28%
Telecommunications	9,502,734	65%	7,668,902	60%
Lifestyle	654,229	4%	273,062	2%
<b>Total</b>	<b>14,552,919</b>	<b>100%</b>	<b>12,815,140</b>	<b>100%</b>

*Leisure and entertainment.* Revenue from the leisure and entertainment segment increased by 19% from RMB130,524,000 in 2019 to RMB155,952,000 in 2020, primarily driven by an increase in the leisure and entertainment digital goods transactions we facilitated, which include the increase in agent operation business. The GMV of leisure and entertainment digital goods transactions we facilitated increased by 109% from RMB1,224,294,000 in 2019 to RMB2,556,202,000 in 2020.



*Games.* Revenue from the games segment increased by 8% from RMB93,404,000 in 2019 to RMB100,979,000 in 2020. The GMV of games-related digital goods transactions we facilitated decreased by 50% from RMB3,648,882,000 in 2019 to RMB1,839,754,000 in 2020. Such decrease was due to the operation strategy adjustment, which resulted in the reduction of the transaction of some game categories, while the revenue from games-related value-added services increased by 848% due to the adjustment of online store operation services.

*Telecommunications.* Revenue from the telecommunications segment increased by 201% from RMB15,642,000 in 2019 to RMB47,118,000 in 2020, primarily driven by an increase in the commission rates and GMV of the telecommunications digital goods transactions we facilitated. The commission rates increased because (1) we facilitated more digital goods transactions for new digital goods vendors, and (2) digital goods transactions conducted through a new e-commerce platform increased; we typically earn higher commissions from these transactions. The GMV of telecommunications digital goods transactions we facilitated increased by 24% from RMB7,668,902,000 in 2019 to RMB9,502,734,000 in 2020.

*Lifestyle.* Revenue from the lifestyle service segment increased by 929% from RMB2,349,000 in 2019 to RMB24,161,000 in 2020, primarily driven by an increase in the lifestyle service digital goods transactions we facilitated. The GMV of lifestyle service digital goods transactions we facilitated increased by 140% from RMB273,062,000 in 2019 to RMB654,229,000 in 2020.

The following table sets forth the GMV attributable to our key operating entities for the Reporting Period:

	<b>For the year ended December 31, 2020</b>	<b>% of the Group's total GMV</b>
	<b>GMV</b>	
	<b>(RMB in thousands, except for percentage)</b>	
Wuhan Fulu	<b>10,009,600</b>	<b>69%</b>
Tibet Fulu	<b>1,880,664</b>	<b>13%</b>
Wuhan Tianshi	<b>1,306,951</b>	<b>9%</b>
Hubei Kejin	<b>667,397</b>	<b>5%</b>
Wuhan Lishuo	<b>317,433</b>	<b>2%</b>
Wuhan Yiqiyou	<b>122,283</b>	<b>1%</b>
Tibet Huluwa	<b>103</b>	<b>0%</b>

## COST OF SALES

Our cost of sales increased by 40% from RMB48,403,000 in 2019 to RMB67,852,000 in 2020, primarily because of the higher commissions cost resulted from the increase in labor-related costs and growth of GMV of stores.

### *Cost of Sales by Nature*

The following table sets forth the components of cost of sales, in absolute amount and as a percentage of total cost of sales, in 2020 and 2019:

	For the year ended December 31,			
	2020		2019	
	<i>RMB</i>	%	<i>RMB</i>	%
	<i>(RMB in thousands, except for percentage)</i>			
Commissions	<b>37,265</b>	<b>55%</b>	25,446	53%
Labor-related costs	<b>25,991</b>	<b>38%</b>	17,504	36%
Others <sup>(1)</sup>	<b>4,596</b>	<b>7%</b>	5,453	11%
<b>Total</b>	<b>67,852</b>	<b>100%</b>	48,403	100%

*Note:*

(1) Primarily include fixed-fees paid to digital goods sales channels and server and software costs.

Commissions increased by 46% from RMB25,446,000 in 2019 to RMB37,265,000 in 2020, primarily because of the increase in service fee resulted from the increase of GMV from digital goods selling.

Labour-related costs increased by 48% from RMB17,504,000 in 2019 to RMB25,991,000 in 2020, primarily because of the readjusted wages and optimization of our staff structure.

Other costs decreased by 16% from RMB5,453,000 in 2019 to RMB4,596,000 in 2020, primarily because of the changes in income structure and a decrease in games-related transactions.



**Cost of Sale by Segment**

The following table sets forth segment cost of sales, in absolute amount and as a percentage of total cost of sales, in 2020 and 2019:

	For the year ended December 31,			
	2020		2019	
	<b>RMB</b>	<b>%</b>	<i>RMB</i>	<i>%</i>
	<i>(RMB in thousands, except for percentage)</i>			
Leisure and entertainment	<b>27,089</b>	<b>40%</b>	12,568	26%
Games	<b>17,970</b>	<b>26%</b>	27,923	58%
Telecommunications	<b>21,095</b>	<b>31%</b>	7,059	14%
Lifestyle	<b>1,698</b>	<b>3%</b>	853	2%
<b>Total</b>	<b>67,852</b>	<b>100%</b>	48,403	100%

*Leisure and entertainment:* Cost of sales from the leisure and entertainment segment increased by 116% from RMB12,568,000 in 2019 to RMB27,089,000 in 2020, primarily due to (i) an increase in commissions and platform fees charged by sales channels as we have higher GMV in leisure and entertainment; and (ii) an increase in the number of employees in our leisure and entertainment team.

*Games:* Cost of sales from the games segment decreased by 36% from RMB27,923,000 in 2019 to RMB17,970,000 in 2020, primarily due to a decrease in commissions charged by digital goods sales channels as we facilitated fewer games-related digital goods transactions.

*Telecommunications:* Cost of sales from the telecommunications segment increased by 199% from RMB7,059,000 in 2019 to RMB21,096,000 in 2020, reflecting an increase of 24% in the volume of telecommunications digital goods transactions we facilitated through e-commerce platforms; we generally pay commissions to e-commerce platforms for these services.

*Lifestyle:* Cost of sales from the lifestyle service segment increased by 99% from RMB853,000 in 2019 to RMB1,698,000 in 2020, primarily due to (i) an increase in commissions charged by e-commerce platforms as we facilitated more lifestyle-related digital goods transactions; and (ii) an increase in the number of employees in our lifestyle service operations team.

## GROSS PROFIT AND GROSS PROFIT MARGIN

The following table sets forth our gross profit and gross profit margin by each segment for the years ended 2020 and 2019:

	For the year ended December 31,			
	2020		2019	
	RMB	%	RMB	%
	<i>(RMB in thousands, except for percentage)</i>			
Leisure and entertainment	128,863	49%	117,956	61%
Games	83,009	32%	65,481	34%
Telecommunications	26,023	10%	8,583	4%
Lifestyle	22,463	9%	1,496	1%
<b>Total</b>	<b>260,358</b>	<b>100%</b>	193,516	100%

Our overall gross profits increased by 35% from RMB193,516,000 in 2019 to RMB260,358,000 in 2020 but our gross profit margin decreased from 80% in 2019 to 79% in 2020, primarily driven by an increase in revenue from digital goods-related services and online store operating services, reflecting the growth of our business.

The gross profit from the leisure and entertainment segment increased by 9% from RMB117,956,000 in 2019 to RMB128,863,000 in 2020, mainly due to an expansion in product categories and an increase in volume of transactions. The gross profit from the games segment increased by 27% from RMB65,481,000 in 2019 to RMB83,009,000 in 2020, mainly due to adjustments in product structure and more online stores operation service. The gross profit from the telecommunications segment increased by 204% from RMB8,583,000 in 2019 to RMB26,023,000 in 2020, mainly due to an increase in the volume of transactions and sales channels, and optimized structure. The gross profit from the lifestyle segment increased by 1,402% from RMB1,496,000 in 2019 to RMB22,463,000 in 2020, mainly due to an increase in categories of trading products and volume of sales.

## OTHER INCOME AND GAINS

Our other income and gains increased by 186% from RMB7,789,000 in 2019 to RMB22,267,000 in 2020, primarily attributable to an increase in government grants and interest income.

## SELLING AND DISTRIBUTION EXPENSES

Our selling and distribution expenses increased by 67% from RMB37,249,000 in 2019 to RMB62,174,000 in 2020, mainly due to the increase in marketing expenses for promotion. Marketing expenses increased by 77% from RMB29,914,000 in 2019 to RMB52,850,000 in 2020, as we paid more advertising fees to certain e-commerce platforms (including the largest e-commerce platform in China) to enhance our promotion of the digital goods sold by these platforms. Our salary and welfare expenses increased by 56% from RMB4,305,000 in 2019 to RMB6,695,000 in 2020, reflecting a change in the employee structure and adjustment to the wage rate.



### ADMINISTRATIVE EXPENSES

Administrative expenses increased by 24% from RMB47,549,000 in 2019 to RMB58,732,000 in 2020, primarily due to an increase in Listing expenses related to our Global Offering of RMB19,761,000.

### RESEARCH AND DEVELOPMENT COSTS

Research and development costs increased by 25% from RMB20,508,000 in 2019 to RMB25,577,000 in 2020, reflecting our enhanced research and development efforts.

### NET PROVISION FOR IMPAIRMENT LOSSES ON FINANCIAL AND CONTRACT ASSETS

Impairment losses on financial and contract assets decreased by 74% from RMB2,433,000 in 2019 to RMB635,000 in 2020, primarily due to a provision of impairment loss for a downstream sales channel for the year ended December 31, 2019, but no such impairment provision was incurred for the year ended December 31, 2020.

### OTHER EXPENSES

Other expenses increased by 2,669% from RMB274,000 in 2019 to RMB7,588,000 in 2020, which was primarily due to the exchange loss of RMB7,029,000 resulting from the exchange rate difference of oversea funding raised for the Global Offering.

### FINANCE COSTS

Finance costs decreased by 29% from RMB7,948,000 in 2019 to RMB5,641,000 in 2020, reflecting a decrease in interest payments after a reduction in borrowings.

### FAIR VALUE CHANGES ON INVESTMENTS AT FAIR VALUE THROUGH PROFIT OR LOSS

The fair value changes on investments at fair value through profit or loss in 2020 increased by RMB17,000 as compared with 2019, primarily due to a decrease in revenue from fair value of investment.

### OPERATING PROFITS

Our operating profit was RMB127,919,000 in 2020, compared to operating profit of RMB93,292,000 in 2019.

### PROFIT BEFORE TAX

After the deduction of finance costs, our profit before tax was RMB122,278,000 in 2020, compared to a profit of RMB85,344,000 in 2019.

### INCOME TAX EXPENSES

Because some of our Consolidated Affiliate Entities are subject to preferential tax treatment as they are engaged in encouraged industries and/or the favorable tax policies applicable to their places of establishment, the income tax expense decreased from RMB4,729,000 in 2019 to RMB1,380,000 in 2020.

## PROFIT FOR THE YEAR

As a result of the foregoing, our profit increased by 50% from RMB80,615,000 in 2019 to RMB120,898,000 in 2020.

## SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD

Details of significant events after the Reporting Period are set out in the section headed “Directors’ Report – Important Events after the Reporting Period” of this annual report.

## RECONCILIATION OF NON-IFRS MEASURES TO THE NEAREST IFRS MEASURES

To supplement our consolidated financial statements which are presented in accordance with IFRS, we use a non-IFRS measure, adjusted profit for the year, which is not required by, or presented in accordance with, IFRS. We believe that such non-IFRS measure facilitates comparisons of operating performance from period to period and company to company by eliminating items that our management does not consider to be indicative of our operating performance. We believe that this measure provides useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management. However, our presentation of adjusted profit for the year may not be comparable to similarly titled measures presented by other companies. The use of such non-IFRS measure has limitations as an analytical tool, and you should not consider it in isolation, or as substitute for analysis of, our results of operations or financial position as reported under IFRS.

We defined adjusted profit for the year as profit for the year adjusted by adding back Listing expenses and foreign exchange gains and losses because such expenses are not operating or recurring in nature. The following table reconciles our adjusted profit for the year presented to the most directly comparable financial measure calculated and presented in accordance with IFRS:

	For the year ended December 31,	
	2020 (RMB in thousands)	2019
<b>Profit for the year</b>	<b>120,898</b>	80,615
Adjustments:		
Listing expenses	<b>25,282</b>	5,521
Share payment	–	19,924
Foreign exchange gains and losses	<b>7,029</b>	–
<b>Non-IFRS measure adjusted profit for the year</b>	<b>153,209</b>	106,060



## OTHER FINANCIAL INFORMATION

### **Capital Structure**

The Company continued to maintain a healthy and sound financial position. Our total assets increased from RMB485 million as of December 31, 2019 to RMB1,394 million as of December 31, 2020, while our total liabilities increased from RMB231 million as of December 31, 2019 to RMB288 million as of December 31, 2020. As the Group did not have net debt, the gearing ratio (calculated as net debt divided by total equity plus net debt of the Group) did not apply to us. For more details, please refer to Note 33 to the financial statements of this annual report.

As at December 31, 2020, we pledged bank deposits of RMB138.8 million and fixed deposits of RMB145 million as security for bank borrowings.

### **Liquidity and Capital Resources**

Our principal sources of liquidity were cash from operations, and bank and other borrowings. As of December 31, 2020, we had cash and cash equivalents of RMB457,892,000, which were all denominated in Renminbi. Going forward, we believe that our liquidity requirements will be satisfied by using a combination of cash generated from our operations, bank loans, net proceeds from the Global Offering and other funds raised from capital markets from time to time, when necessary. In order to achieve better risk control, we have put in place relevant policies on cash and finance management and implemented strictly. We will regularly review our liquidity and financing needs.

The following table sets forth a summary of our net cash flow for the years ended December 31, 2020 and 2019:

	<b>For the year ended December 31,</b>	
	<b>2020</b>	2019
	<i>(RMB in thousands)</i>	
Cash and cash equivalents at beginning of the year	<b>8,983</b>	11,977
Cash (used in)/generated from operations	<b>(181,542)</b>	65,840
Income tax paid	<b>(4,322)</b>	(9,153)
Net cash generated from operating activities	<b>(185,864)</b>	56,687
Net cash generated from investing activities	<b>(2,977)</b>	(6,473)
Net cash generated from financing activities	<b>647,005</b>	(53,208)
Net increase in cash and cash equivalents	<b>458,164</b>	(2,994)
Effect of foreign exchange gains and losses	<b>(9,255)</b>	0
Cash and cash equivalent at the end of year	<b>457,892</b>	8,983

**Net Cash Generated from Operating Activities**

Net cash generated from operating activities for the year ended December 31, 2020 was RMB-185,864,000, primarily attributable to prepayments of procurement channels, as adjusted by:

- (i) non-cash items, which primarily comprised finance costs of RMB5,641,000; and
- (ii) changes in working capital, which primarily comprised:
  - (1) an increase of RMB231,216,000 in prepayments, other receivables and other assets, primarily reflecting (a) an increase in prepayments to digital goods vendors, primarily driven by the growth of our business; and (b) an increase in other receivables, primarily representing amounts due from certain digital goods sales channels;
  - (2) an increase of RMB60,247,000 in trade receivables and contract assets, primarily due to an increase in service fees due from third-party games-related digital goods and services platform operators;
  - (3) an increase of RMB15,901,000 in restricted cash;
  - (4) an increase of RMB14,721,000 in trade payables, primarily reflecting the overall growth of our business; and
  - (5) a decrease of RMB26,108,000 in other payables and accruals, a decrease of RMB4,322,000 in income tax paid, primarily due to (a) a decrease in receipts in advance for the year ended December 31, 2020 because digital goods sales channels made more advances at the end of 2019 which were utilized in 2020; and (b) an increase in remuneration payable.

**Net Cash Generated from Investing Activities**

Net cash generated from investing activities for the year ended December 31, 2020 was RMB-2,977,000, comprising (i) purchase of financial products issued by banks of RMB570,000,000; (ii) purchase of intangible assets of RMB1,512,000 and partially net off by; (iii) proceeds from disposal of financial products issued by banks of RMB566,000,000; and (iv) interest received of RMB2,580,000.

**Net Cash Generated from Financing Activities**

Net cash generated from financing activities for the year ended December 31, 2020 was RMB647,005,000, primarily due to (i) cash proceed RMB776,169,000 was received from the Global Offering; (ii) new bank and other borrowings of RMB521,643,000; (iii) repayment of bank and other borrowings of RMB444,323,000; (iv) payment of interest related expenses of RMB5,428,000; (v) dividends paid of RMB15,000,000; and (vi) decrease in pledged bank deposits of RMB144,450,000.



### ***Capital Expenditures***

Our capital expenditures principally consist of expenditures for the purchases of property, plant and equipment and intangible assets. Our capital expenditures decreased by 76% from RMB6,548,000 for the year ended December 31, 2019 to RMB1,562,000 for the year ended December 31, 2020. This is because there was a purchase of a business car and capitalisation of our intangible assets for the year ended December 31, 2019, and there has just been capitalisation of our intangible assets for the year ended December 31, 2020.

### ***Indebtedness, Off-balance Sheet Commitment and Contingent Liabilities***

As of December 31, 2020, our total indebtedness amounted to RMB287,742,000, as compared with RMB230,769,000 as of December 31, 2019. Our indebtedness consist of lease liabilities of RMB4,022,000 and interest-bearing bank and other borrowings of RMB138,800,000 as of December 31, 2020. As of December 31, 2020, all our bank and other borrowings were dominated in RMB. For the year ended December 31, 2020, our bank loans and other borrowings were interest-bearing at rates ranging from 4.45% to 6.5% per annum (for the year ended December 31, 2019: ranging from 4% to 18.25%). Please refer to Note 25 to the financial statements of this annual report for details of our bank loans and other borrowings. As at the date of this annual report, guarantees provided by certain Controlling Shareholders or entities controlled by certain Controlling Shareholders were released.

As of December 31, 2020, we did not have any off-balance sheet arrangements. As of December 31, 2020, we did not have material contingent liabilities.

### ***Significant Investments Held***

For the year ended December 31, 2020, we did not have any significant investments.

### ***Material Acquisitions, Disposals and Future Plans of Subsidiaries and Affiliated Companies***

For the year ended December 31, 2020, we did not have any material acquisitions or disposals of subsidiaries or affiliated companies.

### ***Gearing Ratio***

As of December 31, 2020, we did not have any net debt, as the Group's cash and cash equivalents were much more than its interest-bearing borrowings. As such, the gearing ratio (calculated as net debt divided by total equity plus net debt of the Group) did not apply to us. For more details, please refer to Note 33 to the financial statements of this annual report.

### ***Pledge of Assets***

As at December 31, 2020, the Group's interest-bearing bank loans of RMB138,800,000 were secured by the pledge of the Group's bank deposits of RMB145,000,000. Please refer to Note 25 to the financial statements of this annual report for further details.

### ***Foreign Exchange Risk Management***

We mainly carry out our operations in the PRC with most transactions settled in Renminbi. As of December 31, 2020, our cash and cash equivalent balance was denominated in Renminbi. Our Management considers that the principal business is not exposed to significant foreign exchange risk as there are no significant financial assets or liabilities denominated in the currencies other than the respective functional currencies of our entities, but some of our funding raised in Hong Kong is subject to foreign exchange risk.

### ***Future Plans for Material Investments and Capital Assets***

As of December 31, 2020, we did not have other plans for material investments and capital assets.

## **RELATIONSHIP WITH STAKEHOLDERS**

### ***Employee and Remuneration Policy***

As of December 31, 2020, we had 494 full-time employees, all of whom were based in the PRC.

Our success depends on our ability to attract, retain and motivate qualified personnel. As part of our human resources strategy, we offer employees competitive remuneration packages, which generally include basic wages, variable wages, bonuses and other benefits.

We participate in employee benefit plans mandated by the PRC government, including basic pension insurance, work-related injury insurance, maternity insurance, basic medical insurance, and unemployment insurance and housing provident fund scheme. We must contribute to employee benefit plans based on specified percentages of the total remuneration of our employees up to a maximum amount specified by local governmental authorities.

### ***Customers***

Our customers primarily include digital goods vendors, from whom we earn commissions on facilitating sales of their products through our platform. Our customers also include digital goods vendors and digital goods sales channels who use our ancillary value-added services for which we charge fees on a case-by-case basis.

### ***Suppliers***

Our suppliers primarily include (i) digital goods sales channels, who charge us commissions; and (ii) data storage and server hosting providers. We select suppliers based on a number of factors, including their user base, market share and reputation.



Biographies of Directors and senior management of our Company are set out as follows:

### DIRECTORS

#### *Executive Directors*

**Mr. Fu Xi**, 32, is the Chairman, executive Director and chief executive officer of the Company. He was appointed as an executive Director of Company on October 31, 2019 upon the incorporation of the Company. Mr. Fu is also the chairman of the Nomination Committee of the Board. Mr. Fu is responsible for the Company's strategies, corporate culture and oversees the senior management. He has held directorships in the Group's various subsidiaries, including as the executive director of Wuhan Fulu since March 2009, Xinjiang Fulu since December 2016, Tibet Fulu since December 2016, Wuhan Lishuo since January 2017, Hubei Kejin since May 2017, Xinjiang Huluwa since February 2019 and Tibet Huluwa since May 2019.

Mr. Fu has over 10 years of management and operation experience in the IT industry.

Mr. Fu graduated from Zhongnan University of Economics and Law (中南財經政法大學) in Wuhan, PRC in June 2009 and majored in computer information management.

**Mr. Zhang Yuguo**, 34, is an executive Director of the Company and the senior vice president of the Group. He joined the Group as the vice president in May 2009 and was appointed as an executive Director of the Company on October 31, 2019 upon the incorporation of the Company. He has served as the executive director and general manager of Kashgar Yiqiwan and Wuhan Yilu since March 2017 and August 2019, respectively. Mr. Zhang is mainly responsible for managing the open platform business division. In particular, he is in charge of the operation of the Group's Fulu Open Platform as well as the operation and development of the Group's e-commerce business relating to telecommunications, online games, leisure and entertainment, lifestyle services and membership cards and coupons.

Mr. Zhang has over 10 years of management and business experience in the IT industry.

Mr. Zhang completed his high school education in April 2005.

**Mr. Shui Yingyu**, 34, is an executive Director of the Company and the senior vice president of the Group. He was appointed as an executive Director of Company on October 31, 2019 upon the incorporation of the Company. He has served as the deputy general manager in charge of managing accounting and finance since November 2010. He is responsible for risk control and management as well as daily business operation of the Group.

Mr. Shui has over 10 years of management and operation experience in the internet media operation industry. Mr. Shui founded Hefei Sanqi Media Co., Ltd. (合肥三啟傳媒有限公司) (“**Hefei Sanqi**”) in 2009 at which he served as a director from October 2009 to October 2010, responsible for the overall business operation and management of the company. Hefei Sanqi is a limited liability company established in the PRC on October 30, 2009, and was primarily engaged in the design and production of advertising and website. Hefei Sanqi was voluntarily dissolved on December 22, 2017.

Mr. Shui received his bachelor’s degree in administrative management from Anhui University (安徽大學) in Anhui, PRC in July 2012.

**Mr. Zhao Bihao**, 40, is the executive Director of the Company and the senior vice president of the Group. He was appointed as an executive Director of Company on October 31, 2019. He was appointed as the senior vice president of the Group in April 2013 and is primarily responsible for the branding, marketing, as well as investment and financing of the Group.

Mr. Zhao has approximately 14 years of management and operation experience in market operations and promotion. From October 2005 to March 2013, Mr. Zhao was a promotion director of Perfect World Co., Ltd. (完美世界股份有限公司) (“**Perfect World**”, a company listed on the Shenzhen Stock Exchange with the stock code of 002624, primarily engaging in development, production and marketing of online games, TV shows and movies), responsible for promoting and marketing.

Mr. Zhao received his associate degree in computer science from Wuhan University of Science and Technology (武漢科技大學) in Wuhan, the PRC in July 2002.

**Mr. Mao Feng**, 42, is the executive Director of the Company, the chief financial officer and vice president of the Group. He was appointed as an executive Director of Company on January 11, 2020. He has been responsible for the Group’s financial management, financing and investor relations since he joined the Group in July 2018.

Mr. Mao has nearly 20 years of experience in accounting and finance. Prior to joining the Group, Mr. Mao was a partner of Asia Pacific CPA (Group) Co., Ltd. (亞太(集團)會計師事務所) from March 2015 to June 2018. From December 2013 to March 2015, he worked at Ruihua Certified Public Accountants (瑞華會計師事務所). From August 2010 to January 2013, Mr. Mao served as the vice general manager in Shanghai Chengqi Business Consulting Co., Ltd (上海誠齊商務諮詢有限公司). From September 2006 to December 2008, he served as the finance manager of Shanghai Maoyuan Garment Co., Ltd. (上海懋源製衣有限公司). From July 2001 to September 2006, he worked at Deloitte Touche Tohmatsu Hua Yong Certified Public Accountants LLP (德勤華永會計師事務所).

Mr. Mao received his bachelor’s degree in accounting from Shanghai University of Finance and Economics (上海財經大學) in Shanghai, PRC in July 2001.



### **Independent non-executive Directors**

**Mr. Li Wai Chung**, 43, is an independent non-executive Director and also the chairman of the Audit Committee of the Board. He was appointed as an independent non-executive Director on January 11, 2020, effective from August 29, 2020.

Mr. Li has been an independent non-executive director and the chairman of the audit committee of the board of directors of Taizhou Water Group Co., Ltd. (台州市水務集團股份有限公司) (a company listed on the Stock Exchange with the stock code of 1542) since June 2019.

Mr. Li has served as an executive director and a chief financial officer of Tyfon Culture Holdings Limited (泰豐文化控股有限公司) since June 2020. He has also served as the general manager of Shenzhen Youxin Consulting Management Co., Ltd. (深圳友信顧問管理有限公司) from October 2017 to June 2020. From October 2017 to October 2018, he worked at Shanghai Yongxuan Venture Capital Management Co., Ltd. (上海永宣創業投資管理有限公司). From August 2016 to September 2017, he worked at Lens International (HK) Limited (藍思國際(香港)有限公司), the holding company of Lens Technology Co., Ltd (藍思科技股份有限公司) (a company listed on the Shenzhen Stock Exchange with the stock code of 300433), as the general manager of investment department, mainly responsible for managing investment projects of the company and formulating investment strategies. From April 2006 to July 2016, he worked at Shanghai Prime Machinery Co., Ltd. (上海集優機械股份有限公司) (a company once listed on the Stock Exchange from April 2006 to January 2021, now as the subsidiary of Shanghai Electric Group Company Limited (上海電氣集團股份有限公司), a company listed on the Stock Exchange with the stock code of 2727) as the vice president, secretary of the board, assistant president, company secretary and qualified accountant. He was an audit manager of Deloitte China (including Deloitte Touche Tohmatsu CPA and Hong Kong Deloitte Touche Tohmatsu) from October 2005 to April 2006.

Mr. Li received a bachelor's degree in business administration, majoring in accounting and finance, from University of Hong Kong in November 2000 and a master's degree in business administration from University of Hong Kong in November 2013. Mr. Li is a fellow member of the Association of Chartered Certified Accountant. He also holds the chartered accountant qualifications from the Institute of Chartered Accountants in England and Wales.

**Ms. Wang Yuyun** (王雨雲) (alias Wang Yuyun (王雨蘊)), 43, is an independent non-executive Director and also the chairman of the Remuneration Committee of the Board. She was appointed as an independent non-executive Director on January 11, 2020, effective from August 29, 2020.

Ms. Wang joined Perfect World in December 2004 when it was founded. From December 2004 to January 2008, she worked at Perfect World (Beijing) Network Technology Co., Ltd. (完美世界(北京)網絡技術有限公司) as the director of marketing center. From January 2008 to September 2014, she served as the vice president and the official spokesman of Perfect World. Concurrently, she has been the legal representative and chairman of Perfect World Education Investment Co., Ltd. (完美世界教育投資公司) ("**Perfect World Education**") since February 2014. She has served as the senior vice president of Perfect World as well as the legal representative and chairman of Perfect World Education and Perfect World Education Technology (Beijing) Co., Ltd (完美世界教育科技(北京)有限公司), respectively, since September 2014. Currently, her main responsibilities at Perfect World include managing government relations and public affairs, brand building and promotion, and strategic cooperation management.

Ms. Wang received a doctor's degree in business administration from University of Nice in France in April 2018 and a EMBA degree from National University of Singapore in Singapore in June 2012.



**Mr. Wong Sincere**, 57, is an independent non-executive Director. He was appointed as an independent non-executive Director on January 11, 2020, effective from August 29, 2020.

Mr. Wong has served as an independent non-executive director of Bank of Gansu Co., Ltd (甘肅銀行股份有限公司) (a company listed on the Stock Exchange with the stock code of 2139) and U Banquet Group Holding Limited (譽宴集團控股有限公司) (a company listed on the Stock Exchange with the stock code of 1483), since August 2017 and September 2018, respectively.

Mr. Wong is the founding partner of Wong Heung Sum & Lawyers (黃香沈律師事務所) (formerly known as Sincere Wong & Co. (黃誠思律師事務所)). From January 2019 to March 2020, Mr. Wong served as a non-executive director of MOS House Group Limited (a company listed on the Stock Exchange with the stock code of 1653). From August 2011 to April 2016, Mr. Wong worked at the Listing Department of Hong Kong Exchanges and Clearing Limited (the “**Hong Kong Exchange**”), and he served as a vice president at the time of his departure from the Hong Kong Exchange, primarily responsible for reviewing IPO applications and making recommendations to the Listing Committee. From July 2010 to May 2011, he served as the head of legal department and company secretary of Sateri Holdings Limited (賽得利控股有限公司) (subsequently renamed Bracell Limited, a company listed on the Stock Exchange with the stock code of 1768). Bracell Limited was delisted by way of privatization in October 2016. From November 2006 to June 2010, he served as the chief legal officer of SOCAM Development Limited (瑞安建業有限公司), a company listed on the Stock Exchange with the stock code of 983). From February 2005 to November 2006, he served as the in-house legal counsel of China Resources Enterprise, Limited (華潤創業有限公司) (now known as China Resources Beer (Holdings) Company Limited (華潤啤酒(控股)有限公司), a company listed on the Stock Exchange with the stock code of 291). From September 1996 to January 2005, he served as the in-house legal counsel of Hutchison Whampoa Group (和記黃埔集團).

Mr. Wong passed the Common Professional Examination at Wolverhampton Polytechnic (now known as University of Wolverhampton) in July 1990, and the Solicitors' Final Examination of the Law Society of England and Wales with first class honours in October 1991. He received his bachelor's degree in social science from The Chinese University of Hong Kong in December 1986.

Mr. Wong was admitted as a solicitor of the High Court of Hong Kong in October 1993 and a solicitor of the Supreme Court of England & Wales in February 1994, respectively.



### SENIOR MANAGEMENT

The senior management team of the Group, in addition to the executive Directors listed above, has the following members:

**Mr. Chen Tianjun**, 38, has been the vice president of the Group since April 2017, responsible for the new business development of the business department and cooperation with various major platforms.

Prior to joining the Group, Mr. Chen has been running his own business through three companies, namely Shanghai Fire Beast Network Technology Co., Ltd. (上海火獸網絡科技有限公司) since August 2014, Hangzhou Yingxiang Network Technology Co., Ltd. (杭州鷹翔網絡科技有限公司) since April 2016 and Hangzhou Cool land Magic Technology Co., Ltd. (杭州酷境魔視科技有限公司) since August 2016. He served as the legal representative and chief executive officer of these three companies. From May 2008 to August 2016, he served as the manager of Taobao (China) Software Co., Ltd. (淘寶(中國)軟件有限公司), responsible for the virtual product business. From November 2002 to March 2003 and from August 2003 to May 2004, he worked at Shanghai Shengda Network Development Co., Ltd. (上海盛大網絡發展有限公司), a company previously listed on Nasdaq and delisted from Nasdaq in 2012). From April 2003 to July 2003 and from June 2004 to November 2007, he worked at Shengqu Information Technology (Shanghai) Co., Ltd. (盛趣信息技術(上海)有限公司).

Mr. Chen graduated from Yancheng Institute of Technology (鹽城工學院) in Yancheng, the PRC in July 2002. In January 2006, he received his diploma degree in administrative management from Shanghai TV University (上海電視大學) through long-distance and part-time study.

**Mr. Xu Jian**, 31, has been the vice president of the Group since January 2018, responsible for business development and operation of products relating to mobile games, gaming transactions and gaming services. Mr. Xu joined the Group as a project manager in September 2015. Mr. Xu has also been an executive Director of Wuhan Yiqiyou since June 2017.

Mr. Xu received his bachelor's degree in computer science from China University of Geosciences (中國地質大學) in Wuhan, the PRC in July 2015.



**Mr. Ren Wei**, 44, has been the chief technology officer of the Group since November 2019, responsible for technical reserves, development and implementation of technological strategies, and management of research team of the Group. He joined the Group in November 2011 as the manager of our R&D department.

Prior to joining the Group, Mr. Ren has over 11 years of working experience in computer technology companies, including: Wuhan Chaojiwanjia Technology Co., Ltd. (武漢超級玩家科技股份有限公司) (formerly known as Wuhan Chaowan Online Technology Co., Ltd. (武漢超玩在線科技有限公司)), a company primarily engaged in the research and development of online games, from February 2009 to September 2011; Baofuda Technology (Wuhan) Co., Ltd. (保富達科技(武漢)有限公司), a company primarily involved in the development of computer software, from March 2008 to February 2009; Shenzhen Huolitianhui Technology Co., Ltd. (深圳市活力天匯科技股份有限公司), a company primarily involved in internet retail services, from September 2006 to March 2008; and Wuhan Huanda Technology Development Co., Ltd. (武漢市環大科技開發有限公司), a company primarily involved in computer engineering, bioengineering and chemical engineering, from August 2001 to August 2006.

Mr. Ren received his bachelor's degree in computer software from Hubei University (湖北大學) in Wuhan, the PRC in July 1998.



The Board is pleased to present its report together with the audited consolidated financial statements of the Group for the Reporting Period.

## **THE LISTING**

The Company is a limited liability company incorporated in the Cayman Islands on October 31, 2019. The Shares of the Company were listed on Stock Exchange on September 18, 2020. The offer price has been determined at HK\$8.90 per offer share (exclusive of brokerage of 1%, the Securities and Futures Commission transaction levy of 0.0027% and the Stock Exchange trading fee of 0.005%). The Global Offering of the Company constitutes 100,000,000 Shares. A total of 19,453,000 Shares in issue of the Company have been subscribed by five cornerstone investors.

## **PRINCIPAL BUSINESS**

The Company is a leading third-party digital goods and services platform operator in China. The platform of the Company connects digital goods vendors and digital goods sales channels. We generate revenues from providing “business to business” (B2B) services to digital goods vendors and sales channels, including (i) facilitating digital goods transactions between digital goods vendors and digital goods sales channels; and (ii) providing value-added services such as operating online stores for digital goods vendors. Businesses of major subsidiaries are set out in Note 1 to the financial statements of this annual report.

## **RESULTS**

Results of the Group for the year ended December 31, 2020 are set out in the consolidated statement of comprehensive income of this annual report.

## **UNDISTRIBUTED PROFITS**

As of December 31, 2020, distributable reserves of the Group amounted to approximately RMB291.53 million.

## **DIVIDEND POLICIES AND FINAL DIVIDENDS**

The Company is a holding company incorporated under the laws of the Cayman Islands. As a result, the payment and amount of any future dividend will depend on the availability of dividends received from its subsidiaries. PRC laws require that dividends be paid only out of the after-tax profit for the year calculated according to PRC accounting principles, which differ in many aspects from the generally accepted accounting principles in other jurisdictions, including the IFRS. PRC laws also require foreign-invested enterprises to set aside at least 10% of its after-tax profits as the statutory common reserve fund until the cumulative amount of the statutory common reserve fund reaches 50% or more of such enterprises' registered capital, if any, to fund its statutory common reserves. The foreign-owned enterprise may also, at its discretion, allocate a portion of its after-tax profits based on PRC accounting principles to a discretionary reserve fund. These statutory common reserve funds and discretionary funds are not available for distribution as cash dividends. Dividend distribution to Shareholders is recognized as a liability in the period in which the dividends are approved by Shareholders or Directors, where appropriate. Under Cayman law, dividends may be distributed from (a) profits (current period or retained) or (b) share premium. The Articles of Association has not determined the dividend distribution ratio.

The Board is responsible for submitting proposals for dividend payments to the Shareholders' general meeting for approval. The determination of whether to pay a dividend and in which amount is based on our results of operations, cash flow, financial condition, future business prospects, statutory and regulatory restrictions and other factors that the Board deems relevant.

After due consideration of Shareholders' as well as the Company's long-term interests, the Board recommended the payment of a final dividend of HK\$0.32 (equivalent to RMB0.27 based on the exchange rate on March 9, 2021) per Share for the year ended December 31, 2020, subject to the approval of Shareholders at the Company's AGM, and such dividend will be paid in Hong Kong dollars. The final dividend, if approved by the Shareholders at AGM, will be paid on or before Thursday, June 10, 2021 to Shareholders whose name appear on the register of members of the Company on Friday, May 21, 2021. The aggregated amount of the dividends proposed to be distributed by the Company for the year ended December 31, 2020 was approximately HK\$128 million, based on 400,000,000 Shares in issue of the Company as of December 31, 2020.

## BUSINESS REVIEW

The business review and performance analysis of the Group for the Reporting Period and the indication of likely future development in the Company's business are set out in the sections headed "Chairman's Statement", "Management Discussion and Analysis" and "Corporate Governance Report" of this annual report.

The principal risks and uncertainties facing the Company are set out in the "Corporate Governance Report" of this annual report. The analysis using financial key performance indicators are set out in the "Financial Summary" of this annual report. The Company's relationship with its stakeholders is set out in the "Management Discussion and Analysis" of this annual report.

## ENVIRONMENTAL PERFORMANCE AND POLICIES

The Company attaches great importance to environmental protection and resource conservation, and continuously pays attention to the impact of its business operations on the environment. The Company is committed to maintaining the common development of economy, environment and society, and promoting awareness of environmental protection and resource conservation in its daily operations. The Group had adopted various electricity-saving, water-saving and carbon emission reduction management measures, including management over garbage classification, air conditioning temperature setting, paperless office construction and timely maintenance of water equipment, thereby improving efficiency and minimizing resource consumption. The Company is in compliance with relevant environmental laws and regulations, including but not limited to the Environmental Protection Law of the People's Republic of China (《中華人民共和國環境保護法》), Atmospheric Pollution Prevention and Control Law of the People's Republic of China (《中華人民共和國大氣污染防治法》), Water Pollution Prevention and Control Law of the People's Republic of China (《中華人民共和國水污染防治法》), Law of the People's Republic of China on the Prevention and Control of Environment Pollution Caused by Solid Wastes (《中華人民共和國固體廢物污染環境防治法》) and is not aware of any environmental-related violations during the Relevant Period.



For details of the Company's environmental policies and performance, the compliance with the relevant laws and regulations and the relations with its employees, suppliers and customers, please refer to the Environmental, Social and Governance Report of the Company for the year ended December 31, 2020 to be published on the website of the Stock Exchange (<http://www.hkexnews.hk>) and the Company's own website (<http://www.fulu.com>) according to the Listing Rules.

## USE OF NET PROCEEDS FROM LISTING

The net proceeds from the Listing are approximately HK\$803.42 million, net of underwriting fees, commissions and related total expenses paid and payable in connection thereto.

From the Listing Date up to December 31, 2020, the Company gradually utilized the Listing Proceeds for the purposes consistent with those set out in the section headed "Future Plans and Use of Proceeds" in the Prospectus. The following table sets forth the use of the net proceeds and fund balances as at December 31, 2020.

No.	Use	The net proceeds (HK\$ million)	Utilized amount from the Listing Date up to December 31, 2020 (HK\$ million)	Unutilized amount as of December 31, 2020 (HK\$ million)	Expected timeline of application of remaining net proceeds
1.	To facilitate digital goods transactions for more virtual goods vendors and increase the varieties of virtual goods transactions we facilitate;	241.03 (representing approximately 30% of total net proceeds)	184.07	56.96	on or before December 31, 2021
2.	To increase the number of our digital goods sales channel partners;	160.68 (representing approximately 20% of total net proceeds)	37.58	123.10	on or before December 31, 2021
3.	To develop our value-added services, such as membership management and interactive advertising services, virtual employee benefit services for enterprise customers, game leveling and companion services and professional game account leasing services;	160.68 (representing approximately 20% of total net proceeds)	9.19	151.49	on or before December 31, 2023

No.	Use	The net proceeds (HK\$ million)	Utilized amount from the Listing Date up to December 31, 2020 (HK\$ million)	Unutilized amount as of December 31, 2020 (HK\$ million)	Expected timeline of application of remaining net proceeds
4.	For potential acquisitions of businesses and assets complementary to our business, including companies in games-related industries; and	160.68 (representing approximately 20% of total net proceeds)	0	160.68	on or before December 31, 2023
5.	To fund working capital and other general corporate purposes	80.35 (representing approximately 10% of total net proceeds)	80.35	0.00	N/A
		803.42	311.19	492.23	

As a wholly foreign-owned enterprise, we will need to make capital contributions and loans to our PRC subsidiaries or through loans to our Consolidated Affiliated Entities such that the net proceeds of the Listing can be used in the manner described above. Such capital contributions and loans are subject to a number of limitations and approval processes under PRC laws and regulations. There are no costs associated with registering loans or capital contributions with relevant PRC authorities, other than nominal processing charges. Under PRC laws and regulations, the PRC governmental authorities are required to process such approvals, filings or registrations or deny our application within a prescribed period, such period generally shall be less than 90 days. The actual time taken, however, may be longer due to administrative delay. We cannot assure you that we can obtain the approvals from the relevant governmental authorities, or complete the registration and filing procedures required to use our net proceeds as described above, in each case on a timely basis, or at all. As PRC regulation of loans and direct investment by wholly foreign-owned enterprise to PRC entities may delay or prevent us from using the proceeds of the Listing to make loans or additional capital contributions to our PRC Holdcos or Consolidated Affiliated Entities, this could materially and adversely affect our liquidity and our ability to fund and expand our business.



### MAJOR CUSTOMERS AND SUPPLIERS

#### *Major Customers*

For the year ended December 31, 2020, top five customers of the Group accounted for approximately 54.4% (2019: 64.5%) of total revenue of the Group with the largest customer accounted for approximately 18.0% (2019: 27.4%) of total revenue of the Group.

#### *Major Suppliers*

For the year ended December 31, 2020, top five suppliers of the Group accounted for approximately 52.2% (2019: 51.9%) of total purchases of the Group with the largest supplier accounted for approximately 30.0% (2019: 26.8%) of total purchases of the Group.

To the best of the Directors' knowledge, for the year ended December 31, 2020 and as at the date of this annual report, none of the Directors and their respective associates or any Shareholders who hold more than 5% of the issued share capital of the Company are interested in our major customers and suppliers.

### PROPERTY, PLANT AND EQUIPMENT

Details of changes in property, plant and equipment of the Group during the Reporting Period are set out in Note 13 to the financial statements of this annual report.

### SHARE CAPITAL

Details of changes in share capital of the Group during the Reporting Period are set out in Note 27 to the financial statements of this annual report.

### RESERVES

Details of changes in reserves of the Group during the Reporting Period are set out on page 79 to page 80 of the consolidated statement of changes in equity.

### BANK LOANS AND OTHER BORROWINGS

Details of the Group's bank loans and other borrowings as of December 31, 2020 are set out in Note 25 to the financial statements of this annual report. The term of the bank loan represents current loans. As of December 31, 2020, the total credit granted by the bank amounted to RMB138,800,000 and there is no credit line remained. The Group did not utilize financial instruments for hedging purposes during the Reporting Period.

## DIRECTORS

The Directors from Listing Date up to the date of this annual report are:

### **Executive Directors**

Mr. Fu Xi (符熙) (*Chairman of the Board and chief executive officer*)  
 Mr. Zhang Yuguo (張雨果)  
 Mr. Shui Yingyu (水英聿)  
 Mr. Zhao Bihao (趙筆浩)  
 Mr. Mao Feng (茅峰)

### **Independent non-executive Directors**

Mr. Li Wai Chung (李偉忠)  
 Ms. Wang Yuyun (王雨雲)  
 (alias Wang Yuyun (王雨蘊))  
 Mr. Wong Sincere (黃誠思)

In accordance with Article 109 of the Articles of Association, Mr. Shui Yingyu, Mr. Zhao Bihao and Mr. Mao Feng shall retire by rotation, and being eligible, have offered themselves for re-election at the AGM. Details of the Directors to be re-elected at the AGM are set out in the circular to the Shareholders to be dispatched before the AGM.

## DIRECTORS AND SENIOR MANAGEMENT

Biographical details of the Directors and senior management of the Company are set out in the section headed "Directors and Senior Management" of this annual report.

## CONFIRMATION OF INDEPENDENCE OF INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received an annual confirmation of independence pursuant to Rule 3.13 of the Listing Rules from each of the independent non-executive Directors, and the Company considers such Directors to be independent from the Listing Date up to December 31, 2020.



### **DIRECTORS' SERVICE CONTRACTS AND LETTERS OF APPOINTMENT**

Each of the executive Directors has entered into a service contract with the Company. Pursuant to this contract, they agreed to act as executive Directors for an initial term of three years with effect from the date of approval by the Board of the appointment until the third annual general meeting of the Company since the Listing Date (whichever is sooner). Either party has the right to give not less than three months' written notice to terminate the contract. No annual director's fees are payable to the executive Directors under the current arrangement.

The Board does not have non-executive Directors.

Each of the independent non-executive Directors has entered into an appointment letter with the Company. The initial term for their appointment letters shall be three years from the date of the Prospectus or until the third annual general meeting of the Company since the Listing Date, whichever is sooner (subject to re-election as and when required under the Articles of Association) until terminated in accordance with the terms and conditions of the appointment letter or by either party giving to the other not less than one month' prior notice in writing.

There are no service contracts entered by the Directors which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

Details of Directors' remuneration during the Reporting Period are set out in Note 8 to the financial statements of this annual report.

### **DIRECTORS' MATERIAL INTERESTS IN SIGNIFICANT TRANSACTIONS, ARRANGEMENTS OR CONTRACTS**

Save as disclosed in this annual report, none of the Directors had a material interest, either directly or indirectly, in any transaction, arrangement or contract of significance to the business of the Group to which the Company or any of its subsidiaries or fellow subsidiaries was a party during the Reporting Period.

### **MANAGEMENT CONTRACTS**

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

### **DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES**

Save as otherwise disclosed in this annual report, at no time during the Reporting Period was the Company or any of its subsidiaries a party to any arrangement that would enable the directors to acquire benefits by means of acquisition of shares in, or debentures of, the Company or any other body corporate, and none of the Directors or any of their spouses or children under the age of 18 were granted any right to subscribe for the equity or debt securities of the Company or any other body corporate or had exercised any such right.

## REMUNERATION POLICY AND RETIREMENT AND EMPLOYEE BENEFITS SCHEME

A Remuneration Committee was set up by the Company for reviewing the Group's remuneration policy and structure for all remuneration of the Directors and senior management of the Group, having regard to the Group's operating results, individual performance of the Directors and senior management and comparable market practices.

Our success depends on our ability to attract, retain and motivate qualified personnel. As part of our human resources strategy, we offer employees competitive remuneration packages, which generally include basic wages, variable wages, bonuses and other benefits.

We participate in employee benefit plans mandated by the PRC government, including basic pension insurance, work-related injury insurance, maternity insurance, basic medical insurance, unemployment insurance and housing provident fund scheme. We must contribute to employee benefit plans based on specified percentages of the total remuneration of our employees up to a maximum amount specified by local governmental authorities.

Details of the emoluments of the Directors and the five highest paid individuals during the Reporting Period are set out in Note 8 and Note 9, respectively, to the financial statements of this annual report.

## DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES

As of December 31, 2020, interests and short positions of the Directors and the chief executives of the Company in the Shares, underlying Shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) which have been notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which were taken or deemed to have taken under such provisions of the SFO), or which were recorded in the register required to be kept pursuant to section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code as set out in Appendix 10 of the Listing Rules were as follows:



(i) **Interests in Shares**

Name of Director	Capacity	Nature of interest	Number of Shares	Approximate percentage of the issued share capital of the Company (%)
Mr. Fu Xi (符熙)	Interest in controlled corporations <sup>(1)</sup>	Long position	176,634,600	44.16
Mr. Zhang Yuguo (張雨果)	Interest in controlled corporations <sup>(2)</sup>	Long position	45,999,600	11.50
Mr. Shui Yingyu (水英聿)	Interest in controlled corporations <sup>(3)</sup>	Long position	21,103,200	5.28
Mr. Zhao Bihao (趙筆浩)	Interest in controlled corporations <sup>(4)</sup>	Long position	16,828,800	4.21

*Notes:*

- (1) Mr. Fu Xi holds the entire share capital of FuXi Limited, Fuzhi Holdings and Fuxu Holdings, which in turn directly hold 176,634,600 Shares. Under the SFO, Mr. Fu Xi is deemed to be interested in the Shares held by FuXi Limited, Fuzhi Holdings and Fuxu Holdings.
- (2) Mr. Zhang Yuguo holds the entire share capital of Zhangyuguo Holdings, which in turn directly holds 45,999,600 Shares. Under the SFO, Mr. Zhang Yuguo is deemed to be interested in the Shares held by Zhangyuguo Holdings.
- (3) Mr. Shui Yingyu holds the entire share capital of Shuiyingyu Holdings, which in turn directly holds 21,103,200 Shares. Under the SFO, Mr. Shui Yingyu is deemed to be interested in the Shares held by Shuiyingyu Holdings.
- (4) Mr. Zhao Bihao holds the entire share capital of Zhaobihao Holdings, which in turn directly holds 16,828,800 Shares. Under the SFO, Mr. Zhao Bihao is deemed to be interested in the Shares held by Zhaobihao Holdings.

(ii) *Interests in Associated Corporations*

Name of Director	Capacity	Associated corporations	Nature of interest	Amount of registered capital (RMB)	Percentage of shareholding in the associated corporation (%)
Mr. Fu Xi (符熙)	Beneficial interest	Wuhan Fulu	Long position	9,850,000	50.03
	Interest of controlled corporations <sup>(1)</sup>	Wuhan Fulu	Long position	4,759,091	24.17
	<b>Total interest of Mr. Fu Xi in Wuhan Fulu</b>			<b>14,609,091</b>	<b>74.20</b>
Mr. Zhang Yuguo (張雨果)	Beneficial interest	Wuhan Fulu	Long position	2,968,324	15.08
	Beneficial interest <sup>(2)</sup>	Kashgar Yiqiwan	Long position	9,900,000	99.00
Mr. Shui Yingyu (水英聿)	Beneficial interest	Wuhan Fulu	Long position	1,384,998	7.03
Mr. Zhao Bihao (趙筆浩)	Beneficial interest	Wuhan Fulu	Long position	726,522	3.69

Notes:

- (1) Mr. Fu Xi is the general partner of Tibet Fuxu and Tibet Fulong, which in turn directly hold 12.72% and 11.45% of the equity interests in Wuhan Fulu respectively. Under the SFO, Mr. Fu Xi is deemed to be interested in the 24.17% together held by Tibet Fuxu and Tibet Fulong in Wuhan Fulu.
- (2) Mr. Zhang Yuguo is holding 99% equity interest in Kashgar Yiqiwan as registered shareholder of Kashgar Yiqiwan, as designated by WFOE.

Save as disclosed above, as of December 31, 2020, none of the Directors and chief executive of the Company had any interests and short positions in the Shares, underlying Shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) which have been notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which were taken or deemed to have taken under such provisions of the SFO), or which were recorded in the register required to be kept pursuant to section 352 of the SFO or which were required to be notified to the Company and the Stock Exchange pursuant to the Model Code.



## SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN SHARES AND UNDERLYING SHARES

As of December 31, 2020, to the best knowledge of the Directors, the following persons (other than a Director or chief executive of the Company) had interests or short positions in the Shares or underlying Shares which were required to be disclosed to the Company as required by Divisions 2 and 3 of Part XV of the SFO, or recorded in the register required to be kept by the Company under section 336 of the SFO:

Name of Shareholder	Capacity	Nature of interest	Number of Shares	Approximate percentage of the issued share capital of the Company (%)
FuXi Limited <sup>(1)</sup>	Beneficial interest	Long position	139,284,300	34.82
	Interest in controlled corporations	Long position	37,350,300	9.34
Zhangyuguo Holdings <sup>(2)</sup>	Beneficial interest	Long position	45,999,600	11.50
Shuiyingyu Holdings <sup>(3)</sup>	Beneficial interest	Long position	21,103,200	5.28
Luzhi Holdings <sup>(4)</sup>	Beneficial interest	Long position	39,433,800	9.86
Mr. Xu Jian (徐健) <sup>(4)</sup>	Interest in controlled corporations	Long position	39,433,800	9.86

*Notes:*

- (1) FuXi Limited directly holds 139,284,300 Shares, and its wholly-owned subsidiaries Fuzhi Holdings and Fuxu Holdings hold 37,350,300 Shares in total. Under the SFO, FuXi Limited is deemed to be interested in the Shares held by Fuzhi Holdings and Fuxu Holdings.
- (2) Mr. Zhang Yuguo holds the entire share capital of Zhangyuguo Holdings. Under the SFO, Mr. Zhang Yuguo is deemed to be interested in the Shares held by Zhangyuguo Holdings.
- (3) Mr. Shui Yingyu holds the entire share capital of Shuiyingyu Holdings. Under the SFO, Mr. Shui Yingyu is deemed to be interested in the Shares held by Shuiyingyu Holdings.
- (4) Luzhi Holdings is owned as to 14.52%, 3.65%, 2.99%, 2.72%, 2.72%, 34.36%, 10.24%, 3.39%, 3.21%, 7.14% and 11.00% by Mr. Yang Yuquan, Mr. Liu Lufeng, Ms. Shen Yaling, Mr. Wang Qiang, Ms. Guo Chenxi, Mr. Xu Jian, Mr. Ren Wei, Mr. Mei Qiaojun, Mr. Li Jun, Mr. Ding Chao and Mr. Chen Tianjun, respectively, each of whom an employee of the Group as of August 28, 2020, and 4.06% by Mr. Tian Xuan, who is a former employee of the Group. Under the SFO, because Mr. Xu Jian holds 34.36% of the total issued share capital of Luzhi Holdings, Mr. Xu Jian is deemed to be interested in the Shares held by Luzhi Holdings.

Save as disclosed above, as of December 31, 2020, the Company is not aware of any other person (other than the Directors or chief executives of the Company) who had an interest or short position in the Shares or underlying Shares of the Company as recorded in the register required to be kept by the Company pursuant to section 336 of the SFO.



### **MATERIAL LITIGATION**

From time to time, the Group may be subject to legal proceedings and claims that arise in the ordinary course of business. From the Listing Date up to December 31, 2020, the Company is not a party to any material legal proceedings.

From the Listing Date up to December 31, 2020, the Company had complied with applicable PRC laws and regulations in all material respects, and were not involved in any material non-compliance incidents.

### **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY**

During the Reporting Period, neither the Company nor any of its subsidiaries or Consolidated Affiliated Entities has purchased, sold or redeemed any of the Company's listed securities.

### **PRE-EMPTIVE RIGHTS**

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

### **DIRECTORS' INTEREST IN COMPETING BUSINESS**

On August 25, 2020, Mr. Zhaobihao, our executive Director and a Controlling Shareholder, has transferred its 70% of the equity interests in Luqu (Shanghai) Technology Co., Ltd. (祿趣(上海)科技有限公司) (a company previously engaged in products related to gaming transactions and gaming services) to a third party.

As at the date of this annual report, none of Directors or their associates was interested in any business which competes or is likely to compete, either directly or indirectly, with the business of the Group during the Reporting Period.





## FULLY EXEMPT CONTINUING CONNECTED TRANSACTION

The Group has entered into the following fully exempt continuing connected transaction during the Reporting Period.

### ***Property Lease Framework Agreement***

The Company entered into a property lease framework agreement on August 29, 2020 (the “**Property Lease Framework Agreement**”) with Wuhan Xunyue, pursuant to which, Wuhan Xunyue leases a property located in Wuhan, PRC (the “**Property**”) for use as office for its subsidiaries, including Wuhan Fulu, Wuhan Yiqiyou, Wuhan Lishuo, Wuhan Tianshi, Wuhan Souka and Hubei Kejin. The initial term of the Property Lease Framework Agreement and any separate contracts entered into under it shall expire on December 31, 2022 and such term can be renewed subject to mutual written consent of the Company and Wuhan Xunyue, and approval in accordance with applicable laws, regulations and the Listing Rules. Wuhan Xunyue will enter into separate contracts with the Group to set out specific terms and conditions of the relevant leases in accordance with the principles provided in the Property Lease Framework Agreement. The rental amount was determined following arm’s length negotiations between Wuhan Xunyue and the relevant member of the Group and calculated on a per month per square meter basis, with reference to (i) the historical rents of the Property; (ii) the prevailing market rents of similar premises in the same or nearby areas or similar locations in the PRC; and (iii) the historical trend and the expected increase in the rents in the PRC property market.

During the Reporting Period, the historical amounts of rental fees paid by the Group in respect of the Property was RMB790,000, lower than the Company’s expected annual cap of the transaction for that year. The Company expects that the maximum aggregate annual rental amounts payable to Wuhan Xunyue in respect of the Property Lease Framework Agreement for each of the two years ending December 31, 2022 shall not exceed RMB1.25 million and RMB1.3 million, respectively.

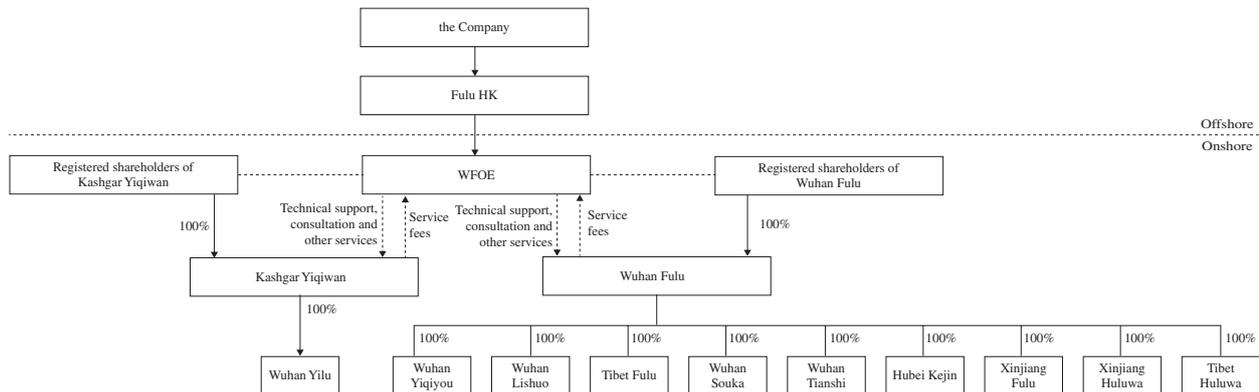
### ***Non-Exempt Continuing Connected Transaction***

The Group has entered into the following non-exempt continuing connected transactions during the Reporting Period.

### ***Contractual Arrangements***

WFOE, PRC Holdcos and those registered shareholders of the PRC Holdcos entered into a series of contractual agreements, pursuant to which, the Company has obtained effective control over the Consolidated Affiliated Entities, and can receive all economic benefits arising from the business operated by the Consolidated Affiliated Entities. Accordingly, the results of operations, assets and liabilities, and cash flows of the Consolidated Affiliated Entities are consolidated into the financial statements of the Company.

The following simplified diagram illustrates the flow of economic benefits from the Consolidated Affiliated Entities to WFOE and the Company stipulated under the Contractual Arrangements:



Notes:

- (1) The registered shareholders of Kashgar Yiqiwan are Mr. Zhang Yuguo (a Controlling Shareholder and an executive Director) and Ms. Shen Yaling (an employee of Wuhan Fulu), holding 99% and 1% equity interest in Kashgar Yiqiwan as designated by WFOE, respectively.
- (2) The registered shareholders of Wuhan Fulu are Mr. Fu Xi, Mr. Zhang Yuguo, Mr. Shui Yingyu, Mr. Zhao Bihao (all of whom are Controlling Shareholders and executive Directors), Tibet Fuxu and Tibet Fulong, holding 50.03%, 15.08%, 7.03%, 3.69%, 12.72% and 11.45% equity interest in Wuhan Fulu, respectively.
- (3) WFOE provides technical support, consultation and other services in exchange for service fees from Kashgar Yiqiwan. See “—Our Contractual Arrangements-Exclusive Business Cooperation Agreements” section in the Prospectus.
- (4) WFOE provides technical support, consultation and other services in exchange for service fees from Wuhan Fulu. See “—Our Contractual Arrangements-Exclusive Business Cooperation Agreements” section in the Prospectus.
- (5) The registered shareholders of Kashgar Yiqiwan executed an exclusive option agreement in favor of WFOE to grant WFOE an option to acquire all or part of the equity interests and/or assets in Kashgar Yiqiwan. See “—Our Contractual Arrangements-Exclusive Option Agreements” section in the Prospectus.

The registered shareholders of Kashgar Yiqiwan granted security interests in favor of WFOE over the entire equity interests in Kashgar Yiqiwan held by such registered shareholders. See “—Our Contractual Arrangements-Equity Pledge Agreements” section in the Prospectus.

The registered shareholders of Kashgar Yiqiwan executed the powers of attorney to appoint WFOE in relation to the exercise of the shareholder’s rights in Kashgar Yiqiwan. See “—Our Contractual Arrangements-Powers of Attorney” section in the Prospectus. The relevant individual shareholders of Kashgar Yiqiwan and the spouse of each relevant individual shareholders (where applicable) executed an undertaking in respect of his/her interests, See “—Our Contractual Arrangements-Confirmations from the Relevant Individual Shareholders” and “—Our Contractual Arrangements-Spouse Undertakings” sections in the Prospectus.



- (6) The registered shareholders of Wuhan Fulu executed an exclusive option agreement in favor of WFOE to grant WFOE an option to acquire all or part of the equity interests and/or assets in Wuhan Fulu. See “—Our Contractual Arrangements-Exclusive Option Agreements” section in the Prospectus.

The registered shareholders of Wuhan Fulu granted security interests in favor of WFOE over the entire equity interests in Wuhan Fulu held by such registered shareholders. See “—Our Contractual Arrangements-Equity Pledge Agreements” section in the Prospectus.

The registered shareholders of Wuhan Fulu executed the powers of attorney to appoint WFOE in relation to the exercise of the shareholder’s rights in Wuhan Fulu. See “—Our Contractual Arrangements-Powers of Attorney” section in the Prospectus.

The relevant individual shareholders of Wuhan Fulu and the spouse of each relevant individual shareholders (where applicable) executed an undertaking in respect of his/her interests, See “—Our Contractual Arrangements-Confirmations from the Relevant Individual Shareholders” and “—Our Contractual Arrangements-Spouse Undertakings” sections in the Prospectus.

- (7) “→” denotes direct legal and beneficial ownership in the equity interest.
- (8) “----→” denotes contractual relationship.
- (9) “----” denotes the control by WFOE over the registered shareholders of the PRC Holdcos and the PRC Holdcos through (1) powers of attorney to exercise all shareholders’ rights in the PRC Holdcos, (2) exclusive options to acquire all or part of the equity interests in the PRC Holdcos, and (3) equity pledges over the equity interests in the PRC Holdcos.

A description of each of the specific agreements under the Contractual Arrangements entered into among the WFOE, the PRC Holdcos and the registered shareholders is set out below:

***Exclusive Business Cooperation Agreements***

Pursuant to the exclusive business cooperation agreements entered into between the PRC Holdcos and WFOE on December 25, 2019 and the exclusive business cooperation agreements amended and restated on January 7, 2020 (the “**Exclusive Business Cooperation Agreements**”), the PRC Holdcos agreed to engage WFOE as its exclusive service provider to provide technical support, consultation and other services in return for service fees, including: the use of any relevant software legally owned by WFOE; development, maintenance and updating of software in respect of the PRC Holdcos’ business; design, installation, daily management, maintenance and updating of network systems, hardware and database design; providing technical support and staff training services to relevant employees of the PRC Holdcos; providing assistance in consultancy, collection and research of technology and market information (excluding market research business that wholly foreign-owned enterprises are prohibited from conducting under PRC laws); providing business management consultation; providing marketing and promotional services; providing customer order management and customer services; transfer, leasing and disposal of equipment or properties; and other relevant services requested by the PRC Holdcos from time to time to the extent permitted under the PRC laws.

Under the Exclusive Business Cooperation Agreements, the service fee shall consist of 100% of the total consolidated profit of the PRC Holdcos, after the deduction of any accumulated deficit, operating costs, expenses, taxes and other statutory contributions of the Consolidated Affiliated Entities in respect of the preceding financial year, and WFOE may be required to adjust the scope and amount of services fees according to PRC tax law and tax practices.

### ***Exclusive Option Agreements***

Pursuant to the exclusive option agreements entered into among the PRC Holdcos, WFOE and the registered shareholders of each of the PRC Holdcos on December 25, 2019 and the exclusive option agreements amended and restated on January 7, 2020 (the “**Exclusive Option Agreements**”), WFOE has the right to purchase, or to designate one or more persons/entities to purchase, all or any part of their equity interests in PRC Holdcos, and purchase, or to designate one or more persons/entities to purchase, from the PRC Holdcos of all or any part of the assets of the PRC Holdcos at any time and from time to time. The consideration in relation to purchasing shares from the registered shareholders of Wuhan Fulu or Kashgar Yiqiwan shall be RMB1 or the lowest price as permitted by the applicable PRC laws. The consideration in relation to purchasing assets from Wuhan Fulu or Kashgar Yiqiwan shall be the lowest price as permitted under the applicable PRC laws. The Exclusive Option Agreements will remain valid unless terminated upon the transfer of the entire equity of the PRC Holdcos held by the registered shareholders to WFOE or their designee.

### ***Equity Pledge Agreements***

Pursuant to the equity pledge agreements entered into among WFOE, the registered shareholders and the PRC Holdcos on December 25, 2019 and the exclusive option agreements amended and restated on January 7, 2020 (the “**Equity Pledge Agreements**”), the registered shareholders agreed to pledge all their respective equity interests in the PRC Holdcos that they own, including any interest or dividend paid for the shares, to WFOE as a security interest to guarantee the performance of contractual obligations and the payment of outstanding debts. The Equity Pledge Agreements in respect of the PRC Holdcos came into effect upon execution and shall remain valid until after all the contractual obligations of the registered shareholders and the PRC Holdcos under the relevant Contractual Arrangements have been fully performed and all the outstanding debts of the registered shareholders and the PRC Holdcos under the relevant Contractual Arrangements have been fully paid.

### ***Powers of Attorney***

Pursuant to the powers of attorney executed by the registered shareholders in respect to their rights in the PRC Holdcos on December 25, 2019 and January 7, 2020, respectively (the “**Powers of Attorney**”), the registered shareholders irrevocably appointed WFOE and its designated persons (including but not limited to the directors and their successors and the liquidators replacing such directors but excluding those non-independent or who may give rise to conflict of interests) as their attorneys-in-fact to exercise on their behalf, all the rights attached by the equity interests in the PRC Holdcos, and agreed and undertook not to exercise without such attorneys-in-fact's prior written consent, any and all rights that they have in respect of their equity interests in the PRC Holdcos. During the period that each registered shareholder holds the equity interests of the PRC Holdcos, the Powers of Attorney shall remain valid.



### ***Confirmations from the Relevant Individual Shareholders***

Each of the relevant individual shareholders of the PRC Holdcos, the general partner and limited partners of Tibet Fulong and Tibet Fuxu (the “**Relevant Individual Shareholders**”) has confirmed to the effect that (i) his/her spouse does not have the right to claim any interests in the respective registered shareholder of the PRC Holdcos (together with any other interests therein) or exert influence on the day-to-day management of the respective registered shareholder of the PRC Holdcos; and (ii) in the event of his/her disappearance, death, incapacity, divorce, marriage or any other event which causes his/her inability to exercise his/her rights as a shareholder of the respective registered shareholder of the PRC Holdcos, he/she will take necessary actions to safeguard his/her interests in the respective registered shareholder of the PRC Holdcos (together with any other interests therein) and his/her successors (including his/her spouse) will not claim any interests in the respective registered shareholder of the PRC Holdcos (together with any other interests therein) to the effect that the interests of such registered shareholders in the PRC Holdcos shall not be affected.

### ***Spouse Undertakings***

The spouse of each of the Relevant Individual Shareholders, where applicable, has signed an undertaking to the effect that (i) the respective Relevant Individual Shareholders' interests in the PRC Holdcos (together with any other interests therein) do not fall within the scope of communal properties, (ii) he/she has no right to or control over such interests of the respective Relevant Individual Shareholder and will not have any claim on such interests, and (iii) in the event of his/her divorce, he/she will take all necessary actions to ensure that the Contractual Arrangements are properly performed.

As advised by our PRC Legal Advisor, the Directors are of the view that (i) the above arrangements provide protection to the Group even in the event of death or divorce of any Relevant Individual Shareholder and (ii) the death or divorce of such shareholder would not affect the validity of the Contractual Arrangements, and WFOE or the Company can still enforce their rights under the Contractual Arrangements against the registered shareholders of the PRC Holdcos.

### ***The Foreign Investment Law***

On January 1, 2020, the Foreign Investment Law (外商投資法) (the “**FIL**”) and the Regulations for Implementation of the Foreign Investment Law of the People's Republic of China (the “**Implementation Regulations**”) came into effect and, replaced the previous laws regulating foreign investment in PRC, namely, the Sino-foreign Equity Joint Venture Enterprise Law, the Sino-foreign Cooperative Joint Venture Enterprise Law and the Wholly Foreign-invested Enterprise Law, together with their implementation rules and ancillary regulations. The FIL and its Implementation Regulations embody an expected regulatory trend in PRC to optimize its foreign investment regulatory regime in line with prevailing international practice and the legislative efforts to unify the corporate legal requirements for both foreign and domestic investments.



The FIL does not explicitly stipulate the contractual arrangements as a form of foreign investment. The FIL does not mention concepts including “de facto control” and “controlling through contractual arrangements” nor does it specify the regulation on controlling through contractual arrangements. Furthermore, the FIL does not specifically stipulate rules on the relevant businesses. Instead, the FIL stipulates that “foreign investors invest in PRC through any other methods under laws, administrative regulations, or provisions prescribed by the State Council”, which leaves leeway for future laws, administrative regulations or provisions promulgated by the State Council to provide for contractual arrangements as a method of foreign investment. On December 26, 2019, the Supreme People’s Court issued the Interpretations on Certain Issues Regarding the Applicable of Foreign Investment Law (the “**FIL Interpretations**”), which came into effect on January 1, 2020. In accordance with the FIL Interpretations, where a party concerned claims an investment agreement to be invalid on the basis that it is for an investment in the prohibited or restricted industries under the negative list and violates the restrictions set out therein, the courts should support such claim. In addition, the FIL does not specify what actions shall be taken with respect to the existing companies with a VIE structure, whether or not these companies are controlled by PRC entities and/or citizens.

Therefore, it is possible that future laws, administrative regulations or provisions of the State Council may stipulate contractual arrangements as a way of foreign investment. At that time, whether the Contractual Arrangements will be recognized as foreign investment, whether the Contractual Arrangements will be deemed to be in violation of the foreign investment access requirements and how the Contractual arrangements are to be handled will be uncertain.

Save as disclosed above, there were no other new contractual arrangements entered into, renewed and/or reproduced between the Group and the PRC Holdcos and/or Consolidated Affiliated Entities during the Reporting Period. There was no material change in the Contractual Arrangements and/or the circumstances under which they were adopted during the Reporting Period.

During the Reporting Period, none of the Contractual Arrangements had been unwound on the basis that none of the restrictions that led to the adoption of the Contractual Arrangements had been removed. As of December 31, 2020, the Company had not encountered interference or encumbrance from any PRC governing bodies in operating its businesses through its Consolidated Affiliated Entities under the Contractual Arrangements.

The revenue of the PRC Holdcos and their respective subsidiaries amounted to RMB328 million for the year ended December 31, 2020, representing approximately 100% of the total revenue of the Group. The total assets of the PRC Holdcos and their respective subsidiaries amounted to RMB1.221 billion as of December 31, 2020, representing approximately 87.6% of the total assets of the Group.



### ***Reasons for Adopting the Contractual Arrangements***

Our Consolidated Affiliated Entities conduct online cultural activities and value-added telecommunications service businesses on its e-commerce and information platform, which are subject to foreign investment restrictions in accordance with the Special Administrative Measure for Entity of Foreign Investment (Negative List). After consultation with our PRC Legal Advisor, the Company determined that it was not viable for it to hold its Consolidated Affiliated Entities directly through equity ownership. Instead, we decided that, in line with common practice in industries in the PRC subject to foreign investment restrictions, we would gain effective control over, and receive all the economic benefits generated by the businesses currently operated by the Consolidated Affiliated Entities through the Contractual Arrangements between the WFOEs, on the one hand, and the PRC Holdcos and the Registered Shareholders, on the other hand.

The Directors (including the independent non-executive Directors) are of the view that the continuing connected transactions set out above have been entered into in the Company's ordinary and usual course of business on normal commercial terms or better which are fair and reasonable and in the interests of the Company and the Shareholders as a whole.

Accordingly, notwithstanding that the transactions contemplated under the Contractual Arrangements technically constitute continuing connected transactions under Chapter 14A of the Listing Rules, the Directors consider that it would add unnecessary administrative costs to the Company for all the transactions contemplated under the Contractual Arrangements to be subject to strict compliance with the requirements set out under Chapter 14A of the Listing Rules, including, among other things, the announcement and approval by independent Shareholders.

### ***Risks Relating to the Contractual Arrangements***

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

- If the PRC government finds that the agreements that establish the structure for operating the Company's business do not comply with PRC laws and regulations, or if these regulations or their interpretations change in the future, the Company could be subject to severe penalties or be forced to relinquish its interests in those operations.
- Since the FIL remains relatively new, uncertainties exist with respect to the interpretation and implementation of the FIL and how it may impact the viability of the Company's current corporate structure, corporate governance and business operations.
- The Company's Contractual Arrangements may not be as effective in providing operational control as direct ownership, and its VIE shareholders may fail to perform their obligations under the Contractual Arrangements.
- The Company may lose the ability to use, or otherwise benefit from, the licenses, approvals and assets held by its VIEs, which could render it unable to conduct some or all of its business operations and constrain its growth.



- The Contractual Arrangements with the Company's VIEs may be subject to scrutiny by the tax authorities in China. Any adjustment of related party transaction pricing could lead to additional taxes, and therefore could substantially reduce its consolidated profit and the value of your investment.
- The equity holders, directors and executive officers of the VIEs may have potential conflicts of interest with the Company.
- The Company conducts its business operations in China through its VIEs by way of Contractual Arrangements, but certain of the terms of the Contractual Arrangements may not be enforceable under PRC laws.
- If the Company exercises the option to acquire equity ownership of its VIEs, the ownership transfer may subject us to certain limitations and substantial costs.

The Group has adopted measures to ensure the effective operation of the Group's businesses with the implementation of the Contractual Arrangements and its compliance with the Contractual Arrangements, including:

- (i) major issues arising from the implementation and compliance with the Contractual Arrangements or any regulatory enquiries from government authorities will be submitted to the Board, if necessary, for review and discussion on an occurrence basis;
- (ii) the Board will review the overall performance of and compliance with the Contractual Arrangements at least once a year;
- (iii) the Company will disclose the overall performance and compliance with the Contractual Arrangements in its annual reports; and
- (iv) the Company will engage external legal advisers or other professional advisers, if necessary, to assist the Board to review the implementation of the Contractual Arrangements, review the legal compliance of WFOE and its Consolidated Affiliated Entities to deal with specific issues or matters arising from the Contractual Arrangements.

In addition, notwithstanding that the executive Directors, Mr. Fu Xi (符熙), Mr. Zhang Yuguo (張雨果), Mr. Shui Yingyu (水英聿) and Mr. Zhao Bihao (趙筆浩) are the registered shareholders of Wuhan Fulu, and Mr. Zhang Yuguo (張雨果) is also the registered shareholder of Kashgar Yiqiwan, we believe that our Directors are able to perform their roles in the Group independently and the Group is capable of managing its business independently under the following measures:

- (a) the decision-making mechanism of the Board as set out in the Articles of Association includes provisions to avoid conflict of interest by providing, amongst other things, that in the event of conflict of interest in such contract or arrangement which is material, a Director shall declare the nature of his or her interest at the earliest meeting of the Board at which it is practicable for him or her to do so, and if he or she is to be regarded as having any material interest in any contracts or arrangements, such Director shall abstain from voting and not be counted in the quorum;



- (b) each of the Directors is aware of his fiduciary duties as a Director which requires, amongst other things, that he acts for the benefits and in the best interests of the Group;
- (c) we have appointed three independent non-executive Directors, comprising over one-third of the Board, to provide a balance of the number of interested Directors and independent Directors with a view to promoting the interests of the Company and the Shareholders as a whole; and
- (d) we will disclose in our announcements, circulars, annual and interim reports in accordance with the requirements under the Listing Rules regarding decisions on matters reviewed by the Board (including independent non-executive Directors) relating to any business or interest of each Director and his associates that competes or may compete with the business of the Group and any other conflicts of interest which any such person has or may have with the Group, where appropriate.

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

For the purposes of Chapter 14A of the Listing Rules, and in particular the definition of “connected person”, the Consolidated Affiliated Entities will be treated as the Company’s wholly owned subsidiaries, and their directors, chief executives or substantial shareholders (as defined in the Listing Rules) and their respective associates will be treated as the Company’s “connected persons” as applicable under the Listing Rules (excluding for this purpose, the Consolidated Affiliated Entities), and transactions between these connected persons and the Group (including for this purpose, the Consolidated Affiliated Entities), other than those under the Contractual Arrangements, will be subject to requirements under Chapter 14A of the Listing Rules.

The transactions contemplated under the Contractual Arrangements constitute continuing connected transactions of the Company.

In relation to the Contractual Arrangements, the Stock Exchange has granted a waiver from strict compliance with (i) the announcement, circular and independent shareholders’ approval requirements under Chapter 14A of the Listing Rules in respect of the transactions contemplated under the Contractual Arrangements pursuant to Rule 14A.105 of the Listing Rules, (ii) the requirement of setting an annual cap for the transactions under the Contractual Arrangements under Rule 14A.53 of the Listing Rules, and (iii) the requirement of limiting the term of the Contractual Arrangements to three years or less under Rule 14A.52 of the Listing Rules, for so long as the Shares are listed on the Stock Exchange, subject, however to the following conditions:

- (a) no change without independent non-executive Directors’ approval;
- (b) no change without independent Shareholders’ approval;
- (c) the Contractual Arrangements shall continue to enable the Group to receive the economic benefits derived by the Consolidated Affiliated Entities;

- (d) the Contractual Arrangements may be renewed and/or reproduced (i) upon expiry or (ii) in relation to any existing, newly established or acquired wholly foreign-owned enterprise or operating company (including a branch company), engaging in the same business as that of the Group, without obtaining Shareholders' approval, on substantially the same terms and conditions as the Contractual Arrangements; and
- (e) the Group will disclose details relating to the Contractual Arrangements on an ongoing basis.

***Annual Review by the Independent Non-executive Directors and the Auditor***

The independent non-executive Directors have reviewed the Contractual Arrangements outlined above, and confirmed that:

- (a) the transactions carried out during the period from the Listing Date to December 31, 2020 had been entered into in accordance with the relevant provisions of the Contractual Arrangements;
- (b) no dividends or other distributions had been made by the Company's Consolidated Affiliated Entities to the holders of its equity interests which were not otherwise subsequently assigned or transferred to the Group; and
- (c) any new contracts entered into, renewed and/or reproduced between the Group and the Consolidated Affiliated Entities during the Reporting Period are fair and reasonable, or advantageous to the Shareholders, so far as the Group is concerned and in the interest of the Shareholders as a whole.

The Auditor has carried out review procedures 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 annually on the transactions carried out pursuant to the Contractual Arrangements. The Auditor has confirmed in a letter to the Board that the transactions carried out pursuant to the Contractual Arrangements during the year ended December 31, 2020 had received the approval of the Board, had been entered into in accordance with the relevant provisions of the Contractual Arrangements and that no dividends or other distributions had been made by the Company's Consolidated Affiliated Entities to the holders of its equity interests which were not otherwise subsequently assigned or transferred to the Group. Certain related party transactions set out in Note 30 to the financial statements of this annual report will constitute connected transactions or continuing connected transactions under Chapter 14A of the Listing Rules and will be disclosed in this annual report, and are in compliance with the disclosure requirements under Chapter 14A of the Listing Rules. Saved as disclosed in this annual report, during the Reporting Period, the Company had no connected transactions or continuing connected transactions which are required to be disclosed in accordance with the provisions under Chapter 14A of the Listing Rules in relation to the disclosure of connected transactions and continuing connected transactions.



### DONATIONS

During the Reporting Period, the charitable and other donations made by the Group amounted to approximately RMB0.08 million.

### LEGAL PROCEEDINGS AND COMPLIANCE

During the Reporting Period, the Company was not involved in any material litigation or arbitration. Nor were the Directors aware of any material litigation or claims that were pending or threatened against the Company.

As far as the Board is aware, the Group has complied with the relevant laws and regulations that have a significant impact on the Group in all material respects.

### PERMITTED INDEMNITY PROVISION AND DIRECTORS AND OFFICERS LIABILITY INSURANCE

Under the Articles of Association, every Director or other officers of the Company shall be entitled to be indemnified against all actions, costs, charges, losses, damages and expenses which he may incur or sustain in or about the execution of his duties in his office. The Company has arranged appropriate insurance coverage in respect of legal action against its Directors and relevant officers.

### IMPORTANT EVENTS AFTER THE REPORTING PERIOD

Subsequent to the Reporting Period end, the Board recommended a final dividend of HKD0.32 per share for the year ended December 31, 2020, subject to the approval of Shareholders at the Company's forthcoming annual general meeting.

### AUDIT COMMITTEE

The Audit Committee, together with the Auditor, reviewed the accounting principles and policies adopted by the Group and the consolidated financial statements during the Reporting Period.

### CORPORATE GOVERNANCE

The Company is committed to maintaining high standards of corporate governance practices. Information on the corporate governance practices adopted by the Company is set out in the "Corporate Governance Report" of this annual report.

### SUFFICIENCY OF PUBLIC FLOAT

Based on information publicly available to the Company and to the best knowledge of the Directors, at least 25% of the Company's total issued shares, the prescribed minimum percentage of public float approved by the Stock Exchange and permitted under the Listing Rules, was held by the public at all times during the period from the Listing Date to the date of this annual report.

## AGM AND CLOSURE OF THE REGISTER OF MEMBERS

The Company intends to hold the AGM on Wednesday, May 12, 2021. The register of members of the Company will be closed from Friday, May 7, 2021 to Wednesday, May 12, 2021, both days inclusive, in order to determine the identity of the Shareholders who are entitled to attend the AGM, during which period no Share transfers will be registered. To be eligible to attend the AGM, all properly completed transfer forms accompanied by the relevant share certificates must be lodged for registration with the Company's Hong Kong share registrar, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong not later than 4:30 p.m. on Thursday, May 6, 2021.

Subject to the approval by the Shareholders at the AGM, the final dividend will be paid to the Shareholders whose names appear on the register of members of the Company on Friday, May 21, 2021. The register of members of the Company will also be closed from Tuesday, May 18, 2021 to Friday, May 21, 2021, both days inclusive, in order to determine the entitlement of the Shareholders to receive the final dividend. To qualify for the final dividend (subject to the approval of Shareholders), unregistered holders of Shares of the Company shall lodge relevant share transfer documents with the Company's Hong Kong share registrar for registration, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong not later than 4:30 p.m. on Monday, May 17, 2021.

## PROFESSIONAL TAX ADVICE RECOMMENDED

If the Shareholders are unsure about the tax implications of purchasing, holdings, disposing of, dealing in, or the exercise of any rights (including entitlements to any relief of taxation) in relation to, the Shares, they are advised to consult an expert.

## AUDITOR

Ernst & Young was appointed as the Auditor during the Reporting Period. The accompanying financial statements prepared in accordance with IFRSs have been audited by Ernst & Young.

Ernst & Young shall retire at the forthcoming AGM and, being eligible, will offer itself for re-appointment. A resolution for the re-appointment of Ernst & Young as the Auditor will be proposed at the AGM.

On behalf of the Board

**Fu Xi**  
*Chairman*

March 25, 2021



### CORPORATE GOVERNANCE REPORT

The Board is pleased to present the Corporate Governance Report of the Company for the period from the Listing Date to December 31, 2020.

### CORPORATE GOVERNANCE PRACTICES

The Board is committed to ensuring the Company adhere to a high standard of corporate governance. The Board believes that good corporate governance standards are essential in providing a framework for the Company to safeguard the interests of Shareholders, enhance corporate value, formulate its business strategies and policies, and enhance its transparency and accountability.

The Company has adopted and applied the principles as set out in the CG Code. The Board is of the view that during the period from the Listing Date to December 31, 2020, the Company has complied with all the applicable code provisions as set out in the CG Code, except for deviations from (1) code provision A.2.1 described in the paragraph headed “– Board of Directors – Chairman and Chief Executive Officer”; and (2) code provision A.2.7 described in the paragraph headed “– Board of Directors – Board Activity”. The Board will continue to review and monitor its corporate governance practice to ensure the compliance of the CG Code.

### MODEL CODE FOR SECURITIES TRANSACTIONS

The Company has adopted the Model Code as set out in Appendix 10 to the Listing Rules as its own code of conduct regarding Directors’ securities transactions. Having made specific enquiries of all Directors, each of the Directors has confirmed that he/she has complied with the required standards as set out in the Model Code for the period from the Listing Date to December 31, 2020.

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

### BOARD OF DIRECTORS

#### ***Responsibilities***

The Board is responsible for leading and controlling the Company and oversees the Group’s businesses, strategic decisions and performance and is collectively responsible for promoting the success of the Company by directing and supervising its affairs. The Board should make decisions objectively in the interests of the Company.

The Board, directly and indirectly through its committees, leads and provides direction to the management by laying down strategies and overseeing their implementation, monitors the Group’s operational and financial performance, and ensures that sound internal control and risk management systems are in place.



All Directors, including independent non-executive Directors, have brought a wide spectrum of valuable business experience, knowledge and professionalism to the Board for its efficient and effective functioning.

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

The Directors shall disclose to the Company details of other offices held by them and the Board regularly reviews the contribution required from each Director to perform his/her responsibilities to the Company.

The Board reserves its discretion on all major matters including policy matters, strategies and budgets, internal control and risk management, material transactions (in particular those that may involve conflict of interests), financial information, appointment of Directors and other significant operational matters of the Company.

Responsibilities relating to implementing decisions of the Board, directing and coordinating the daily operation and management of the Company are delegated to the senior management of the Group. The senior management administers, interprets, enforces, supervises the compliance with the internal policies and operational procedures and conducts regular reviews on such policies and procedures across different levels of the Group. The senior management communicates with the Board on a regular basis.

### ***Continuous Professional Development of Directors***

The Company believes education and training are important for maintaining an effective Board. Each Director has received formal and comprehensive training to ensure appropriate understanding of the business and operations of the Company and full awareness of Directors' responsibilities and obligations under the Listing Rules and relevant statutory requirements.

The Company arranges continuous professional development training to Directors such as internal briefings and provision of reading material on relevant topics to ensure Directors keep abreast of regulatory developments and changes in order to effectively perform their responsibilities and to ensure that their contribution to the Board remains informed and relevant. Directors also regularly meet with the senior management team to understand the Group's businesses, governance policies and regulatory environment. All Directors are also encouraged to attend relevant training courses.



The Directors pursued continuous professional development and relevant details are summarized as follows:

<b>Name of Director</b>	<b>Participated in continuous professional development<sup>(1)</sup></b>
<b><i>Executive Directors</i></b>	
Fu Xi (符熙)	√
Zhang Yuguo (張雨果)	√
Shui Yingyu (水英聿)	√
Zhao Bihao (趙筆浩)	√
Mao Feng (茅峰)	√
<b><i>Independent non-executive Directors</i></b>	
Li Wai Chung (李偉忠)	√
Wang Yuyun (王雨雲) (alias Wang Yuyun (王雨蘊))	√
Wong Sincere (黃誠思)	√

*Note:*

- (1) Attended training/seminar/conference arranged by the Company or other external parties or read relevant materials.

#### ***Chairman and Chief Executive Officer***

Pursuant to code provision A.2.1 of the CG Code, companies listed on the Stock Exchange are expected to comply with, but may choose to deviate from the requirement that the responsibilities between the chairman and the chief executive officer should be segregated and should not be performed by the same individual. However, the Company does not have a separate chairman and chief executive officer and Mr. Fu Xi currently performs these two roles. Mr. Fu Xi is a key person to the Group's establishment and development. With extensive experience in the industry, Mr. Fu Xi is responsible for the Group's strategies, corporate culture and oversees our senior management team. Mr. Fu Xi acting as both the chairman and the chief executive officer will provide strong and consistent leadership to the Group and facilitate the efficient execution of business strategies of the Company. The Directors consider it appropriate and beneficial to our business development and prospects that Mr. Fu Xi continues to act as both the chairman and the chief executive officer at the current stage of development of the Company, and therefore do not propose to separate these two roles. The Board considers that the balance of power and authority for the present arrangement will not be impaired and this structure will enable the Company to make and implement decisions promptly and effectively. The Board believes that vesting the roles of both the chairman and the chief executive officer in the same person has the benefit of ensuring consistent leadership within the Group and enables more effective and efficient overall strategic planning for the Group. The Board considers that the balance of power and authority for the present arrangement will not be impaired and this structure will enable the Company to make and implement decisions promptly and effectively. The Board will continue to review and consider splitting the roles of chairman and chief executive officer of the Company at a time when it is appropriate by taking into account the circumstances of the Group as a whole.

**Composition**

As at the date of this annual report, the Board is comprised of eight Directors, with five executive Directors and three independent non-executive Directors. From the Listing Date and up to the date of this annual report, there has been no change to the composition of the Board.

A list of Directors and their respective biographies are set out in the section headed “Directors and Senior Management” of this annual report.

The Board’s composition is in compliance with the requirement under Rule 3.10A of the Listing Rules that the number of independent non-executive directors must represent at least one-third of the Board. The Board believes that the balance between the executive Directors and the independent non-executive Directors is reasonable and adequate to provide sufficient checks and balances that safeguard the interests of the Shareholders and the Group. None of the members of the Board is related to one another.

The Board values the importance of professional judgment and advice provided by the independent non-executive Directors to safeguard the interests of the Shareholders. The independent non-executive Directors contribute diversified qualifications and experience to the Group by expressing their views in a professional, constructive and informed manner, actively participate in Board and committee meetings, and bring professional judgment and advice on issues relating to the Group’s strategies, policies, performance, accountability, resources, key appointments, standards of conduct, conflicts of interests and management process, with the Shareholders’ interests being the utmost important factor. The independent non-executive Directors also exercise their professional judgment and utilize their expertise to scrutinize the Company’s performance in achieving agreed corporate goals, and monitor performance reporting.

Further, in compliance with Rule 3.10 of the Listing Rules, one of the Company’s independent non-executive Directors has the appropriate professional qualifications of accounting or related financial management expertise, and provides valuable advice from time to time to the Board. The Company has also received from each independent non-executive Director an annual confirmation of his independence and the Nomination Committee has conducted an annual review and considers that all independent non-executive Directors are independent, taking into account of the independence guidelines set out in Rule 3.13 of the Listing Rules in the context of the length of service of each independent non-executive Director.

As part of the Company’s corporate governance practice to provide transparency to the investor community and in compliance with the Listing Rules and the CG Code, the independent non-executive Directors are clearly identified in all corporate communications containing the names of the Directors. In addition, an up-to-date list of Directors identifying the independent non-executive Directors and the roles and functions of the Directors is maintained on the Company’s website and the Stock Exchange’s website.



### Board Activity

The Board has only met two times during the period from the Listing Date to December 31, 2020. The attendance of each Director at Board and committee meetings of the Company, whether in person or by means of electronic communication, is detailed in the table below <sup>(note)</sup>:

Name of Director	Attendance/No. of Meetings Held during the period from the Listing Date to December 31, 2020			
	Board	Audit Committee	Remuneration Committee	Nomination Committee
<b>Executive Directors</b>				
Fu Xi	2/2	–	–	–
Zhang Yuguo	2/2	–	–	–
Shui Yingyu	2/2	–	–	–
Zhao Bihao	2/2	–	–	–
Mao Feng	2/2	–	–	–
<b>Independent non-executive Directors</b>				
Li Wai Chung	2/2	2/2	–	–
Wang Yuyun (王雨雲) (alias Wang Yuyun (王雨蘊))	2/2	2/2	–	–
Wong Sincere	2/2	2/2	–	–

*Note:* None of the general meeting was held during the period from the Listing Date to December 31, 2020.

At the Board meetings held during the period from the Listing Date to December 31, 2020, the Board discussed a wide range of matters, including the Company's financial and operational performances, approved interim results of the Company, business prospects and other significant matters.

For the period from the Listing Date to December 31, 2020, the Remuneration Committee and Nomination Committee did not hold any meetings.

Pursuant to code provision A.2.7 of the CG Code, the chairman should at least annually hold meetings with the independent non-executive directors without the presence of other directors. However, during the period from the Listing Date to December 31, 2020, the Company did not have any specific issues that required our chairman to discuss with our independent non-executive Directors at a meeting without the presence of other Directors. The Board held a meeting on March 25, 2021 to consider and approve the annual results of the Company for the year ended December 31, 2020. Our chairman held a meeting with our independent non-executive Directors without the presence of other Directors on the same day.



### **Corporate Governance Function**

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

- developing and reviewing the Company's policies and practices on corporate governance and making recommendations to the Board;
- reviewing and monitoring the training and continuous professional development of Directors and senior management;
- reviewing and monitoring the Company's policies and practices on compliance with legal and regulatory requirements;
- developing, reviewing and monitoring the code of conduct and compliance manual (if any) applicable to employees and Directors; and
- reviewing the Company's compliance with the provisions of the CG Code and disclosure in the Corporate Governance Report in accordance with the Listing Rules.

The Board has reviewed the policies and practices on corporate governance and this Corporate Governance Report.

### **BOARD COMMITTEES**

The Board has established three committees, namely, the Audit Committee, the Remuneration Committee and the Nomination Committee. All Board committees of the Company are established with specific written terms of reference which deal clearly with their authority and duties. The terms of reference of the Audit Committee, the Nomination Committee and the Remuneration Committee are available on the Company's website and the Stock Exchange's website.

#### **Audit Committee**

The Company has established the Audit Committee with written terms of reference in compliance with Rule 3.21 of the Listing Rules and the CG Code. The primary duties of the Audit Committee include the followings:

- (a) making recommendations to the Board on the appointment, re-appointment and removal of the external auditor;
- (b) reviewing and monitoring the external auditor's independence and objectivity and the effectiveness of the audit process in accordance with applicable standards;
- (c) developing and implementing policies on engaging an external auditor to supply non-audit services;



- (d) monitoring the integrity of the Company's financial statements, annual reports, accounts and half-yearly reports; and
- (e) reviewing financial information and monitoring the Company's financial reporting, financial controls, risk management and internal control systems.

The Audit Committee consists of three independent non-executive Directors, namely Mr. Li Wai Chung, Ms. Wang Yuyun and Mr. Wong Sincere. Mr. Li Wai Chung has been appointed as the chairman of the Audit Committee and is the independent non-executive Director with the appropriate professional qualifications.

During the period from the Listing Date to December 31, 2020, (1) the Audit Committee met two times. Individual attendance of each Audit Committee member is set out on page 58; and (2) the Audit Committee and the external auditor did not hold any meetings without the presence of the executive Directors. The Audit Committee and the external auditors held a meeting without the presence of executive Directors on March 25, 2021.

The Audit Committee's major work during the period from the Listing Date to December 31, 2020 includes:

- (a) reviewing the 2020 interim report;
- (b) reviewing compliance with CG Code, Listing Rules and relevant laws;
- (c) reviewing the Company's cybersecurity structure and the effectiveness of the Company's cybersecurity management and technology framework;
- (d) reviewing the Company's continuing connected transactions; and
- (e) reviewing the terms of engagement, independence and remuneration of the external auditor.

The Audit Committee annually reviews the relationship between the Company and its auditor and recognizes that the auditor's independence is a fundamental governance principle. The auditor should provide quarterly updates to the Audit Committee if any independence issue is identified and is required to give an annual confirmation on its independence. Having also reviewed the effectiveness of the external audit process as well as the independence and objectivity of the auditor, the Audit Committee is satisfied with this relationship. As such, the Audit Committee has recommended its re-appointment at the AGM.



### **Remuneration Committee**

The Company has established the Remuneration Committee with written terms of reference in compliance with Rule 3.25 of the Listing Rules and the CG Code. The primary duties of the Remuneration Committee include the following:

- (a) making recommendations to the Board on the Company's policy and structure for remuneration for all Directors and senior management;
- (b) reviewing and approving the management's remuneration proposals in accordance with the corporate goals and objectives determined by the Board;
- (c) establishing formal and transparent procedures for developing remuneration policy and structure to ensure that no Director or any of his/her associates will participate in deciding his/her own remuneration; and
- (d) advising Shareholders of the Company on how to vote in respect of any service contracts of Directors that require shareholders' approval in accordance with the Listing Rules.

The Remuneration Committee consists of three members, namely Ms. Wang Yuyun and Mr. Wong Sincere, the independent non-executive Directors and Mr. Fu Xi, the executive Director. Ms. Wang Yuyun has been appointed as the chairman of the Remuneration Committee.

During the period from the Listing Date to December 31, 2020, the Remuneration Committee did not hold any meeting. The Remuneration Committee held a meeting on March 25, 2021.

The Remuneration Committee's major work during the period from the Listing Date to December 31, 2020 includes:

- (a) reviewing the framework and structure of compensation and benefit; and
- (b) reviewing the compensation packages of directors and management.





### ***Nomination Committee***

The Company has established the Nomination Committee with written terms of reference in compliance with the CG Code. The primary duties of the Nomination Committee include the following:

- (a) reviewing the structure, size and composition of the Board;
- (b) identifying individuals suitably qualified to become Board members and selecting or making recommendations to the Board on the selection of individuals nominated for directorships;
- (c) assessing the independence of the independent non-executive Directors;
- (d) making recommendations to the Board on the appointment or re-appointment of Directors and succession planning for Directors; and
- (e) making recommendations on the appointment of Directors with due regard to the diversity policy of the Company and in accordance with the challenges and opportunities faced by the Company.

The Nomination Committee consists of three members, namely Mr. Wong Sincere and Mr. Li Wai Chung, the independent non-executive Directors and Mr. Fu Xi, the executive Director. Mr. Fu Xi has been appointed as the chairman of the Nomination Committee.

The Nomination Committee reviews at least annually the structure, size, composition (including the skills, knowledge and experience) and diversity of the Board and where appropriate, makes recommendations on changes to the Board to complement the Company's corporate strategy.

The Company regards increasing diversity at the Board level as an essential element in supporting the attainment of its strategic objectives and its sustainable development. The Company has implemented a board diversity policy. The Company's board diversity policy specifies that in designing the Board's composition, Board diversity has been considered from a number of aspects, including but not limited to gender, age, cultural and educational background, professional qualification, skills, knowledge and industry and regional experience. All appointments to the Board will be based on merit and the needs of its business from time to time, and taking into account the benefits of diversity to the Board. The Company aims to maintain an appropriate balance of diversity perspectives of the Board that are relevant to the Company's business growth.

The Nomination Committee has a primary responsibility for identifying suitably qualified candidates to become members of the Board and, in carrying out this responsibility, will give adequate consideration to the board diversity policy. In forming its perspective on diversity, the Nomination Committee will also take into account factors based on the Company's business model and specific needs from time to time, including but not limited to, skills, knowledge, experience, gender and background.



The Nomination Committee will ensure that the Board has the appropriate balance of skills, experience and diversity of perspectives that are required to support the execution of its business strategy and in order for the Board to be effective. The Nomination Committee will report annually on the Board's composition and make appropriate disclosures regarding the board diversity policy in the Corporate Governance Report of the Company's annual reports. It will also monitor the implementation of the board diversity policy.

Our Directors have a balanced mixed of knowledge and skills, including but not limited to overall business management, finance and accounting, investment and law. They obtained degrees in various majors including business administration, computer science, accounting, finance and law. Furthermore, our Board has a relatively wide range of ages, ranging from 32 years old to 57 years old, and we have both male and female representatives on the Board. The Board is of the view that our Board satisfies the Board Diversity Policy.

During the period from the Listing Date to December 31, 2020, the Nomination Committee did not hold any meeting. The Nomination Committee held a meeting on March 25, 2021.

The Nomination Committee's major work during the period from the Listing Date to December 31, 2020 includes:

- (a) reviewing and monitoring the implementation of the board diversity policy;
- (b) reviewing and assessing the structure, size, composition and diversity of the Board;
- (c) reviewing the re-election of Directors and its schedule; and
- (d) reviewing and assessing the independence of the independent non-executive Directors.

### **RISK MANAGEMENT AND INTERNAL CONTROL**

The Board acknowledges that it is the Board's responsibility to ensure that the Company has established and maintained adequate and effective risk management and internal control systems. The Board delegates its responsibility to the Audit Committee to review the practices of management with respect to risk management and internal control, including the design, implementation and supervision of risk management and internal control systems. This review formally takes place once a year, which includes an annual review on the effectiveness of the risk management and internal control systems. The Board is also responsible for overseeing the risk appetite of the Company including determining the risk level the Company expects and is able to take, and proactively considering, analysing and formulating strategies to manage the key risks that the Company is exposed to.

For the year ended December 31, 2020, the Board believes that the Group's risk management and internal control system are efficient and effective.





## ***Risk Management Policies***

To identify, assess and control risks to our business, we have designed and implemented policies and procedures to help ensure effective risk management in our operations. Our operations decision-making committee formulates our risk management policies, strategies and plans. Our legal department is responsible for identifying, evaluating and managing operational risks. Each of our business departments monitors and evaluates our risk management and internal control policies and procedures.

Our risk management policies cover the material aspects of our operations, including:

- fund allocation and management;
- counterparty risk management;
- sales process management, including closely monitoring the sale of digital goods. For example, we set parameters in our system in advance of market campaigns to help ensure our platform does not facilitate digital goods transactions at prices beyond the ranges prescribed by digital goods vendors;
- legal compliance;
- intellectual property protection;
- human resource management;
- financial reporting management; and
- corporate governance.

## ***Major Risks of the Company***

In 2020, the management of the Company identified various risks in business operation through the above risk management process. Below is a summary of the risks faced by the Company along with the applicable response strategies. With the growth of business scale, scope, complexity and the changing external environment, the Company's risk profile may change and the list below is not intended to be exhaustive.

### *Policy and Regulatory Risk*

Our business is subject to regulation by various governmental agencies in China, including the Ministry of Commerce, the Ministry of Industry and Information Technology, and the Ministry of Culture and Tourism. These regulations relate to games, e-commerce, foreign direct investment, intellectual property rights, consumer protection and data privacy, foreign exchange and taxation and related areas of law. The regulatory framework governing the industry is also evolving and is expected to remain uncertain in the foreseeable future. Changes in regulatory policies may affect the development of our business.



The Company has established dedicated departments and teams, continuously expanded professional talents and hired multiple external professional consultants, maintained close communication with business department, actively paid attention to regulatory trends and changes in related laws and regulations, and adjusted strategies accordingly to take countermeasures so as to ensure that the Company continues to develop the its business in compliance with relevant regulatory requirements.

### *Market Competition Risk*

We face fierce competition imposed by companies that provide digital goods and services. Suppliers of digital goods may sell digital goods to consumers, directly or through other online or offline digital goods consumption scenarios. New competitor may enter the digital goods industry in China, and we may face new competitor as we expand our business into new industry segment.

The management of the Company pays close attention to the changing trend of the industry and the market and attaches great importance to the changes in user experience and needs. The management has been committed to innovative business planning and layout, actively explores and promotes new businesses, strengthens cooperation with business partners and continuously improves technological innovation and market competitiveness by recruiting more outstanding talents and constantly optimizing organizational structure.

### *Information System Risk*

Our platform generates and processes a large quantity of data. As a result, we face risks inherent in accessing and handling large volumes of data, including those associated with the followings:

- protecting the data hosted on our technology systems, including against attacks on our systems by outside parties or employee error or malfeasance;
- addressing concerns related to data privacy, sharing and security; and
- complying with laws, rules and regulations governing the use and disclosure of personal information.

The Company has established an effective risk management mechanism. Through a series of assessment and analysis in advance, the Company continuously optimizes the technical system and keeps reducing the possibility of information system risk. Furthermore, the Company also conducts information security awareness training and publicity regularly to enhance employees' awareness of protecting sensitive information.

### *Operational Risk*

The performance, reliability and availability of our platform and underlying technology infrastructure are critical to our operations, reputation and our ability to attract and retain platform participants. A system outage, malfunction or data loss could hamper our ability to provide services. In addition, the operation of the Company may be affected by the natural disasters and other calamities. Fire, floods, typhoons, earthquakes, power loss, telecommunications failures, break-ins, war, riots, terrorist attacks or similar events may cause server interruptions, breakdowns, system failures or internet failures. These incidents could cause the loss or corruption of data or malfunctions of software or hardware and adversely affect our ability to provide our services.



The Company has set up a special team to deal with operational risk, assess emergencies and take emergency measures to ensure the smooth operation of the business.

### INTERNAL CONTROL

Our Board is responsible for establishing our internal control system and reviewing its effectiveness. We have formulated comprehensive internal control policies and measures to manage emergencies, including public security incidents, operations incidents, network security incidents, natural disasters, and legal and policy events. In addition, the Company has already modified and implemented our internal audit policies based on the Listing Rules, formulated and enhanced sales and procurement procedures, established and implemented certain policies and procedures with respect to assets, treasury, human resources, taxation, investment and general information systems controls and established and implemented review and approval procedures, as well as policies regarding financial reporting, so as to ensure the effective operation of risk management and internal control.

Our operation decision-making committee is ultimately responsible for emergency management. Its responsibilities include:

- commanding and coordinating emergency preparation, responding and handling;
- determining specific emergency response-related matters;
- determining members of the emergency response team and their tasks;
- supervising and managing the establishment and operation of emergency systems;
- reporting and publishing the progress of emergency management; and
- coordinating with outside parties with respect to emergency management.

We have established an emergency response team under the operation decision-making committee which is responsible for implementing emergency plans formulated by, and reporting emergency events to, the operation decision-making committee.

We divide emergency response levels into level I responses (company level) and level II responses (department level) based on a range of factors relating to the emergency event, including its nature, severity, manageability and scope, among other factors. After we become aware of an emergency event, we evaluate the event to determine the applicable emergency response level and then take corresponding measures in response to the event.

We also formulated specific emergency handling plans for particular emergency events. For example, on January 22, 2020, we formed a company-wide COVID-19 emergency handling plan and established a contingency handling team to monitor COVID-19-related contingencies.



### ***Effectiveness of Risk Management and Internal Control***

The Audit Committee, on behalf of the Board, continuously reviews the risk management and internal control systems of the Company. The review process comprises, among other things, meetings with management of business groups, the internal audit team, legal personnel and the external auditors, reviewing the relevant work reports and information of key performance indicators, and discussing the major risks with the senior management of the Company. The Board is of the view that during the Reporting Period, the risk management and internal control systems of the Company are effective and adequate.

In addition, the Board believes that the Company's accounting and financial reporting functions have been performed by employees with appropriate qualifications and experience and that such employees have received appropriate and sufficient training and development. Based on the audit report of the Audit Committee, the Board also believes that sufficient resources have been obtained for the Company's internal audit function and that its employees' qualifications and experience, training programs and budgets are sufficient.

### **POLICY ON THE DISCLOSURE OF INSIDE INFORMATION**

The Company has put in place an internal policy for the handling and disclosure of inside information in compliance with the SFO. The internal policy sets out the procedures and internal controls for the handling and dissemination of inside information in a timely manner and provides the Directors, senior management and relevant employees a general guide in monitoring information disclosure and responding to enquiries.

Control procedures have been implemented to ensure that unauthorized access and use of inside information are strictly prohibited.

### **CONVENING OF EXTRAORDINARY GENERAL MEETING AND PUTTING FORWARD PROPOSALS**

Shareholders may put forward proposals for consideration at a general meeting of the Company according to the Articles of Association. Any one or more members holding as 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 at all times have the right, by written requisition, to require an extraordinary general meeting of the Company to be called by the Board for the transaction of any business specified in such requisition. A written requisition shall be deposited at the Company's principal place of business in Hong Kong. If within 21 days of such deposit the Board fails to proceed to convene such meeting to be held within a further 21 days, the requisitionist(s) themselves or any of them representing more than one-half of the total voting rights of all of them, may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed to the requisitionist(s) by the Company.

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



## COMMUNICATIONS WITH SHAREHOLDERS

The Company strives to provide ready, fair, regular and timely disclosure of information that is material to the investor community. Therefore, the Company works to maintain effective and on-going communication with Shareholders so that they, along with prospective investors, can exercise their rights in an informed manner based on a good understanding of the Group's operations, businesses and financial information. The Company also encourages Shareholders' active participation in annual general meetings and other general meetings or other proper means. General meetings can provide an opportunity for communication between the Directors, senior management and the Shareholders. The Company recognizes the importance of effective communication with Shareholders and encourages them to attend general meetings to raise any concerns they might have with the Board or the senior management directly. Board members and appropriate senior management of the Company are available at such meetings to respond to enquiries raised by the Shareholders.

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

The Company has developed and maintains a shareholders' communication policy with the objective of promoting effective and on-going communication between the Company and the Shareholders, which is available on the Company's website at "[www.fulu.com](http://www.fulu.com)". The Company's website is maintained as a communication platform with the Shareholders, where information on the Company's announcements, reports, financial information and other information are available for public access.

A summary of the disclosure of interests of the substantial shareholders of the Company is set out in the section headed "Directors' Report" of this annual report.

### ***Enquiries to the Board***

Shareholders who intend to put forward their enquiries about the Company to the Board can send their enquiries to the headquarters of the Company at 2nd Floor, Building B2, Optics Valley Financial Port, No. 77 Guanggu Avenue, East Lake High-tech Development Zone, Wuhan, Hubei Province, the PRC to the attention of the Joint Company Secretaries or send an email to [IR@fulu.com](mailto:IR@fulu.com).

The Company welcomes the views and enquiries of the Shareholders. Enquiries to the Board or senior management of the Company will be dealt with in an informative and timely manner.



### UNDERTAKING GIVEN BY OUR CONTROLLING SHAREHOLDERS

#### ***Deed of Non-competition***

Each of our Controlling Shareholders has undertaken to us in the deed of non-competition (the “**Deed of Non-competition**”) that he/it will not, and will procure his/its close associates (other than members of our Group) not to directly or indirectly (whether or not through his/its own, jointly with any person, corporation, partner, joint venture or any other contractual arrangements, and whether or not in exchange for profit or other benefits) participate, acquire or hold any right or interest in or otherwise be involved in or undertake any business that directly or indirectly competes, or may compete, with the existing business activity of our Group or any business activities which our Group may undertake in the future (in all cases, whether or not as shareholder, partner, agent or any other capacity, and whether or not for profits, returns or any benefits) (the “**Restricted Activity**”), or hold shares or interest in any companies or business that compete directly or indirectly with the business engaged by our Group from time to time except where our Controlling Shareholders hold less than 5% of the total issued share capital of any company (whose shares are listed on the Stock Exchange or any other stock exchange) which is engaged in any business that is or may be in competition with any business engaged by any member of our Group and they do not control over the board of directors of such company.

Further, each of our Controlling Shareholders has undertaken to procure that if any new business investment or other business opportunity relating to the Restricted Activity (the “**Competing Business Opportunity**”) is identified by or made available to him/it or any of his/its close associates, he/it shall, and shall procure that his/its close associates shall, refer such Competing Business Opportunity to our Company on a timely basis and refer the Competing Business Opportunity to our Company by giving written notice to our Company of such Competing Business Opportunity within 30 business days of identifying the target company (if relevant) and the nature of the Competing Business Opportunity, the investment or acquisition costs and all other details reasonably necessary for our Company to consider whether to pursue such Competing Business Opportunity.

Our Controlling Shareholders have confirmed that since the execution of the Deed of Non-competition on August 29, 2020 up till the Latest Practicable Date, they have complied with the Deed of Non-competition. Our independent non-executive Directors have reviewed the compliance with the Deed of Non-competition by our Controlling Shareholders and confirmed that our Controlling Shareholders complied with the Deed of Non-competition since the execution of the Deed of Non-competition on August 29, 2020 up to the Latest Practicable Date.



## JOINT COMPANY SECRETARIES

Mr. Mao Feng, a joint company secretary of the Company, is responsible for advising the Board on corporate governance matters and ensuring that the Board policies and procedures, as well as the applicable laws, rules and regulations are followed.

In order to uphold good corporate governance and ensure compliance with the Listing Rules and applicable Hong Kong laws, the Company also engaged Ms. Lam Yuk Ling, a manager of the listing services department of TMF Hong Kong Limited, as the other joint company secretary to assist Mr. Mao discharge his duties as company secretary of the Company. Ms. Lam's primary contact person at the Company is Mr. Mao.

For the year ended December 31, 2020, Mr. Mao and Ms. Lam undertook not less than 15 hours of relevant professional training respectively in compliance with Rule 3.29 of the Listing Rules.

## REMUNERATION OF DIRECTORS AND SENIOR MANAGEMENT

Please refer to Note 8 to the financial statements of this annual report for details of remuneration of Directors for the year ended December 31, 2020.

Details of the remuneration by band of Directors and senior management of the Company, whose biographies are set out in the section headed "Directors and Senior Management" of this annual report, for the year ended December 31, 2020 are set out below:

<b>Remuneration band (RMB)</b>	<b>Number of individuals</b>
0	0
1–5,000,000	11
>5,000,000	0

## DIRECTORS' RESPONSIBILITY IN RESPECT OF THE FINANCIAL STATEMENTS

The Directors acknowledge their responsibility for preparing the financial statements of the Company for the year ended December 31, 2020, and are aware of any material uncertainties relating to events or conditions that may cast significant doubt upon the Company's ability to continue as a going concern.

The statement of the Auditors about their reporting responsibilities on the financial statements is set out in the section headed "Independent Auditor's Report" of this annual report.



### AUDITOR'S REMUNERATION

The remuneration for the audit and non-audit services provided by the Auditor to the Group during the year ended December 31, 2020 was approximately as follows:

<b>Type of Services</b>	<b>Amount (RMB'000)</b>
Audit and audit-related services	2,500
Non-audit services	0
<b>Total</b>	<b>2,500</b>

Auditor's remuneration is the remuneration paid by the Group for the 2020 audit service provided by the Auditor.

### CHANGES IN CONSTITUTIONAL DOCUMENTS

No changes to the Articles of Association of the Company during the period from the Listing Date up to December 31, 2020.





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### To the board of directors of Fulu Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

## OPINION

We have audited the consolidated financial statements of Fulu Holdings Limited (the “Company”) and its subsidiaries (together, the “Group”) set out on pages 77 to 151, which comprise the consolidated statement of financial position as at 31 December 2020, and the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

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

## BASIS FOR OPINION

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

## KEY AUDIT MATTERS

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

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

## Key audit matter

## How our audit addressed the key audit matter

### *Revenue recognition of digital goods-related services*

During the year ended 31 December 2020, the Group recognised digital goods-related services revenue of RMB254,234,000, which is recorded on a net basis since the Group considered that it is acting as an agent rather than as a principal based on its assessment of control over the specified digital goods. As the amount of digital goods-related services revenue is significant and significant judgements are required in determining whether the Group is acting as an agent or a principal in a transaction with a customer, we considered the revenue recognition of digital goods-related services a key audit matter.

The disclosures of revenue recognition of digital goods-related services are included in note 3.1, note 3.2 and note 5 to the consolidated financial statements.

Our procedures included, among others, testing key controls of digital goods-related services processes, including the controls on digital goods movement, on a sampling basis with the assistance of our internal IT specialists. We also reconciled the transaction data in the operating system with the amounts recorded in the accounting system. We reviewed key terms of digital goods-related services contracts on a sampling basis to assess management's judgements on principal versus agent considerations.

We also assessed the adequacy of related disclosures in the consolidated financial statements.

### *Expected credit losses of trade receivables, contract assets and financial assets included in prepayments, other receivables and other assets*

The balance of trade receivables, contract assets and prepayments, other receivables and other assets as at 31 December 2020 was RMB132,048,000, RMB36,345,000 and RMB569,536,000, respectively.

The Group uses external credit ratings and historical credit loss experience of the industry to calculate expected credit losses ("ECLs") for trade receivables and contract assets under the simplified approach and for refundable prepayments, deposits and other receivables under the general approach. The observed default rates of the industry are adjusted with forward-looking information. The aforementioned process was complex and involved significant judgements and estimates. Accordingly, we considered expected credit losses on financial assets and contract assets are key audit matters.

The disclosures of expected credit losses are included in note 3.1, note 3.2, note 18, note 19 and note 20 to the consolidated financial statements.

Our audit procedures included, among others, evaluating the assumptions and methodologies used by the Group, in particular, the default rates, losses given default and forward-looking adjustments, with the assistance of our internal valuation specialists. We tested the source data used for calculation such as the gross amounts of assets and external credit ratings, and checked the arithmetic correctness of the Group's calculation.

We also assessed on the adequacy of related disclosures in the consolidated financial statements.



### OTHER INFORMATION INCLUDED IN THE ANNUAL REPORT

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

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

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

### RESPONSIBILITIES OF THE DIRECTORS FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with IFRSs issued by the IASB 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 of the Company are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors of the company either intend to liquidate the Group or to cease operations or have no realistic alternative but to do so.

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

### 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. Our report is made 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 HKSAAs 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 HKSAAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

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

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



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

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

The engagement partner on the audit resulting in this independent auditor's report is Siu Fung Terence Ho.

**Ernst & Young**

*Certified Public Accountants*

Hong Kong

25 March 2021

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

Year ended 31 December 2020

	Notes	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<b>REVENUE</b>	5	<b>328,210</b>	241,919
Cost of sales		<b>(67,852)</b>	(48,403)
Gross profit		<b>260,358</b>	193,516
Other income and gains	5	<b>22,267</b>	7,789
Selling and distribution expenses		<b>(62,174)</b>	(37,249)
Administrative expenses		<b>(58,732)</b>	(47,549)
Research and development costs		<b>(25,577)</b>	(20,508)
Impairment losses on financial and contract assets, net	6	<b>(635)</b>	(2,433)
Other expenses		<b>(7,588)</b>	(274)
Finance costs	7	<b>(5,641)</b>	(7,948)
<b>PROFIT BEFORE TAX</b>	6	<b>122,278</b>	85,344
Income tax expense	10	<b>(1,380)</b>	(4,729)
<b>PROFIT AND TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>120,898</b>	80,615
Attributable to:			
Owners of the parent		<b>120,898</b>	80,638
Non-controlling interests		–	(23)
		<b>120,898</b>	80,615
<b>EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT</b>			
Basic and diluted			
For profit for the year (RMB)	12	<b>0.37</b>	0.27

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

31 December 2020

	Notes	2020 RMB'000	2019 RMB'000
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	13	1,550	2,781
Right-of-use assets	14	3,951	2,489
Goodwill	15	674	674
Other intangible assets	16	6,603	5,810
Investment in an associate		40	–
Deferred tax assets	17	8,021	4,043
Pledged deposits	22	145,000	–
Total non-current assets		165,839	15,797
<b>CURRENT ASSETS</b>			
Trade receivables	18	132,048	53,419
Contract assets	19	36,345	54,727
Prepayments, other receivables and other assets	20	569,536	338,627
Due from related parties	30	12,231	12,380
Financial assets at fair value through profit or loss	21	3,983	–
Pledged deposits	22	50	600
Restricted cash	22	15,901	–
Cash and cash equivalents	22	457,892	8,983
Total current assets		1,227,986	468,736
<b>CURRENT LIABILITIES</b>			
Trade payables	23	38,197	23,476
Other payables and accruals	24	98,475	117,513
Lease liabilities	14	2,211	1,580
Due to related parties	30	–	3,441
Interest-bearing bank and other borrowings	25	138,800	61,480
Tax payable		8,248	7,212
Dividends payable	26	–	15,000
Total current liabilities		285,931	229,702
<b>NET CURRENT ASSETS</b>		<b>942,055</b>	<b>239,034</b>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>1,107,894</b>	<b>254,831</b>
<b>NON-CURRENT LIABILITIES</b>			
Lease liabilities	14	1,811	1,067
Total non-current liabilities		1,811	1,067
<b>Net assets</b>		<b>1,106,083</b>	<b>253,764</b>
<b>EQUITY</b>			
Equity attributable to owners of the parent			
Share capital	27	273	70
Reserves	28	1,105,810	253,694
		1,106,083	253,764
Non-controlling interests		–	–
<b>Total equity</b>		<b>1,106,083</b>	<b>253,764</b>

Mr. Fu Xi  
Director

Mr. Mao Feng  
Director





## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Year ended 31 December 2020

### Year ended 31 December 2019

	Attributable to owners of the parent									
	Notes	Share capital RMB'000	Share Premium* RMB'000	Merger reserve and others* RMB'000 (note 28)	Share-based payment reserve* RMB'000 (note 28)	Statutory surplus reserve* RMB'000 (note 28)	Retained profits* RMB'000	Total RMB'000	Non-controlling interests RMB'000	Total equity RMB'000
At 1 January 2019		-	-	19,689	23,798	14,362	128,283	186,132	(250)	185,882
Profit for the year		-	-	-	-	-	80,638	80,638	(23)	80,615
Issue of shares	27	70	-	-	-	-	-	70	-	70
Appropriations to statutory surplus reserve	28	-	-	-	-	1,970	(1,970)	-	-	-
Equity-settled share-based payments		-	-	-	19,924	-	-	19,924	-	19,924
Dividends paid to the then shareholders	11	-	-	-	-	-	(32,727)	(32,727)	-	(32,727)
Acquisition of non-controlling interests		-	-	(273)	-	-	-	(273)	273	-
At 31 December 2019		70	-	19,416	43,722	16,332	174,224	253,764	-	253,764

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Year ended 31 December 2020

## Year ended 31 December 2020

	Notes	Attributable to owners of the parent								
		Share capital RMB'000	Share Premium* RMB'000	Merger reserve and others* RMB'000 (note 28)	Share-based payment reserve* RMB'000 (note 28)	Statutory surplus reserve* RMB'000 (note 28)	Retained profits* RMB'000	Total RMB'000	Non-controlling interests RMB'000	Total equity RMB'000
At 1 January 2020		70	-	19,416	43,722	16,332	174,224	253,764	-	253,764
Profit for the year		-	-	-	-	-	120,898	120,898	-	120,898
Capitalisation issue	27	135	(135)	-	-	-	-	-	-	-
Issue of shares from initial public offering	27	68	776,101	-	-	-	-	776,169	-	776,169
Shares issue expenses		-	(44,748)	-	-	-	-	(44,748)	-	(44,748)
Appropriations to statutory surplus reserve	28	-	-	-	-	3,592	(3,592)	-	-	-
At 31 December 2020		273	731,218	19,416	43,722	19,924	291,530	1,106,083	-	1,106,083

\* These reserve accounts comprise the consolidated reserves of RMB1,105,810,000 (2019: RMB253,694,000) in the consolidated statement of financial position.

# CONSOLIDATED STATEMENT OF CASH FLOWS

Year ended 31 December 2020

	Notes	2020 RMB'000	2019 RMB'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before tax		122,278	85,344
Adjustments for:			
Depreciation of property, plant and equipment	6	1,218	1,651
Amortisation of intangible assets	6	719	352
Depreciation of right-of-use assets	6	2,097	1,979
Interest income	5	(4,113)	(56)
Finance costs	7	5,641	7,948
Equity-settled share-based payment expenses	6	–	19,924
Loss on disposal of property, plant and equipment		18	16
Financial assets at fair value through profit or loss		17	–
Gain on disposal of right-of-use assets		–	(93)
Foreign exchange loss		9,255	–
		<b>137,130</b>	117,065
Increase in trade receivables		(78,629)	(21,584)
Decrease/(increase) in contract assets		18,382	(19,729)
Increase in prepayments, other receivables and other assets		(231,216)	(27,924)
Decrease/(increase) in amounts due from related parties		79	(7,267)
Increase in restricted cash		(15,901)	–
Increase in trade payables		14,721	12,807
(Decrease)/increase in other payables and accruals		(26,108)	12,472
		<b>(181,542)</b>	65,840
Cash (used in)/generated from operations		(181,542)	65,840
Income tax paid		(4,322)	(9,153)
		<b>(185,864)</b>	56,687
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of financial products issued by banks		(570,000)	–
Proceeds from disposal of financial products issued by banks		566,000	–
Investment in an associate		(40)	–
Purchases of property, plant and equipment		(50)	(1,231)
Addition to intangible assets		(1,512)	(5,317)
Interest received		2,580	56
Proceeds from disposal of property, plant and equipment		45	19
		<b>(2,977)</b>	(6,473)
Net cash flows used in investing activities		(2,977)	(6,473)

# CONSOLIDATED STATEMENT OF CASH FLOWS

Year ended 31 December 2020

	Notes	2020 RMB'000	2019 RMB'000
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Capital contribution from the then shareholders		70	–
Proceeds from issue of shares under initial public offering	27	776,169	–
Payment of listing expenses		(36,051)	–
(Increase)/decrease in pledged deposits		(144,450)	3,450
New bank and other borrowings		521,643	287,940
Principal portion of lease payments		(2,184)	(1,959)
Repayment of bank and other borrowings		(444,323)	(319,420)
Borrowings from related parties		83,490	25,430
Repayment of loans from related parties		(86,931)	(23,543)
Dividends paid to the shareholders		(15,000)	(17,727)
Interest paid		(5,428)	(7,379)
Net cash flows from/(used in) financing activities		647,005	(53,208)
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>			
Effect of foreign exchange rate changes, net		(9,255)	–
Cash and cash equivalents at beginning of the year		8,983	11,977
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR</b>			
	22	457,892	8,983
<b>ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS</b>			
Cash and bank balances	22	618,843	9,583
Less: Pledged bank balances and restricted cash	22	(160,951)	(600)
		457,892	8,983

## 1 CORPORATE AND GROUP INFORMATION

The Company is a limited liability company incorporated in the Cayman Islands on 31 October 2019. The registered office address of the Company is Harneys Fiduciary (Cayman) Limited, 4th Floor, Harbour Place, 103 South Church Street, P.O. Box 10240, Grand Cayman, Cayman Islands. The shares of the Company have been listed on the Main Board of the Stock Exchange of Hong Kong Limited (the “Stock Exchange”) since 18 September 2020 (the “Listing Date”).

During the year, the subsidiaries now comprising the Group were principally engaged in the provision of services to facilitate digital goods transactions and online stores operating services.

In the opinion of the directors, the ultimate controlling shareholder of the Group is Mr. Fu Xi.

### Information about subsidiaries

Name of company	Notes	Date and place of incorporation/ registration and place of operations	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the		Principal activities
				Company	Direct	
Fulu (HONGKONG) LIMITED 福祿（香港）有限公司	(a)	21 November 2019 Hong Kong China	HKD1	100%	–	Investment holding
Wuhan Fulu Technology Co., Ltd. （“WFOE”）福祿（武漢）科技 有限公司	(b)	25 December 2019 People’s Republic of China (“PRC”)/ Mainland China	RMB210,000,000	–	100%	Investment holding
Wuhan Fulu Internet Technology Co., Ltd. (“Wuhan Fulu”) 武漢福祿網絡科技有限公司	(c)	24 March 2009 PRC/Mainland China	RMB19,688,935	–	100%	Provision of services to facilitate digital goods transactions and online stores operating services
Tibet Fulu Internet Technology Co., Ltd. 西藏福祿網絡科技有限公司	(c)	8 December 2016 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions and online stores operating services
Wuhan Souka Technology Co., Ltd. 武漢搜卡科技有限公司	(c)	8 June 2017 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions
Hubei Kejin Internet Technology Co., Ltd. 湖北氫金網絡科技 有限公司	(c)	22 May 2017 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions



1 CORPORATE AND GROUP INFORMATION (CONTINUED)

Information about subsidiaries (continued)

Name of company	Notes	Date and place of incorporation/ registration and place of operations	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the		Principal activities
				Company Direct	Indirect	
Wuhan Tianshi Technology Co., Ltd. 武漢天識科技有限公司	(c)	24 July 2014 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions
Wuhan Yiqiyou Internet Technology Co., Ltd. 武漢一起游網絡科技有限公司	(c)	4 June 2012 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions
Wuhan Lishuo Technology Co., Ltd. 武漢立碩科技有限公司	(c)	6 January 2017 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions
Xinjiang Fulu Internet Technology Co., Ltd. 新疆福祿網絡科技有限公司	(c)	27 December 2016 PRC/Mainland China	RMB5,000,000	–	100%	Provision of services to facilitate digital goods transactions and online stores operating services
Kashgar Yiqiwan Internet Technology Co., Ltd. (“Kashgar Yiqiwan”) 喀什一起玩網絡科技有限公司	(c)	14 March 2014 PRC/Mainland China	RMB10,000,000	–	100%	Provision of services to facilitate digital goods transactions and online stores operating services
Wuhan Yilu Internet Technology Co., Ltd. 武漢億祿網絡科技有限公司	(c)	19 November 2015 PRC/Mainland China	RMB1,000,000	–	100%	Provision of services to facilitate digital goods transactions
Xinjiang Huluwa Internet Technology Co., Ltd. 新疆葫蘆娃網絡科技有限公司	(c)	25 February 2019 PRC/Mainland China	RMB5,000,000	–	100%	Provision of services to facilitate digital goods transactions
Tibet Huluwa Internet Technology Co., Ltd. 西藏葫蘆娃網絡科技有限公司	(c)	15 May 2019 PRC/Mainland China	RMB1,000,000	–	100%	Provision of services to facilitate digital goods transactions

(a) The entity is registered as a limited liability enterprise under Hong Kong law.

(b) The WFOE is registered as a wholly-foreign-owned-enterprise under PRC law.

(c) These entities are limited liability enterprises established under PRC law and controlled through contractual arrangement (“Contractual arrangements”) by the Company. They are collectively referred to as “PRC Operating Entities”.

## 2.1 BASIS OF PREPARATION

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

### ***Basis of consolidation***

The consolidated financial statements include the financial statements of the Company and its subsidiaries (collectively referred to as the “Group”) for the year ended 31 December 2020. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has the rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power on the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

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

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

To rationalise the corporate structure in preparation for the listing of the Company’s shares on the Stock Exchange, the Company underwent a group reorganisation (the “Reorganisation”), further details of which are set out in the Company’s prospectus (the “Prospectus”) dated 7 September 2020. The Company became the holding company of the companies now comprising the Group on 25 December 2019.

As the Reorganisation mainly involved inserting new holding companies at the top of the existing group of business, the consolidated financial statements for the year ended 31 December 2019 have been presented as a continuation of the existing group of business by applying the pooling of interests method as if the Reorganisation had been completed at the beginning of the year ended 31 December 2019.

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



## 2.1 BASIS OF PREPARATION (CONTINUED)

### ***Basis of consolidation (continued)***

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

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

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

## 2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The Group has adopted the Conceptual Framework for Financial Reporting 2018 and following revised IFRSs for the first time for the current year's financial statements.

Amendments to IFRS 3	<i>Definition of a Business</i>
Amendments to IFRS 9, IAS 39 and IFRS 7	<i>Interest Rate Benchmark Reform</i>
Amendment to IFRS 16	<i>Covid-19-Related Rent Concessions (early adopted)</i>
Amendments to IAS 1 and IAS 8	<i>Definition of Material</i>

The nature and the impact of the *Conceptual Framework for Financial Reporting 2018* and the revised IFRSs are described below:

- (a) *Conceptual Framework for Financial Reporting 2018* (the "Conceptual Framework") sets out a comprehensive set of concepts for financial reporting and standard setting, and provides guidance for preparers of financial statements in developing consistent accounting policies and assistance to all parties to understand and interpret the standards. The Conceptual Framework includes new chapters on measurement and reporting financial performance, new guidance on the derecognition of assets and liabilities, and updated definitions and recognition criteria for assets and liabilities. It also clarifies the roles of stewardship, prudence and measurement uncertainty in financial reporting. The Conceptual Framework is not a standard, and none of the concepts contained therein override the concepts or requirements in any standard. The Conceptual Framework did not have any significant impact on the financial position and performance of the Group.

**2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES (CONTINUED)**

- (b) Amendments to IFRS 3 clarify and provide additional guidance on the definition of a business. The amendments clarify that for an integrated set of activities and assets to be considered a business, it must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create output. A business can exist without including all of the inputs and processes needed to create outputs. The amendments remove the assessment of whether market participants are capable of acquiring the business and continue to produce outputs. Instead, the focus is on whether acquired inputs and acquired substantive processes together significantly contribute to the ability to create outputs. The amendments have also narrowed the definition of outputs to focus on goods or services provided to customers, investment income or other income from ordinary activities. Furthermore, the amendments provide guidance to assess whether an acquired process is substantive and introduce an optional fair value concentration test to permit a simplified assessment of whether an acquired set of activities and assets is not a business. The Group has applied the amendments prospectively to transactions or other events that occurred on or after 1 January 2020. The amendments did not have any impact on the financial position and performance of the Group.
- (c) Amendments to IFRS 9, IAS 39 and IFRS 7 address issues affecting financial reporting in the period before the replacement of an existing interest rate benchmark with an alternative risk-free rate (“RFR”). The amendments provide temporary reliefs which enable hedge accounting to continue during the period of uncertainty before the introduction of the alternative RFR. In addition, the amendments require companies to provide additional information to investors about their hedging relationships which are directly affected by these uncertainties. The amendments did not have any impact on the financial position and performance of the Group as the Group does not have any interest rate hedging relationships.
- (d) Amendment to IFRS 16 provides a practical expedient for lessees to elect not to apply lease modification accounting for rent concessions arising as a direct consequence of the covid-19 pandemic. The practical expedient applies only to rent concessions occurring as a direct consequence of the pandemic and only if (i) the change in lease payments results in revised consideration for the lease that is substantially the same as, or less than, the consideration for the lease immediately preceding the change; (ii) any reduction in lease payments affects only payments originally due on or before 30 June 2021; and (iii) there is no substantive change to other terms and conditions of the lease. The amendment is effective for annual periods beginning on or after 1 June 2020 with earlier application permitted and shall be applied retrospectively. The amendments did not have any impact on the financial position and performance of the Group.
- (e) Amendments to IAS 1 and IAS 8 provide a new definition of material. The new definition states that information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements. The amendments clarify that materiality will depend on the nature or magnitude of information, or both. The amendments did not have any significant impact on the financial position and performance of the Group.



## 2.3 ISSUED BUT NOT YET EFFECTIVE IFRSs

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

Amendments to IFRS 3	<i>Reference to the Conceptual Framework<sup>2</sup></i>
Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16	<i>Interest Rate Benchmark Reform – Phase 2<sup>1</sup></i>
Amendments to IFRS 10 and IAS 28	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture<sup>4</sup></i>
IFRS 17	<i>Insurance Contracts<sup>3</sup></i>
Amendments to IFRS 17	<i>Insurance Contracts<sup>3, 5</sup></i>
Amendments to IAS 1	<i>Classification of Liabilities as Current or Non-current<sup>3</sup></i>
Amendments to IAS 1	<i>Disclosure of Accounting Policies<sup>3</sup></i>
Amendments to IAS 8	<i>Disclosure of Accounting Estimates<sup>3</sup></i>
Amendments to IAS 16	<i>Property, Plant and Equipment: Proceeds before Intended Use<sup>2</sup></i>
Amendments to IAS 37	<i>Onerous Contracts – Cost of Fulfilling a Contract<sup>2</sup></i>
<i>Annual Improvements to IFRSs 2018-2020</i>	Amendments to IFRS 1, IFRS 9, Illustrative Examples accompanying IFRS 16, and IAS 41 <sup>2</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2021

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2022

<sup>3</sup> Effective for annual periods beginning on or after 1 January 2023

<sup>4</sup> No mandatory effective date yet determined but available for adoption

<sup>5</sup> As a consequence of the amendments to IFRS 17 issued in June 2020, IFRS 4 was amended to extend the temporary exemption that permits insurers to apply IAS 39 rather than IFRS 9 for annual periods beginning before 1 January 2023

Further information about those IFRSs that are expected to be applicable to the Group is described below.

Amendments to IFRS 3 are intended to replace a reference to the previous *Framework for the Preparation and Presentation of Financial Statements* with a reference to the *Conceptual Framework for Financial Reporting* issued in March 2018 without significantly changing its requirements. The amendments also add to IFRS 3 an exception to its recognition principle for an entity to refer to the Conceptual Framework to determine what constitutes an asset or a liability. The exception specifies that, for liabilities and contingent liabilities that would be within the scope of IAS 37 or IFRIC 21 if they were incurred separately rather than assumed in a business combination, an entity applying IFRS 3 should refer to IAS 37 or IFRIC 21 respectively instead of the Conceptual Framework. Furthermore, the amendments clarify that contingent assets do not qualify for recognition at the acquisition date. The Group expects to adopt the amendments prospectively from 1 January 2022. Since the amendments apply prospectively to business combinations for which the acquisition date is on or after the date of first application, the Group will not be affected by these amendments on the date of transition.

## 2.3 ISSUED BUT NOT YET EFFECTIVE IFRSs (CONTINUED)

Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16 address issues not dealt with in the previous amendments which affect financial reporting when an existing interest rate benchmark is replaced with an alternative RFR. The Phase 2 amendments provide a practical expedient to allow the effective interest rate to be updated without adjusting the carrying amount when accounting for changes in the basis for determining the contractual cash flows of financial assets and liabilities, if the change is a direct consequence of the interest rate benchmark reform and the new basis for determining the contractual cash flows is economically equivalent to the previous basis immediately preceding the change. In addition, the amendments permit changes required by the interest rate benchmark reform to be made to hedge designations and hedge documentation without the hedging relationship being discontinued. Any gains or losses that could arise on transition are dealt with through the normal requirements of IFRS 9 to measure and recognise hedge ineffectiveness. The amendments also provide a temporary relief to entities from having to meet the separately identifiable requirement when an RFR is designated as a risk component. The relief allows an entity, upon designation of the hedge, to assume that the separately identifiable requirement is met, provided the entity reasonably expects the RFR risk component to become separately identifiable within the next 24 months. Furthermore, the amendments require an entity to disclose additional information to enable users of financial statements to understand the effect of interest rate benchmark reform on an entity's financial instruments and risk management strategy. The amendments are effective for annual periods beginning on or after 1 January 2021 and shall be applied retrospectively, but entities are not required to restate the comparative information.

The Group had no interest-bearing bank borrowings on any Interbank Offered Rates as at 31 December 2020. The amendments did not have any impact on the financial position and performance of the Group.

Amendments to IFRS 10 and IAS 28 address an inconsistency between the requirements in IFRS 10 and in IAS 28 in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss when the sale or contribution of assets between an investor and its associate or joint venture constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The previous mandatory effective date of amendments to IFRS 10 and IAS 28 was removed by the IASB in December 2015 and a new mandatory effective date will be determined after the completion of a broader review of accounting for associates and joint ventures. However, the amendments are available for adoption now.

Amendments to IAS 1 clarify the requirements for classifying liabilities as current or non-current. The amendments specify that if an entity's right to defer settlement of a liability is subject to the entity complying with specified conditions, the entity has a right to defer settlement of the liability at the end of the reporting period if it complies with those conditions at that date. Classification of a liability is unaffected by the likelihood that the entity will exercise its right to defer settlement of the liability. The amendments also clarify the situations that are considered a settlement of a liability. The amendments are effective for annual periods beginning on or after 1 January 2023 and shall be applied retrospectively. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.



## 2.3 ISSUED BUT NOT YET EFFECTIVE IFRSs (CONTINUED)

Amendments to IAS 1 Disclosure of Accounting Policies provide guidance and examples to help entities apply materiality judgements to accounting policy disclosures. The amendments replace the requirement to disclose significant accounting policies with a requirement to disclose material accounting policies. In assessing the materiality of accounting policy information, both quantitative and qualitative aspects need to be considered. Entity-specific accounting policy information is more useful for users of financial statements than the standardised information. The amendments also add guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures. The amendments are effective for annual periods beginning on or after 1 January 2023 and shall be applied retrospectively. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to IAS 8 are designed to clarify the distinction between changes in accounting estimates and changes in accounting policies and the correction of errors. The amendments explain how entities use measurement techniques and inputs to develop accounting estimates and state that these can include estimation and valuation techniques. The amendments clarify that not all estimates will meet the definition of an accounting estimate, but rather may refer to inputs used in developing accounting estimates. The amendments are effective for annual periods beginning on or after 1 January 2023 and shall be applied retrospectively. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to IAS 16 prohibit an entity from deducting from the cost of an item of property, plant and equipment any proceeds from selling items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognises the proceeds from selling any such items, and the cost of those items, in profit or loss. The amendments are effective for annual periods beginning on or after 1 January 2022 and shall be applied retrospectively only to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented in the financial statements in which the entity first applies the amendments. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to IAS 37 clarify that for the purpose of assessing whether a contract is onerous under IAS 37, the cost of fulfilling the contract comprises the costs that relate directly to the contract. Costs that relate directly to a contract include both the incremental costs of fulfilling that contract (e.g., direct labour and materials) and an allocation of other costs that relate directly to fulfilling that contract (e.g., an allocation of the depreciation charge for an item of property, plant and equipment used in fulfilling the contract as well as contract management and supervision costs). General and administrative costs do not relate directly to a contract and are excluded unless they are explicitly chargeable to the counterparty under the contract. The amendments are effective for annual periods beginning on or after 1 January 2022 and shall be applied to contracts for which an entity has not yet fulfilled all its obligations at the beginning of the annual reporting period in which it first applies the amendments. Earlier application is permitted. Any cumulative effect of initially applying the amendments shall be recognised as an adjustment to the opening equity at the date of initial application without restating the comparative information. The amendments are not expected to have any significant impact on the Group's financial statements.

## 2.3 ISSUED BUT NOT YET EFFECTIVE IFRSs (CONTINUED)

*Annual Improvements to IFRSs 2018-2020* sets out amendments to IFRS 1, IFRS 9, Illustrative Examples accompanying IFRS 16, and IAS 41. Details of the amendments that are expected to be applicable to the Group are as follows:

- IFRS 9 *Financial Instruments*: clarifies the fees that an entity includes when assessing whether the terms of a new or modified financial liability are substantially different from the terms of the original financial liability. These fees include only those paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf. An entity applies the amendment to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendment. The amendment is effective for annual periods beginning on or after 1 January 2022. Earlier application is permitted. The amendment is not expected to have a significant impact on the Group's financial statements.
- IFRS 16 *Leases*: removes the illustration of payments from the lessor relating to leasehold improvements in Illustrative Example 13 accompanying IFRS 16. This removes potential confusion regarding the treatment of lease incentives when applying IFRS 16.

## 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### ***Investment in an associate***

An associate is an entity in which the Group has a long term interest of generally not less than 20% of the equity voting rights and over which it is in a position to exercise significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.

The Group's investment in an associate is stated in the consolidated statement of financial position at the Group's share of net assets under the equity method of accounting, less any impairment losses.

The Group's share of the post-acquisition results and other comprehensive income of an associate is included in the consolidated statement of profit or loss and consolidated other comprehensive income, respectively. In addition, when there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and its associate are eliminated to the extent of the Group's investments in the associates or joint ventures, except where unrealised losses provide evidence of an impairment of the assets transferred. Goodwill arising from the acquisition of an associate is included as part of the Group's investment in an associate.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Business combinations and goodwill***

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

The Group determines that it has acquired a business when the acquired set of activities and assets includes an input and a substantive process that together significantly contribute to the ability to create outputs.

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

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

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

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

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Business combinations and goodwill (continued)***

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

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

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

#### ***Fair value measurement***

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

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

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



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Fair value measurement (continued)***

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

Level 1 – based on quoted prices (unadjusted) in active markets for identical assets or liabilities

Level 2 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is observable, either directly or indirectly

Level 3 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

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

#### ***Impairment of non-financial assets***

Where an indication of impairment exists, or when annual impairment testing for an asset is required (other than deferred tax assets, financial assets and contract assets), the asset's recoverable amount is estimated. An asset's recoverable amount is the higher of the asset's or cash-generating unit's value in use and its fair value less costs of disposal, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognised only if the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. An impairment loss is charged to profit or loss in the period in which it arises in those expense categories consistent with the function of the impaired asset.

An assessment is made at the end of the reporting period as to whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the recoverable amount is estimated. A previously recognised impairment loss of an asset other than goodwill is reversed only if there has been a change in the estimates used to determine the recoverable amount of that asset, but not to an amount higher than the carrying amount that would have been determined (net of any depreciation/amortisation) had no impairment loss been recognised for the asset in prior year. A reversal of such an impairment loss is credited to profit or loss in the period in which it arises, unless the asset is carried at a revalued amount, in which case the reversal of the impairment loss is accounted for in accordance with the relevant accounting policy for that revalued asset.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Related parties***

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

- (a) the party is a person or a close member of that person's family and that person
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

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





### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Property, plant and equipment and depreciation***

Property, plant and equipment are stated at cost less accumulated depreciation and any impairment losses. The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

Expenditure incurred after items of property, plant and equipment have been put into operation, such as repairs and maintenance, is normally charged to profit or loss in the period in which it is incurred. In situations where the recognition criteria are satisfied, the expenditure for a major inspection is capitalised in the carrying amount of the asset as a replacement. Where significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognises such parts as individual assets with specific useful lives and depreciates them accordingly.

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment to its residual value over its estimated useful life. The principal annual rates used for this purpose are as follows:

Leasehold improvements	33.3%
Furniture and electronic equipment	19% to 31.7%
Motor vehicles	25%

Where parts of an item of property, plant and equipment have different useful lives, the cost of that item is allocated on a reasonable basis among the parts and each part is depreciated separately. Residual values, useful lives and the depreciation method are reviewed, and adjusted if appropriate, at least at each financial year end.

An item of property, plant and equipment including any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on disposal or retirement recognised in profit or loss in the year the asset is derecognised is the difference between the net sales proceeds and the carrying amount of the relevant asset.

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Intangible assets (other than goodwill)***

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is the fair value at the date of acquisition. The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are subsequently amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year end.

Intangible assets with definite useful lives are amortised on the straight-line basis over the following useful economic lives.

Software	10 years
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The software mainly includes a self-developed transaction platform. The Group determines its useful life based on historical experience of the previous version of such transaction platform.

#### ***Research and development costs***

All research costs are charged to the profit or loss as incurred.

Expenditure incurred on projects to develop new products is capitalised and deferred only when the Group can demonstrate the technical feasibility of completing the intangible asset so that it will be available for use or sale, its intention to complete and ability to use or sell the asset, how the asset will generate future economic benefits, the availability of resources to complete the project and the Group's ability to measure reliably the expenditure during the development. Product development expenditure which does not meet these criteria is expensed when incurred.

#### ***Leases***

The Group assesses at contract inception whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

#### ***Group as a lessee***

The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. The Group recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Leases (continued)***

##### *Group as a lessee (continued)*

(a) Right-of-use assets

The Group recognises right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and any impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognised, initial direct costs incurred, and lease payments made at or before the commencement date less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease terms and the estimated useful life of 2 to 6 years.

If ownership of the leased asset transfers to the Group by the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset.

(b) Lease liabilities

Lease liabilities are recognised at the commencement date of the lease at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Group and payments of penalties for termination of a lease, if the lease term reflects the Group exercising the option to terminate the lease. The variable lease payments that do not depend on an index or a rate are recognised as an expense in the period in which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Group uses its incremental borrowing rate at the lease commencement date because the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the in-substance fixed lease payments or a change in assessment to purchase the underlying asset.

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Investments and other financial assets***

##### *Initial recognition and measurement*

Financial assets are classified, at initial recognition, as subsequently measured at amortised cost and fair value through profit or loss.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Group's business model for managing them. With the exception of trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient of not adjusting the effect of a significant financing component, the Group initially 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. Trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price determined under IFRS 15 in accordance with the policies set out for "Revenue recognition" below.

In order for a financial asset to be classified and measured at amortised cost, it needs to give rise to cash flows that are solely payments of principal and interest ("SPPI") on the principal amount outstanding. Financial assets with cash flows that are not SPPI are classified and measured at fair value through profit or loss, irrespective of the business model.

The Group's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Financial assets classified and measured at amortised cost are held within a business model with the objective to hold financial assets in order to collect contractual cash flows, while financial assets classified and measured at fair value through other comprehensive income are held within a business model with the objective of both holding to collect contractual cash flows and selling. Financial assets which are not held within the aforementioned business models are classified and measured at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date, that is, the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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

##### *Subsequent measurement*

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

Financial assets at amortised cost (debt instruments)

Financial assets at amortised cost are subsequently measured using the effective interest method and are subject to impairment. Gains and losses are recognised in profit or loss when the asset is derecognised, modified or impaired.

Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value recognised in profit or loss.

#### ***Derecognition of financial assets***

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

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

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Derecognition of financial assets (continued)***

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

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

#### ***Impairment of financial assets***

The Group recognises an allowance for expected credit losses ("ECLs") for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

#### ***General approach***

ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12 months (a 12-month ECLs). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECLs).

At each reporting date, the Group assesses whether the credit risk on a financial instrument has increased significantly since initial recognition. When making the assessment, the Group compares the risk of a default occurring on the financial instrument as at the end of the reporting period with the risk of a default occurring on the financial instrument as at the date of initial recognition and considers reasonable and supportable information that is available without undue cost or effort, including historical and forward-looking information.

The Group considers a financial asset in default when contractual payments are 90 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Impairment of financial assets (continued)***

##### *General approach (continued)*

Financial assets at amortised cost are subject to impairment under the general approach and they are classified within the following stages for measurement of ECLs except for trade receivables and contract assets which apply the simplified approach as detailed below.

Stage 1 – Financial instruments for which credit risk has not increased significantly since initial recognition and for which the loss allowance is measured at an amount equal to 12-month ECLs.

Stage 2 – Financial instruments for which credit risk has increased significantly since initial recognition but that are not credit-impaired financial assets and for which the loss allowance is measured at an amount equal to lifetime ECLs.

Stage 3 – Financial assets that are credit-impaired at the end of each of the reporting period (but that are not purchased or originated credit-impaired) and for which the loss allowance is measured at an amount equal to lifetime ECLs.

##### *Simplified approach*

For trade receivables and contract assets that do not contain a significant financing component or when the Group applies the practical expedient of not adjusting the effect of a significant financing component, the Group applies the simplified approach in calculating ECLs. Under the simplified approach, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on external credit ratings and historical credit loss experience of the industry, adjusted for forward-looking factors specific to the debtors and the economic environment.

#### ***Financial liabilities***

##### *Initial recognition and measurement*

Financial liabilities are classified, at initial recognition, as loans and borrowings and payables, as appropriate.

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

The Group's financial liabilities include trade payables, other payables and accruals, lease liabilities, amounts due to related parties, and interest-bearing bank and other borrowings.

##### *Subsequent measurement*

The subsequent measurement of financial liabilities depends on their classification as follows:

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Financial liabilities (continued)***

##### *Subsequent measurement (continued)*

Financial liabilities at amortised cost (loans and borrowings)

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

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

#### ***Derecognition of financial liabilities***

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

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

#### ***Offsetting of financial instruments***

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

#### ***Cash and cash equivalents***

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

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



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Income tax**

Income tax comprises current and deferred tax. Income tax relating to items recognised outside profit or loss is recognised outside profit or loss, either in other comprehensive income or directly in equity.

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period, taking into consideration interpretations and practices prevailing in the jurisdictions in which the Group operates.

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

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

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

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

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



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Income tax (continued)***

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

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

Deferred tax assets and deferred tax liabilities are offset if and only if the Group has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

#### ***Government grants***

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





### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Revenue recognition**

##### *Revenue from contracts with customers*

Revenue from contracts with customers is recognised when control of goods or services is transferred to the customers at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services.

When the consideration in a contract includes a variable amount, the amount of consideration is estimated to which the Group will be entitled in exchange for transferring the goods or services to the customer. The variable consideration is estimated at contract inception and constrained until it is highly probable that a significant revenue reversal in the amount of cumulative revenue recognised will not occur when the associated uncertainty with the variable consideration is subsequently resolved.

When the contract contains a financing component which provides the customer with a significant benefit of financing the transfer of goods or services to the customer for more than one year, revenue is measured at the present value of the amount receivable, discounted using the discount rate that would be reflected in a separate financing transaction between the Group and the customer at contract inception. When the contract contains a financing component which provides the Group with a significant financial benefit for more than one year, revenue recognised under the contract includes the interest expense accreted on the contract liability under the effective interest method. For a contract where the period between the payment by the customer and the transfer of the promised goods or services is one year or less, the transaction price is not adjusted for the effects of a significant financing component, using the practical expedient in IFRS 15.

##### *Digital goods-related services*

The Group provides services to facilitate upstream digital goods providers to sell digital goods to downstream users (“digital goods-related services”). The Group does not control specific digital goods prior to the purchase by the downstream users. Therefore, the Group is acting as an agent in the transactions. Revenue from the digital goods-related services is recognised at a point in time when the digital goods-related services are rendered.

The Group records the net amount that it retains from such completed transaction (including variable consideration contingent on the volume-based and/or performance-based rebates to be received) as revenue. Variable consideration is contingent on the volume-based and/or performance-based rebates to be received from the upstream digital goods providers, which are finalised on a periodical basis. The contingencies are in general resolved within three months subsequent to the end of the reporting period. Variable consideration is estimated using the expected value method in accordance with the terms as set out in the respective contractual arrangements with the upstream digital goods providers based on the Group’s historical experiences, and the variable portion is included in the transaction price to the extent that it is probable that a significant reversal will not occur.

### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Revenue recognition (continued)**

##### *Online stores operating services*

The Group operates online stores on major e-commerce platforms for digital goods vendors. The Group is primarily responsible for facilitating the digital goods transactions, designing and updating storefronts, formulating and implementing operating and marketing strategies, and providing IT and other services. In return, the Group receives variable considerations which are net service fees calculated based on the total amounts of the completed transactions through the aforementioned online stores. The Group does not control the specified digital goods before the specified digital goods are transferred to the ultimate customers, and therefore, the Group is acting as an agent in the transactions. Revenue from operating online stores for digital good vendors is recognised on a net basis at a point in time when each transaction through the online stores is completed or when the provision of the relation service is completed.

The contingencies are in general resolved within three months subsequent to the end of the reporting period. Variable consideration is estimated using the expected value method in accordance with the terms as set out in the respective contractual arrangements with the upstream digital goods providers based on the Group's historical experiences, and the variable consideration is estimated based on historical experience and will be included in the transaction price to the extent it is probable that a significant reversal will not occur in a subsequent period.

#### **Other income**

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

#### **Contract assets**

A contract asset is the right to consideration in exchange for goods or services transferred to the customer. If the Group performs by transferring goods or services to a customer before the customer pays consideration or before payment is due, a contract asset is recognised for the earned consideration that is conditional. Contract assets are subject to impairment assessment, details of which are included in the accounting policies for impairment of financial assets.

#### **Other employee benefits**

##### *Pension schemes*

The employees of the Group's subsidiaries which operate in Mainland China are required to participate in a central pension scheme operated by the local municipal government. These subsidiaries are required to contribute a certain percentage of its payroll costs to the central pension scheme. The contributions are charged to profit or loss as they become payable in accordance with the rules of the central pension scheme. Under these schemes, the Group has no legal obligation for retirement benefits beyond the contributions made.



### 3.1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### ***Other employee benefits (continued)***

##### *Accommodation fund and other social insurances*

The Group has participated in defined social security contribution schemes for its employees pursuant to the relevant laws and regulations of the PRC. These schemes cover the accommodation fund, basic medical insurance, unemployment insurance, injury insurance and maternity insurance. The Group makes monthly contributions to the accommodation fund and other social insurances. The contributions are charged to profit or loss on an accrual basis. The Group has no further obligations beyond the contributions made.

#### ***Borrowing costs***

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

#### ***Dividends***

Final dividends are recognised as a liability when they are approved by the shareholders in a general meeting.

#### ***Foreign currencies***

These financial statements are presented in RMB, which is the Company's functional currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Foreign currency transactions recorded by the entities in the Group are initially recorded using their respective functional currency rates ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the functional rates of exchange ruling at the end of reporting period. All differences arising on settlement or translation of monetary items are taken to profit or loss.

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

### 3.2 SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES

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

#### ***Judgements***

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

#### *Contractual arrangements*

The PRC Operating Entities are mainly engaged in the provision of services to facilitate digital goods transactions in Mainland China, which falls in the scopes of "Catalogue of Restricted Foreign Investment Industries" and "Special Administrative Measures for Assess of Foreign Investment" that foreign investors are restricted to invest.

As disclosed in note 2.1 to the financial statements, the Group exercises control over the PRC Operating Entities and enjoys all economic benefits of the PRC Operating Entities through the Contractual Arrangements.

The Group considers that it controls the PRC Operating Entities, notwithstanding the fact that it does not hold a direct equity interest in the PRC Operating Entities, as it has power over the financial and operating policies of the PRC Operating Entities and receives substantially all the economic benefits from the business activities of the PRC Operating Entities through the Contractual Arrangements. Accordingly, the PRC Operating Entities have been accounted for as subsidiaries during the reporting period.

#### *Revenue from contracts with customers-principal versus agent consideration*

The Group applies judgements to determine its role as to facilitate upstream digital goods providers to sell digital goods to the downstream users. The Group does not control specific digital goods prior to transferred to the downstream users. Therefore, the Group concluded it is not principal in the transactions. Consequently, the Group recorded revenue on a net basis.



## 3.2 SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES (CONTINUED)

### ***Estimation uncertainty***

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

#### *Provision for expected credit losses on trade receivables, contract assets and financial assets included in prepayments, other receivables and other assets*

The Group uses external credit ratings and historical credit loss experience of the industry to calculate ECLs for trade receivables and contract assets under simplified approach and for refundable prepayments, deposits and other receivables under general approach.

The observed default rates of the industry are adjusted with forward-looking information. For instance, if forecast economic conditions (i.e., urban registered unemployment rate) are expected to deteriorate over the next year which can lead to an increased number of default in the industry, the historical default rates are adjusted. At the end of the reporting period, the historical observed default rates are updated and changes in the forward-looking estimates are analysed.

The assessment of the correlation among historical observed default rates, forecast economic conditions and ECLs is a significant estimate. The amount of ECLs is sensitive to changes in circumstances and forecast economic conditions. The industry's historical credit loss experience and forecast of economic conditions may also not be representative of a customer's actual default in the future. The information about the ECLs on the Group's trade receivables and contract assets is disclosed in note 18 and note 19 to the financial statements, respectively. The information about the ECLs on the Group's refundable prepayments, deposits and other receivables is disclosed in note 20 to the financial statements.

#### *Deferred tax assets*

Deferred tax assets are recognised for deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. Further details are contained in note 17 to the financial statements.



### 4 OPERATING SEGMENT INFORMATION

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

- (a) Leisure and entertainment, which primarily includes commissions earned from facilitating the sale of digital goods offered by leisure and entertainment content providers, operating services for online stores and other services provided to leisure and entertainment content providers;
- (b) Games, which primarily includes commissions earned from facilitating the sale of digital goods offered by game producers, operating services for online stores and other services provided to game producers;
- (c) Telecommunications, which primarily includes commissions earned from providing digital goods-related agency services and other services to telecom providers;
- (d) Lifestyle, which primarily includes commissions earned from facilitating the sale of digital goods offered by lifestyle service providers and other services provided to lifestyle service providers.

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on reportable segment operating profit, which is a measure of gross profit. No analysis of the Group's assets and liabilities by operating segment is disclosed as it is not regularly provided to the chief operating decision-maker for review.

# NOTES TO FINANCIAL STATEMENTS

31 December 2020

## 4 OPERATING SEGMENT INFORMATION (CONTINUED)

Year ended 31 December 2020	Leisure and entertainment <i>RMB'000</i>	Games <i>RMB'000</i>	Telecommuni- cations <i>RMB'000</i>	Lifestyle <i>RMB'000</i>	Total <i>RMB'000</i>
<b>Segment revenue</b>					
External customers (note 5)	155,952	100,979	47,118	24,161	328,210
Segment cost	(27,089)	(17,970)	(21,095)	(1,698)	(67,852)
Gross profit	128,863	83,009	26,023	22,463	260,358
<i>Reconciliation:</i>					
Unallocated income and gains					22,267
Corporate and unallocated expense					(154,706)
Finance costs					(5,641)
Profit before tax					122,278
Year ended 31 December 2019	Leisure and entertainment <i>RMB'000</i>	Games <i>RMB'000</i>	Telecommuni- cations <i>RMB'000</i>	Lifestyle <i>RMB'000</i>	Total <i>RMB'000</i>
<b>Segment revenue</b>					
External customers (note 5)	130,524	93,404	15,642	2,349	241,919
Segment cost	(12,568)	(27,923)	(7,059)	(853)	(48,403)
Gross profit	117,956	65,481	8,583	1,496	193,516
<i>Reconciliation:</i>					
Unallocated income and gains					7,789
Corporate and unallocated expense					(108,013)
Finance costs					(7,948)
Profit before tax					85,344

#### 4 OPERATING SEGMENT INFORMATION (CONTINUED)

**(a) Revenue from external customers**

All significant external customers of the Group are located in Mainland China. Accordingly, no geographical information of external customers is presented.

**(b) Non-current assets**

All significant non-current assets of the Group are located in Mainland China. Accordingly, no geographical information of segment assets is presented.

**Information about a major customer**

Revenue derived from services to customers, which accounted for 10% or more of the Group's revenue, is set out below:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Customer A from the leisure and entertainment segment	<b>52,784</b>	66,323
Customer B from the leisure and entertainment segment and the games segment	<b>59,916</b>	35,411
Customer C from the games segment	<b>14,397</b>	36,371

#### 5 REVENUE, OTHER INCOME AND GAINS

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

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<i>Revenue from contracts with customers</i>		
Digital goods-related services		
– acted as an agent	<b>254,234</b>	220,230
Online stores operating services		
– acted as an agent	<b>67,635</b>	20,225
Others		
– acted as a principal	<b>6,341</b>	1,464
	<b>328,210</b>	241,919



## 5 REVENUE, OTHER INCOME AND GAINS (CONTINUED)

### Revenue from contracts with customers

(i) Disaggregated revenue information

Year ended 31 December 2020

Segments	Leisure and entertainment RMB'000	Games RMB'000	Telecommuni- cations RMB'000	Lifestyle RMB'000	Total RMB'000
<b>Types of services</b>					
Provision of digital goods-related services	134,607	48,644	47,108	23,875	254,234
Provision of online stores operating services	19,877	47,726	–	32	67,635
Others	1,468	4,609	10	254	6,341
Total revenue from contracts with customers	155,952	100,979	47,118	24,161	328,210
<b>Timing of revenue recognition:</b>					
Services transferred at a point in time	155,952	100,979	47,118	24,161	328,210

Year ended 31 December 2019

Segments	Leisure and entertainment RMB'000	Games RMB'000	Telecommuni- cations RMB'000	Lifestyle RMB'000	Total RMB'000
<b>Types of services</b>					
Provision of digital goods-related services	115,005	87,234	15,642	2,349	220,230
Provision of online stores operating services	15,519	4,706	–	–	20,225
Others	–	1,464	–	–	1,464
Total revenue from contracts with customers	130,524	93,404	15,642	2,349	241,919
<b>Timing of revenue recognition:</b>					
Services transferred at a point in time	130,524	93,404	15,642	2,349	241,919

The Group's revenue was derived solely from its operation in Mainland China.

## 5 REVENUE, OTHER INCOME AND GAINS (CONTINUED)

### *Revenue from contracts with customers (continued)*

#### (ii) *Performance obligations*

Information about the Group's performance obligations is summarised below:

#### Provision of digital goods-related services

The performance obligation is satisfied upon delivery of specific digital goods from upstream digital goods providers to downstream digital goods users. Payment is generally due within 3 months from delivery. In addition, payment in advance is sometimes required based on credit evaluation.

#### Provision of online stores operating services

The performance obligation is satisfied upon the completion of each digital goods transaction through the online stores of the digital goods vendors or upon delivery of the related services. Payment is generally due within 3 months from the rendering of the services.

The directors are of the opinion that there was no remaining performance obligation at the end of the reporting period.

### *Other income and gains*

	Notes	<b>2020</b> <b>RMB'000</b>	2019 <i>RMB'000</i>
Tax incentives on input value-added tax	(i)	<b>8,640</b>	5,861
Other government grants	(ii)	<b>7,780</b>	1,664
Interest income		<b>4,113</b>	56
Others		<b>1,734</b>	208
		<b>22,267</b>	7,789

(i) The Group enjoyed the tax incentives on input value-added tax according to the related regulations in the PRC.

(ii) Other government grants had been received from the PRC local government authorities as reimbursement of the Group's listing, research and development activities. There are no unfulfilled conditions related to these government grants.

## NOTES TO FINANCIAL STATEMENTS

31 December 2020

### 6 PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging:

Notes	<b>2020</b> <b>RMB'000</b>	2019 <i>RMB'000</i>
Employee benefit expense* (including directors' and chief executive's remuneration (note 8)):		
Wages and salaries	<b>72,374</b>	47,589
Equity-settled share-based payment expenses	–	19,924
Pension scheme contributions	<b>544</b>	3,121
Social security contributions and accommodation benefits	<b>3,303</b>	2,745
	<b>76,221</b>	73,379
Promotion and marketing expenses	<b>52,850</b>	29,914
Commission to third party platforms	<b>37,265</b>	25,446
Listing expenses	<b>25,282</b>	5,521
Foreign exchange loss	<b>7,029</b>	–
Platform usage fees and others	<b>4,596</b>	5,453
Auditor's remuneration	<b>2,500</b>	–
Depreciation of right-of-use assets	14 <b>2,097</b>	1,979
Depreciation of property, plant and equipment	13 <b>1,218</b>	1,651
Amortisation of intangible assets	16 <b>719</b>	352
Impairment losses on financial and contract assets, net	<b>635</b>	2,433

\* Employee benefit expenses of RMB23,782,000 (2019: RMB18,649,000) were included in the research and development costs for the reporting period.

### 7 FINANCE COSTS

An analysis of finance costs is as follows:

	<b>2020</b> <b>RMB'000</b>	2019 <i>RMB'000</i>
Interest on bank and other borrowings	<b>5,098</b>	6,589
Interest on loans from related parties	<b>366</b>	1,103
Interest on lease liabilities	<b>177</b>	256
	<b>5,641</b>	7,948

## 8 DIRECTORS' AND CHIEF EXECUTIVE'S REMUNERATION

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

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Fees	263	–
Other emoluments:		
Salaries, allowances and benefits in kind	2,411	1,849
Pension scheme contributions	6	150
Equity-settled share-based payments	–	2,789
	<b>2,417</b>	<b>4,788</b>

### (a) Independent non-executive directors

The fees paid to independent non-executive directors during the year were as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
– Mr. Wong Sincere	104	–
– Mr. Li Wai Chung	79	–
– Ms. Wang Yuyun	80	–
	<b>263</b>	<b>–</b>

There were no other emoluments payable to any independent non-executive director during the year (2019: Nil).

The above independent non-executive directors were appointed on 29 August 2020.



**8 DIRECTORS' AND CHIEF EXECUTIVE'S REMUNERATION (CONTINUED)**

**(b) Executive directors and the chief executive**

There were no emoluments paid by the Group to the directors as an inducement to join the Group, or upon joining the Group, or as compensation for loss of office during the year.

	Fees <i>RMB'000</i>	Salaries, allowances and benefits in kind <i>RMB'000</i>	Pension scheme contributions <i>RMB'000</i>	Share-based payments <i>RMB'000</i>	Total <i>RMB'000</i>
<b>2020</b>					
Executive directors:					
– Mr. Fu Xi	–	96	1	–	97
– Mr. Shui Yingyu	–	332	1	–	333
– Mr. Zhang Yuguo	–	595	1	–	596
– Mr. Zhao Bihao	–	871	2	–	873
– Mr. Mao Feng	–	517	1	–	518
	–	2,411	6	–	2,417
<b>2019</b>					
Executive directors:					
– Mr. Fu Xi	–	123	18	–	141
– Mr. Shui Yingyu	–	59	9	313	381
– Mr. Zhang Yuguo	–	348	41	–	389
– Mr. Zhao Bihao	–	645	41	2,476	3,162
– Mr. Mao Feng	–	674	41	–	715
	–	1,849	150	2,789	4,788

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



## 9 FIVE HIGHEST PAID EMPLOYEES

The five highest paid employees included one director (2019: one director), details of whose remuneration are set out in note 8 above. Details of the remuneration for the year of the remaining three highest paid employees who are neither a director nor chief executive of the Group are as follows:

	<b>2020</b>	2019
	<b>RMB'000</b>	<i>RMB'000</i>
Salaries, allowances and benefits in kind	<b>3,153</b>	2,159
Pension scheme contributions	<b>4</b>	163
Equity-settled share-based payments	<b>–</b>	14,440
	<b>3,157</b>	16,762

The number of non-director and non-chief executive highest paid employees whose remuneration fell within the following bands is as follows:

	<b>Number of employees</b>	
	<b>2020</b>	2019
Nil to HKD1,000,000	<b>3</b>	–
HKD1,000,001 to HKD1,500,000	<b>1</b>	–
HKD1,500,001 to HKD2,000,000	–	1
HKD2,000,001 to HKD2,500,000	–	–
HKD2,500,001 to HKD3,000,000	–	1
HKD3,000,001 to HKD3,500,000	–	1
HKD3,500,001 to HKD4,000,000	–	–
HKD4,000,001 to HKD9,000,000	–	1
	<b>4</b>	4



## 10 INCOME TAX

The Group is subject to income tax on an entity basis on profits arising in or derived from the jurisdictions in which members of the Group are domiciled and operate.

The majority of the Company's subsidiaries are domiciled in the PRC. Pursuant to the PRC Corporate Income Tax Law (the "PRC Tax Law") effective on 1 January 2008, the PRC corporate income tax rate of the Group's subsidiaries operating in the PRC during the reporting period was 25% of their taxable profits.

Wuhan Fulu was accredited as a high and new technology enterprise ("HNTE") in the year ended 31 December 2018. The HNTE certificate needs to be renewed every three years so as to enable Wuhan Fulu to enjoy the preferential CIT rate of 15%. For the year ended 31 December 2020, Wuhan Fulu was entitled to a Corporate Income Tax ("CIT") rate of 15% due to HNTE.

Wuhan Yiqiyou was accredited as an HNTE in the year ended 31 December 2020. For the year ended 31 December 2020, Wuhan Yiqiyou was entitled to a Corporate Income Tax ("CIT") rate of 15% as an HNTE.

Xinjiang Fulu was established in Horgos Development Zone of Xinjiang on 27 December 2016, which was exempted from income tax from the first year of operation for a five-year period according to the regulations set out by the local authority. Since Xinjiang Fulu started operation in 2017, the tax exemption period commenced from the year of 2017.

Kashgar Yiqiwan was established in Xinjiang and Kashgar Yiqiwan was entitled to a preferential tax rate of 15% for the year ended 31 December 2020 due to the strategy of large-scale western development in the PRC (Caishui [2011] No.58).

Tibet Fulu was established in Tibet and Tibet Fulu was entitled to a preferential tax rate of 15% for the year ended 31 December 2020 due to the strategy of large-scale western development in the PRC (Caishui [2011] No.58). Due to the additional regional tax preference in Tibet, Tibet Fulu was entitled to a preferential CIT rate of 9% instead of 15%.

The major components of the income tax expense are as follows:

	<b>2020</b>	2019
	<b>RMB'000</b>	RMB'000
Current-PRC		
Charge for the year	<b>5,358</b>	4,839
Deferred tax (note 17)	<b>(3,978)</b>	(110)
<b>Total tax charge for the year</b>	<b>1,380</b>	4,729

## 10 INCOME TAX (CONTINUED)

A reconciliation of the tax expenses applicable to profit before tax at the statutory rate for the PRC to the tax expenses at the Group's effective tax rate is as follows:

	<b>2020</b> <b>RMB'000</b>	2019 <i>RMB'000</i>
Profit before tax	<b>122,278</b>	85,344
Tax at the PRC statutory income tax rate	<b>30,570</b>	21,336
Lower tax rates for specific entities	<b>(25,651)</b>	(19,399)
Tax effect of:		
Expenses not deductible for tax	<b>175</b>	4,039
Tax losses not recognised	<b>5</b>	381
Tax losses utilised from previous periods	<b>(217)</b>	(18)
Adjustments in respect of temporary differences not recognised in previous years	<b>(732)</b>	–
Tax incentives on eligible expenditures	<b>(2,492)</b>	(1,651)
Adjustments in respect of changes in tax rates on opening deferred tax	<b>–</b>	41
Adjustments in respect of current tax of previous periods	<b>(278)</b>	–
Tax charge at the Group's effective tax rate	<b>1,380</b>	4,729

## 11 DIVIDENDS

No dividends were declared by the Company since its incorporation.

The dividends declared by the Company's subsidiaries to their then shareholders during the reporting period are as follows:

	<b>2020</b> <b>RMB'000</b>	2019 <i>RMB'000</i>
Dividends	<b>–</b>	32,727



## 12 EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic earnings per share amount is based on the profit for the year attributable to ordinary equity holders of the parent, and the weighted average number of ordinary shares of 329,166,667 (2019: 300,000,000) in issue during the year, assuming the capitalisation issue had been completed on 1 January 2019, as further detailed in note 27 to the financial statements.

The Group had no potentially dilutive instruments in issue during the years ended 31 December 2020 and 2019.

The calculations of basic and diluted earnings per share are based on:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<b>Earnings</b>		
Profit attributable to ordinary equity holders of the parent used in the basic earnings per share calculation	<b>120,898</b>	80,638
<b>Number of shares</b>		
	2020	2019
<b>Shares</b>		
Weighted average number of ordinary shares in issue during the year used in the basic earnings per share calculation	<b>329,166,667</b>	300,000,000
<b>Basic and diluted earnings per share (RMB)</b>	<b>0.37</b>	0.27

13 PROPERTY, PLANT AND EQUIPMENT

	Leasehold improvements RMB'000	Furniture and electronic equipment RMB'000	Motor vehicles RMB'000	Total RMB'000
<b>31 December 2020</b>				
At 1 January 2020:				
Cost	2,176	2,065	2,212	6,453
Accumulated depreciation	(1,803)	(1,351)	(518)	(3,672)
Net carrying amount	373	714	1,694	2,781
At 1 January 2020, net of accumulated depreciation				
Additions	–	50	–	50
Disposals	–	(63)	–	(63)
Depreciation provided during the year	(373)	(320)	(525)	(1,218)
At 31 December 2020, net of accumulated depreciation	–	381	1,169	1,550
At 31 December 2020:				
Cost	2,176	1,769	2,212	6,157
Accumulated depreciation	(2,176)	(1,388)	(1,043)	(4,607)
Net carrying amount	–	381	1,169	1,550
<b>31 December 2019</b>				
At 31 December 2018 and at 1 January 2019:				
Cost	2,176	1,922	1,252	5,350
Accumulated depreciation	(1,057)	(1,007)	(50)	(2,114)
Net carrying amount	1,119	915	1,202	3,236
At 1 January 2019, net of accumulated depreciation				
Additions	–	271	960	1,231
Disposals	–	(35)	–	(35)
Depreciation provided during the year	(746)	(437)	(468)	(1,651)
At 31 December 2019, net of accumulated depreciation	373	714	1,694	2,781
At 31 December 2019:				
Cost	2,176	2,065	2,212	6,453
Accumulated depreciation	(1,803)	(1,351)	(518)	(3,672)
Net carrying amount	373	714	1,694	2,781

## 14 LEASES

The Group has lease contracts for buildings used in its operations. Leases of buildings generally have lease terms between 2 and 6 years. The Group's obligations under its leases are secured by the lessor's title to the leased asset.

(a) The movements of right-of-use assets and lease liabilities during the year are as follows:

	Right-of-use assets RMB'000	Lease liabilities RMB'000
<b>31 December 2020</b>		
As at 1 January 2020	2,489	2,647
Additions due to new leases	3,559	3,559
Depreciation charge	(2,097)	N/A
Accretion of interest	N/A	177
Payments	N/A	(2,361)
<b>As at 31 December 2020</b>	<b>3,951</b>	<b>4,022</b>
Less: Current portion		2,211
Non-current portion		1,811
<b>31 December 2019</b>		
As at 1 January 2019	5,121	5,352
Additions due to new leases	1,420	1,420
Depreciation charge	(1,979)	N/A
Termination of a lease for lease modification	(2,073)	(2,166)
Accretion of interest	N/A	256
Payments	N/A	(2,215)
<b>As at 31 December 2019</b>	<b>2,489</b>	<b>2,647</b>
Less: Current portion		1,580
Non-current portion		1,067

## 14 LEASES (CONTINUED)

(b) The amounts recognised in profit or loss in relation to leases are as follows:

	<b>2020</b>	2019
	<b>RMB'000</b>	RMB'000
Interest charge on lease liabilities	<b>177</b>	256
Depreciation charge of right-of-use assets	<b>2,097</b>	1,979
Gain on termination of a lease for lease modification	<b>–</b>	(93)
<b>Total amount recognised in profit or loss</b>	<b>2,274</b>	2,142

## 15 GOODWILL

*RMB'000*

<u>Cost and net carrying amount at 31 December 2020 and 2019</u>	<u>674</u>
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On 31 July 2017, goodwill arising from the acquisition of Wuhan Tianshi Technology Co., Ltd. amounted to RMB674,000, is allocated to the telecommunications cash-generating unit for impairment test.

In the opinion of the directors, no impairment provision for goodwill was made at the end of the year.



16 OTHER INTANGIBLE ASSETS

	<b>Software RMB'000</b>
<b>2020</b>	
At 1 January 2019:	
Cost	6,177
Accumulated amortisation	(367)
<b>Net carrying amount</b>	<b>5,810</b>
At 1 January 2020, net of accumulated amortisation	5,810
Additions	1,512
Amortisation provided during the year	(719)
<b>At 31 December 2020, net of accumulated amortisation</b>	<b>6,603</b>
At 31 December 2020:	
Cost	7,689
Accumulated amortisation	(1,086)
<b>Net carrying amount</b>	<b>6,603</b>
<b>2019</b>	
At 1 January 2018:	
Cost	860
Accumulated amortisation	(15)
<b>Net carrying amount</b>	<b>845</b>
At 1 January 2019, net of accumulated amortisation	845
Additions	5,317
Amortisation provided during the year	(352)
<b>At 31 December 2019, net of accumulated amortisation</b>	<b>5,810</b>
At 31 December 2019:	
Cost	6,177
Accumulated amortisation	(367)
<b>Net carrying amount</b>	<b>5,810</b>

## 17 DEFERRED TAX

### *Deferred tax assets*

The movements in deferred tax assets during the reporting period are as follows:

	<b>Accruals and provision RMB'000</b>	<b>Loss available for offsetting against future profit RMB'000</b>	<b>Total RMB'000</b>
At 31 December 2019 and 1 January 2020	<b>4,043</b>	–	<b>4,043</b>
Deferred tax credited to profit or loss during the period	<b>975</b>	<b>3,003</b>	<b>3,978</b>
At 31 December 2020	<b>5,018</b>	<b>3,003</b>	<b>8,021</b>
At 31 December 2018 and 1 January 2019	3,933	–	3,933
Deferred tax credited to profit or loss during the year	110	–	110
At 31 December 2019	4,043	–	4,043

Deferred tax assets have not been recognised in respect of tax losses and temporary differences amounting to RMB3,502,000 (2019: RMB9,184,000), as it is not considered probable that taxable profits will be available against which the above tax losses can be utilised. The above tax losses will expire in one to ten years.

### *Deferred tax liabilities*

Pursuant to the PRC Corporate Income Tax Law, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in the PRC. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between the PRC and the jurisdiction of the foreign investors. For the Group, the applicable rate is 10%. The Group is therefore liable for withholding taxes on dividends distributed by those subsidiaries established in the PRC in respect of earnings generated from 1 January 2008.

As at the end of the reporting period, no deferred tax has been recognised for withholding taxes that would be payable on the unremitted earnings that are subject to withholding taxes of the subsidiaries of the Group established in the PRC. In the opinion of the directors, it is not probable that these subsidiaries will distribute such earnings in the foreseeable future. The aggregate amount of temporary differences associated with the investments in these subsidiaries in the PRC for which deferred tax liabilities have not been recognised was RMB315,329,000 (2019: RMB182,385,000).



## 18 TRADE RECEIVABLES

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Trade receivables	134,510	55,382
Impairment	(2,462)	(1,963)
	<b>132,048</b>	<b>53,419</b>

The Group's credit period is generally three months. Each customer has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables to minimise credit risk. Overdue balances are reviewed regularly by management. In view of the aforementioned and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

An ageing analysis of the trade receivables as at the end of the reporting period, based on the transaction date and net of loss allowance, is as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Within 3 months	101,235	46,181
4 to 6 months	22,034	4,159
7 to 12 months	7,271	2,496
Over 1 year	1,508	583
	<b>132,048</b>	<b>53,419</b>

The movements in the loss allowance for impairment of trade receivables are as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
At beginning of year	1,963	1,355
Impairment losses, net	499	608
At end of year	<b>2,462</b>	<b>1,963</b>

An impairment test is performed at the end of the reporting period using the simplified approach. To measure the ECLs, the balances are grouped based on similar loss patterns (i.e., by product or service type, customer type and rating). The provision rates are calculated on external credit ratings and historical credit loss experience. The calculation reflects the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions.



## 18 TRADE RECEIVABLES (CONTINUED)

Set out below is the information about the credit risk exposure on the Group's trade receivables:

<b>Class of credit rating</b>	<b>Notes</b>	<b>Expected credit loss rate %</b>	<b>Gross carrying amount RMB'000</b>	<b>Expected credit losses RMB'000</b>
31 December 2020				
Class 1	(i)	0.001	45,968	–
Class 2	(ii)	0.92	86,880	800
Class 3	(iii)	100	1,662	1,662
<b>Total</b>			<b>134,510</b>	<b>2,462</b>
31 December 2019				
Class 1	(i)	0.001	28,841	–
Class 2	(ii)	0.98	24,821	243
Class 3	(iii)	100	1,720	1,720
<b>Total</b>			<b>55,382</b>	<b>1,963</b>

- (i) Class 1 customers receive external credit ratings equal to or above A-from Standard & Poor's.
- (ii) Class 2 customers receive no external credit ratings. They maintain active business with the Group and have good payment history.
- (iii) Class 3 customers have past due receivables and the Group has substantial evidence of the receivables being irrecoverable.



## 19 CONTRACT ASSETS

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<i>Contract assets arising from:</i>		
Provision of digital goods-related services	<b>36,415</b>	54,881
Impairment	<b>(70)</b>	(154)
	<b>36,345</b>	54,727

Contract assets are initially recognised for revenue earned from the provision of digital goods-related services as the receipt of consideration is conditional on meeting the contracts' conditions (i.e., total transaction amounts or other performance indicators). Upon meeting the contracts' conditions, the amounts recognised as contract assets are reclassified to trade receivables.

The expected timing of recovery or settlement for contract assets as at the end of each reporting period is as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Within one year	<b>36,345</b>	54,727

The movements in the loss allowance for impairment of contract assets are as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
At beginning of year	<b>154</b>	50
Impairment losses, net	<b>(84)</b>	104
At end of year	<b>70</b>	154

An impairment test is performed at the end of the reporting period using the simplified approach. The provision rates for the measurement of the expected credit losses of the contract assets are based on those of the trade receivables as the contract assets and the trade receivables are from the same customer bases. The calculation reflects the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions.



## 19 CONTRACT ASSETS (CONTINUED)

Set out below is the information about the credit risk exposure on the Group's contract assets:

<b>Class of credit rating</b>	Notes	<b>Expected credit loss rate</b> %	<b>Gross carrying amount</b> <i>RMB'000</i>	<b>Expected credit losses</b> <i>RMB'000</i>
31 December 2020				
Class 1	(i)	<b>0.001</b>	<b>28,815</b>	–
Class 2	(ii)	<b>0.92</b>	<b>7,600</b>	<b>70</b>
<b>Total</b>			<b>36,415</b>	<b>70</b>
31 December 2019				
Class 1	(i)	0.001	39,100	–
Class 2	(ii)	0.98	15,781	154
<b>Total</b>			<b>54,881</b>	<b>154</b>

- (i) Class 1 customers receive external credit ratings equal to or above A- from Standard & Poor's.
- (ii) Class 2 customers receive no external credit ratings. They maintain active business with the Group and have good payment history.



## 20 PREPAYMENTS, OTHER RECEIVABLES AND OTHER ASSETS

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Prepayments to digital goods providers:		
Non-refundable	<b>413,183</b>	215,882
Refundable	<b>60,907</b>	21,555
Other receivables	<b>37,247</b>	46,594
Deposits to digital goods providers	<b>52,261</b>	53,112
Prepaid value-added tax	<b>23,263</b>	18,747
Prepayments for various services	<b>1,391</b>	2,766
Interest receivables	<b>1,533</b>	–
	<b>589,785</b>	358,656
Impairment allowance	<b>(20,249)</b>	(20,029)
	<b>569,536</b>	338,627

The movements in the loss allowance for impairment of refundable prepayments and deposits to digital goods providers and other receivables are as follows:

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
At beginning of year	<b>20,029</b>	18,309
Impairment losses, net	<b>220</b>	1,720
At end of year	<b>20,249</b>	20,029

Refundable prepayments, deposits and other receivables mainly represent refundable prepayments and deposits to digital goods providers, receivables from online platform operators (such as Tmall and JD) and other receivables from third parties. Where applicable, an impairment analysis is performed at the end of each reporting period by considering the probability of default of the industry. Except for specific balances for which a 100% ECL rate is determined, as at 31 December 2020 and 2019, the probability of default applied ranged from 0.001% to 1.40% and 0.001% to 1.49%, respectively. The loss given default was estimated to be 65.65% for each reporting period. The loss rate is adjusted to reflect the current conditions and forecasts of future economic conditions, as appropriate.

## 21 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Other unlisted investments, at fair value	<b>3,983</b>	–

The above unlisted investments were wealth management products issued by banks in Mainland China. They were mandatorily classified as financial assets at fair value through profit or loss as their contractual cash flows are not solely payments of principal and interest.

## 22 CASH AND CASH EQUIVALENTS AND PLEDGED DEPOSITS

	Notes	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
Cash and bank balances		<b>618,843</b>	9,583
Less: Pledged for interest-bearing bank loans	(i)	<b>145,000</b>	550
Restricted cash	(ii)	<b>15,901</b>	–
Others		<b>50</b>	50
Cash and cash equivalents		<b>457,892</b>	8,983
Denominated in RMB		<b>202,400</b>	8,983
Denominated in HK Dollar (“HKD”)		<b>255,427</b>	–
Denominated in US Dollar (“USD”)		<b>65</b>	–
Denominated in RMB		<b>457,892</b>	8,983

(i) The pledged deposits for interest-bearing bank loans earns interest at 3.5% with a maturity of three years.

(ii) Restricted cash mainly represents cash received from customers and reserved in a bank supervised account for payments to merchants, which amounted to RMB15,177,000.

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

Cash at banks earns interest at floating rates based on daily bank deposit rates. The bank balances and pledged deposits are deposited with creditworthy banks with no recent history of default.



## 23 TRADE PAYABLES

An ageing analysis of the trade payables as at the end of the reporting period, based on the transaction date, is as follows:

	<b>2020</b> <i>RMB'000</i>	2019 <i>RMB'000</i>
Within 3 months	<b>30,827</b>	22,648
4 to 6 months	<b>4,040</b>	355
7 to 12 months	<b>2,115</b>	473
Over 12 months	<b>1,215</b>	–
	<b>38,197</b>	23,476

Trade payables are non-interest-bearing and are normally settled on credit terms within 3 months.

## 24 OTHER PAYABLES AND ACCRUALS

	<b>2020</b> <i>RMB'000</i>	2019 <i>RMB'000</i>
Receipts in advance	<b>38,032</b>	70,522
Payroll and welfare payables	<b>22,979</b>	17,100
Other tax and surcharges payables	<b>20,870</b>	22,653
Other payables and accruals*	<b>15,431</b>	6,288
Interest payables	<b>1,163</b>	950
	<b>98,475</b>	117,513

\* Other payables are non-interest-bearing and repayable on demand.

## 25 INTEREST-BEARING BANK AND OTHER BORROWINGS

	<b>2020</b> <i>RMB'000</i>	2019 <i>RMB'000</i>
<u>Bank loans</u>		
Secured	<b>138,800</b>	60,520
Unsecured	–	960
	<b>138,800</b>	61,480

## 25 INTEREST-BEARING BANK AND OTHER BORROWINGS (CONTINUED)

The Group's bank loans and other borrowings were interest-bearing at a rate of 4.45% per annum during the year ended 31 December 2020 (2019: 4.00% to 18.25%).

As at 31 December 2020, the Group's interest-bearing bank loans of up to RMB138,800,000 were secured by long-term time deposits of RMB145,000,000.

## 26 DIVIDENDS PAYABLE

A subsidiary, Kashgar Yiqiwan, declared a dividend of RMB15,000,000 to its then shareholders on 16 December 2019. As at 31 December 2020, all the dividend payable had been paid.

## 27 SHARE CAPITAL

	2020 Number of shares	2019 Number of shares
Authorised:		
Ordinary shares of USD0.0001 each	500,000,000	500,000,000

	2020 RMB'000	2019 RMB'000
Issued and fully paid:		
400,000,000 (31 December 2019: 100,000,000)		
Ordinary shares of USD0.0001 each	273	70

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

	Notes	Number of shares in issue	Share capital RMB'000
1 January 2019		–	–
Rights issue	(i)	100,000,000	70
At 31 December 2019 and 1 January 2019		100,000,000	70
Capitalisation Issue of shares	(ii)	200,000,000	135
Issue of shares from initial public offering	(iii)	100,000,000	68
At 31 December 2020		400,000,000	273



## 27 SHARE CAPITAL (CONTINUED)

- (i) The Company was incorporated in the Cayman Islands on 31 October 2019 with authorised share capital of USD50,000 divided into 500,000,000 shares at a par value of USD0.0001 each. On the same date, 100,000,000 shares were allotted and issued to then shareholders at par value.
- (ii) Pursuant to a written resolution of the shareholders of the Company passed on 29 August 2020, a total of 200,000,000 shares of USD0.0001 each were allotted and issued at fully paid and at par value to the shareholders as of the date immediately before the listing date on a pro rata basis by way of capitalisation from the Company's share premium account on the date of listing.
- (iii) In connection with the Company's initial public offering, 100,000,000 ordinary shares of HKD8.90 each were issued at USD0.0001 per share for a total cash consideration, before expenses, of HKD890,000,000 (approximated to RMB776,169,000).

## 28 RESERVES

### ***Merger reserve***

The merger reserve represents nominal value of paid-up capital of subsidiaries comprising the Group prior to the incorporation of the Company.

### ***Share-based payment reserve***

The share-based payment represents the aggregated amount of equity-settled transactions with employees.

### ***Statutory surplus reserve***

In accordance with the Company Law of the PRC, certain subsidiaries of the Group which are domestic enterprises are required to allocate 10% of their profit after tax, as determined in accordance with the relevant PRC accounting standards, to their respective statutory surplus reserves until the reserve reach 50% of their respective registered capital. Subject to certain restrictions set out in the Company Law of the PRC, part of the statutory surplus reserves may be converted to increase share capital, provided that the remaining balance after the capitalisation is not less than 25% of the registered capital.

## 29 NOTES TO THE CONSOLIDATED STATEMENTS OF CASH FLOWS

### (a) Major non-cash transactions

The Group had non-cash additions to right-of-use assets and lease liabilities of the leases of RMB3,559,000 (2019: RMB1,420,000), in respect of lease arrangements of office buildings.

### (b) Changes in liabilities arising from financing activities

	Lease liabilities <i>RMB'000</i>	Due to related parties <i>RMB'000</i>	Interest-bearing bank and other borrowings <i>RMB'000</i>	Interest payables <i>RMB'000</i>	Dividends payable <i>RMB'000</i>
At 1 January 2020	2,647	3,441	61,480	950	15,000
Changes from financing cash flows	(2,361)	(3,441)	77,320	(5,251)	(15,000)
New leases	3,559	-	-	-	-
Accretion of interest	177	-	-	5,464	-
At 31 December 2020	4,022	-	138,800	1,163	-
At 1 January 2019	5,352	1,554	92,960	381	-
Changes from financing cash flows	(2,215)	1,887	(31,480)	(7,123)	(17,727)
New leases	1,420	-	-	-	-
Termination of a lease for lease modification	(2,166)	-	-	-	-
Accretion of interest	256	-	-	7,692	-
Dividends declared	-	-	-	-	32,727
At 31 December 2019	2,647	3,441	61,480	950	15,000



### 30 RELATED PARTY TRANSACTIONS

The Group's principal related parties are as follows:

Name	Relationship with the Company
Mr. Fu Xi	Controlling shareholder, director of the Company and key management personnel of the Group
Wuhan Xunyue Technology Co., Ltd.	Controlled by the controlling shareholder
Luqu (Shanghai) Technology Co., Ltd	Controlled by the director of the Company
Tibet Fuxu Venture Capital Management Partnership	Controlled by the controlling shareholder
Tibet Fulong Venture Capital Management Partnership	Controlled by the controlling shareholder
Mr. Shui Yingyu	Director of the Company and key management personnel of the Group
Mr. Zhao Bihao	Director of the Company and key management personnel of the Group
Mr. Xu Jian	Key management personnel of the Group
Mr. Ren Wei	Key management personnel of the Group
Mr. Chen Tianjun	Key management personnel of the Group
Mr. Ding Zhigang	Key management personnel of the Group

**30 RELATED PARTY TRANSACTIONS (CONTINUED)**

(a) *In addition to the transactions detailed elsewhere in the financial statements, the Group had the following transactions with related parties during the reporting period:*

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<i>Borrowing from related parties</i>		
Mr. Shui Yingyu	65,000	23,430
Mr. Ding Zhigang	17,000	–
Luqu (Shanghai) Technology Co., Ltd	900	–
Wuhan Xunyue Technology Co., Ltd.	590	–
Mr. Zhao Bihao	–	2,000
	<b>83,490</b>	25,430
<i>Repayment of loans to related parties</i>		
Mr. Shui Yingyu	68,430	20,000
Mr. Ding Zhigang	17,000	–
Luqu (Shanghai) Technology Co., Ltd	900	–
Wuhan Xunyue Technology Co., Ltd.	601	1,543
Mr. Zhao Bihao	–	2,000
	<b>86,931</b>	23,543
<i>Interest paid to related parties</i>		
Mr. Shui Yingyu	366	1,103



**30 RELATED PARTY TRANSACTIONS (CONTINUED)**

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

	Notes	2020 RMB'000	2019 RMB'000
<i>Due from related parties</i>			
Mr. Xu Jian	(i)	6,196	6,196
Mr. Zhao Bihao	(i)	2,371	2,371
Mr. Ren Wei	(i)	1,911	1,911
Mr. Chen Tianjun	(i)	1,677	1,677
Mr. Shui Yingyu	(i)	76	76
Shareholders of the Company		–	70
Tibet Fulong Venture Capital Management Partnership		–	50
Tibet Fuxu Venture Capital Management Partnership		–	29
		<b>12,231</b>	12,380
<i>Due to related parties</i>			
Mr. Shui Yingyu		–	3,430
Wuhan Xunyue Technology Co., Ltd.		–	11
		–	3,441
<i>Lease liabilities</i>			
Wuhan Xunyue Technology Co., Ltd.		280	792

- (i) The aggregate amounts due from Mr. Xu Jian, Mr. Zhao Bihao, Mr. Ren Wei, Mr. Chen Tianjun and Mr. Shui Yingyu, amounting to RMB12,231,000 (2019: RMB12,231,000), were withholding individual income tax for equity-settled shared-based payments.

Except for the amounts relating to withholding individual income tax as explained in note (i) above and lease liabilities, balances with related parties were non-trade in nature.

**30 RELATED PARTY TRANSACTIONS (CONTINUED)****(c) Compensation of key management personnel of the Group:**

	<b>2020</b>	2019
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
Salaries, allowances and benefit in kind	<b>4,697</b>	3,368
Pension scheme contributions	<b>11</b>	271
Equity-settled share-based payments	<b>–</b>	16,362
Total compensation paid to key management personnel	<b>4,708</b>	20,001

Further details of directors' and the chief executive's emoluments are included in note 8 to the financial statements.



### 31 FINANCIAL INSTRUMENTS BY CATEGORY

The carrying amounts of each of the categories of financial instruments as at 31 December 2020 and 2019 are as follows:

#### At 31 December 2020

##### Financial assets

	Financial assets at fair value through profit or loss <i>RMB'000</i>	Financial assets at amortised cost <i>RMB'000</i>	Total <i>RMB'000</i>
Financial assets measured at fair value through profit or loss	3,983	–	3,983
Trade receivables	–	132,048	132,048
Financial assets included in prepayments, other receivables and other assets	–	131,699	131,699
Due from related parties	–	12,231	12,231
Pledged deposits	–	145,050	145,050
Restricted cash	–	15,901	15,901
Cash and cash equivalents	–	457,892	457,892
	<b>3,983</b>	<b>894,821</b>	<b>898,804</b>

##### Financial liabilities

	Financial liabilities at amortised cost <i>RMB'000</i>
Trade payables	38,197
Financial liabilities included in other payables and accruals	54,626
Lease liabilities	4,022
Interest-bearing bank and other borrowings	138,800
	<b>235,645</b>



### 31 FINANCIAL INSTRUMENTS BY CATEGORY (CONTINUED)

The carrying amounts of each of the categories of financial instruments as at 31 December 2020 and 2019 are as follows: (continued)

At 31 December 2019

#### Financial assets

	Financial assets at amortised cost <i>RMB'000</i>
Trade receivables	53,419
Financial assets included in prepayments, other receivables and other assets	101,232
Due from related parties	12,380
Pledged deposits	600
Cash and cash equivalents	8,983
	<hr/> <hr/> 176,614

#### Financial liabilities

	Financial liabilities at amortised cost <i>RMB'000</i>
Trade payables	23,476
Financial liabilities included in other payables and accruals	77,760
Lease liabilities	2,647
Due to related parties	3,441
Interest-bearing bank and other borrowings	61,480
Dividends payable	15,000
	<hr/> <hr/> 183,804



### 32 FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

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

Carrying amounts

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<b>Financial assets</b>		
Financial assets measured at fair value through profit or loss	<b>3,983</b>	–

Fair values

	2020 <i>RMB'000</i>	2019 <i>RMB'000</i>
<b>Financial assets</b>		
Financial assets measured at fair value through profit or loss	<b>3,983</b>	–

Management has assessed that the fair values of cash and cash equivalents, pledged deposits, trade receivables, trade payables, financial assets included in prepayments, other receivables and other assets, financial liabilities included in other payables and accruals, amounts due from/to related parties and short-term interest-bearing bank and other borrowings approximate to their carrying amounts largely due to the short term maturities of these instruments.

The Group's finance department headed by the finance manager is responsible for determining the policies and procedures for the fair value measurement of financial instruments. The finance manager reports directly to the chief financial officer. At the end of the reporting period, the finance department analysed the movements in the values of financial instruments and determined the major inputs applied in the valuation. The valuation was reviewed and approved by the chief financial officer.

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The fair values of wealth management products measured at fair value through profit or loss are determined using a market approach.

## 32 FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS (CONTINUED)

### Fair value hierarchy

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

Assets measured at fair value:

	Fair value measurement using quoted prices in active markets (Level 1) <i>RMB'000</i>	Significant observable inputs (Level 2) <i>RMB'000</i>	Significant unobservable inputs (Level 3) <i>RMB'000</i>	Total <i>RMB'000</i>
As at 31 December 2020				
Financial assets at fair value through profit or loss	–	<b>3,983</b>	–	<b>3,983</b>

Liabilities measured at fair value:

The Group did not have any financial liabilities measured at fair value as at 31 December 2020 and 2019.

During each reporting period, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3 for both financial assets and financial liabilities.

	Increase/ (decrease) in foreign currency rate %	Increase/ (decrease) in profit before tax <i>RMB'000</i>
As at 31 December 2020		
If HKD weakens against RMB	<b>5</b>	<b>(12,771)</b>
If HKD strengthens against RMB	<b>(5)</b>	<b>12,771</b>
As at 31 December 2019		
If HKD weakens against RMB	–	–
If HKD strengthens against RMB	–	–



### 33 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group's principal financial instruments comprise interest-bearing bank and other borrowings and cash and cash equivalents. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets and liabilities such as trade receivables and trade payables, which arise directly from its operations.

The main risks arising from the Group's financial instruments are foreign currency risk, credit risk and liquidity risk. The Group does not hold or issue derivative financial instruments either for hedging or for trading purposes. The board of directors reviews and agrees policies for managing each of the risks which are summarised below:

#### **Foreign Currency risk**

The Group has transactional currency exposures. These exposures arise from cash and bank balances denominated in foreign currencies held by the units whose functional currency is the RMB. The following table demonstrates the sensitivity at the end of each reporting period to a reasonably possible change in the exchange rates of foreign currencies, with all other variables held constant, of the Group's profit before tax.

#### **Credit risk**

The Group trades only with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis and the Group's exposure to bad debts is not significant.

Maximum exposure and year-end staging as at 31 December 2020 and 2019

The table below shows the credit quality and the maximum exposure to credit risk based on the Group's credit policy, which is mainly based on past due information unless other information is available without undue cost or effort, and year-end staging classification as at the end of the reporting period. The amounts presented are gross carrying amounts for financial assets.

At 31 December 2020	12-month ECLs		Lifetime ECLs		Total RMB'000
	Stage 1 RMB'000	Stage 2 RMB'000	Stage 3 RMB'000	Simplified approach RMB'000	
Trade receivables*	–	–	–	134,510	134,510
Contract assets*	–	–	–	36,415	36,415
Financial assets included in prepayments, other receivables and other assets					
– Normal**	131,966	–	–	–	131,966
– Doubtful**	–	514	19,468	–	19,982
Pledged deposits	145,050	–	–	–	145,050
Restricted cash	15,901	–	–	–	15,901
Cash and cash equivalents	457,892	–	–	–	457,892
Due from related parties	12,231	–	–	–	12,231
	<b>763,040</b>	<b>514</b>	<b>19,468</b>	<b>170,925</b>	<b>953,947</b>

### 33 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

#### Credit risk (continued)

The table below shows the credit quality and the maximum exposure to credit risk based on the Group's credit policy, which is mainly based on past due information unless other information is available without undue cost or effort, and year-end staging classification as at the end of the reporting period. The amounts presented are gross carrying amounts for financial assets. (continued)

At 31 December 2019	12-month ECLs		Lifetime ECLs		Total
	Stage 1	Stage 2	Stage 3	Simplified approach	
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Trade receivables*	–	–	–	55,382	55,382
Contract assets*	–	–	–	54,881	54,881
Financial assets included in prepayments, other receivables and other assets					
– Normal**	100,128	–	–	–	100,128
– Doubtful**	–	1,656	19,477	–	21,133
Pledged deposits	600	–	–	–	600
Cash and cash equivalents	8,983	–	–	–	8,983
Due from related parties	12,380	–	–	–	12,380
	122,091	1,656	19,477	110,263	253,487

\* For trade receivables and contract assets to which the Group applies the simplified approach for impairment, information based on external credit ratings and historical credit loss experience is disclosed in note 18 and note 19 to the financial statements.

\*\* The credit quality of the financial assets included in prepayments, other receivables and other assets is considered to be "normal" when they are not past due and there is no information indicating that the financial assets had a significant increase in credit risk since initial recognition. Otherwise, the credit quality of the financial assets is considered to be "doubtful".



### 33 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

#### Liquidity risk

The Group monitors its risk to a shortage of funds using a recurring liquidity planning tool. This tool considers the maturity of both its financial instruments and financial assets (e.g., trade receivables) and projected cash flows from operations.

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank borrowings and amounts due to other related parties. In addition, banking facilities have been put in place for contingency purposes.

The maturity profile of the Group's financial liabilities as at the end of each reporting period, based on the contractual undiscounted payments, is as follows:

	On demand <i>RMB'000</i>	Within 1 year <i>RMB'000</i>	Within 2 to 5 years <i>RMB'000</i>	Over 5 years <i>RMB'000</i>	Total <i>RMB'000</i>
<b>At 31 December 2020</b>					
Lease liabilities	–	2,552	2,222	–	4,774
Interest-bearing bank and other borrowings	–	138,859	–	–	138,859
Trade payables	6,155	32,042	–	–	38,197
Other payables	16,594	–	–	–	16,594
	<b>22,749</b>	<b>173,453</b>	<b>2,222</b>	<b>–</b>	<b>198,424</b>
<b>At 31 December 2019</b>					
Lease liabilities	–	1,910	1,088	–	2,998
Interest-bearing bank and other borrowings	–	65,013	–	–	65,013
Trade payables	828	22,648	–	–	23,476
Other payables	7,238	–	–	–	7,238
Due to related parties	3,441	–	–	–	3,441
Dividends payable	15,000	–	–	–	15,000
	<b>26,507</b>	<b>89,571</b>	<b>1,088</b>	<b>–</b>	<b>117,166</b>

### 33 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (CONTINUED)

#### Capital management

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the reporting period.

The Group monitors capital using a gearing ratio, which is net debt divided by total equity plus net debt. The Group's net debt consists of interest-bearing bank and other borrowings less cash and cash equivalents. Total equity includes equity attributable to owners of the parent.

At the end of the reporting period, the Group's strategy was to maintain the gearing ratio at a healthy capital level in order to support its businesses. The principal strategies adopted by the Group include, but are not limited to, reviewing future cash flow requirements and the ability to meet debt repayment schedules when they fall due and adjusting investment plans and financing plans, if necessary, to ensure that the Group has a reasonable level of capital to support its business. The gearing ratios at the end of the reporting period are as follows:

	<b>2020</b> <i>RMB'000</i>	2019 <i>RMB'000</i>
Interest-bearing bank and other borrowings	<b>138,800</b>	61,480
Less: Cash and cash equivalents	<b>457,892</b>	8,983
Net debt	<b>(319,092)</b>	52,497
Equity attributable to owners of the parent	<b>1,106,083</b>	253,764
Total equity and net debt	<b>786,991</b>	306,261
Gearing ratio	<b>N/A</b>	17%

### 34 EVENTS AFTER THE REPORTING PERIOD

Subsequent to the reporting period end, the board recommended a final dividend of HKD0.32 per share for the year ended 31 December 2020, subject to the approval of shareholders at the Company's forthcoming annual general meeting.



## 35 STATEMENT OF FINANCIAL POSITION OF THE COMPANY

Information about the statement of financial position of the Company at the end of the reporting period is as follows:

	2020 RMB'000	2019 RMB'000
<b>NON-CURRENT ASSETS</b>		
Investment in a subsidiary	_*	_*
Total non-current assets	_*	_*
<b>CURRENT ASSETS</b>		
Due from related parties	535,030	70
Cash and cash equivalents	171,328	-
Total current assets	706,358	70
<b>NET CURRENT ASSETS</b>	706,358	70
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	706,358	70
<b>EQUITY</b>		
Share capital	273	70
Reserves	706,085	-
<b>TOTAL EQUITY</b>	706,358	70

\* The balance represents an amount of RMB1.

**Mr. Fu Xi**

Director

**Mr. Mao Feng**

Director

### 35 STATEMENT OF FINANCIAL POSITION OF THE COMPANY (CONTINUED)

Note:

A summary of the Company's reserves is as follows:

	Share capital <i>RMB'000</i>	Share Premium <i>RMB'000</i>	Accumulated losses <i>RMB'000</i>	Total equity <i>RMB'000</i>
At 1 January 2019	–	–	–	–
Issue of shares	70	–	–	70
At 31 December 2019 and 1 January 2020	<b>70</b>	–	–	<b>70</b>
Loss for the year	–	–	<b>(25,133)</b>	<b>(25,133)</b>
Capitalisation issue	<b>135</b>	<b>(135)</b>	–	–
Issue of shares from initial public offering	<b>68</b>	<b>776,101</b>	–	<b>776,169</b>
Shares issue expenses	–	<b>(44,748)</b>	–	<b>(44,748)</b>
At 31 December 2020	<b>273</b>	<b>731,218</b>	<b>(25,133)</b>	<b>706,358</b>

### 36 APPROVAL OF THE FINANCIAL STATEMENTS

The financial statements were approved and authorised for issue by the board of directors on 25 March 2021.



“AGM”	the forthcoming annual general meeting of the Company to be held on May 12, 2021
“Articles” or “Articles of Association”	the articles of association of the Company adopted on August 29, 2018 with effect from the Listing Date, as amended from time to time
“associate(s)”	has the meaning ascribed to it under the Listing Rules
“Audit Committee”	the audit committee of the Company
“Auditor”	the external auditor of the Company
“Board”	the board of Directors
“Company” or “the Company” or “we” or “us”	Fulu Holdings Limited, an exempted company incorporated in the Cayman Islands with limited liability and whose Shares are listed on the Main Board of the Stock Exchange (Stock Code: 2101)
“connected person(s)”	has the meaning ascribed to it under the Listing Rules
“Consolidated Affiliated Entities”	the entities we control through the Contractual Arrangements, namely the PRC Holdcos and their respective subsidiaries
“Contractual Agreements”	the series of contractual agreements entered into by WFOE, our PRC Holdcos and/or the registered shareholders of the PRC Holdcos
“Controlling Shareholder(s)”	has the meaning ascribed to it under the Listing Rules and unless the context otherwise requires, refers to each of Mr. Fu Xi, Mr. Zhang Yuguo, Mr. Shui Yingyu, Mr. Zhao Bihao, FuXi Limited, Fuxu Holdings, Fuzhi Holdings, Zhangyuguo Holdings, Shuiyingyu Holdings and Zhaobihao Holdings or all of them as a group of Controlling Shareholders, refers to Wang Xing and the directly and indirectly held companies through which Wang Xing has an interest in the Company
“CG Code”	Corporate Governance Code as set out in Appendix 14 to the Listing Rules
“Directors”	director(s) of the Company
“Fulu HK”	Fulu (Hongkong) Limited (福祿(香港)有限公司), a limited liability company established in Hong Kong on November 21, 2019, the parent company of WFOE and a wholly-owned subsidiary of our Company
“Fulu Open Platform”	our proprietary technology platform that offers applications to virtual goods vendors and virtual goods sales channels to enable them to better manage the virtual goods and services transaction process



“Fulu Technology” or “WFOE”	Fulu (Wuhan) Technology Co., Ltd (福祿(武漢)科技有限公司), a limited liability company established in the PRC on December 25, 2019 and a wholly-owned subsidiary of the Company
“FuXi Limited”	FuXi Limited, a limited liability company incorporated in the BVI on June 27, 2019 and wholly owned by Mr. Fu Xi. It is one of our Controlling Shareholders
“Fuxu Holdings”	Fuxu Holdings Limited, a limited liability company incorporated in the BVI on September 12, 2019 and wholly owned by FuXi Limited. It is one of our Controlling Shareholders
“Fuzhi Holdings”	Fuzhi Holdings Limited, a limited liability company incorporated in the BVI on September 3, 2019 and wholly owned by FuXi Limited. It is one of our Controlling Shareholders
“Global Offering”	the Hong Kong public offering and the International offering of the Company’s Shares
“GMV”	gross merchandize value, which equals to the sales price per item (inclusive of VAT) multiplied by the number of items sold. The GMV of virtual goods transactions we facilitated as disclosed in this annual report excludes the GMV of virtual goods transactions that occur in online stores we operate for virtual goods vendors
“Group” or “the Group”, “we”, “us”, or “our”	the Company, our subsidiaries and the Consolidated Affiliated Entities from time to time, or where the context so requires, in respect of the period before the Company became the holding company of our present subsidiaries, the subsidiaries as if they were the subsidiaries of the Company at the relevant time (or the Company and any one or more of its subsidiaries, as the context may require)
“HK\$” or “Hong Kong dollars”	Hong Kong dollars, the lawful currency of Hong Kong
“Hong Kong Share Registrar”	Computershare Hong Kong Investor Services Limited
“Hong Kong”	the Hong Kong Special Administrative Region of the PRC
“Hubei Kejin”	Hubei Kejin Network Technology Co., Ltd. (湖北氦金網絡科技有限公司), a limited liability company established in the PRC on May 22, 2017, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu

“IFRS”	International Financial Reporting Standards, as issued from time to time by the International Accounting Standards Board
“Kashgar Yiqiwan”	Kashgar Yiqiwan Network Technology Co., Ltd. (喀什一起玩網絡科技有限公司), a limited liability company established in the PRC on March 27, 2017, and one of the PRC Holdcos
“Latest Practicable Date”	March 25, 2021, the latest practicable date for ascertaining certain information in this annual report before bulk-printing of this annual report
“Listing”	listing of the Shares on the Main Board of the Stock Exchange
“Listing Date”	September 18, 2020, being the date on which the Shares were listed on the Main Board of the Stock Exchange
“Listing Rules”	the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, as amended, supplemented or otherwise modified from time to time
“Luzhi Holdings”	Luzhi Holdings Limited, a limited liability company incorporated in the BVI on September 20, 2019 and owned as to 14.52%, 3.65%, 2.99%, 2.72%, 2.72%, 34.36%, 10.24%, 3.39%, 3.21%, 7.14% and 11.00% by Mr. Yang Yuquan, Mr. Liu Lufeng, Ms. Shen Yaling, Mr. Wang Qiang, Ms. Guo Chenxi, Mr. Xu Jian, Mr. Ren Wei, Mr. Mei Qiaojun, Mr. Li Jun, Mr. Ding Chao and Mr. Chen Tianjun, respectively, each of whom a current employee of the Group, and 4.06% by Mr. Tian Xuan, a former employee of the Group
“Main Board”	the stock exchange (excluding the option market) operated by the Stock Exchange, which is independent from and operates in parallel with the GEM of the Stock Exchange
“PRC Holdcos”	Kashgar Yiqiwan and Wuhan Fulu
“Prospectus”	the prospectus of the Company dated September 7, 2020
“Model Code”	Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules
“Nomination Committee”	the nomination committee of the Company



“PRC” or “China”	the People’s Republic of China. For the purposes of this annual report only and except where the context requires otherwise, excludes Hong Kong, Macau and Taiwan
“PRC Legal Advisor”	Hubei Dewell & Partners Law Firm (Wuhan Area of Hubei Pilot Free Trade Zone ), acting as legal counsel as to PRC law to the Company
“Registered Shareholders”	the registered shareholders of the PRC Holdcos
“Remuneration Committee”	the remuneration committee of the Company
“Reporting Period”	the year ended December 31, 2020
“RMB” or “Renminbi”	Renminbi, the lawful currency of the PRC
“Securities and Futures Ordinance” or “SFO”	the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong), as amended, supplemented or otherwise modified from time to time
“Shares”	ordinary share(s) with a nominal value of US\$0.0001 each in the capital of the Company
“Shareholder(s)”	holder(s) of our Shares
“Shuiyingyu Holdings”	Shuiyingyu Holdings Limited, a limited liability company incorporated in the BVI on June 25, 2019. It is one of our Controlling Shareholders
“Stock Exchange”	The Stock Exchange of Hong Kong Limited
“subsidiary(ies)”	has the meaning ascribed to it in section 15 of the Companies Ordinance
“substantial shareholder”	has the meaning ascribed to it under the Listing Rules
“VIE(s)”	variable interest entity(ies)



“Tibet Fulong”	Tibet Fulong Venture Capital Management Partnership (Limited Partnership) (西藏福隆創業投資管理合夥企業(有限合夥)), a limited liability partnership established in the PRC on January 12, 2017 and owned by Mr. Ren Wei as to 11.75%, Mr. Fu Xi as to 35.36%, Mr. Ding Chao as to 6.29%, Mr. Xu Jian as to 39.31%, Mr. Chen Tianjun as to 4.37%, Mr. Mei Qiaojun as to 1.18% and Mr. Li Jun as to 1.75%. Mr. Fu Xi is our Controlling Shareholder and an executive Director. Mr. Ren Wei, Mr. Xujian and Mr. Chen Tianjun are members of our senior management. Mr. Ding Chao, Mr. Mei Qiaojun and Mr. Li Jun are our employees. Mr. Fu Xi is the sole general partner of Tibet Fulong
“Tibet Fulu”	Tibet Fulu Network Technology Co., Ltd. (西藏福祿網絡科技有限公司), a limited liability company established in the PRC on December 8, 2016, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Tibet Fuxu”	Tibet Fuxu Venture Capital Management Partnership (Limited Partnership) (西藏福旭創業投資管理合夥企業(有限合夥)), a limited liability partnership established in the PRC on January 17, 2017 and owned by Mr. Fu Xi as to 37.74%, Mr. Yang Yuquan as to 15.01%, Mr. Liu Lufeng as to 3.78%, Ms. Shen Yaling as to 3.09%, Mr. Wang Qiang as to 2.81%, Ms. Guo Chenxi as to 2.81%, Mr. Zhang Yuguo as to 2.02%, Mr. Zhao Bihao as to 15.09%, Mr. Tian Xuan as to 4.19%, Mr. Xu Jian as to 0.11%, Mr. Ding Chao as to 1.72%, Mr. Mei Qiaojun as to 2.44%, Mr. Chen Tianjun as to 7.43% and Mr. Li Jun as to 1.75%. Mr. Fu Xi, Mr. Zhang Yuguo and Mr. Zhao Bihao are our Controlling Shareholders and executive Directors. Mr. Chen Tianjun and Mr. Xu Jian are members of our senior management. Mr. Yang Yuquan, Mr. Liu Lufeng, Ms. Shen Yaling, Mr. Wang Qiang, Ms. Guo Chenxi, Mr. Ding Chao, Mr. Mei Qiaojun and Mr. Li Jun are our employees. Mr. Tian Xuan is a former employee of the Group. Mr. Fu Xi is the sole general partner of Tibet Fuxu
“Tibet Huluwa”	Tibet Huluwa Network Technology Co., Ltd. (西藏葫蘆娃網絡科技有限公司), a limited liability company established in the PRC on May 15, 2019, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“US\$”	U.S. dollars, the lawful currency of the United States of America
“VAT”	value-added tax
“VPN”	Virtual Private Network



“Wuhan Fulu”	Wuhan Fulu Network Technology Co., Ltd. (武漢福祿網絡科技有限公司), a limited liability company established in the PRC on March 24, 2009, and one of our PRC Holdcos
“Wuhan Lishuo”	Wuhan Lishuo Technology Co., Ltd. (武漢立碩科技有限公司), a limited liability company established in the PRC on January 6, 2017, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Wuhan Souka”	Wuhan Souka Technology Co., Ltd. (武漢搜卡科技有限公司), a limited liability company established in the PRC on June 8, 2017, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Wuhan Tianshi”	Wuhan Tianshi Technology Co., Ltd. (武漢天識科技有限公司), a limited liability company established in the PRC on July 24, 2014, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Wuhan Xunyue”	Wuhan Xunyue Technology Co., Ltd (武漢訊悅科技有限公司), a limited liability company established in the PRC on April 17, 2015. Wuhan Xunyue is owned as to 60% by Mr. Fu Xi and 40% by Mr. Zhang Yuguo (both of whom are our executive Directors and Controlling Shareholders) and therefore a connected person of the Company
“Wuhan Yilu”	Wuhan Yilu Network Technology Co., Ltd. (武漢億祿網絡科技有限公司), a limited liability company established in the PRC on November 19, 2015, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Kashgan Yiqiwan
“Wuhan Yiqiyou”	Wuhan Yiqiyou Network Technology Co., Ltd. (武漢一起遊網絡科技有限公司), a limited liability company established in the PRC on June 4, 2012, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Xinjiang Fulu”	Xinjiang Fulu Network Technology Co., Ltd. (新疆福祿網絡科技有限公司), a limited liability company established in the PRC on December 27, 2016, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu
“Xinjiang Huluwa”	Xinjiang Huluwa Network Technology Co., Ltd. (新疆葫蘆娃網絡科技有限公司), a limited liability company established in the PRC on February 25, 2019, a Consolidated Affiliated Entity and a wholly-owned subsidiary of Wuhan Fulu



“Zhangyuguo Holdings”	Zhangyuguo Holdings Limited, a limited liability company incorporated in the BVI on June 25, 2019. It is one of our Controlling Shareholders
“Zhaobihao Holdings”	Zhaobihao Holdings Limited, a limited liability company incorporated in the BVI on June 25, 2019. It is one of our Controlling Shareholders
“%”	per cent

Unless otherwise expressly stated or the context otherwise requires, all data in this document is as of the printing date of this annual report.

The English names of the PRC entities, PRC laws or regulations, and the PRC governmental authorities referred to in this document are translations from their Chinese names and are for identification purposes. If there is any inconsistency, the Chinese names shall prevail.

Certain amounts and percentage figures included in this document have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables may not be an arithmetic aggregation of the figures preceding them.