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## **JOLIMARK HOLDINGS LIMITED**

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

**(Stock Code: 2028)**

### **INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2018**

#### **UNAUDITED CONSOLIDATED RESULTS**

The board (the “Board”) of directors (the “Directors”) of Jolimark Holdings Limited (the “Company”) hereby announces the unaudited consolidated results of the Company and its subsidiaries (the “Group”) for the six months ended 30 June 2018, together with the comparative figures for the corresponding period of last year as follows:

#### **CONDENSED CONSOLIDATED INTERIM INCOME STATEMENT**

*(All amounts in Renminbi Yuan thousands unless otherwise stated)*

		<b>Six months ended 30 June</b>	
	<i>Note</i>	<b>2018</b>	2017
		<b>Unaudited</b>	Unaudited
Revenue	5	<b>151,518</b>	163,622
Cost of goods sold		<b>(97,687)</b>	(102,116)
<b>Gross profit</b>		<b>53,831</b>	61,506
Other income		<b>3,962</b>	2,338
Selling and marketing costs		<b>(19,233)</b>	(16,622)
Administrative expenses		<b>(17,536)</b>	(18,708)
Research and development expenses		<b>(21,475)</b>	(16,759)
Other (losses)/gains – net		<b>(1,197)</b>	672

		<b>Six months ended 30 June</b>	
	<i>Note</i>	<b>2018</b>	2017
		<b>Unaudited</b>	Unaudited
<b>Operating (loss)/profit</b>		<b>(1,648)</b>	12,427
Finance (costs)/income – net		<b>(3,884)</b>	1,467
Share of losses of investments accounted for using the equity method		<b>(559)</b>	(201)
Impairment of investment in an associate		<b>(828)</b>	–
		<hr/>	<hr/>
<b>(Loss)/Profit before income tax</b>		<b>(6,919)</b>	13,693
Income tax credit/(expenses)	6	<b>629</b>	(2,243)
		<hr/>	<hr/>
<b>(Loss)/Profit for the period</b>		<b>(6,290)</b>	11,450
		<hr/> <hr/>	<hr/> <hr/>
<b>(Loss)/Profit attributable to:</b>			
– Shareholders of the Company		<b>(5,646)</b>	11,840
– Non-controlling interests		<b>(644)</b>	(390)
		<hr/>	<hr/>
		<b>(6,290)</b>	11,450
		<hr/> <hr/>	<hr/> <hr/>
<b>Earnings per share for profit attributable to the shareholders of the Company during the period (expressed in RMB per share)</b>			
– Basic	7	<b>(0.009)</b>	0.018
		<hr/> <hr/>	<hr/> <hr/>
– Diluted	7	<b>(0.009)</b>	0.018
		<hr/> <hr/>	<hr/> <hr/>

## CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME

(All amounts in Renminbi Yuan thousands unless otherwise stated)

	Six months ended 30 June	
	2018 Unaudited	2017 Unaudited
(Loss)/Profit for the period	(6,290)	11,450
Other comprehensive income for the period	<u>–</u>	<u>–</u>
<b>Total comprehensive income for the period</b>	<b><u><u>(6,290)</u></u></b>	<b><u><u>11,450</u></u></b>
<b>Total comprehensive income for the period attributable to:</b>		
– Shareholders of the Company	(5,646)	11,840
– Non-controlling interests	<u>(644)</u>	<u>(390)</u>
	<b><u><u>(6,290)</u></u></b>	<b><u><u>11,450</u></u></b>

## CONDENSED CONSOLIDATED INTERIM BALANCE SHEET

(All amounts in Renminbi Yuan thousands unless otherwise stated)

		As at	
	Note	30 June 2018 Unaudited	31 December 2017 Audited
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment		99,565	94,402
Land use rights		8,156	8,299
Intangible assets		12,568	11,911
Investments accounted for using the equity method		11,775	14,870
Financial asset at fair value through other comprehensive income		3,184	–
Available-for-sale financial assets		–	2,556
Deferred income tax assets		2,776	2,190
Restricted cash		65,120	58,120
Other receivables		4,804	1,781
		<hr/>	<hr/>
<b>Total non-current assets</b>		<b>207,948</b>	194,129
<b>Current assets</b>			
Inventories		102,663	79,795
Trade and other receivables	9	43,350	49,997
Financial assets at fair value through profit or loss		–	20,092
Restricted cash		254	253
Cash and cash equivalents		135,614	171,056
		<hr/>	<hr/>
<b>Total current assets</b>		<b>281,881</b>	321,193
		<hr/>	<hr/>
<b>Total assets</b>		<b>489,829</b>	515,322
		<hr/> <hr/>	<hr/> <hr/>

		<b>As at</b>	
	<i>Note</i>	<b>30 June 2018 Unaudited</b>	31 December 2017 Audited
<b>EQUITY</b>			
<b>Capital and reserves attributable to shareholders of the Company</b>			
Share capital and premium		23,924	51,297
Other reserves		254,073	252,643
Retained earnings		27,877	40,365
		<hr/>	<hr/>
<b>Non-controlling interests</b>		<b>(49)</b>	<b>(455)</b>
		<hr/>	<hr/>
<b>Total equity</b>		<b>305,825</b>	<b>343,850</b>
		<hr/>	<hr/>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Borrowings		80,938	50,154
Deferred income tax liabilities		534	667
		<hr/>	<hr/>
		<b>81,472</b>	<b>50,821</b>
		<hr/>	<hr/>
<b>Current liabilities</b>			
Trade and other payables	10	68,650	86,317
Contract liabilities		2,568	–
Current income tax liabilities		1,314	4,334
Borrowings		30,000	30,000
		<hr/>	<hr/>
		<b>102,532</b>	<b>120,651</b>
		<hr/>	<hr/>
<b>Total liabilities</b>		<b>184,004</b>	<b>171,472</b>
		<hr/>	<hr/>
<b>Total equity and liabilities</b>		<b>489,829</b>	<b>515,322</b>
		<hr/> <hr/>	<hr/> <hr/>
<b>Net current assets</b>		<b>179,349</b>	<b>200,542</b>
		<hr/> <hr/>	<hr/> <hr/>
<b>Total assets less current liabilities</b>		<b>387,297</b>	<b>394,671</b>
		<hr/> <hr/>	<hr/> <hr/>

# NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

(All amounts in Renminbi Yuan thousands unless otherwise stated)

## 1. GENERAL INFORMATION

- (a) Jolimark Holdings Limited (the “Company”) was incorporated in the Cayman Islands on 22 July 2004 as an exempted company with limited liability under the Companies Law (2003 Revision) of the Cayman Islands. The address of its registered offices is Clifton House, 75 Fort Street, PO Box 1350 GT, George Town, Grand Cayman, Cayman Islands.
- (b) The Company is an investment holding company. The principal activities of the Company and its subsidiaries (the “Group”) are manufacture and sale of printers and other electronic products in the People’s Republic of China (the “PRC”).
- (c) The Company has been listed on the Main Board of The Stock Exchange of Hong Kong Limited (the “Stock Exchange”) since 29 June 2005.
- (d) This condensed consolidated interim financial information has not been audited.

## 2. BASIS OF PREPARATION

The condensed consolidated interim financial information for the six months ended 30 June 2018 has been prepared in accordance with Hong Kong Accounting Standard 34 “Interim financial reporting” issued by the Hong Kong Institute of Certified Public Accountants (the “HKICPA”). The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2017, which have been prepared in accordance with Hong Kong Financial Reporting Standards (the “HKFRS”).

## 3. ACCOUNTING POLICIES

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, except for the adoption of new and amended standards as set out below.

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

The following new and amended standards are mandatory for adoption for the financial year beginning 1 January 2018 for the Group:

		<b>Effective for accounting periods beginning on or after</b>
HKFRS 9	Financial Instruments	1 January 2018
HKFRS 15	Revenue from Contracts with Customers	1 January 2018
HKAS 2 Amendment	Classification and Measurement of Share-based Payment Transactions	1 January 2018
HKAS 28 Amendment	Investments in Associates and Joint Ventures	1 January 2018
HK (IFRIC) 22	Foreign Currency Transactions and Advance Consideration	1 January 2018

The Group has assessed the impact of the adoption of these new and amended standards that are effective for the first time for this interim. The Group had to change its accounting policies and make retrospective adjustments as a result of adopting the following standards:

- HKFRS 9 Financial Instruments, and
- HKFRS 15 Revenue from Contracts with Customers

Then impact of the adoption of these standards and the new accounting policies are disclosed in note 4. The other standards did not have any impact on the Group's accounting policies and did not require retrospective adjustments.

**(b) The following new standards and amendments to existing standards have been issued but are not effective for the financial year beginning 1 January 2018 and have not been early adopted:**

		<b>Effective for annual periods beginning on or after</b>
HKFRS 16	Leases	1 January 2019
HKAS 19 (Amendments)	Employee Benefits	1 January 2019
HK (IFRIC) 23	Uncertainty over Income Tax Treatments	1 January 2019
HKAS 28 (Amendment)	Long-term Interests in an Associate or Joint Venture	1 January 2019
Annual Improvements to 2015-2017 Cycle	Improvements to HKFRS	1 January 2019
HKFRS 10 and HKAS 28	Sale or contribution of assets between an investor and its associate or joint venture	To be announced

The above new standards, amendments to existing standards and interpretations are effective for annual periods beginning on or after 1 January 2019 and have not been applied in preparing these condensed consolidated interim financial information. Management is in the process of making an assessment of their impact.

#### **4. CHANGES IN ACCOUNTING POLICIES**

The Group applied the modified retrospective approach to adopt HKFRS 9 and HKFRS 15 without restating comparative information. The reclassifications and the adjustments arising from the new accounting policies are therefore not reflected in the restated balance sheet as at 31 December 2017, but are recognised in the opening balance sheet on 1 January 2018.

The following tables show the adjustments recognised for each individual line item. Line items that were not affected by the changes have not been included. As a result, the sub-totals and totals disclosed cannot be recalculated from the numbers provided.

<b>Balance sheet (extract)</b>	<b>31 Dec 2017</b> Audited	<b>HKFRS 9</b>	<b>HKFRS 15</b>	<b>1 January</b> <b>2018</b> Restated
<b>Non-current assets</b>				
Financial assets at				
fair value through other				
comprehensive income (“FVOCI”)	–	2,556	–	<b>2,556</b>
Available-for-sale financial assets	<u>2,556</u>	<u>(2,556)</u>	<u>–</u>	<u>–</u>
<b>Total assets</b>	<b><u>2,556</u></b>	<b><u>–</u></b>	<b><u>–</u></b>	<b><u>2,556</u></b>
<b>Current liabilities</b>				
Trade and other payables	86,317	–	(13,615)	<b>72,702</b>
Contract liabilities	<u>–</u>	<u>–</u>	<u>13,615</u>	<b><u>13,615</u></b>
<b>Total liabilities</b>	<b><u>86,317</u></b>	<b><u>–</u></b>	<b><u>–</u></b>	<b><u>86,317</u></b>

## 5. SEGMENT INFORMATION

The directors and chief executive officer of the Group are the chief operating decision-makers (the “CODM”) of the Group. The CODM reviews the Group’s internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports.

The CODM manages the Group’s business from the perspective of different product lines of the Group, i.e. printers and other electronic products.

The CODM assesses the performances of the operating segments based on a measure of segment revenue and segment results. Segment results exclude other income, administrative expenses, research and development expenses, other (losses)/gains – net, finance (costs)/income – net and income tax credit/(expenses), which are centrally managed for the Group.



The segment revenue and results and the reconciliation with profit for the six months ended 30 June 2018 are as follows:

	Printers	Other electronic products	Total
<b>Revenue (from external customers) recognised at a point in time (note (a))</b>	<b>150,253</b>	<b>1,265</b>	<b>151,518</b>
<b>Segment results</b>	<b>32,842</b>	<b>369</b>	<b>33,211</b>
Other income			3,962
Administrative expenses			(17,536)
Research and development expenses			(21,475)
Other losses – net			(1,197)
Finance costs – net			(3,884)
Income tax credit			629
Loss for the period			<b>6,290</b>
<b>Segment results include:</b>			
Share of losses of investments accounted for using the equity method	(559)	–	(559)
Impairment of investment in an associate	(828)	–	(828)
Depreciation and amortisation	(3,249)	(180)	(3,429)

The segment revenue and results and the reconciliation with profit for the six months ended 30 June 2017 are as follows:

	Printers	Other electronic products	Total
<b>Revenue (from external customers) (note (a))</b>	<b>159,212</b>	<b>4,410</b>	<b>163,622</b>
<b>Segment results</b>	<b>43,320</b>	<b>1,363</b>	<b>44,683</b>
Other income			2,338
Administrative expenses			(18,708)
Research and development expenses			(16,759)
Other gains – net			672
Finance costs – net			1,467
Income tax expenses			(2,243)
Profit for the period			<b>11,450</b>
<b>Segment results include:</b>			
Share of losses of investments amounted for using the equity method	(201)	–	(201)
Depreciation and amortisation	(2,780)	(451)	(3,231)

- (a) Revenues from external customers are for sales of goods. There are no inter-segment sales for the six months ended 30 June 2018 and 2017.
- (b) The Group is domiciled in the PRC. The revenue from external customers are as below:

	<b>Six months ended 30 June</b>	
	<b>2018</b>	2017
In the PRC	<b>142,891</b>	147,699
In other countries	<b>8,627</b>	15,923
	<b><u>151,518</u></b>	<u>163,622</u>

- (c) For the six months ended 30 June 2018, approximately 9% of total revenue (six months ended 30 June 2017: approximately 10%) are derived from a single external customer, which is attributable to the segment of printers.
- (d) As at 30 June 2018, the Group's non-current assets are mainly located in the PRC.

## 6. INCOME TAX CREDIT/(EXPENSES)

	<b>Six months ended 30 June</b>	
	<b>2018</b>	2017
Current income tax		
– PRC corporate income tax	<b>581</b>	(1,427)
– PRC dividend withholding tax	<b>(671)</b>	–
	<b>(90)</b>	(1,427)
Deferred income tax	<b>719</b>	(816)
	<b><u>629</u></b>	<u>(2,243)</u>

### Hong Kong profits tax

Hong Kong profits tax has not been provided for as the Group did not have any assessable profits during the six months ended 30 June 2018 (six months ended 30 June 2017: nil).

### PRC corporate income tax

The main business of the Group is conducted by Kong Yue Electronics & Information Industry (Xinhui) Limited (“Kongyue Information”), which is a foreign investment company based in Xinhui City, the PRC. The corporate income tax (the “CIT”) of Kongyue Information is provided for on the basis of its profit reported in the PRC statutory financial statements, adjusted for income and expenses items, which are not assessable or deductible for income tax purpose. Pursuant to the PRC Corporate Income Tax Law (the “CIT Law”), the CIT rate is 25%. As Kongyue Information has been qualified as High and New Technology Enterprises (“HNTE”) for three years from 2017 to 2020, it enjoys a preferential CIT rate at 15% for the six months ended 30 June 2018 (six months ended 30 June 2017: 15%). The effective CIT rate of other Group entities in the PRC is 25% (six months ended 30 June 2017: 25%).

## PRC dividend withholding tax

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

During the six months ended 30 June 2018, the Group has made a provision for withholding income tax of RMB671,000 in respect of the profit distributed by Kongyue Information (six months ended 30 June 2017: nil). The Group has not made provision of deferred income tax of RMB487,000 (31 December 2017: RMB996,000) for the unremitted earnings of the PRC subsidiaries of RMB9,731,000 (31 December 2017: RMB19,928,000) as the Group does not have a plan to distribute these earnings out of the PRC.

## Overseas income tax

The Company is incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law (2003 Revision) of Cayman Islands and accordingly, is exempted from Cayman Islands income tax. Subsidiaries of the Company in the British Virgin Islands (the “BVI”) are incorporated under the International Business Companies Act of the BVI and, accordingly, are exempted from income tax in the BVI.

## 7. EARNINGS PER SHARE

	Six months ended 30 June	
	2018	2017
– Basic		
(Loss)/Profit attributable to the shareholders of the Company (RMB'000)	(5,646)	11,840
Weighted average number of ordinary shares in issue (shares in thousands)	642,027	654,349
Basic earnings per share (RMB per share)	<u>(0.009)</u>	<u>0.018</u>
	Six months ended 30 June	
	2018	2017
– Diluted		
(Loss)/Profit attributable to the shareholders of the Company (RMB'000)	(5,646)	11,840
Weighted average number of ordinary shares in issue (shares in thousands)	642,027	654,349
Adjustments for share options (shares in thousands)	–	550
Weighted average number of ordinary shares for diluted earnings (shares in thousands)	<u>642,027</u>	<u>654,899</u>
Diluted earnings per share (RMB per share)	<u>(0.009)</u>	<u>0.018</u>

## 8. DIVIDENDS

The directors of the Company do not recommend the declaration of a dividend in respect of the six months ended 30 June 2018 (six months ended 30 June 2017: nil).

	Six months ended 30 June	
	2018	2017
Final dividend in respect of the previous financial year, approved and paid during the period of RMB0.019 (2016:RMB0.033) per ordinary share ( <i>note (a)</i> )	<b>12,500</b>	22,000

- (a) A final dividend in respect of 2017 of RMB0.019 per ordinary share totaling approximately RMB12,500,000, which has been paid in 2018, was declared at the board meeting on 22 March 2018. The final dividend was distributed out of the share premium of the Company.

## 9. TRADE AND OTHER RECEIVABLES

The Group's sales to corporate customers are generally granted with credit terms ranging from 30 to 180 days or extended as considered appropriate by the directors of the Company. As at 30 June 2018, the ageing analysis of the trade receivables is as follows:

	As at	
	30 June 2018	31 December 2017
Less than 30 days	7,654	9,786
31–90 days	1,701	1,181
91–180 days	371	4,585
181–365 days	4,075	621
Over 365 days	873	741
	<b>14,674</b>	16,914

As at 30 June 2018, trade receivables of RMB4,948,000 (31 December 2017: RMB1,362,000) were past due but not impaired, which relate to a number of independent customers with no recent history of default.

## 10. TRADE AND OTHER PAYABLES

At 30 June 2018, the ageing analysis of the trade payables base on invoice date, including amounts due to related parties of trading nature, is as follows:

	As at	
	30 June 2018	31 December 2017
Less than 30 days	30,014	22,644
31–90 days	10,966	4,390
91–180 days	83	545
181–365 days	294	547
Over 365 days	1,561	1,418
	<b>42,918</b>	29,544

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Business Review

#### *Printer Business*

For the six months ended 30 June 2018, the revenue of the Group derived from the printer business amounted to approximately RMB150,253,000, representing a decrease of approximately 6% compared with the same period in 2017, and accounted for approximately 99% of the total revenue of the Group. The decrease in revenue was mainly because demands in the printer market underwent a persistent downturn in 2018.

#### *Other Electronic Products Business*

For the six months ended 30 June 2018, the revenue of the Group derived from other electronic products business amounted to approximately RMB1,265,000, representing a decrease of approximately 71% as compared with the corresponding period in 2017, and accounted for approximately 1% of the total revenue of the Group. The decrease in revenue was mainly due to the termination of the OEM electric circuit boards processing business by the Group in 2018.

### Future Business Outlook

Guided by the strategic principle of “printer as cloud application”, the Company has held a firm footing in its printer business as its core technology and market entry-point, and has extended its operational engagements to 7 business directions and areas in the first half of 2018: printing equipment, cloud printing application, tax control solution, new retail solution, video conference and online video education system, glimmer and smog video processing system, and enterprise cloud application. Accordingly, the Company has set up 4 business units with a matching organisation structure including the persons-in-charge and the required staffing to roll out the work towards the projected objectives. The following is our business outlook for the second half of 2018:

#### **Printing Equipment**

After years of development, our printing equipment now comprises a comprehensive range of reliable products, with a large and stable user base. All our products are self-developed, and we have ownership of all of the intellectual property rights. The Company has mastered core technologies for the dot-matrix print head and inkjet head, supported by a supply chain to provide us with an economy of scale, cost advantage and brand influence. In the first half of 2018, the progress of new product development of the Company may be summarised as follows: the research on the red-black dual colour inkjet printer, lottery ticket terminal printer, dot-matrix cloud printer and thermal tag printer have reached completion and has progressed to mass production for sales. The development work on the continuous paper feeding inkjet printer, red-black dual colour self-service invoice machine, 57mm portable dot-matrix printer,

machine core and embedded model, 82-column high-speed bill statement printer, 110-column flatbed paper feeding bill statement printer and invoice printing & verification dual-function machine have also been completed and has progressed to trial production. New projects in the pipeline included two types of colour inkjet printers (all-in-one inkjet head and continuous ink feeding), medical-only inkjet printer, colour inkjet tag printer, 136-column flatbed paper feeding bill statement printer, portable thermal printer, self-operated vending machine and 3-joint automatic porcelain paper cutter. The seamless synchronisation between the schedule for new product launches and projects under research has laid a good foundation for the Company's upscale transformation and continual improvement of competitiveness.

### ***Cloud Printing Application***

As mobile Internet access becomes more popular, mobile office is becoming more and more popular as a mode of conducting business, and there is a solid demand for cloud printing in the market. Cloud printing is the most important achievement in the Company's research and development in recent years and is now being gradually transformed into a tool for us to gain access to new markets and to expand our market share. It is also a core technology to help us upgrade our market position. The Company has completed the development of the Jolimark open printing platform which aims to service multiple industries with a requirement for security, reliability, usability, low cost and versatility. The platform helps third-party users to develop their cloud printing capabilities with efficiency and convenience. Supported devices on the platform include thermal printers, tag printers, dot-matrix mini printers, dot-matrix flatbed paper feeding printers and inkjet printers. The platform is compatible with Wi-Fi, Ethernet, 4G, Bluetooth, and GPRS. Empowered by the API outlet, third-party commercial users can use our Jolimark cloud printing to gain quick access to its open platform and satisfy their different cloud printing requirements according to their business scenarios. With distributed server structure and cluster service capability, it can support over 1 million desktop printers online and 100,000 simultaneous cloud printer requests. In addition to developing its cloud printing open platform, the Company also develops a variety of cloud printing solutions compatible with its products according to the needs of different industries. For lottery self-service terminal, customers can choose numbers, make payment and print the tickets themselves without the help of staff by scanning the QR code on the terminal with their cell phone. In this way, any convenience store can set up a lottery dispensing spot as the cost of establishing a lottery ticket point has been greatly reduced. For apparel industry cloud printing solutions, as the industry often conducts their operational activities as chain stores, franchises, fitting popup stores with online sales, and wholesale, with sale locations all over the country, but sale order, purchase order, warehouse exit invoice, settlement statements and customs forms have to be processed in a centralised manner, cloud printing solutions compatible with mobile devices (such as iPad and smartphones) which are easy to deploy, safe to use, reliable and versatile in types (such as dot-matrix, mini printer and tag cloud printer) are most required for the apparel industry, for which a designated product series has been released by the Company. The development and testing of our homework cloud printers have been completed, which support WeChat document printing and postal printing, mobile app printing. Through WeChat groups, parents can attend to their children's homework and print the homework remotely using homework cloud printing without having to wait for the parents

to come home to start printing, a great relief for families where parents and children do not come home at the same time. Document sharing cloud printers and office cloud printers have completed planning and has begun on design and development with a projected launch in the third quarter; Windows service cloud printer is being planned for and in the function design stage with projected launch in the second half of the year.

### ***Tax Control Solution***

The Company has been engaged for many years in the research, development and promotion of tax control products and the provision of tax control solutions and has accumulated a wealth of experience in the field of tax control. As an important tax control solution and product provider in China, the Company follows the national tax control policy and has developed corresponding tax control products promptly. In recent years, the government has been actively promoting the use of electronic invoices and the tax bureau requires businesses to provide printed electronic invoices despite the fact that many businesses are still using hard copies for processing reimbursements. In view of this, the Company has developed the “Electronic Invoice Self-Service Cloud Printer” in collaboration with WeChat. Customers can print electronic invoices with the red seal by themselves by scanning a WeChat barcode, solving a headache for both businesses and customers. So far it is the most popular and successful solution for electronic invoice self-service printing, it also comes with value-added services such as advertising and paid printing which have been met with acclaim and approval by the customers and positive market responses. So far market development is running a smooth course, and tax control service providers and distributing agencies have great expectation over the market prospect of the product. Also, according to the tax policy, invoices should include tax file number and the description of goods. The Company has developed the “Jolimark Cloud Invoicing Assistant”, which is a piece of software to enable customers to print out invoices with a title by a simple scan of WeChat. It also includes the unique functions of e-mail sending, electronic invoice printing through WeChat code scanning, and publishing advertisements. “Jolimark Cloud Invoicing Assistant” has been integrated with the standard invoice outputs of the two major tax control service providers in the country, JinxuiPan (金税盤) and Xuikongpan (税控盤) by overcoming their technical differences, providing streamlined and standardised invoicing outputs for customers. It supports the issuance of VAT ordinary electronic invoices, VAT-only invoices, and VAT ordinary rolled-out invoices, and makes for a convenient solution for the cashier software (whether proprietary or third-party-developed) used by enterprises or electronic vendors. Further, the Company is planning to develop a business invoice reimbursement management system to resolve the issues arising from electronic invoice self-service printing, verifying invoices and preventing double reimbursements. Other tax control products include: Invoicing All-in-One Machine, Portable Invoicing All-in-One Machine and Electronic Invoicing Self-Service Terminal, etc. The tax control products constitute a powerful, comprehensive solution to satisfy different tax control requirements.

## ***New Retail Solution***

The new retail solutions launched by the Company will benefit from the fact that it has the same customer base as the Company's strong tax control business and cloud printing application business, and by using the mobile phone scanning system to access our cloud printing application, users are able to attract customers and advertisers to our new retail business at next to no additional cost. Multiple upgrades were performed in the first half of the year for the Kamo membership system, the core of our new retail products, as the Company continuously improves and diversifies its functionalities. First, the software structure was upgraded and the SaaS structure was implemented through which business users can choose their functions and be charged accordingly, thus lowering the user threshold. Second, a great number of professional management functions were augmented such as membership, shopping mall, dining, cosmetics, hotel, scenery spots, cashier app, service provider and operation management, among others, turning the Kamo system into a versatile management system for multiple industries with greater adaptability and greater functionality. Third, major functions newly included are: the first version of the Kamo app allows for easier promotion and consumer inspection, and added a new module for staff sales which encourages sharing and promotion by staff, thus increasing the appeal of the product to the vendor and service providers. The app, after the upgrade, realises decentralised cashier and supports multi-location order taking for cashiers making the product suitable for both mid- and large restaurants. The dining management system now includes barcode scanning for order taking, queueing, online booking, precise kitchen printing, among other functions, and most importantly it offers connectivity with the electronic invoicing system which paves the way for further development of the Kamo system into an O2O platform fully controlled by the vendor. Further enhancement was performed on the Kamo system to allow for a greater diversity of promotional activities to be performed by the vendors. In order to work in partnership with the new model promoted under our new retail solutions, a new management system for the service providers was introduced to enable service providers to respond more quickly and efficiently to their clients' needs, while the user experience with the service and equipment may be further streamlined and perfected. Furthermore, our 7-inch POS machine has further expanded into overseas markets with users already in trial use and expecting bulk exports in the second half of the year. The hardware product packaged with the new retails, the 13.3-inch POS machine and 5-inch portable POS machine have already entered bulk production and trial production, respectively. The retail self-service terminal and 10.1-inch POS machine have completed research and project commencement, respectively. The latté art printer has completed its prototype development and the related app has also completed its basic function development and is undergoing joint testing. The Manicure printer is also being design and developed.

## ***Video Conference and Online Video Education System***

The Company's video conference and online video education system derives from the technology of live broadcast, which enables users to access high definition video conferencing, interactive education and medical diagnosing via the Internet. The system adopts the CDN (content distribution network) technology for video transmission, which can redirect user requests to the closest server location based on real-time network volume and the connectivity,



workload, distance from user and response time to adjust the response speed of user visits. The network traffic management function is supplemented by our own video codec technology which can save bandwidth by 50%, greatly reducing the cost of running video conferences and video education. The technology also supports MVV (multiple viewpoint video) which allows the user to manipulate and control the viewpoint from which to view the video within a certain range, and users can experience the same scene from different perspectives and satisfy their demands for interaction and personalisation. The visual experience is now more authentic as our visual technology goes one step further. The system also features an AR (augmented reality) system which allows users to add soothing images to the otherwise bland and monotonous background of the video of meetings or lectures, thus turning the process of business conferences or classes more enjoyable. At present, the video conferencing and video education systems have completed the development of the streaming medium processing platform with system delay controlled within the desired range. Appropriate video definition is selected automatically according to the bandwidth, and audio and video transmissions are conducted separately which makes the system even more practical.

### ***Glimmer and Smog Video Processing System***

Video plays an important role in the management of road transportation, water and air deliveries as well as the management of streets and squares, airports, military security, underwater operation and many others. But under certain circumstances, such as at night, hazy or rainy days, the videos quality may suffer and require special treatment. The Company has invested in the development of a glimmer and smog video processing technology. This technology can cover video recording under circumstances such as glimmer, smog, night, raining and under-water, and can process other environments according to customers' needs. Processed videos has a quality as if it was recorded under perfect lighting and weather conditions, and the time delay of the video processing can be controlled according to the actual requirements. For example, videos of aircraft takeoffs and landings require almost real-time video monitoring. This technology has a high threshold and requires the collaborative efforts of experts from different fields. Upon completion of development, a large number of intellectual property rights such as software copyrights, patent and technical secrets will be created. This lays a solid technological foundation for the Company's venture into the field of glimmer and smog video processing. The system and product will be developed on a generation-by-generation basis. The first generation optical light camera is now under design and development. For the second generation optical light & infrared camera, the light-splitting component is in progress, with the design and development of its core technology, the algorithm for smog elimination and glimmer processing for optical light already completed. The combined algorithm for optical light and near infrared light has also achieved preliminary verification on schedule. The first generation system and product uses the algorithm under our proprietary intellectual property rights and is of a higher quality than the single-camera products without light-splitting on the market. AI (artificial intelligence) functionalities will be added subsequently to achieve automatic recognition of vehicle license plates, human faces, and scene changes, which have applications in transportation, aviation, navigation, military operation, and security.

## ***Enterprise Cloud Application***

The Jolimark Cloud Application Platform is now open for use by third-party developers (business or individual), enabling third-party developers to utilise basic cloud printing and the related interface. It also provides a cloud application management platform. Third-party developers using the Jolimark Cloud Application Platform to develop their applications can enjoy promotional assistance by the Company and share profits from paid usage by end users. This will attract third-party developers to use our Jolimark Cloud Application Platform and diversify the application of our cloud printing, especially business uses of our cloud printing, to satisfy more users' demands and stimulate the sales of our cloud printing products. This may also generate a positive feedback loop and the so called "Matthew Effect". Further, the Company will also develop cloud application systems for business use or certain lightweight, practical small cloud application for businesses based on WeChat/Alipay or H5 webpage according to market requirements. For example, a cloud printer user may use simple settings to satisfy their specific cloud application services. Our Jolimark Application Platform will become the leverage point for the SaaS software. Planning for the first version of the Jolimark Cloud Application Platform is now complete and is now under development and is expected to be launched in the third quarter.

## **Financial Review**

### ***Results Summary***

For the six months ended 30 June 2018, the Group's turnover amounted to approximately RMB151,518,000, representing a decrease of approximately 7% as compared with the same period last year. The loss attributable to shareholders of the Company amounted to approximately RMB5,646,000, as compared to a profit of RMB11,840,000 in the same period last year. The basic loss per share were approximately RMB0.009 (Earnings per share as at 30 June 2017: RMB0.018). The loss attributable to shareholders was mainly due to the decrease of sales and gross profit in the current period, the increase in research and development expenses of new products and the loss arising from external investments and foreign exchange rates change.

### ***Analysis of Sales and Gross Profit***

For the six months ended 30 June 2018, revenue from the printer business amounted to approximately RMB150,253,000, accounting for approximately 99% of total revenue of the Group, whereas the revenue from other electronic products business amounted to approximately RMB1,265,000, accounting for approximately 1% of the revenue of the Group. The consolidated revenue of the Group decreased by approximately 7% as compared with the corresponding period in 2017, which was mainly attributable to the continuous decrease in demand in the printer market and the termination of the OEM electric circuit boards processing business in 2018. The Group's consolidated gross profit margin fell approximately 2% to approximately 36% as compared to the corresponding period of last year. The decrease in gross profit margin is mainly due to the adoption of the relatively competitive promotion policy by the Group in 2018.

### ***Capital Expenditure***

For the six months ended 30 June 2018, capital expenditure of the Group amounted to approximately RMB10,487,000, which was mainly used for acquisition of production equipment, the renovation of the research and development building and molds for products.

### ***Financial and Liquidity Position***

As at 30 June 2018, the total assets of the Group amounted to approximately RMB489,829,000 (31 December 2017: RMB515,322,000), controlling shareholder's funds amounted to approximately RMB305,874,000 (31 December 2017: RMB344,305,000); current liabilities amounted to approximately RMB102,532,000 (31 December 2017: RMB120,651,000), and the current ratio (the ratio of current assets to current liabilities) of the Group was approximately 2.75 (31 December 2017: 2.66). The increase in current ratio was mainly attributable to a decrease of approximately RMB18,119,000 in current liabilities for the period.

As at 30 June 2018, the cash and cash equivalents, restricted cash and financial assets at fair value through profit or loss of the Group amounted to approximately RMB200,988,000 (31 December 2017: RMB249,521,000) in aggregate, whereas the bank loans of the Group amounted to approximately RMB110,938,000 (31 December 2017: RMB80,154,000). The Group was in a net cash position after deducting the loans.

As at 30 June 2018, the outstanding bank acceptance bills received from customers amounted to approximately RMB10,759,000 (31 December 2017: RMB16,682,000).

### **Pledge of Assets**

As of 30 June 2018, deposits with certain banks totaling RMB64,960,000 (31 December 2017: RMB57,960,000) were used as security for bank loans facilities, i.e. onshore guarantees for offshore loans. The relevant bank deposits will be released upon the settlement of relevant bank loans.

### **Foreign Currency Risks**

The Group mainly operates in Mainland China with most of the transactions denominated and settled in RMB. However, the Group is exposed to foreign exchange risks for assets and liabilities denominated in United States dollars ("US\$"), Taiwanese dollars ("TWD"), Euro and Hong Kong dollars ("HK\$") arising from importation of certain raw materials and machinery from overseas suppliers, sales of goods to overseas customers and borrowings that are denominated in foreign currencies. As at 30 June 2018, the Group had more monetary financial liabilities than financial assets outside the Mainland China.

The Group manages and monitors its foreign exchange risks by performing regular review of the Group's net foreign exchange exposures and mitigates the impact of exchange rate fluctuations by reducing the financial liabilities if needed.

## **Acquisition and Disposal**

In the first half of 2018, the Group acquired Hou Zhang Gui (猴掌櫃) SaaS Takeaway Ordering Business of Shenzhen Mingyang Information Technology Limited Company at a consideration of RMB1,433,000 through multiple agreements.

Save as disclosed otherwise, the Group did not have any other material acquisitions and disposals during the period under review.

## **Contingent Liabilities**

The Group had no material contingent liabilities as at 30 June 2018 (31 December 2017: nil).

## **Staff**

As at 30 June 2018, the Group employed a total of 1,246 staff (31 December 2017: 1,140 staff). Apart from 33 employees employed in Hong Kong and overseas, the rest were based in mainland China. The Group determined its remuneration and bonus policies for all employees with reference to the business results and individual performance of the staff. In addition, fringe benefits, such as social security insurance, medical allowance and housing provident fund, were provided to ensure the competitiveness of the Group. In addition, the Group has adopted a share option scheme with the objective to reward and incentivize its employees.

## **Interim Dividend**

The Board (the “Board”) of directors (the “Directors”) of the Company did not recommend the payment of an interim dividend for the six months ended 30 June 2018 (Six months ended 30 June 2017: nil).

## **COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE**

The Company is committed to the establishment of stringent corporate governance practices and procedures with a view to enhancing investor confidence and the Company’s accountability and transparency. The Company strives to maintain a high corporate governance standard and has complied with all code provisions of the Corporate Governance Code as set out in Appendix 14 of Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited (the “Listing Rules”) as in effective from time to time (the “CG Code”) during the six months ended 30 June 2018, save for the deviation from code provision E.1.2 below.

In accordance with the requirements of code provision E.1.2 of the CG Code, the chairman of the Board should attend the annual general meeting. However, due to other business commitments, the chairman of the Board, Mr. Au Pak Yin, was unable to attend the annual general meeting of the Company held on 21 May 2018.

At the annual general meeting of the Company held on 21 May 2018, there was one executive Director and other independent non-executive Directors present to enable the Board to develop a balanced understanding of the views of the shareholders of the Company.

### **BUY-BACK, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES**

During the six months ended 30 June 2018, the Company repurchased in aggregate 28,546,000 shares of the Company on the Stock Exchange for an aggregate consideration of about HK\$26,817,000 (highest repurchase price was HK\$1.20 per share, and the lowest repurchase price was HK\$0.76 per share). All the repurchased shares were subsequently cancelled. During 1 July to 23 August 2018, 638,000 shares were repurchased and cancelled. The Directors are of the view that such repurchases have the effect of enhancing the earnings per share of the Group and would benefit the shareholders as a whole. Depending on the market circumstances and subject to the liquidity condition of the Company, the Company may undertake further share repurchases as the Directors may consider to be appropriate.

Save as disclosed above, neither the Company nor any of its subsidiaries bought back, sold or redeemed any of the Company's listed securities during the six months ended 30 June 2018.

### **MODEL CODE FOR SECURITIES TRANSACTIONS**

The Company has adopted the Model Code as its own code of conduct regarding directors' securities transactions contained in Appendix 10 to the Listing Rules. The Company has made specific enquiries with all Directors regarding any non-compliance with the Model Code during the six months ended 30 June 2018 and all Directors confirmed that they have fully complied with the requirements set out in the Model Code during the six months ended 30 June 2018.

### **REVIEW OF CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION**

The audit committee of the Company (the "Audit Committee") comprises four independent non-executive Directors. The unaudited condensed consolidated interim financial information of the Group for the six months ended 30 June 2018 had been reviewed by the Audit Committee.

The unaudited condensed consolidated interim financial information of the Group for the six months ended 30 June 2018 had been reviewed by the Company's independent auditor, PricewaterhouseCoopers, in accordance with Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants.

## **PUBLICATION OF INTERIM RESULTS ANNOUNCEMENT AND INTERIM REPORT**

This interim results announcement is published on the websites of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and the Company ([www.jolimark.com](http://www.jolimark.com)). The interim report of the Company for the six months ended 30 June 2018 containing all the information required by the Listing Rules will be despatched to shareholders of the Company and made available on the above websites in due course.

By order of the Board  
**Jolimark Holdings Limited**  
**Au Pak Yin**  
*Chairman*

Hong Kong, 23 August 2018

*As at the date of this announcement, the Executive Directors of the Company are Mr. Au Pak Yin, Mr. Au Kwok Lun and Mr. Ou Guo Liang; and the Independent Non-executive Directors of the Company are Mr. Lai Ming, Joseph, Mr. Meng Yan, Mr. Xu Guangmao and Mr. Yeung Kwok Keung.*