



**Neo Telemedia Limited**  
**中國新電信集團有限公司**

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

(Stock Code: 8167)

**FIRST QUARTERLY RESULTS ANNOUNCEMENT**  
**FOR THE THREE MONTHS ENDED 31 MARCH 2023**

**CHARACTERISTICS OF GEM OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)**

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**Given that the companies listed on GEM are generally small and mid-sized companies, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board of the Stock Exchange and no assurance is given that there will be a liquid market in the securities traded on GEM.**

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*This announcement, for which the directors (the “**Directors**”) of Neo Telemedia Limited (the “**Company**”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief:–*

- 1. the information contained in this announcement is accurate and complete in all material respects and not misleading or deceptive; and*
- 2. there are no other matters the omission of which would make any statement in this announcement misleading.*

## UNAUDITED RESULTS

The board of directors (the “**Board**”) of Neo Telemedia Limited (the “**Company**”) announces the unaudited condensed consolidated results of the Company and its subsidiaries (hereinafter collectively referred to as the “**Group**”) for the three months ended 31 March 2023 together with comparative unaudited figures for the corresponding period of 2022 as follows:

### CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

	<i>Notes</i>	<b>For the three months ended 31 March</b>	
		<b>2023 (Unaudited) <i>HK\$'000</i></b>	<b>2022 (Unaudited) <i>HK\$'000</i></b>
Revenue	3	<b>121,184</b>	129,893
Cost of sales		<b>(114,458)</b>	(106,235)
Gross profit		<b>6,726</b>	23,658
Other income and gains		<b>2,346</b>	7,740
Gain on disposal of a subsidiary		<b>5,022</b>	–
Selling and marketing costs		<b>(5,848)</b>	(8,343)
Administrative and other expenses		<b>(31,706)</b>	(35,965)
Finance costs		<b>(36,640)</b>	(25,578)
Loss before tax		<b>(60,100)</b>	(38,488)
Income tax credit	4	<b>1,015</b>	870
Loss for the period		<b>(59,085)</b>	(37,618)
Loss for the period attributable to:			
Owners of the Company		<b>(56,382)</b>	(33,110)
Non-controlling interests		<b>(2,703)</b>	(4,508)
		<b>(59,085)</b>	(37,618)
		<b><i>HK cents</i></b>	<b><i>HK cents</i></b>
Loss per share	6		
– basic and diluted		<b>(0.59)</b>	(0.35)

**CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER  
COMPREHENSIVE INCOME**

	<b>For the three months ended 31 March</b>	
	<b>2023</b>	2022
	<b>(Unaudited)</b>	(Unaudited)
	<b><i>HK\$'000</i></b>	<i>HK\$'000</i>
Loss for the period	<b>(59,085)</b>	(37,618)
Other comprehensive income net of tax:		
Items that may be subsequently reclassified to profit or loss:		
Reclassification of cumulative translation reserve upon disposal of foreign operations during the period	<b>1,029</b>	–
Exchange difference arising on translation of foreign operations	<b>2,573</b>	4,720
	<u>          </u>	<u>          </u>
Total comprehensive loss for the period	<b><u>(55,483)</u></b>	<u>(32,898)</u>
Total comprehensive loss for the period attributable to:		
Owners of the Company	<b>(54,230)</b>	(28,637)
Non-controlling interests	<b>(1,253)</b>	(4,261)
	<u>          </u>	<u>          </u>
	<b><u>(55,483)</u></b>	<u>(32,898)</u>

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL INFORMATION

### 1. GENERAL INFORMATION

Neo Telemedia Limited (the “**Company**”) (together with its subsidiaries, collectively referred to as the “**Group**”) is incorporated in the Cayman Islands as an exempted company with limited liability and its shares are listed on GEM of the Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”).

The address of the registered office of the Company is located at Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1-1111, Cayman Islands, and its principal place of business in Hong Kong is located at Room 901B, 9th Floor, Empire Centre, 68 Mody Road, Tsim Sha Tsui, Kowloon, Hong Kong.

The Company is an investment holding company and the principal activity of its subsidiaries is the provision of data centre services.

### 2. BASIS OF PREPARATION AND ACCOUNTING POLICIES

The unaudited condensed consolidated financial statements of the Company have been prepared in accordance with the disclosure requirements of the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the “**GEM Listing Rules**”). The unaudited condensed consolidated financial statements have been prepared under the historical cost convention.

The condensed consolidated financial statements are presented in Hong Kong dollars (“**HK\$**”) and all amounts are rounded to the nearest thousand (“**HK\$’000**”), unless otherwise stated.

The accounting policies used in the preparation of the unaudited condensed consolidated financial statements have been consistently applied by the Group and are consistent with those used in preparing the Company’s annual audited financial statements for the year ended 31 December 2022 except that the Group has applied, for the first time, certain new or revised Hong Kong Financial Reporting Standards (“**HKFRSs**”) issued by the Hong Kong Institute of Certified Public Accountants that are mandatorily effective for the current period. The application of these new or revised HKFRSs has had no material effect on the Group’s financial statements.

The unaudited condensed consolidated financial statements for the three months ended 31 March 2023 have not been audited or reviewed by the Company’s auditors, but have been reviewed by the audit committee of the Company.

### 3. REVENUE

The Group was principally engaged in the provision of data centre services during the three months ended 31 March 2023. An analysis of revenue is as follows:

	For the three months ended 31 March	
	2023 (Unaudited) <i>HK\$’000</i>	2022 (Unaudited) <i>HK\$’000</i>
Provision of data centre services	118,398	127,373
Others ( <i>Note</i> )	2,786	2,520
	<u>121,184</u>	<u>129,893</u>

*Note:*

Others mainly represent income arising from the trading of telecommunication products, provision of system integration services and leasing of properties.

#### 4. INCOME TAX

No provision for taxation in Hong Kong has been made as the Group's income neither arises in, nor is derived from, Hong Kong during the three months ended 31 March 2023 and 2022.

Under the Law of the PRC on Enterprise Income Tax (the "EIT Law") and Implementation Regulation of the EIT Law, the tax rate of the PRC subsidiaries are 25%.

Pursuant to the relevant laws and regulations in the PRC, certain subsidiaries of the Company, being qualified as a new and high technology enterprise, are eligible for a preferential Enterprise Income Tax rate of 15%.

Taxation arising in other jurisdictions is calculated at the rates prevailing in the relevant jurisdictions.

#### 5. DIVIDEND

The Directors resolved not to declare any dividend for the three months ended 31 March 2023 (2022: Nil).

#### 6. LOSS PER SHARE

The calculation of the basic and diluted loss per share attributable to owners of the Company is based on the following data:

	For the three months ended 31 March	
	2023 (Unaudited) HK\$'000	2022 (Unaudited) HK\$'000
Loss attributable to owners of the Company	<u>(56,382)</u>	<u>(33,110)</u>
	For the three months ended 31 March	
	2023 (Unaudited)	2022 (Unaudited)
Weighted average number of ordinary shares for the purpose of basic and diluted loss per ordinary share at the end of period	<u>9,522,184,345</u>	<u>9,522,184,345</u>

No diluted loss per share for the three months ended 31 March 2023 and 2022 was presented as there were no potential ordinary shares in issue for the period.

## 7. SHARE CAPITAL AND RESERVES

	Attributable to owners of the Company					Sub-total HK\$'000	Non-controlling interests HK\$'000	Total HK\$'000
	Share capital HK\$'000	Share premium HK\$'000	Translation reserve HK\$'000	Statutory reserve HK\$'000	Accumulated losses HK\$'000			
At 1 January 2022 (audited)	952,218	1,759,494	25,421	1,893	(1,735,471)	1,003,555	54,733	1,058,288
Loss for the period	-	-	-	-	(33,110)	(33,110)	(4,508)	(37,618)
<b>Other comprehensive income</b>								
Exchange difference on translation of foreign operations	-	-	4,473	-	-	4,473	247	4,720
<b>Total comprehensive loss for the period</b>	-	-	4,473	-	(33,110)	(28,637)	(4,261)	(32,898)
At 31 March 2022 (unaudited)	952,218	1,759,494	29,894	1,893	(1,768,581)	974,918	50,472	1,025,390
At 1 January 2023 (audited)	952,218	1,759,494	(40,578)	1,893	(1,791,128)	881,899	126,317	1,008,216
Loss for the period	-	-	-	-	(56,382)	(56,382)	(2,703)	(59,085)
<b>Other comprehensive income</b>								
Reclassification of cumulative translation reserve upon disposal of foreign operations during the period	-	-	1,029	-	-	1,029	-	1,029
Exchange difference on translation of foreign operations	-	-	1,123	-	-	1,123	1,450	2,573
<b>Total comprehensive loss for the period</b>	-	-	2,152	-	(56,382)	(54,230)	(1,253)	(55,483)
At 31 March 2023 (unaudited)	952,218	1,759,494	(38,426)	1,893	(1,847,510)	827,669	125,064	952,733

## MANAGEMENT DISCUSSION AND ANALYSIS

### Financial Review

For the three months ended 31 March 2023, the Group recorded a revenue of approximately HK\$121.2 million (2022: HK\$129.9 million), representing a decrease of approximately HK\$8.7 million or 6.7% as compared to the same period in last year. The decrease was mainly due to the negative impact of the COVID-19 pandemic on the business environment which led to a decrease in the average rate per server cabinet charged to the Group's customers and the utilisation rate of the Group's self-developed data centres.

The Group recorded a loss attributable to owners of the Company of approximately HK\$56.4 million (2022: HK\$33.1 million) for the three months ended 31 March 2023. The increase in loss for the period is mainly due to the increase in depreciation of approximately HK\$8.2 million and finance cost of approximately HK\$11 million as compared to the same period in last year as a result of certain sale and lease arrangements completed in the third quarter of 2022.

### Other Financial Information

	For the three months ended 31 March	
	2023 (Unaudited) HK\$'000	2022 (Unaudited) HK\$'000
EBITDA (a)	13,465	22,957
EBITDA margin (b)	11.1%	17.7%

Note:

- (a) EBITDA is defined as profit or loss for the period excluding net interest income or expense, income tax expense or credit, depreciation and amortisation.
- (b) EBITDA margin is calculated by dividing EBITDA by revenue.

### Business Review

#### Provision of Data Centre Services

The Group provides data centre services to its customers in mainland China through self-developed data centres and server cabinets leased from third parties.

A summary of the Group's self-developed data centres by data centre as of 31 March 2023 is set out below.

Name of data centre	Number of server cabinets			Server cabinets % of total
	Available for service	Under construction (Note 1)	Total	
Guangzhou Lotus Hill Data Centre	1,499	–	1,499	4.6
Guangzhou (Nanxiang) Cloud Data Centre	2,871	–	2,871	8.8
Blueseas Intelligence Valley Mega Data Centre (Note 2)	8,112	18,900	27,012	82.8
Shanghai Baoshan Data Centre	310	942	1,252	3.8
Total	<u>12,792</u>	<u>19,842</u>	<u>32,634</u>	<u>100</u>

Notes:

1. This is an estimate and is subject to change upon completion of the construction.
2. 8,112 server cabinets included herein were under sale and leaseback arrangements with an independent third party as at 31 March 2023.

Save for the above, the Group also operated an aggregate of approximately 448 server cabinets that were leased from third parties.

The Group's profitability is largely determined by the utilisation of its self-developed data centres. As of 31 March 2023, based on the number of server cabinets available for service, the utilisation rates of the Group's self-developed data centres was approximately 27.5% (2022: 41.8%). The decrease in the utilisation rate is mainly due to the increase in the number of server cabinets available for service from 8,592 as at 31 March 2022 to 12,792 as at 31 March 2023.

Due to the COVID-19 pandemic, the Group's customers had delayed to house their servers and data storage in the abovementioned data centres in service. Notwithstanding there was no significant impact on the value of the Group's self-developed data centres, the Group's profitability for the year under review was negatively affected and the construction work on the data centres under development has slowed down.



During the period under review, revenue from the provision of data centre services was approximately HK\$118.4 million (2022: HK\$127.4 million), representing a decrease of approximately HK\$9 million or 7.1% as compared to the same period in last year. The decrease was mainly due to the negative impact of the COVID-19 pandemic on the business environment which led to a decrease in the average rate per server cabinet charged to the Group's customers and the utilisation rate of the Group's self-developed data centres. Revenue for the period under review is analysed as follows:

	<b>For the three months ended</b>	
	<b>31 March</b>	
	<b>2023</b>	2022
	<b>(Unaudited)</b>	(Unaudited)
	<b>HK\$'000</b>	<b>HK\$'000</b>
Self-developed data centres	<b>97,188</b>	97,788
Server cabinets leased from third parties	<b>21,210</b>	29,585
	<hr/>	<hr/>
Total	<b>118,398</b>	127,373
	<hr/> <hr/>	<hr/> <hr/>

As the server cabinets available for service are not fully utilised and the construction of approximately 4,000 server cabinets is expected to complete in 2023, financial performance of the Group is expected to improve over the next few years when China's economy has shown recovery after COVID reopening.

### ***Others***

Others mainly consist of the trading of telecommunication products, provision of system integration services and leasing of properties. The revenue, results and assets of which are individually immaterial to the Group.

During the period under review, revenue from others was approximately HK\$2.8 million (2022: HK\$2.5 million), representing an increase of approximately HK\$0.3 million or 12% as compared to the same period in last year which was mainly due to increase in the income of leasing of properties.

### **Business Prospects**

With the pick-up of the Chinese economy as a result of the lifting of the COVID-19 epidemic prevention and containment measures, and the rapid growth in data traffic and accelerating trend of digitalisation, demand for high quality data centres in mainland China will continuously increase over the next few years. Thus, we are cautiously optimistic about the outlook of the Group for the coming years.

Increase the Group’s revenue growth and utilisation rate of its data centres will continue to be our top priorities for 2023. The Group has always committed to providing first-class data centre services to support our customers’ operational needs. Our Bluesea Intelligence Valley Mega Data Centre had more than 8,000 server cabinets available for service as at 31 March 2023. With the construction of an additional 4,000 server cabinets expected to be completed in 2023, over 12,000 server cabinets in Bluesea Intelligence Valley Mega Data Centre will be available for service by 2023 and the occupation of these server cabinets have been committed by two of the major telecommunication operators in mainland China. Together with the growing capacity of data centres in other locations, the Group will be able to provide our customers ample room for growth.

## **DIRECTORS’ INTERESTS AND SHORT POSITIONS IN SECURITIES**

As at 31 March 2023, the interests or short positions of the Directors in the securities of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (“SFO”)) which were notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO, including interests or short positions which they were deemed or taken to have under such provisions of the SFO, or which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein, or which were required, pursuant to Rules 5.46 to 5.68 of the GEM Listing Rules relating to securities transactions by Directors, to be notified to the Company and the Stock Exchange, were as follows:

### **Long positions in the securities of the Company**

<b>Name of Director</b>	<b>Capacity</b>	<b>Number of shares held</b>	<b>Approximate percentage of shareholding</b>
Dr. LIE Haiquan	Beneficial owner	2,285,808,000	24.00%
	Interest in controlled corporations ( <i>Note</i> )	2,091,923,357	21.97%

#### *Note:*

2,055,887,357 shares and 36,036,000 shares are held by Winner Mind Investments Limited (“**Winner Mind**”) and Golden Ocean Assets Management Limited respectively; both companies are wholly-owned by Dr. LIE Haiquan. Thus, he was deemed to be interested in these 2,091,923,357 shares pursuant to the SFO.

Save as disclosed above, the Directors did not have any interests or short positions in the securities of the Company as at 31 March 2023.

## **INTERESTS AND SHORT POSITIONS OF SHAREHOLDERS DISCLOSEABLE UNDER THE SFO**

So far is known to the Directors, as at 31 March 2023, shareholders who had interests or short positions in the securities of the Company which would fall to be disclosed to the Company under provisions of Divisions 2 and 3 of Part XV of the SFO, or who were deemed to be directly and indirectly interested in 5% or more of the issued share capital of the Company, or which were recorded in the register of interests required to be kept by the Company pursuant to Section 336 of the SFO were as follows:

## Long positions in the shares of the Company

Name	Nature of interests	Number of shares held	Approximate percentage of shareholding
Winner Mind ( <i>Note 1</i> )	Beneficial owner	2,055,887,357	21.59%
Mr. YAN Wai Ping	Beneficial owner	504,832,000	5.30%
	Interest of spouse ( <i>Note 2</i> )	106,702,000	1.12%

*Note:*

- (1) Winner Mind is wholly-owned by Dr. LIE Haiquan, an executive Director.
- (2) Mr. Yan is interested in 106,702,000 shares held by his spouse, Ms, Wong Pui Yan.

## COMPETITION AND CONFLICT OF INTERESTS

None of the Directors or the controlling shareholder of the Company or any of their respective close associates has engaged in any business that competes or may compete with the business of the Group or has any other conflict of interests with the Group during the three months ended 31 March 2023.

## PURCHASE, REDEMPTION OR SALE OF LISTED SECURITIES

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities during the three months ended 31 March 2023.

## AUDIT COMMITTEE

The Company established an audit committee (the "Audit Committee") which comprises three independent non-executive Directors, with written terms of reference in compliance with the GEM Listing Rules. The primary duties of the Audit Committee are to review and supervise the financial reporting system and to review the risk management and internal control systems of the Group. The Audit Committee has reviewed the Company's unaudited financial statements for the three months ended 31 March 2023 and is of the opinion that such statements have complied with the applicable accounting standards and disclosure requirements.

By order of the Board  
**Neo Telemedia Limited**  
**Dr. LIE Haiquan**  
*Chairman*

Hong Kong, 11 May 2023

*As at the date of this announcement, the Board comprises four executive Directors, namely Dr. LIE Haiquan (Chairman), Mr. CHEUNG Sing Tai (Deputy Chairman and Chief Executive Officer), Mr. TAO Wei and Mr. WU Di, and three independent non-executive Directors, namely Mr. ZHANG Zihua, Ms. XI Lina and Mr. HUANG Zhixiong.*

*This announcement will remain on the “Latest Listed Company Information” page of the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) for at least seven days from the date of its posting and on the website of the Company at [www.neo-telemedia.com](http://www.neo-telemedia.com).*