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**Onewo Inc.**

**萬物雲空間科技服務股份有限公司**

*(A joint stock company incorporated in the People's Republic of China with limited liability)*

**(Stock Code: 2602)**

**ANNOUNCEMENT OF UNAUDITED INTERIM RESULTS FOR THE SIX MONTHS ENDED JUNE 30, 2024**

**FINANCIAL HIGHLIGHTS**

For the six months ended June 30, 2024, revenue for the Reporting Period amounted to RMB17.56 billion, representing a period to period increase of 9.6%. Of which: revenue generated from the community space living consumption services was RMB10.1 billion, representing a period to period increase of 11.8%; revenue generated from the commercial and urban space integrated services was RMB6.07 billion, representing a period to period increase of 7.0%; revenue generated from the AIoT and BPaaS solution services was RMB1.39 billion, representing a period to period increase of 5.7%; after excluding the impact of developers<sup>Note 1</sup>, the Group's revenue for the Reporting Period was RMB15.36 billion, representing a period to period increase of 16.2%.

For the six months ended June 30, 2024, the gross profit for the Reporting Period was RMB2.4 billion, representing a period to period decrease of 0.6%; after excluding the impact of developers, the gross profit was RMB2.0 billion, representing a period to period increase of 12.8%.

For the six months ended June 30, 2024, the revenue from the recurring businesses<sup>Note 2</sup> was RMB14.9 billion, representing a period to period increase of 16.7%, accounting for 84.9% of revenue, representing a period to period increase of 5.1 percentage points. The gross profit of the recurring businesses amounted to RMB1.94 billion, representing a period to period increase of 16.8%.

For the six months ended June 30, 2024, the profit for the Reporting Period was RMB804.4 million, representing a period to period decrease of 23.4%, with the core net profit<sup>Note 3</sup> of RMB1,201.8 million, representing a period to period decrease of 2.7%.

For the six months ended June 30, 2024, earnings per share attributable to Shareholders for the Reporting Period was RMB0.66. The Board recommends an interim dividend and a special dividend totalling 100% of the core net profit (of which 55% as interim dividend and 45% as special dividend), with RMB0.562 per share (including tax) as interim dividend and RMB0.460 per share (including tax) as special dividend, respectively, totalling RMB1.022 per share (including tax), which will be declared to Shareholders for the six months ended June 30, 2024.

- Note 1: Excluding the impact of developers refers to excluding the impact of the continuing connected transactions from China Vanke Co., Ltd. (萬科企業股份有限公司) (“**China Vanke**”) and its subsidiaries (collectively, the “**China Vanke Group**”), and the impact of the value-added services for other developers other than China Vanke Group.
- Note 2: The recurring businesses refer to the Group’s residential property management services under the community space living consumption services, property and facility management services under the commercial and urban space integrated services, and BPaaS solution business under the AIoT and BPaaS solution services.
- Note 3: Core net profit is the profit for the year generated by operating business activities, which is calculated after deducting the amortization of customer relationships for intangible assets arising from historical acquisitions, gains or losses on equity transactions, gains or losses on the disposal of fixed assets, government grants, credit impairment losses, asset impairment losses and its related income tax effect from the profit for the year.

The board of directors (the “**Directors**”) (the “**Board**”) of Onewo Inc. (the “**Company**”) is pleased to announce the unaudited interim condensed consolidated results of the Company and its subsidiaries (collectively, the “**Group**”) for the six months ended June 30, 2024 (the “**Reporting Period**”).

## FINANCIAL INFORMATION

The following financial information is a summary of the Group's interim condensed consolidated financial statements for the six months ended June 30, 2024:

### INTERIM CONDENSED CONSOLIDATED STATEMENTS OF PROFIT OR LOSS

For the six months ended 30 June 2024

	Notes	Six months ended 30 June 2024 RMB'000 (unaudited)	2023 RMB'000 (unaudited)
<b>REVENUE</b>	4	<b>17,559,770</b>	16,019,670
Cost of sales		<b>(15,163,239)</b>	(13,607,638)
<b>Gross profit</b>		<b>2,396,531</b>	2,412,032
Other income and gains, net	5	<b>84,853</b>	447,531
Selling and distribution expenses		<b>(265,829)</b>	(229,179)
Administrative expenses		<b>(956,397)</b>	(995,740)
Impairment losses on financial assets, net		<b>(152,461)</b>	(232,436)
Finance costs		<b>(6,020)</b>	(4,034)
Share of profits and losses of joint ventures and associates		<b>(16,686)</b>	969
<b>PROFIT BEFORE TAX</b>	6	<b>1,083,991</b>	1,399,143
Income tax expense	7	<b>(279,568)</b>	(349,176)
<b>PROFIT FOR THE PERIOD</b>		<b>804,423</b>	1,049,967
<b>Attributable to:</b>			
Shareholders of the Company		<b>771,663</b>	997,733
Non-controlling interests		<b>32,760</b>	52,234
		<b>804,423</b>	1,049,967
<b>EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY SHAREHOLDERS OF THE COMPANY, IN RMB</b>			
Basic and diluted	9	<b>0.66</b>	0.85

# INTERIM CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the six months ended 30 June 2024

	Six months ended 30 June	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
	(unaudited)	(unaudited)
<b>PROFIT FOR THE PERIOD</b>	<b>804,423</b>	<b>1,049,967</b>
<b>OTHER COMPREHENSIVE INCOME/(LOSS)</b>		
Other comprehensive income that may be reclassified to profit or loss in subsequent periods:		
<b>Exchange differences:</b>		
Exchange differences on translation of foreign operations	2,670	10
Net other comprehensive income that may be reclassified to profit or loss in subsequent periods	2,670	10
Other comprehensive loss that will not be reclassified to profit or loss in subsequent periods:		
Equity investments designated at fair value through other comprehensive income:		
Changes in fair value	(11,045)	(282,921)
Net other comprehensive loss that will not be reclassified to profit or loss in subsequent periods	(11,045)	(282,921)
<b>OTHER COMPREHENSIVE LOSS FOR THE PERIOD, NET OF TAX</b>	<b>(8,375)</b>	<b>(282,911)</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>796,048</b>	<b>767,056</b>
<b>Attributable to:</b>		
Shareholders of the Company	763,288	714,822
Non-controlling interests	32,760	52,234
	<b>796,048</b>	<b>767,056</b>

# INTERIM CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

30 June 2024

		As at 30 June 2024 <b>RMB'000</b> (unaudited)	As at 31 December 2023 <b>RMB'000</b> (audited)
	<i>Notes</i>		
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		689,062	678,625
Investment properties		539,674	548,290
Right-of-use assets		336,775	353,683
Intangible assets	10	8,000,921	7,981,176
Investments in joint ventures and associates		1,141,649	1,413,676
Equity investments designated at fair value through other comprehensive income		801,674	812,719
Financial assets at fair value through profit or loss		–	976
Deferred tax assets		227,872	207,037
Prepayments, deposits and other receivables		2,540,620	2,501,888
Total non-current assets		14,278,247	14,498,070
<b>CURRENT ASSETS</b>			
Inventories		153,786	56,054
Trade and retention receivables	11	9,445,393	6,781,100
Prepayments, deposits and other receivables		2,023,126	1,912,396
Restricted bank deposits		383,195	390,446
Time deposits with original maturity of over three months		160,349	172,568
Cash and cash equivalents		12,197,096	15,572,483
Total current assets		24,362,945	24,885,047
<b>CURRENT LIABILITIES</b>			
Trade and notes payables	12	6,144,838	5,764,491
Contract liabilities		4,844,009	4,681,194
Other payables and accruals	13	6,169,667	7,148,543
Lease liabilities		107,024	99,772
Tax payable		837,201	988,559
Total current liabilities		18,102,739	18,682,559
<b>NET CURRENT ASSETS</b>		6,260,206	6,202,488
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		20,538,453	20,700,558

**INTERIM CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**(continued)**  
*30 June 2024*

	<i>Notes</i>	<b>As at 30 June 2024 RMB'000 (unaudited)</b>	<b>As at 31 December 2023 RMB'000 (audited)</b>
<b>NON-CURRENT LIABILITIES</b>			
Other payables and accruals	<i>13</i>	<b>1,130,779</b>	1,130,927
Provision		<b>149,607</b>	146,910
Lease liabilities		<b>239,017</b>	251,589
Deferred tax liabilities		<b>926,106</b>	950,891
		<hr/>	<hr/>
Total non-current liabilities		<b>2,445,509</b>	2,480,317
		<hr/>	<hr/>
Net assets		<b>18,092,944</b>	18,220,241
		<hr/>	<hr/>
<b>EQUITY</b>			
Equity attributable to shareholders of the Company			
Share capital		<b>1,175,655</b>	1,178,469
Other reserves		<b>16,171,495</b>	16,426,957
		<hr/>	<hr/>
		<b>17,347,150</b>	17,605,426
		<hr/>	<hr/>
Non-controlling interests		<b>745,794</b>	614,815
		<hr/>	<hr/>
Total equity		<b>18,092,944</b>	18,220,241
		<hr/>	<hr/>

# NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

30 June 2024

## 1. BASIS OF PREPARATION

The interim condensed consolidated financial information for the six months ended 30 June 2024 has been prepared in accordance with IAS 34 Interim Financial Reporting issued by IASB. The interim condensed consolidated financial information does not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual consolidated financial statements for the year ended 31 December 2023.

## 2. CHANGES IN ACCOUNTING POLICIES

The accounting policies adopted in the preparation of the interim condensed consolidated financial information are consistent with those applied in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2023, except for the adoption of the following revised International Financial Reporting Standards ("IFRSs") for the first time for the current period's financial information.

Amendments to IFRS 16	<i>Lease Liability in a Sale and Leaseback</i>
Amendments to IAS 1	<i>Classification of Liabilities as Current or Non-current</i> <i>(the "2020 Amendments")</i>
Amendments to IAS 1	<i>Non-current Liabilities with Covenants (the "2022 Amendments")</i>
Amendments to IAS 7 and IFRS 7	<i>Supplier Finance Arrangements</i>

The nature and impact of the revised IFRSs are described below:

- (a) Amendments to IFRS 16 specify the requirements that a seller-lessee uses in measuring the lease liability arising in a sale and leaseback transaction to ensure the seller-lessee does not recognise any amount of the gain or loss that relates to the right of use it retains. Since the Group has no sale and leaseback transactions with variable lease payments that do not depend on an index or a rate occurring from the date of initial application of IFRS 16, the amendments did not have any impact on the financial position or performance of the Group.
- (b) The 2020 Amendments clarify the requirements for classifying liabilities as current or non-current, including what is meant by a right to defer settlement and that a right to defer must exist at the end of the reporting period. Classification of a liability is unaffected by the likelihood that the entity will exercise its right to defer settlement. The amendments also clarify that a liability can be settled in its own equity instruments, and that only if a conversion option in a convertible liability is itself accounted for as an equity instrument would the terms of a liability not impact its classification. The 2022 Amendments further clarify that, among covenants of a liability arising from a loan arrangement, only those with which an entity must comply on or before the reporting date affect the classification of that liability as current or non-current. Additional disclosures are required for non-current liabilities that are subject to the entity complying with future covenants within 12 months after the reporting period.

The Group has reassessed the terms and conditions of its liabilities as at 1 January 2023 and 1 January 2024 and concluded that the classification of its liabilities as current or non-current remained unchanged upon initial application of the amendments. Accordingly, the amendments did not have any impact on the financial position or performance of the Group.

- (c) Amendments to IAS 7 and IFRS 7 clarify the characteristics of supplier finance arrangements and require additional disclosure of such arrangements. The disclosure requirements in the amendments are intended to assist users of financial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk. The disclosure of relevant information for supplier finance arrangements is not required for any interim reporting period during the first annual reporting period in which an entity applies the amendments. As the Group does not have supplier finance arrangements, the amendments did not have any impact on the interim condensed consolidated financial information.

### 3. OPERATING SEGMENT INFORMATION

The Group identifies operating segments and prepares segment information based on the regular internal financial information reported to the executive directors for their decisions about resources allocation to the Group's business components and for their review of the performance of those components. The business components in the internal financial information reported to the executive directors are determined following the Group's major product lines.

During the six months ended 30 June 2024 and 2023, the Group was principally engaged in the provision of community space living consumption services, commercial and urban space integrated services and AIoT and BPaaS solution services in the PRC. Management reviews the operating results of the business as a single operating segment to make decisions about resources to be allocated. Therefore, the executive directors regard that there is only one segment which is used to make strategic decisions.

The principal operating entities of the Group are domiciled in the PRC and majority of revenue is derived in the PRC for the six months ended 30 June 2024 and 2023.

As at 30 June 2024 and 31 December 2023, except for the equity investments designated at fair value through other comprehensive income, majority of the non-current assets of the Group were located in the PRC.

### 4. REVENUE

Revenue mainly comprises proceeds from community space living consumption services, commercial and urban space integrated services and AIoT and BPaaS solution services. An analysis of the Group's revenue and cost of services by category for the six months ended 30 June 2024 and 2023 is as follows:

An analysis of revenue is as follows:

	<b>Six months ended 30 June</b>	
	<b>2024</b>	<b>2023</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>
<b><u>Types of goods or services</u></b>		
Community space living consumption services	<b>10,102,821</b>	9,035,753
Commercial and urban space integrated services	<b>6,065,306</b>	5,667,506
AIoT and BPaaS solutions	<b>1,391,643</b>	1,316,411
	<hr/>	<hr/>
Total revenue from contracts with customers	<b>17,559,770</b>	16,019,670
	<hr/>	<hr/>
<b><u>Timing of revenue recognition</u></b>		
Goods or services transferred at a point in time	<b>755,370</b>	720,145
Services transferred over time	<b>16,804,400</b>	15,299,525
	<hr/>	<hr/>
Total revenue from contracts with customers	<b>17,559,770</b>	16,019,670
	<hr/>	<hr/>



## 5. OTHER INCOME AND GAINS, NET

	Six months ended 30 June	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
	(unaudited)	(unaudited)
Interest income	56,674	56,147
Government grants	35,378	104,133
Fair value gains on financial assets at fair value through profit or loss	30,588	33,884
Fair value gains on financial liabilities at fair value through profit or loss	–	191,792
Gain on disposal of investment properties	11,522	14,948
Gain on disposal of joint ventures and associates	–	27,964
Gain on remeasurement of the previously held interest in an associate	47,645	–
Foreign exchange differences, net	5,436	3,393
Impairment losses on investment in associates	(83,592)	–
Other non-operating (loss)/income	(18,798)	15,270
	<u>84,853</u>	<u>447,531</u>

## 6. PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging/(crediting):

	Six months ended 30 June	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
	(unaudited)	(unaudited)
Cost of services provided	14,685,418	13,126,514
Cost of inventories sold	477,821	481,124
Depreciation and amortisation	505,662	511,112
Research and development costs	182,132	193,871
Employee benefit expense (excluding directors' and chief executive's remuneration):		
Wages and salaries	4,934,747	4,783,516
Pension costs, housing funds, medical insurances and other social insurances	956,970	876,722
	<u>5,891,717</u>	<u>5,660,238</u>
Impairment losses on financial assets, net:		
Impairment of trade and retention receivables, net	122,924	118,784
Impairment of financial assets included in prepayments, deposits and other receivables, net	29,537	113,652
	<u>152,461</u>	<u>232,436</u>
Loss/(gain) on disposal of items of property, plant and equipment	1,583	(16,527)
Loss on disposal of subsidiaries	–	15,486
	<u>–</u>	<u>–</u>

## 7. INCOME TAX EXPENSE

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

The provision for Chinese Mainland current income tax was based on a statutory rate of 25% of the taxable profits for the six months ended 30 June 2024 and 2023 as determined in accordance with the PRC Income Tax Law and the respective regulations.

Under the Law of the PRC on Enterprise Income Tax (“EIT”) and Implementation Regulation of the Enterprise Income Tax Law, the tax rate of the PRC subsidiaries are (i) 25% for the six months ended 30 June 2024 and 2023, or (ii) 15% if qualified as high and new technology enterprises or registered in the western region, Shenzhen Qianhai region and Guangdong Hengqin region of the PRC and fulfil certain requirements.

The subsidiary incorporated in Hong Kong is subject to Hong Kong profits tax at the rate of 16.5% on any estimated assessable profits arising in Hong Kong during the six months ended 30 June 2024 and 2023. No provision for Hong Kong profits tax has been made as the Group has no assessable profits derived from or earned in Hong Kong during the six months ended 30 June 2024 and 2023.

The major components of income tax expenses for the six months ended 30 June 2024 and 2023 are as follows:

	<b>Six months ended 30 June</b>	
	<b>2024</b>	<b>2023</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>
Current – PRC	<b>363,042</b>	450,516
Deferred tax	<b>(83,474)</b>	(101,340)
Total tax charge for the period	<b><u>279,568</u></b>	<b><u>349,176</u></b>

## 8. DIVIDENDS

	<b>Six months ended 30 June</b>	
	<b>2024</b>	<b>2023</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>
Final dividend in respect of the previous financial year, approved during the period	<b><u>912,863</u></b>	<b><u>284,011</u></b>

A final dividend of RMB0.777 per ordinary share (including tax) totalling RMB913 million for the year ended 31 December 2023 was approved in the Company’s Annual General Meeting on 10 May 2024 and paid during the year.

At a meeting held by the Board on 22 August 2024, the board of directors recommended an interim dividend of RMB0.562 per ordinary share (including tax) totalling RMB661 million (“2024 Interim Dividend”), and a special dividend of RMB0.460 per ordinary share (including tax) totalling RMB541 million (“2024 Special Dividend”) for the six months ended 30 June 2024.

2024 Interim Dividend and 2024 Special Dividend is subject to the approval of the Company’s shareholders at the general meeting.

## 9. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY SHAREHOLDERS OF THE COMPANY

The calculation of the basic earnings per share amounts is based on the profit for the six months ended 30 June 2024 and 2023 attributable to ordinary shareholders of the Company, and the weighted average number of ordinary shares in issue during the six months ended 30 June 2024 and 2023.

The Group had no potentially dilutive ordinary shares in issue during the six months ended 30 June 2024 and 2023.

The calculation of basic earnings per share is based on:

	<b>Six months ended 30 June</b>	
	<b>2024</b>	<b>2023</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>
<u>Earnings</u>		
Earning attributable to the ordinary shareholders of the Company, used in the basic earnings per share calculation (RMB'000)	<b>771,663</b>	997,733
<u>Shares</u>		
Weighted average number of ordinary shares in issue during the period used in the basic earnings per share calculation	<b>1,175,976,024</b>	1,178,468,700
Basic and diluted earnings per share (RMB)	<b>0.66</b>	0.85

## 10. INTANGIBLE ASSETS

As at 30 June 2024 (unaudited)

	<b>Customer relationship</b>	<b>Goodwill</b>	<b>Others</b>	<b>Total</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>	<b>RMB'000</b>
At 1 January 2024:				
Cost	<b>6,030,427</b>	<b>3,700,222</b>	<b>29,042</b>	<b>9,759,691</b>
Accumulated amortisation	<b>(1,769,090)</b>	<b>–</b>	<b>(9,425)</b>	<b>(1,778,515)</b>
Net carrying amount	<b>4,261,337</b>	<b>3,700,222</b>	<b>19,617</b>	<b>7,981,176</b>
At 1 January 2024, net of accumulated amortisation	<b>4,261,337</b>	<b>3,700,222</b>	<b>19,617</b>	<b>7,981,176</b>
Additions*	<b>37,976</b>	<b>–</b>	<b>7,930</b>	<b>45,906</b>
Acquisition of subsidiaries	<b>154,000</b>	<b>124,940</b>	<b>1,015</b>	<b>279,955</b>
Amortisation provided during the period	<b>(302,564)</b>	<b>–</b>	<b>(3,552)</b>	<b>(306,116)</b>
At 30 June 2024, net of accumulated amortisation	<b>4,150,749</b>	<b>3,825,162</b>	<b>25,010</b>	<b>8,000,921</b>
At 30 June 2024:				
Cost	<b>6,222,403</b>	<b>3,825,162</b>	<b>42,269</b>	<b>10,089,834</b>
Accumulated amortisation	<b>(2,071,654)</b>	<b>–</b>	<b>(17,259)</b>	<b>(2,088,913)</b>
Net carrying amount	<b>4,150,749</b>	<b>3,825,162</b>	<b>25,010</b>	<b>8,000,921</b>

## 10. INTANGIBLE ASSETS (continued)

As at 30 June 2023 (unaudited)

	Customer relationship RMB'000	Goodwill RMB'000	Others RMB'000	Total RMB'000
At 1 January 2023:				
Cost	5,971,911	3,700,222	12,107	9,684,240
Accumulated amortisation	(1,171,223)	—	(6,030)	(1,177,253)
Net carrying amount	<u>4,800,688</u>	<u>3,700,222</u>	<u>6,077</u>	<u>8,506,987</u>
At 1 January 2023, net of accumulated amortisation	4,800,688	3,700,222	6,077	8,506,987
Additions*	18,406	—	8,299	26,705
Amortisation provided during the period	(321,105)	—	(853)	(321,958)
Disposal of subsidiaries	(1,757)	—	—	(1,757)
At 30 June 2023, net of accumulated amortisation	<u>4,496,232</u>	<u>3,700,222</u>	<u>13,523</u>	<u>8,209,977</u>
At 30 June 2023:				
Cost	5,970,919	3,700,222	20,406	9,691,547
Accumulated amortisation	(1,474,687)	—	(6,883)	(1,481,570)
Net carrying amount	<u>4,496,232</u>	<u>3,700,222</u>	<u>13,523</u>	<u>8,209,977</u>

\* During the six months ended 30 June 2024, the Group generated intangible assets by internal development amount of RMB7,930,000 (30 June 2023: RMB8,262,000).

### Impairment testing of goodwill

Impairment test on the cash-generating units (“CGUs”) including goodwill should be performed annually or when the management is aware of events and circumstance changes that might be identified as goodwill impairment indicators. As at 30 June 2024, management is not aware of any circumstances indicating that the CGUs to which the goodwill has been allocated may be impaired.

## 11. TRADE AND RETENTION RECEIVABLES

	As at 30 June 2024 RMB'000 (unaudited)	As at 31 December 2023 RMB'000
Trade and notes receivables		
– Related parties	3,818,193	2,487,278
– Third parties	6,112,203	4,640,346
Retention receivables	<u>59,076</u>	<u>73,277</u>
	<b>9,989,472</b>	7,200,901
Less: Allowance for impairment of trade and retention receivables	<u>(544,079)</u>	<u>(419,801)</u>
	<u><b>9,445,393</b></u>	<u>6,781,100</u>

## 11. TRADE AND RETENTION RECEIVABLES (continued)

Retention receivables are related to revenue earned from the provision of construction of intelligent property management services for which the right to the receipt of consideration for work performed remains conditional on the satisfaction of the service quality by the customers over a certain period as stipulated in the service contracts. The retention receivables are transferred to the trade receivables when the right becomes unconditional, which is typically at the expiry date of the defect liability period.

Trade receivables mainly arise from commercial and urban space integrated services and AIoT and BPaaS solution services.

The Group's trading terms with its customers are mainly on credit. The credit term is normally decided on a case-by-case basis upon the acceptance of the products or the completion of service. The credit period is generally one month, extending up to three months for major customers. In view of the aforementioned and the fact that the Group's trade and retention receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. Trade receivables are non-interest-bearing.

An ageing analysis of the trade and retention receivables as at 30 June 2024 and 31 December 2023, based on the invoice date and net of loss allowance, is as follows:

	As at 30 June 2024 <i>RMB'000</i> (unaudited)	As at 31 December 2023 <i>RMB'000</i>
Within 1 year	8,801,045	6,163,652
1 to 2 years	396,795	376,436
2 to 3 years	226,150	227,170
Over 3 years	21,403	13,842
	<u>9,445,393</u>	<u>6,781,100</u>

## 12. TRADE AND NOTES PAYABLES

	As at 30 June 2024 <i>RMB'000</i> (unaudited)	As at 31 December 2023 <i>RMB'000</i>
Trade and notes payables		
– Related parties	208,307	305,911
– Third parties	5,936,531	5,458,580
	<u>6,144,838</u>	<u>5,764,491</u>

## 12. TRADE AND NOTES PAYABLES (continued)

An ageing analysis of the trade and notes payables as at 30 June 2024 and 31 December 2023, based on the invoice date, is as follows:

	As at 30 June 2024 <i>RMB'000</i> (unaudited)	As at 31 December 2023 <i>RMB'000</i>
Within 1 year	5,610,139	5,312,726
1 to 2 years	302,051	287,177
2 to 3 years	109,575	106,915
Over 3 years	123,073	57,673
	<u>6,144,838</u>	<u>5,764,491</u>

## 13. OTHER PAYABLES AND ACCRUALS

	As at 30 June 2024 <i>RMB'000</i> (unaudited)	As at 31 December 2023 <i>RMB'000</i>
<b>Current:</b>		
Other payables		
Amounts due to related parties	500,597	564,068
Cash collected on behalf of property owners	2,001,175	2,286,966
Deposits payable	1,109,524	1,084,206
Dividends	69,365	423,647
Accruals and other payables	819,707	773,328
	<u>4,500,368</u>	<u>5,132,215</u>
Payroll payables	1,349,541	1,749,995
Long-term payables within one year	3,520	3,520
Other taxes payables	316,238	262,813
	<u>6,169,667</u>	<u>7,148,543</u>
<b>Non-current:</b>		
Amounts held on behalf of property owners	1,121,208	1,121,356
Long term payables	9,571	9,571
	<u>1,130,779</u>	<u>1,130,927</u>

## MANAGEMENT DISCUSSION AND ANALYSIS

The following discussion should be read in conjunction with the interim condensed consolidated financial information of the Group, including the related notes, set out on pages 3 to 14 of this interim results announcement.

### INDUSTRY REVIEW

#### **First Industry Perception Gap – Related Parties: Blessing or Curse?**

From 2021 to 2023, the proportion of income from continuing connected transactions of major listed property service companies decreased from 17.2% to 14.1%. Despite the weakening correlation with real estate, the investment value of property service companies is still significantly impacted by the fluctuations in real estate industry. The related developers were once seen as “strong” supports for the high growth and high valuation of the property service industry, but they are now viewed as “burdensome”. Related party receivables have also become a highly concerned indicator in the market. In 2023, the related party receivables of major listed property service companies increased by 13.5% year-on-year, sparking concerns in the market about payment collection issues.

Dividends are one of the ways for the property service industry to give back to Shareholders, and also serve as a new valuation “anchor” for the industry. In 2023, the average increase in net profit attributable to the parent company of major listed property service companies was 24%, and the dividend ratio jumped by 9.5 percentage points to 48.0%. The property service industry’s steady growth and high dividends attributes have made it a new attractive option in the capital market.

#### **Second Industry Perception Gap – Is the Property Services Pricing Reasonable?**

In June 2024, the discussion on the price of property management fees became a widely discussed topic in some areas, which represents a turning point from the pre-development property stage to the existing property stage. It is human nature to “bargain” for the price, but the essence is the concern over whether the property management fee is “worth it”.

The property industry needs to enhance the owners’ recognition of the value of property by improving service quality and innovating service models, promoting the sustainable development of the industry.

#### **Third Industry Perception Gap – How to Define Integrated Facility Management (IFM)?**

Professor Cao Jiming of the Institute of Facility Management of Tongji University stated at the 2024 China International Property Management Industry Expo that Facility Management (FM) business is a professional function or an organizational model, the core of which is to reasonably plan the assets and provide supportive services to users, spaces and business processes.

Currently, in order to seek new growth drivers, each industry participant is targeting the non-residential sector and joining the FM field with the low entry barriers of manpower outsourcing, and simultaneously initiating the price “involution”. Under this competitive model, although the threshold of the industry has been lowered, the domestic integrated facility management services will lag further behind the global advanced level. Industry participants need to get rid of the thinking of the price “involution”, strengthen the comprehensive service capabilities, and meanwhile leverage the technological capabilities to improve the efficiency of the asset side, target high-quality customers with a combination of willingness to pay and demand for services to deeply solve the problem of corporate efficiency.

**STRATEGIES REVIEW: Though situated in darkness, with the golden mountains in sight, we shall ultimately surpass the hills**

***Three major strategies were firmly implemented, and the recurring businesses were full of resilience***

**Onewo Town strategy: the strategy has been successfully realized, with foundation expansion fueled by the success of existing projects and residential gross margins continuing to rise with process transformation**

### ***Foundation expansion***

During the Reporting Period, the number of the Group’s Onewo Towns increased to 642, of which 202 were Standard Onewo Towns, 180 were Focused Onewo Towns and 260 were Target Onewo Towns. Benefiting from the good reputation of the Group’s branding of Vanke Service in residential properties for more than 30 years and the continuously iterative service model that has been continuously recognized by customers, the Group’s market expansion capabilities in the existing residential market have always been at the top level in the industry. During the Reporting Period, the Group obtained 221 new residential market contracts with a total saturated income of RMB1,276.4 million. According to the Group’s internal bidding data statistics, the winning rate for existing projects acquired in Onewo Towns reached 74.0% during the Reporting Period.

During the Reporting Period, the Group committed to a total of 52 projects to invest RMB91.6 million in transformation funds for smart communities to help community renewal and intelligent upgrading.

### ***Process transformation***

As of June 30, 2024, the Group has completed the acceptance of process transformation for 200 Onewo Towns in total, including 1,337 residential property projects, of which 50 Onewo Towns were newly added for transformation during the Reporting Period.

Benefiting from transformation plans such as the “human + machine” process reform, the “Feige (飛鴿)” intelligent scheduling platform and regional resource sharing, the gross profit margin of residential property services increased by 0.8 percentage point year-on-year during the Reporting Period. Through the firm practice of Onewo Town strategy of the Group, the “scissors difference” in property profits that has long troubled the industry has been optimally solved.

In the second half of 2024, the Group will continue to carry out process transformation for no less than 50 Onewo Towns.



## ***Ecological superposition***

During the Reporting Period, the Group continued to conduct businesses focusing on its four major needs for housing in Onewo Towns, namely, leasing, trading, decoration, repair and maintenance. In addition to the need for housing, we were also exploring the capabilities in the business community sector.

During the Reporting Period, the gross transaction value of the second-hand home trading of the Company reached RMB9,801.9 million with a commission rate of 1.75%, representing a year-on-year increase of 0.01 percentage point. The total number of home leasing business services reached 35,439, representing a year-on-year increase of 12.5%.

Positioned to provide localized community home decoration and renovation services to residents in Onewo Towns, we have further completed product matrix upgrades to keep abreast of customers' needs, and launched a large number of "single product renewal" products. In the first half of 2024, a total of 7,189 contracts were entered into, with a total contract value of RMB203.7 million, representing a year-on-year increase of 20.5%.

### ***Customer diversification strategy: focusing on territory, serving more high-quality customers, strengthening organizational resilience, and hedging cyclical risks***

As the commercial enterprise service brand of the Group, Cushman & Wakefield Vanke Service continuously maintains a leading position in the commercial enterprise field. During the Reporting Period, the FM business grew rapidly, with new major corporate customers such as top new energy automobile companies and well-known shared travel companies. More diversified high-quality customers promote more stable growth of the Group. During the Reporting Period, the Group signed new contracts with a total value of approximately RMB495.8 million in the five major areas.

Serving customers in more aspects has always been an important purpose of the Group in the commercial enterprise field, and the Group has continued to explore the demand for value-added services within the commercial space, including but not limited to energy management, group meals, dust-free management, parking lots management, etc. During the Reporting Period, the Group generated revenue of RMB252.0 million from multiple business operations, representing a period to period increase of 62.1%.

During the Reporting Period, the Group was also committed to meeting the increased demands of high-quality customers. It has established all-round strategic cooperation with top domestic AI companies and provided diversified enterprise services, including FM business, BPaaS remote enterprise services, building maintenance business, etc. During the Reporting Period, the newly contracted value was RMB123.4 million, including RMB13.0 million from the FM business, RMB85.2 million from the BPaaS remote enterprise services, and RMB8.4 million from the building maintenance business. The Group provided professional industry knowledge and accumulation, and the other party provided technical support in the field of large models, jointly building a large model for the property industry.

In the future, the Group will proactively select top customers in high-quality areas and provide them with diversified, full-cycle services, which will become an important core of the Group's customer diversification strategy.

During the Reporting Period, Cushman & Wakefield Vanke Service built up its professional capabilities in energy management and assisted “Central Park • Huangpu” in developing a benchmark for super-high-rise green energy transformation. As the property service provider of such project, it provided a complete solution of energy-saving strategies and operation and maintenance guarantees, forming a closed loop of energy efficiency management of “data collection – energy efficiency monitoring – AI analysis – intelligent control and energy saving”. We mainly implemented digital and intelligent energy-saving transformation and upgrades for air-conditioning cold and heat source systems and domestic hot water systems, and used AI algorithms to achieve optimized management and control, energy efficiency improvement and intelligent operations. According to the Group’s statistics, the AIoT intelligent control and energy-saving system obtains about 4.2 million pieces of data every day on average and issues about 500 control instructions. This is equivalent to an experienced engineering expert being online 24 hours a day and making fine adjustments to key equipment every 3 minutes to achieve year-round energy-saving operation. This greatly reduced the reliance on personal experience and judgment and improved the scientificity and accuracy of decision-making. Since such system was put into operation, and amid the backdrop of a period to period increase in the comprehensive occupancy rate of hotels and offices, the refrigeration system saved approximately 81,390 kWh of energy in May this year, representing an energy saving of 33.3% as compared to the same period of last year. It is expected to save 469,000 kWh of energy throughout the year, reducing carbon emissions by approximately 399 tons.

***Technology strategy: continuing to improve efficiency and generate revenue, and building a business moat***

***Internal efficiency improvement***

The Company’s technological products continued to help improve space efficiency. As of June 30, 2024, the Group had installed Black Cat access control equipment in a total of 2,747 projects, which was used by 593 million people during the Reporting Period. Smart access has become a necessity for owners to facilitate activities.

In order to facilitate owners to handle property-related businesses around the clock, the Group has deployed a total of 3,125 Pineapple No. 1 equipment in residential spaces as of June 30, 2024, achieving 100% coverage of the residential projects after process transformed in Onewo Towns. During the Reporting Period, Pineapple No. 1 was used 128,180 times at night (20:00-8:00). The Group was committed to letting technology light up the community and make services warmer.

During the Reporting Period, the Group’s self-developed Lingshi Edge server was commercialized as a pilot product mainly focusing on the transformation of multi-space traditional command centers. The new AI intercom door-opening function has been implemented in 13 projects, significantly improving the efficiency of workstations in this line of work. We have optimized the AI inspection algorithm for 19 key items in the residential space, with an average accuracy of 85%. It is interconnected with the Feige work order system to realize AI inspection automatic order dispatch and AI order inspection.

As a self-developed product of the Group, the Feige task platform is the first intelligent operating platform in the industry that integrates intelligent disassembly, intelligent dispatch, intelligent scheduling and intelligent AI of tasks.

During the Reporting Period, the Feige platform iterated its AI algorithm many times, and optimized and shortened the time loss of employees in transit by 90% through AI intelligent scheduling, drop-in orders and other algorithms. The response rate of AI scheduling was over 96%, the effective operating hours per person increased to 9.1 hours/day from 7.4 hours/day, and employees' operation efficiency increased by 18.7%. The Feige platform also used the power of AI technology to realize a complete closed loop of real-time AI monitoring during the process and post-inspection of quality through AI operation. Through historical service records, operation track conditions and other data, it carried out automatic quality inspection for each process, and the accuracy of AI quality inspection increased to more than 94.0% from 76.8% last year, achieving effective control of operation quality.

During the Reporting Period, the Group has carried out pilot projects in 39 Onewo Towns, with 3,597 operators accessed, and a total of more than 2.14 million tasks completed, covering security business, mechanical and electrical business, public maintenance business, greening business, cleaning business, and commercial delivery business, forming the standard operation process for replication and promotion, which can be quickly implemented and promoted within more Onewo Towns.

#### *External revenue enhancement*

The Group's technology business continued to generate revenue and currently has verifiable capabilities of market expansion, bringing revenue of RMB1,391.6 million during the Reporting Period.

During the Reporting Period, the Group proactively adjusted its customer structure in the field of hardware technology. Currently, the proportion of revenue from industrial customers has reached 53.9%, and the proportion of revenue from developer customers decreased to 46.1% from 55.4% in 2023. Newly expanded customers included top companies in domestic smart terminal, leading global consumer electronics brands and well-known industrial service brands in Zhejiang, etc.

During the Reporting Period, the Group made significant progress in remote enterprise services, and newly expanded customers included domestic top AI companies and global leading biotechnology companies, etc. As of June 30, 2024, remote space services have been implemented in a total of 29 urban capital companies.

## **BUSINESS REVIEW**

The Group is divided into three major business segments: (i) community space living consumption services; (ii) commercial and urban space integrated services; (iii) AIoT and BPaaS solution services.

The following table sets out the details of revenue by types of business and service as at the dates indicated:

	For the six months ended June 30,				
	2024		2023		Growth rate
	<i>RMB'000</i>	<i>%</i>	<i>RMB'000</i>	<i>%</i>	<i>%</i>
	(unaudited)		(unaudited)		
<b>Community space living consumption services</b>					
– Residential property services	9,315,556	53.1	8,154,558	50.9	14.2
– Home-related asset services	614,705	3.5	685,444	4.3	-10.3
– Other community value-added services	172,560	1.0	195,751	1.2	-11.8
<b>Subtotal</b>	<b>10,102,821</b>	<b>57.6</b>	<b>9,035,753</b>	<b>56.4</b>	<b>11.8</b>
<b>Commercial and urban space integrated services</b>					
– Property and facility management services	4,799,404	27.3	3,974,327	24.9	20.8
– Value-added services for developers	916,154	5.2	1,383,499	8.6	-33.8
– Urban space integrated services	349,748	2.0	309,680	1.9	12.9
<b>Subtotal</b>	<b>6,065,306</b>	<b>34.5</b>	<b>5,667,506</b>	<b>35.4</b>	<b>7.0</b>
<b>AIoT and BPaaS solution services</b>					
– AIoT solutions	602,871	3.4	669,751	4.2	-10.0
– BPaaS solutions	788,772	4.5	646,660	4.0	22.0
<b>Subtotal</b>	<b>1,391,643</b>	<b>7.9</b>	<b>1,316,411</b>	<b>8.2</b>	<b>5.7</b>
<b>Total</b>	<b>17,559,770</b>	<b>100.0</b>	<b>16,019,670</b>	<b>100.0</b>	<b>9.6</b>

The following table sets out the details of gross profit by types of business and service as at the dates indicated:

	For the six months ended June 30,			
	2024		2023	
	Gross profit	Gross profit	Gross profit	Gross profit
	<i>RMB'000</i>	<i>margin</i>	<i>RMB'000</i>	<i>margin</i>
	(unaudited)	%	(unaudited)	%
<b>Community space living consumption services</b>				
– Residential property services	1,246,022	13.4	1,026,769	12.6
– Home-related asset services	178,803	29.1	194,925	28.4
– Other community value-added services	100,850	58.4	126,775	64.8
<b>Subtotal</b>	<b>1,525,675</b>	<b>15.1</b>	<b>1,348,469</b>	<b>14.9</b>
<b>Commercial and urban space integrated services</b>				
– Property and facility management services	398,382	8.3	412,503	10.4
– Value-added services for developers	2,120	0.2	194,056	14.0
– Urban space integrated services	31,106	8.9	29,471	9.5
<b>Subtotal</b>	<b>431,608</b>	<b>7.1</b>	<b>636,030</b>	<b>11.2</b>
<b>AIoT and BPaaS solution services</b>				
– AIoT solutions	146,874	24.4	208,354	31.1
– BPaaS solutions	292,374	37.1	219,179	33.9
<b>Subtotal</b>	<b>439,248</b>	<b>31.6</b>	<b>427,533</b>	<b>32.5</b>
<b>Total</b>	<b>2,396,531</b>	<b>13.6</b>	<b>2,412,032</b>	<b>15.1</b>

The following table sets forth the details of revenue and gross profit by types of business and service after excluding the impact of developers as at the dates indicated:

	For the six months ended June 30,			
	2024		2023	
	Revenue <i>RMB'000</i> (unaudited)	Gross profit <i>RMB'000</i> (unaudited)	Revenue <i>RMB'000</i> (unaudited)	Gross profit <i>RMB'000</i> (unaudited)
<b>Recurring businesses</b>				
Residential property services	9,175,951	1,106,417	8,003,555	875,766
Property and facility management services	4,329,000	348,442	3,491,536	344,227
BPaaS solution services	540,404	212,657	405,189	150,188
<b>Subtotal</b>	<b>14,045,355</b>	<b>1,667,516</b>	11,900,280	1,370,181
<b>Other core businesses</b>				
Home-related asset services	482,254	146,208	530,417	154,785
AIoT solutions	324,872	51,874	298,751	93,354
<b>Subtotal of core businesses</b>	<b>14,852,481</b>	<b>1,865,599</b>	12,729,448	1,618,320
<b>Other businesses</b>				
Other community value-added services	167,966	100,688	182,490	122,835
Urban space integrated services	335,217	29,758	301,115	28,618
<b>Subtotal</b>	<b>503,183</b>	<b>130,446</b>	483,605	151,453
<b>Total after excluding all developer businesses</b>	<b>15,355,664</b>	<b>1,996,045</b>	13,213,053	1,769,773

During the Reporting Period, the Group's revenue related to developers accounted for 12.6% of the Group's total revenue, representing a decrease of 5.0 percentage points as compared to the same period of last year. During the Reporting Period, after excluding the impact of developers, the Group's revenue was RMB15,355.7 million, representing a year-on-year increase of 16.2%; gross profit was RMB1,996.0 million, representing a year-on-year increase of 12.8%.

### Recurring business

As the “ballast stone” for steadily growing revenue, the recurring business of the Group includes three major business segments, namely, residential property services, property and facility management services and BPaaS solutions. During the Reporting Period, the revenue of recurring business was RMB14,903.7 million, representing a year-on-year increase of 16.7%, accounting for 84.9% of the Group's total revenue. The gross profit generated was RMB1,936.8 million, representing a year-on-year increase of 16.8%, accounting for 80.8% of the Group's total gross profit.

### ***Residential property services***

During the Reporting Period, the Group's revenue from residential property services was RMB9,315.6 million, representing a period to period increase of 14.2%, accounting for 53.1% of total revenue. The business generated a gross profit of RMB1,246.0 million during the Reporting Period, representing a period to period increase of 21.4%, accounting for 52.0% of total gross profit. Benefiting from the smooth progression in the process transformation in Onowo Town, the gross profit margin of the business increased to 13.4% during the Reporting Period, representing a period to period increase of 0.8 percentage point. The steady growth in revenue from the business was mainly due to the outstanding market-oriented expansion capabilities of the Group's Vanke Service brand. As of June 30, 2024, the saturated income of residential projects under management was RMB26,206.8 million, representing a period to period increase of 14.2%; the saturated income of contract residential projects was RMB31,850.1 million, representing a period to period increase of 8.8%.

The following table sets forth the details of the number of residential projects under management and contracts and the saturated income as at the dates indicated:

	<b>As of June 30,</b>	
	<b>2024</b>	<b>2023</b>
Saturated income from contracts (RMB million)	<b>31,850.1</b>	29,263.7
Number of contracted projects (units)	<b>4,862</b>	4,478
Saturated income from projects under management (RMB million)	<b>26,206.8</b>	22,948.4
Number of projects under management (units)	<b>4,095</b>	<b>3,586</b>

During the Reporting Period, the Group has withdrawn from a total of 17 residential property projects with a saturated income of RMB89.4 million.

The following table sets forth the number of residential property projects under management and contracts, the saturated income from projects under management as at the dates indicated, as well as a breakdown of income from residential property management services during the periods indicated by types of property developer.



	As of June 30, 2024			As of June 30, 2023		
	Annualized			Annualized		
	Number of projects under management (units)	saturated income (RMB million)	Financial income (RMB million)	Number of projects under management (units)	saturated income (RMB million)	Financial income (RMB million)
China Vanke Group and its joint ventures and associates	1,628	12,729.8	4,975.0	1,446	11,432.3	4,490.2
Independent Third Party real estate developers	2,467	13,477.0	4,340.6	2,140	11,516.1	3,664.4
Total	4,095	26,206.8	9,315.6	3,586	22,948.4	8,154.6

### ***Property and facility management services***

During the Reporting Period, the Group's revenue from property and facility service management was RMB4,799.4 million, representing a period to period increase of 20.8%, accounting for 27.3% of the total revenue; the business generated a gross profit of RMB398.4 million during the Reporting Period, representing a period to period decrease of 3.4%, accounting for 16.6% of total gross profit. As of June 30, 2024, the saturated income from property and facility management service projects under management was RMB14,311.1 million, of which RMB6,770.6 million came from commercial property services projects, representing a period to period increase of 6.1%; RMB7,540.6 million came from integrated facility management service projects, representing a period to period increase of 51.0%. Despite the continuous decline in developers' payment capabilities and the pressure on the external environment, the Group acquired 3 super high-rise projects during the Reporting Period, relying on its outstanding brand advantages and expansion abilities among business customers, and continued to expand in the high-quality business segments, actively adjusted its customer structure.

The following table sets forth the details of the number of property and facility service management projects under management and contracts and saturated income as at the dates indicated:

	As of June 30,	
	2024	2023
Saturated income from contracts (RMB million)	17,507.8	15,245.5
Number of contracted projects (units)	2,804	2,356
Saturated income from projects under management (RMB million)	14,311.1	11,372.6
Number of projects under management (units)	2,382	1,958

During the Reporting Period, the Group withdrew from a total of 44 property and facility service management projects, with a saturated income of RMB155.6 million.



The following table sets forth the number of property and facility services management projects under management and contract, the saturated income from projects under management as at the dates indicated, as well as a breakdown of income from property and facility services management during the periods indicated by types of property developer.

	As of June 30, 2024			As of June 30, 2023		
	Number of projects under management (units)	Annualized saturated income (RMB million)	Financial income (RMB million)	Number of projects under management (units)	Annualized saturated income (RMB million)	Financial income (RMB million)
China Vanke Group and its joint ventures and associates	325	2,189.5	708.1	301	2,002.4	576.9
Independent Third Party real estate developers	2,057	12,121.6	4,091.3	1,657	9,370.2	3,397.4
Total	2,382	14,311.1	4,799.4	1,958	11,372.6	3,974.3

### ***BPaaS Solutions***

During the Reporting Period, the Group's revenue from BPaaS solutions was RMB788.8 million, representing a year-on-year increase of 22.0%, accounting for 4.5% of the total revenue. The business generated a gross profit of RMB292.4 million during the Reporting Period, representing an increase of 33.4% as compared to the same period of last year, accounting for 12.2% of the total gross profit. The rapid growth of the business was attributable to the Group's marketization expansion capabilities of enterprise and space clients, and the external expansion of enterprise BPaaS business was effective as of June 30, 2024, with newly added customers including top AI companies, large pharmaceutical enterprises and well-known communication enterprises, and the space BPaaS business was implemented in a cumulative total of 29 city projects.

### ***Other core businesses***

In addition to the recurring businesses, home-related asset services and AIoT solutions businesses are also the Group's core businesses.

### ***Home-related asset services***

During the Reporting Period, the Group's revenue from home-related asset services was RMB614.7 million, representing a year-on-year decrease of 10.3%, accounting for 3.5% of the total revenue. The business generated a gross profit of RMB178.8 million during the Reporting Period, representing a year-on-year decrease of 8.3%, accounting for 7.5% of the total gross profit. The decrease in revenue from the business was mainly due to the decline in the total volume of the housing transaction market and the impact of the external environment on the decoration business.

## ***AIoT solutions***

During the Reporting Period, the Group's revenue from AIoT solutions was RMB602.9 million, representing a year-on-year decrease of 10.0%, accounting for 3.4% of the total revenue; of which the revenue from developers was RMB278.0 million, representing a year-on-year decrease of 25.1%; the revenue from industrial customers was RMB324.9 million, representing a year-on-year increase of 8.7%. The business generated a gross profit of RMB146.9 million during the Reporting Period, representing a decrease of 29.5% as compared to the same period of last year, accounting for 6.1% of the total gross profit. During the Reporting Period, the Group continued its expansion for non-residential projects, non-developer projects and renovation-related projects, aiming to extend its capability cultivated in serving developers in the past to other industrial customers with unmet demands.

## ***Non-core businesses***

During the Reporting Period, the Group actively adjusted its strategies and the proportion of non-core businesses in the main businesses continued to decline.

Urban space, one of the Group's major scenario businesses, mainly adopts the form of off-balance sheet joint ventures to carry out its business.

## ***Urban space integrated services***

As of June 30, 2024, the Group has implemented 108 urban space integrated service projects in 24 cities across China, with the contract value reaching RMB6,593.5 million, representing a year-on-year increase of 30.2%, of which 79.1% of the contract value came from business carried out in the form of unconsolidated joint ventures.

During the Reporting Period, the Group's "RFO" model in urban space integrated services continued to achieve results, with projects carried out in the form of minority shareholding achieving an annualized return on investment of 9.8% and a cumulative return on investment (ROI) of 57.5%. At the same time, the implementation of space BPaaS business has been focused on 29 high-quality urban capital company projects, which has generated revenue of RMB47.8 million (FEE) and brought the Group business referrals (OPPORTUNITY) of RMB138.6 million through the form of urban capital.

During the Reporting Period, the Group's consolidated revenue from urban space integrated services was RMB349.7 million, representing a year-on-year increase of 12.9%, accounting for 2.0% of the total revenue. The business generated a gross profit of RMB31.1 million during the Reporting Period, representing an increase of 5.5% as compared to the same period of last year, accounting for 1.3% of the total gross profit.

## ***Other community value-added services***

During the Reporting Period, the Group's revenue from other community value-added services was RMB172.6 million, representing a year-on-year decrease of 11.8%, accounting for 1.0% of the total revenue. The business generated a gross profit of RMB100.9 million during the Reporting Period, representing a year-on-year decrease of 20.4%. The decline in revenue and profits is mainly due to a profit squeeze arising from a sharp decline in business volume, and the time required for cost adjustment.

### ***Value-added services for developers***

During the Reporting Period, the Group's revenue from value-added services for developers was RMB916.2 million, representing a year-on-year decrease of 33.8%, accounting for 5.2% of the total revenue. The business generated a gross profit of RMB2.1 million during the Reporting Period, representing a year-on-year decrease of 98.9%. The decline in revenue and profits is mainly due to the more-than-expected contraction of developers' new property affected by the industry cycle.

## **FINANCIAL REVIEW**

For the six months ended June 30, 2024, the Group's income structure continued to be optimized. Revenue from the recurring businesses amounted to RMB14,903.7 million, representing a year-on-year increase of 16.7%, accounting for 84.9% of revenue. The relevant gross profit amounted to RMB1,936.8 million, representing a year-on-year increase of 16.8%. The selling and distribution expenses ratio (as a percentage of revenue) increased by 0.1 percentage point from period to period, and the administrative expenses ratio (as a percentage of revenue) decreased by 0.8 percentage point from period to period.

### **Revenue**

For the six months ended June 30, 2024, the Group's total revenue was RMB17,559.8 million, representing an increase of 9.6% as compared to RMB16,019.7 million in the same period in 2023. The increase in revenue was mainly due to the increase in the Group's business scale under management and business contracts. Including:

- ***Community space living consumption services***

For the six months ended June 30, 2024, the Group's revenue generated from community space living consumption services was RMB10,102.8 million, representing an increase of 11.8% as compared to RMB9,035.8 million in the same period in 2023, primarily due to the Company's outstanding market expansion ability, especially its deep cultivation ability in the existing market.

- ***Commercial and urban space integrated services***

For the six months ended June 30, 2024, the Group's revenue generated from commercial and urban space integrated services was RMB6,065.3 million, representing an increase of 7.0% as compared to RMB5,667.5 million in the same period in 2023, which primarily benefited from the Company's deep cultivation in customer diversification.

- ***AIoT and BPaaS solution services***

For the six months ended June 30, 2024, the Group's revenue generated from AIoT and BPaaS solution services was RMB1,391.6 million, representing an increase of 5.7% as compared to RMB1,316.4 million in the same period in 2023, which primarily benefited from the growth of the revenue from enterprise remote operation services.

## Cost of Sales

The Group's cost of sales mainly includes operating costs, depreciation and amortization. Operating costs include (i) subcontracting costs; (ii) staff costs; (iii) common area facility costs; (iv) engineering costs; (v) office and other related costs; and (vi) depreciation and amortization, which mainly consists of the amortization of customer relationships resulting from historical acquisitions.

For the six months ended June 30, 2024, the total cost of the Group was RMB15,163.2 million, representing an increase of 11.4% as compared to RMB13,607.6 million in the same period in 2023. The increase in costs was mainly due to the increase in revenue scale.

## Gross Profit and Gross Profit Margin

For the six months ended June 30, 2024, the Group's gross profit was RMB2,396.5 million, representing a decrease of 0.6% as compared to RMB2,412.0 million in the same period in 2023. For the six months ended June 30, 2024, the Group's gross profit margin was 13.6%, representing a decrease of 1.5 percentage points as compared to 15.1% in the same period in 2023. The decrease in gross profit margin was mainly due to the decrease in the gross profit margin of the developer's business and the expansion of the customer base of property and facility management services.

- ***Community space living consumption services***

For the six months ended June 30, 2024, the gross profit margin of the Group's community space living consumption services was 15.1%, representing an increase of 0.2 percentage point as compared to the same period of last year, of which the gross profit margin of residential property services was 13.4%, representing an increase of 0.8 percentage point as compared to the same period of last year, which benefited from the smooth progress in the process transformation of the Onewo Town strategy, and the refined management of operating costs; the gross profit margin of home-related asset services was 29.1%, representing an increase of 0.7 percentage point as compared to the same period of last year; the gross profit margin of other community value-added services was 58.4%, representing a decrease of 6.4 percentage points as compared to the same period of last year.

- ***Commercial and urban space integrated services***

For the six months ended June 30, 2024, the gross profit margin of the Group's commercial and urban space integrated services was 7.1%, of which the gross profit margin of property and facility management services was 8.3%, representing a decrease of 2.1 percentage points as compared to the same period of last year, mainly due to the fact that the integrated facility management services are still in the stage of accumulating customer base and building the brand across fields. The gross profit margin of value-added services for developers was 0.2%, representing a decrease of 13.8 percentage points as compared to the same period of last year, mainly due to the continuing decline in the real estate development industry. The gross profit margin of urban space integrated services was 8.9%, representing a decrease of 0.6 percentage point as compared to the same period of last year.

- ***AIoT and BPaaS solution services***

For the six months ended June 30, 2024, the gross profit margin of the Group's AIoT and BPaaS solution services was 31.6%, representing a decrease of 0.9 percentage point as compared to the same period of last year, mainly due to the continuous optimization of product structure under business transformation, of which the gross profit margin of AIoT solutions was 24.4%, while the gross profit margin of BPaaS solutions was 37.1%.

## **Other Income and Gains**

The Group's other income and gains decreased by 81.0% from RMB447.5 million for the six months ended June 30, 2023 to RMB84.9 million for the same period in 2024, which was mainly due to various factors such as the increase in the fair value of financial liabilities at fair value through profit or loss in the same period of last year, the change in the value of equity investments held in the current period, and the expiration of the value-added tax additional deduction policy in the PRC.

## **Selling and Distribution Expenses**

The Group's selling and distribution expenses increased by 16.0% from RMB229.2 million for the six months ended June 30, 2023 to RMB265.8 million for the same period in 2024. The selling and distribution expenses ratio (as a percentage of revenue) was 1.5%, representing an increase of 0.1 percentage point as compared to the same period in 2023.

## **Administrative Expenses**

The Group's administrative expenses decreased by 4.0% from RMB995.7 million for the six months ended June 30, 2023 to RMB956.4 million for the same period in 2024. The administrative expenses ratio (as a percentage of revenue) was 5.4%, representing a decrease of 0.8 percentage point as compared to the same period in 2023, which, on the one hand, benefited from the efficiency improvement of technology and the achievements of the centralization, remoteness and intelligence of management efficiency, and on the other hand, was due to the strategies of focusing on the construction of back-office functional teams, standardization and aggregation, and commitment to resource efficiency growth.

## **Income Tax Expenses**

The Group's income tax expenses decreased by 19.9% from RMB349.2 million for the six months ended June 30, 2023 to RMB279.6 million for the same period in 2024, mainly due to the decrease in profit before tax.

## **Profit for the Period**

The Group's profit for the period decreased by 23.4% from RMB1,050.0 million for the six months ended June 30, 2023 to RMB804.4 million for the same period in 2024. For the six months ended June 30, 2024, the Group's core net profit was RMB1,201.8 million, representing a decrease of 2.7% as compared to RMB1,234.6 million for the same period in 2023, mainly affected by the decrease in other income and gains.

## **Intangible Assets**

The Group's intangible assets mainly include customer relationships and goodwill acquired in historical acquisitions. The Group's intangible assets increased from RMB7,981.2 million as of December 31, 2023 to RMB8,000.9 million as of June 30, 2024, mainly due to intangible assets and goodwill arising from merger and acquisition activities.

## **Liquidity and Financial Resources**

### ***Cash position***

As of June 30, 2024, the Group had cash and cash equivalents of RMB12,197.1 million, representing a decrease of RMB3,375.4 million in balance from RMB15,572.5 million on December 31, 2023. The Group's cash and cash equivalents were mainly denominated in Renminbi.

The Group conducted effective management under centralized capital management to sustain appropriate and sufficient levels of cash and bank balances.

### ***Loans and net gearing ratio***

As of June 30, 2024, the Group had no bank loans or borrowings and therefore had a net cash position. Net gearing ratio is calculated as total interest-bearing borrowings minus cash and cash equivalents divided by total equity as of the end of the relevant period. Accordingly, the net gearing ratio is not applicable to the Group as of June 30, 2024.

## **Contingent Liabilities**

As of June 30, 2024, the Group had no material contingent liabilities.

## **Pledge of Asset**

As of June 30, 2024, the Group had no pledge of assets.

## **Impact of Exchange Rate Fluctuation**

As the Group's business is mainly conducted in the PRC, we mainly adopt RMB as the settlement currency.

As of June 30, 2024, non-RMB assets are cash and cash equivalents, including HKD-denominated assets (worth RMB439.2 million) and USD-denominated assets (worth RMB5.9 million). As of June 30, 2024, the fluctuation of the exchange rate between RMB and foreign currencies had no significant impact on the operating results of the Group.



## CORPORATE GOVERNANCE AND OTHER INFORMATION

### 1. Significant Investments, Acquisitions and Disposals

As of June 30, 2024, the Group had not made any significant investments, material acquisitions, or disposals of subsidiaries, associates and joint ventures.

In addition, save as the plans disclosed in the section headed “Future Plans and Use of Proceeds” in the prospectus of the Company dated September 19, 2022 (the “**Prospectus**”), the Group has no specific plans to make significant investments or acquire material capital assets. However, the Group will continue to seek new opportunities for business development in line with the Company’s strategy. For further details, please refer to the section headed “Future Plans and Use of Proceeds” in the Prospectus.

### 2. Employees and Remuneration Policy

Our journey as a company providing property services started in 1990. Over the last three decades, the Group has established a strong service culture as well as a customer-centric service team with ongoing innovation. The Group has further developed an inheritable corporate culture and operating system centered on the values of “Service (做服務者)”, “Champion (永爭第一)” and “Positivity (陽光健康)”, which are crucial for us to keep attracting and retaining talents that meet our business development needs. In addition, the structure of the human resources of the Group includes customer service, sales and marketing, research and operations, property and project delivery, as well as functional support personnel, forming a diversified and all-rounded talent team that lays the foundation for our business development.

As of June 30, 2024, the Group had 105,521 employees (December 31, 2023: 101,284 employees), and the total staff costs during the Reporting Period were approximately RMB5,897.3 million. Remuneration and benefits of the Group’s employees include basic salaries, bonuses, social security contributions and housing provident fund contributions, which are determined based on the nature of work, work performance and market conditions. The Group also offers competitive remuneration and employee stock ownership plan for its employees, especially key employees.

## ***Employee training plan***

The Group has built a broad platform for the development of employees. Tailored to the business needs and employees' career planning and development, a training system beneficial to employees' development has been established to provide diversified career paths and learning opportunities.

### ***1. “Onewo Dream” Development (“萬紫千紅”好發展)***

It is an employee development project initiated by the Group in 2019, which focuses on building a multi-path development mechanism covering all business scenarios where expertise and diversity are required for front line employees. This program encourages front line employees to explore new career paths, helping them play bigger roles and gain more labor income. The Group provides front line employees with rich skills training and various position choices in different lines of business, and encourages front line employees' transition to other positions demanding workers more skilled and irreplaceable. During the Reporting Period, the Group assisted 703 front line employees in successfully transferring to grid coordinators, asset managers, electromechanical experts, digital operation, etc. Since the inception of the “Onewo Dream” Development program in 2020, the Group has successfully helped a total of 8,474 front line employees transfer to other positions.

### ***2. Talent training and development***

Taking into account the needs of business development and employee growth, the Group has built a diversified employee training system providing employees with learning opportunities for self-challenge and continuous development. To establish a talent training system nurturing “professionalism”, “leadership” and “growth momentum”, the Group has launched various forms of products and programs for training. During the Reporting Period, the Group combined ISO9001 Quality Management System, ISO14001 Environmental Management System, ISO45001 Occupational Health and Safety Management System, and issued Ability Certification System Standards of Onewo (《萬物雲能力認證體系標準》) as the guideline for employees' ability certification, ensuring that the employees have the ability to provide sustainable, stable and expected services delivery quality. The Group used digital technology via “Talent Digital Compass” to assist talent selection and training and meet the development needs of the talent echelons more precisely.



### 3. Major Events after the Reporting Period

There were no major events affecting the Group after the Reporting Period and up to the date of this announcement.

### 4. Purchase, Sale and Redemption of the Listed Securities of the Company

For the six months ended June 30, 2024, the Company has repurchased 5,486,500 H Shares in total on the Stock Exchange, representing 0.47% of the total share capital of the Company as of June 30, 2024. The total amount paid was approximately HK\$111,134,599 (excluding transaction fees).

The monthly report on H Shares repurchase was as follows:

Month of repurchase	Number of shares repurchased	Price per share		Total amount (HK\$)
		Highest (HK\$/per share)	Lowest (HK\$/per share)	
January 2024	959,300	21.60	20.30	20,192,150
February 2024	600,000	19.00	17.22	10,743,044
March 2024	79,000	19.66	19.60	1,552,750
April 2024	2,203,600	19.04	17.28	39,648,480
May 2024	300,000	24.25	23.45	7,183,065
June 2024	1,344,600	24.00	23.15	31,815,110

The Board believes that repurchase of shares under the current market conditions will demonstrate the Company's confidence in the development and prospects of its business and will ultimately benefit the Company and create a return of value for the Shareholders, which is in the interests of the Company and the Shareholders as a whole.

As of the date of this announcement, the Company has cancelled all repurchased H Shares.

Save as set forth above, during the Reporting Period, the Group and any of its subsidiaries did not purchase, sell or redeem any listed securities of the Company.

## 5. Corporate Governance Code

The Group is committed to implementing high standards of corporate governance to safeguard the interests of the Shareholders of the Company and enhance the corporate value as well as the responsibility commitments. The Company has adopted the Corporate Governance Code (the “**CG Code**”) as set out in Appendix C1 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) as its code of corporate governance and to the best knowledge of the Directors, the Company has complied with all applicable code provisions set out in the CG Code during the Reporting Period, save as disclosed below.

Pursuant to code provision C.2.1 of the CG Code, the roles of chairman and chief executive should be separated and should not be performed by the same individual. Mr. Zhu Baoquan is the chairman and the general manager of the Company and the roles of Mr. Zhu Baoquan have not been separated as required under code provision C.2.1 of the CG Code.

In view of the fact that Mr. Zhu Baoquan has been managing and operating the Company as the chairman, an executive Director and the general manager of the Company since February 2011, the Board believes that Mr. Zhu Baoquan should continue to assume the responsibilities of the general manager of the Company as this arrangement will improve the efficiency of the Company’s decision-making and execution process and provide strong and consistent leadership to the Company. Further, the Company has put in place an appropriate check-and-balance mechanism through the Board and the independent non-executive Directors. In light of the above, the Board considers that the deviation from code provision C.2.1 of the CG Code is appropriate in the circumstances of the Company. The Board will review the current structure from time to time and will make any necessary arrangement as appropriate.

## 6. Model Code for Securities Transactions by Directors

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the “**Model Code**”) set out in Appendix C3 to the Listing Rules as its code for dealing in securities of the Company by the Directors and supervisors of the Company (the “**Supervisors**”).

After specific enquiries made to all Directors and Supervisors, Directors and Supervisors have confirmed their compliance with the required standards set out in the Model Code during the Reporting Period.

## 7. Audit Committee

The Board has established the audit committee of the Company (the “**Audit Committee**”) with written terms of reference in compliance with the Listing Rules and the CG Code. The primary duties of the Audit Committee are to review, supervise and coordinate the external and internal audit process, propose the engagement or replacement of the external auditors, review the financial information and its disclosure as well as the internal control system of the Company, and other matters authorized by the Board.

The Audit Committee consists of three members, namely Ms. Law Elizabeth (羅君美), Mr. Wang Wenjin (王文金) and Mr. Chen Yuyu (陳玉宇). The Audit Committee has reviewed the Company’s unaudited condensed consolidated interim results for the six months ended June 30, 2024 and confirmed that it has complied with all applicable accounting principles, standards and requirements, and made sufficient disclosures. The Audit Committee has also discussed the matters of audit and financial reporting.

The financial information included in this announcement for the six months ended June 30, 2024 has been agreed by the Group’s auditor, Ernst & Young.

## 8. Interim Dividend and Special Dividend

The Board resolved to recommend the declaration of an interim dividend of RMB0.562 per share (including tax) for the six months ended June 30, 2024 (“**2024 Interim Dividend**”).

In addition, according to the quarterly index review results of Hang Seng Family of Indexes as of June 30, 2024 published by Hang Seng Indexes Company Limited, the Company was included as a constituent in the Hang Seng Composite Index, effective from September 9, 2024. To celebrate the Company’s becoming a constituent in the Hang Seng Composite Index, the Board of Directors of the Company is pleased to announce that it resolved to recommend the payment of a special dividend of RMB0.460 per share (including tax) (“**2024 Special Dividend**”) to Shareholders, totalling RMB1.022 per share (including tax).

In terms of dividend payment, dividends for holders of H shares will be declared in RMB, but paid in Hong Kong dollars. The 2024 Interim Dividend and 2024 Special Dividend are subject to approval by the Company’s Shareholders at the general meeting to be held on September 27, 2024. The Company will disclose in due course, among other things, further details of the payment of 2024 Interim Dividend and 2024 Special Dividend by the Company.

### ***Dividend Taxes***

In accordance with the Enterprise Income Tax Law of the People’s Republic of China and its implementation rules and the Notice of the State Taxation Administration on Issues Concerning Withholding the Enterprise Income Tax on the Dividends Paid by Chinese Resident Enterprises to H shareholders who are Overseas Non-resident Enterprises (Guo Shui Han [2008] No. 897) (國家稅務總局《關於中國居民企業向境外 H 股非居民企業股東派發股息代扣代繳企業所得稅有關問題的通知》(國稅函[2008]897號)), as a PRC Domestic Enterprise, the Company will, after withholding 10% of the interim dividend and special dividend as enterprise income tax, distribute the interim dividend and special dividend to non-resident enterprise Shareholders whose names appear on the H Shares register of members (i.e. any Shareholders who hold H Shares in the name of non-individual Shareholders, including but not limited to HKSCC Nominees Limited, other nominees,

trustees, or H Shareholders registered in the name of other organizations and groups). After receiving dividends, the non-resident enterprise Shareholders may apply to the competent tax authorities for enjoying treatment of taxation treaties (arrangement) in person or by proxy or by the Company, and provide information to prove that it is an actual beneficiary under the requirements of such taxation treaties (arrangement). After the competent tax authorities have verified that there is no error, they shall refund the tax difference between the amount of tax levied and the amount of tax payable calculated at the tax rate under the requirements of the relevant taxation treaties (arrangement).

Pursuant to the Notice on the Issues regarding Levy of Individual Income Tax after the Abolishment of Guo Shui Fa [1993] No. 045 Document (Guo Shui Han [2011] No. 348) (《關於國稅發[1993]045號文件廢止後有關個人所得稅徵管問題的通知》(國稅函[2011]348號)), the Company shall withhold and pay individual income tax for individual holders of H Shares. If the individual holders of H Shares are Hong Kong or Macau residents or residents of other countries or regions that have a tax rate of 10% under the tax treaties with the PRC, the Company will withhold and pay individual income tax at the rate of 10% on behalf of such Shareholders.

If the individual holders of H Shares are residents of countries or regions that have a tax rate lower than 10% under the tax treaties with the PRC, the Company will withhold and pay individual income tax at the rate of 10% on behalf of such Shareholders. If such Shareholders claim a refund of the amount in excess of the individual income tax payable under the tax treaties, the Company may apply, on behalf of such Shareholders and according to the relevant tax treaties, for the treatment under relevant tax treaties, provided that the relevant Shareholders submit the relevant documents and information required by the Administrative Measures on Enjoying Treatment under Tax Treaties by Non-resident Taxpayers (State Taxation Administration Announcement, 2015, No. 60) (《非居民納稅人享受稅收協議待遇管理辦法》(國家稅務總局公告 2015 年第 60 號)) and the provisions of the relevant tax treaties in a timely manner. The Company will assist with the tax refund for the overpaid tax subject to the review and approval of the competent tax authorities.

If the individual holders of H Shares are residents of countries or regions that have a tax rate higher than 10% but lower than 20% under the tax treaties with the PRC, the Company will withhold and pay individual income tax at the applicable tax rates stated in such tax treaties on behalf of such Shareholders.

If the individual holders of H Shares are residents of countries or regions that have a tax rate of 20% under the tax treaties with the PRC, or have not entered into any tax treaties with the PRC, or otherwise, the Company will withhold and pay individual income tax at the rate of 20% on behalf of such Shareholders.

Shareholders are recommended to consult their tax advisors regarding the tax impacts in the PRC, Hong Kong and others for holding and disposal of H Shares.

## **9. Closure of Register of Members**

### ***For determining the entitlement of the Shareholders to attend and vote at the EGM***

The register of members of the Company will be closed from September 24, 2024 to September 27, 2024 (both days inclusive), during which period no transfer of shares of the Company will be registered. In order to determine the identity of members who are entitled to attend and vote at the EGM, all share transfer documents accompanied by the relevant share certificates must be lodged with the H Share Registrar of the Company, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong for registration not later than 4:30 p.m. on September 23, 2024.

### ***For determining the entitlement of the Shareholders to the proposed 2024 Interim Dividend and 2024 Special Dividend***

For determining the entitlement to the proposed 2024 Interim Dividend and 2024 Special Dividend, the register of members of the Company will be closed from October 4, 2024 to October 8, 2024 (both days inclusive), during which period no transfer of shares will be registered. In order to qualify for the entitlement to the proposed 2024 Interim Dividend and 2024 Special Dividend, all share transfer documents of the Company accompanied by the relevant share certificates must be lodged with the H Share Registrar of the Company, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong for registration not later than 4:30 p.m. on October 3, 2024.

## **10. Publication of Interim Results Announcement and Interim Report on the Websites of the Stock Exchange and the Company**

This announcement is published on the websites of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and the Company ([www.onewo.com](http://www.onewo.com)). The interim report of the Company will be published on the above websites in due course.

This interim results announcement is prepared in both English and Chinese versions. In the event of any discrepancies in interpretation between the English version and the Chinese version, the Chinese version shall prevail.

By order of the Board

**Onewo Inc.**

**Zhu Baoquan**

*Chairman, executive Director and general manager*

Shenzhen, the PRC, August 22, 2024

*As at the date of this announcement, the board of directors of the Company comprises Mr. Zhu Baoquan as chairman and executive Director; Mr. He Shuhua as executive Director; Mr. Wang Wenjin, Mr. Zhang Xu, Mr. Sun Jia, Mr. Zhou Qi and Mr. Yao Jinbo as non-executive Directors; Ms. Law Elizabeth, Mr. Chen Yuyu, Mr. Shen Haipeng and Mr. Song Yunfeng as independent non-executive Directors.*