ZHI SHENG GROUP HOLDINGS LIMITED

智昇集團控股有限公司

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 8370)

ANNOUNCEMENT OF INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 JUNE 2017

CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET ("GEM") OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE "STOCK EXCHANGE")

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This announcement, for which the directors (the "Directors") of Zhi Sheng Group Holdings Limited (the "Company") collectively and individually accept full responsibilities, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM (the "GEM Listing Rules") of the Stock Exchange for the purpose of giving information with regard to the Company and its subsidiaries (collectively, the "Group"). 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 herein or this announcement misleading.

FINANCIAL RESULTS

The board of Directors of the Company (the "Board") is pleased to present the unaudited condensed consolidated results of the Group for the three months and the six months ended 30 June 2017, together with the comparative figures for the three months and the six months ended 30 June 2016 as follows:

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the three months and six months ended 30 June 2017

	For the three months ended 30 June			For the six months ended 30 June		
	Notes	2017 RMB'000 (Unaudited)	2016 RMB'000 (Unaudited)	2017 <i>RMB'000</i> (Unaudited)	2016 RMB'000 (Unaudited)	
Revenue	3	19,939	19,700	47,745	47,229	
Cost of sales		(13,711)	(15,322)	(33,776)	(35,664)	
Gross Profit		6,228	4,378	13,969	11,565	
Other income Selling and distribution expenses Administrative and other expenses Finance costs		13 (1,513) (3,778) (400)	173 (872) (2,384) (447)	52 (2,601) (8,408) (876)	191 (1,922) (7,915) (888)	
Profit before income tax Income tax expense	4	550 (572)	848 (347)	2,136 (1,525)	1,031 (1,139)	
Profit/(loss) for the period attributable to the owners of the Company		(22)	501	611	(108)	
Other comprehensive income/(loss) for the period:						
Item that may be reclassified subsequently to profit or loss: Exchange differences on translating foreign operations		(923)	(1,750)	(500)	(4,105)	
Total comprehensive income/(loss) for the period attributable to the owners of the Company		(945)	(1,249)	111	(4,213)	
Earnings/(loss) per share — Basic and diluted (RMB cents)	6	(0.003)	0.12	0.10	(0.03)	

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2017

	Notes	30 June 2017 <i>RMB'000</i> (Unaudited)	31 December 2016 RMB'000 (Audited)
ASSETS AND LIABILITIES			
Non-current assets Property, plant and equipment		53,030	54,140
Payments for leasehold land held for own use under operating leases		14,718	14,888
Total non-current assets		67,748	69,028
Current assets Payments for leasehold land held for own use under operating leases		230	230
Inventories Trade and other receivables	7	17,257 60,066	18,273 46,745
Tax recoverable Cash and cash equivalents		55,103	27,632
Total current assets		132,656	92,880
Total assets		200,404	161,908
Current liabilities	0	20.256	20.545
Trade and other payables Bank borrowing	8	20,356 30,000	30,545 30,000
Amounts due to directors		-	644
Amounts due to shareholders		_	13,845
Tax payable		207	236
Total current liabilities		50,563	75,270
Net current assets/(liabilities)		82,093	17,610
Total assets less current liabilities		149,841	86,638

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2017

	Notes	30 June 2017 <i>RMB</i> '000	31 December 2016 <i>RMB'000</i>
	1,016	(Unaudited)	(Audited)
Non-current liabilities			
Deferred tax liabilities		5,818	5,936
Total non-current liabilities		5,818	5,936
Total liabilities		56,381	81,206
NET ASSETS		144,023	80,702
EQUITY Equity attributable to owners of the Company			
Share capital		5,923	_
Reserves		138,100	80,702
TOTAL EQUITY		144,023	80,702

NOTES TO THE UNAUDITED FINANCIAL STATEMENTS

For the six months ended 30 June 2017

1. CORPORATE INFORMATION

The Company was incorporated in Cayman Islands with limited liability on 4 March 2016. The address of its registered office is Clifton House, 75 Fort Street, P.O. Box 1350, Grand Cayman KY1-1108, Cayman Islands. Its principal place of business in Hong Kong is at Level 12, China Minmetals Tower, 79 Chatham Road South, Tsim Sha Tsui, Kowloon, Hong Kong and its headquarters is at 3/F, 222 Tianren Road, Gaoxin District, Chengdu City, Sichuan Province, the Peoples' Republic of China (the "PRC").

The Company is an investment holding company. The Group is principally engaged in manufacture and sales of office furniture products in the PRC.

The shares of the Company were listed on the GEM of the Stock Exchange on 20 January 2017.

2. BASIS OF PREPARATION

The Group's unaudited condensed consolidated financial statements for the six months ended 30 June 2016 and 2017 have been prepared in accordance with the Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and disclosure requirements of the GEM Listing Rules.

Other than the adoption of the new and revised HKFRSs during the accounting period from 1 January 2017, the basis of preparation and accounting policies adopted in the preparation of such unaudited condensed consolidated financial statements are the same as those followed in the preparation of the annual financial statements for the year ended 31 December 2016.

The application of the new and revised HKFRSs has no material impact on such unaudited condensed consolidated financial statements.

The Group did not adopt the new and revised HKFRSs which had been issued but had not yet entered into force during the current accounting period of the Group.

The unaudited condensed consolidated financial statements are prepared on the historical cost basis.

3. REVENUE

Revenue represented the net invoiced value of goods sold, net of allowances for returns, trade discounts and value added tax. An analysis of the Group's revenue and other income is as follows:

		For the three months ended 30 June		x months 0 June
	2017	2016	2017	2016
	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue of sales	19,939	19,700	47,745	47,229

4. INCOME TAX EXPENSE

	For the three months ended 30 June		For the six months ended 30 June	
	2017 RMB'000	2016 RMB'000	2017 RMB'000	2016 RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Current tax — Tax for the period Deferred tax	632	407	1,644	1,258
— Current period	(60)	(60)	(119)	(119)
	572	347	1,525	1,139

The Company is incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law of Cayman Islands and accordingly, is not subject to income tax in the Cayman Islands.

No Hong Kong profit tax was provided in the consolidated financial statements as the Group has no estimated assessable profit derived from and earned in Hong Kong during the six months ended 30 June 2017 and 2016.

Provision for the enterprise income tax in the PRC is calculated on a statutory tax rate of 25% of the estimated assessable profit as determine in accordance with the relevant income tax law in the PRC.

5. DIVIDENDS

The Board does not recommend the payment of an interim dividend for the six months ended 30 June 2017 (2016: Nil).

6. EARNINGS/(LOSS) PER SHARE

The earnings/(loss) per share is calculated by dividing the profit attributable to the owners of the Company by the weighted average number of 670,000,000 shares and 402,000,000 shares of the Company in issue for the three months and the six months ended 30 June 2017 and 2016.

	For the three months ended 30 June		For the six months ended 30 June	
	2017	2016	2017	2016
	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Profit/(loss):				
The profit/(loss) used to calculate the basic earnings/(loss) per share for six months	(22)	501	611	(108)
	'000 shares	'000 shares	'000 shares	'000 shares
Number of shares:				
Number of shares used to calculate the basic earnings/(loss) per share	670,000	402,000	670,000	402,000

Note: The calculation of the basic earnings per share attributable to the owners of the Company is based on the profit for the six months ended 30 June 2017 of approximately RMB779,010 (for the six months ended 30 June 2016: approximately RMB(107,576)), and on the weighted average number of 670,000,000 shares of the Company in issue as of 30 June 2017 (30 June 2016: 402,000,000 shares in issue). The calculation also assumes as if the number of shares of the Company issued and outstanding immediately after the Reorganisation and the Capitalisation Issue had been issued and outstanding as of 1 January 2016. There were no potential ordinary shares in issue for the six months ended 30 June 2017 and 2016. Accordingly, the diluted earnings per share presented are the same as basic earnings per share. Meanwhile, because the Group has placed and issued 268,000,000 shares on 19 January 2017, the earnings per share are calculated by the weighted average number of 670,000,000 shares of the Company in issue.

No diluted earnings per share for the current and prior period was presented as there were no dilutive potential ordinary shares in issue.

7. TRADE AND OTHER RECEIVABLES

	30 June	31 December
	2017	2016
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Trade receivables	39,187	16,229
Other receivables	4,493	1,370
Prepayments and deposits	16,386	29,146
	60,066	46,745

The Group did not hold any collateral as security or other credit enhancements over the trade receivables. The credit periods on sales of goods for customers are normally within 90 days from invoice date.

Included in trade and other receivables are trade receivables (net of impairment losses) with the following ageing analysis, based on invoice dates, as of the end of reporting period.

	30 June 2017 <i>RMB'000</i> (Unaudited)	31 December 2016 <i>RMB'000</i> (Audited)
Within 3 months	22,685	6,871
More than 3 months	16,502	9,358
	39,187	16,229
The ageing of trade receivables which are not impaired are as follows:		
	30 June	31 December
	2017	2016
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Within the credit period	30,648	12,528
Less than 1 month past due	2,331	816
1 to 3 months past due	3,934	269
More than 3 months but less than 6 months past due	1,534	609
More than 6 months past due	740	2,007
	39,187	16,229

Trade receivables that were neither past due nor impaired related to a number of customers for whom there was no recent history of default. Trade receivables that were past due but not impaired related to a number of independent customers that have a good track record with the Group. Based on past credit experience, the management of the Group are of the opinion that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.

8. TRADE AND OTHER PAYABLES

	30 June	31 December
	2017	2016
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Trade payables	7,803	7,252
Other payables and accruals	8,489	15,006
Receipts in advance	4,064	8,287
	20,356	30,545

Included in trade and other payables are trade payables with the following ageing analysis, based on invoice dates, as of the end of reporting period:

	30 June 2017 <i>RMB'000</i> (Unaudited)	31 December 2016 <i>RMB'000</i> (Audited)
Within 3 months More than 3 months	2,358 5,445	2,122 5,130
	7,803	7,252

MANAGEMENT DISCUSSION AND ANALYSIS

BUSINESS REVIEW

The Group is principally engaged in the manufacture and sale of office furniture products in the PRC. The Group sells its products to the domestic PRC market with a large proportion of its sales derived from Sichuan province, Chongqing city, Tibet Autonomous Region and Yunnan province. The Group sells its products to the customers mainly through two sales channels, namely participating in biddings and direct sales. The Group's sales offices, namely Sichuan Greenland and a branch office in Chongqing ("Chongqing Branch Office"), are located in Chengdu city and Chongqing city, respectively.

During the first half of 2017, the Group faced a harsher economic environment for business in China. The competitive bidding to supply office furniture and the competition among retail businesses were intense. Due to the impact of configuration cycle, the demand for office furniture of financial institutions outlets in Sichuan Province, Yunnan Province and other areas has decreased significantly as compared to the previous years. The Company will face certain challenge in its development. The Company will consolidate the Group's market share in the five provinces in the southwest based on the established sales strategy and will strengthen the development of Jiangsu, Beijing, Guangdong and other developed provinces and the northwest regions to broaden the geographical coverage and reach to new customers in these regions.

Leveraging on years of experience and competitive strengths of the Group, including (i) quality of its products which are recognised by the PRC government and international certification organisations; (ii) its provision of custom-made office furniture to suit the needs of its customers; (iii) its provision of after-sales customer service to ensure its customers are satisfied with the quality of its products; (iv) its extensive experience and knowledge in dealing with PRC governmental departments, major financial institutions and state-owned entities; and (v) its experienced management team, the Group has effectively expanded markets outside the southwest regions of the PRC so that the overall sales can still maintain positive growth. For the six months ended 30 June 2017, the Group recorded a revenue of approximately RMB47.7 million, representing an increase of approximately 1.1% as compared to the corresponding period in 2016.

The Group recorded a loss of approximately RMB0.1 million for the six months ended 30 June 2016 and managed to turn to a profit of approximately RMB0.6 million for the six months ended 30 June 2017. The increase in profit was mainly attributable to the decrease of approximately RMB1.1 million in the listing expenses for the six months ended 30 June 2017 as compared with the corresponding period in 2016. After deducting the listing expenses for the corresponding periods, the Group recorded a profit of approximately RMB3.2 million for the six months ended 30 June 2017, representing a decrease of approximately 13.5% as compared with the corresponding period in 2016. The decrease in profit was mainly attributable to the increase of audit, intermediary consultancy and other relevant fees of approximately RMB1.0 million after the listing of the Group.

The Company successfully listed on GEM on 20 January 2017 (the "Listing Date"). The net proceeds received from the Placing have strengthened the Group's cash flow.

Looking forward, the Group will make steady progress in accordance with the plans formulated before its listing and its actual operational conditions, so as to facilitate effective implementation of the business objectives of the Company and bring benefits from it. The business strategies include: (i) observing market trends and adjusting the Group's strategies to adapt accordingly; (ii) renovating and refurbishing the exhibition hall; (iii) expanding the Group's market presence in the PRC; and (iv) acquiring new machinery and equipment. The Group believes that successful implementation of the above business strategies will help the Group to enhance its competitiveness in the office furniture market and retain more customers. Also, listing may enhance the Group's reputation and brand as a reliable supplier of quality office furniture to government, corporate and institutional customers in the PRC.

In terms of sales strategy, the Group will secure its market share in five southwest provinces through Sichuan Greenland, an indirect wholly-owned subsidiary of the Company, and strengthen the development in developed provinces and municipalities such as Jiangsu, Beijing and Guangdong and the northwestern regions of the PRC. The Group has been in discussion with potential agencies its cooperation intention in those areas, with a view to extend its geographical coverage and reach new customers in those districts. Such areas are believed to be new sales growth drivers, which provide strong support for revenue growth target of the Group in the coming two years.

The Group has renovated the exhibition hall in its branch office, Chongqing Branch Office, which would help to raise the attractiveness of the Group's products and enhance its brand image.

On the other hand, in accordance with established targets, the Group will adopt effective measures to exercise strict control over the growth of manpower, sales and distribution and administrative expenses and ensure successful achievement of profit target set by the Group. The Group is committed to enhancing its market competitiveness, creating sustainable returns and maximising wealth for the shareholders.

FINANCIAL REVIEW

Revenue

For the six months ended 30 June 2017, the Group generated revenues of approximately RMB47.7 million, representing an increase of approximately 1.1% as compared to the six months ended 30 June 2016. The revenue of Sichuan Greenland was approximately RMB43.9 million, representing a slight increase of approximately 3.5% as compared to the six months ended 30 June 2016. Such increases were primarily due to the sales generated from four non-governmental customers in Jiangsu, Sichuan and Guangdong. The revenue of Chongqing Branch Office was approximately RMB3.8 million, representing a decrease of approximately 20.8% as compared to the six months ended 30 June 2016.

Cost of sales

Cost of sales mainly comprised (i) raw materials used for production; (ii) cost of goods purchased, (iii) labour costs; and (iv) production overheads such as depreciation. For the six months ended 30 June 2017, the Group's cost of sales amounted to approximately RMB33.8 million, representing a decrease of approximately 5.3% from approximately RMB35.7 million for the six months ended 30 June 2016. Such decrease was mainly due to the decrease in cost of raw material of approximately RMB0.4 million, the decrease in salary of production staff of approximately RMB0.6 million and the decrease in other production expenses of approximately RMB0.6 million for the six months ended 30 June 2017 as compared with the corresponding period in 2016.

Gross profit

Gross profit increased from approximately RMB11.6 million for the six months ended 30 June 2016 to approximately RMB14.0 million for the six months ended 30 June 2017. Gross profit margin increased from approximately 24.5% for the six months ended 30 June 2016 to approximately 29.3% for the six months ended 30 June 2017. Such increase was mainly due to the decrease in cost of raw material of approximately RMB0.4 million, the decrease in salary of production staff of approximately RMB0.6 million, the decrease in other production expenses of approximately RMB0.6 million for the six months ended 30 June 2017 as compared with the corresponding period as well as the significant decrease (for the six months ended 30 June 2017 as compared with the corresponding period in 2016) in the proportion of sales to financial institutions customers in the PRC which tend to record lower gross profit margin.

Other income

For the six months ended 30 June 2017, the Group's other income amounted to approximately RMB52,000, representing a decrease of approximately 72.8% from approximately RMB0.191 million for the six months ended 30 June 2016. Such decrease was mainly attributable to income from written off of trade payable of approximately RMB0.168 million for the corresponding period in 2016 compared to nil for the six months ended 2017. The Group's bank deposits increased for the six months ended 30 June 2017 as compared to the corresponding period in 2016, resulting in an increase in interest income.

Administrative expenses

For the six months ended 30 June 2017, the Group's administrative expenses amounted to approximately RMB8.4 million, representing an increase of approximately 6.3% from approximately RMB7.9 million for the six months ended 30 June 2016. Such increase was mainly attributable to the increase during the six months ended 30 June 2017 in audit, intermediary consultancy and other relevant fees of approximately RMB1.0 million after the listing.

Selling and distribution expenses

For the six months ended 30 June 2017, the selling and distribution expenses of the Group amounted to approximately RMB2.6 million, representing an increase of approximately 36.8% from approximately RMB1.9 million for the six months ended 30 June 2016. Such increase was mainly attributable to the commencement of depreciation of the renovation of exhibition hall of Chongqing Branch Office as well as the increase in operating expense due to expansion of sales channels.

Income tax expense

For the six months ended 30 June 2017, the Group's income tax expense amounted to approximately RMB1.5 million, representing an increase of approximately 36.4% from approximately RMB1.1 million for the six months ended 30 June 2016. Such increase was mainly attributable to an increase in taxable profit of the Group generated in the relevant period.

PLEDGE OF ASSETS

During the six months ended 30 June 2017, the land use rights and property of the Group's production facilities in Chengdu City were pledged as security for a bank borrowing in the amount of RMB30.0 million.

OTHER INFORMATION

FUTURE PLANS FOR MATERIAL INVESTMENTS OR CAPITAL ASSETS

Save as disclosed in the prospectus of the Company dated 30 December 2016 (the "Prospectus"), the Group did not as at 30 June 2017 have other future plans for material investments or capital assets.

MATERIAL ACQUISITIONS AND DISPOSALS OF SUBSIDIARIES AND AFFILIATED COMPANIES

During the six months ended 30 June 2017, the Group did not have any material acquisitions nor disposals of subsidiaries and affiliated companies save for those reorganisation activities done for the purpose of listing of the Company as set out in the paragraph headed "Reorganisation" under the section headed "History, Reorganisation and Corporate Structure" in the Prospectus.

SHARE OPTION SCHEME

The shareholders of the Company approved and adopted the share option scheme of the Company (the "Share Option Scheme") by way of written resolutions on 19 December 2016. Since the adoption, no share option has been granted under the Share Option Scheme, and no share option has been granted as at 30 June 2017.

DEED OF NON-COMPETITION

Sun Universal Limited and Mr. Ma Gary Ming Fai entered into a deed of non-competition (the "Deed of Non-Competition") dated 19 December 2016 in favour of the Company (for itself and each of its subsidiaries). The details of the Deed of Non-Competition have been disclosed in the Prospectus under the section headed "Relationship with Controlling Shareholders" of the Prospectus, and the Deed of Non-Competition became effective from the Listing Date.

POTENTIAL COMPETING INTERESTS

As at 30 June 2017, Mr. Ma Gary Ming Fai remains the sole shareholder of Myshowhome International Limited ("Myshowhome International", together with its subsidiaries, the "Myshowhome Group"). Myshowhome International holds 100% interest in Myshowhome (Hong Kong) Limited ("Myshowhome HK"), which in turn holds 100% interest in Dongguan Shangpin Furniture Co., Ltd. (東莞市尚品家具有限公司). Mr. Ma Gary Ming Fai confirms that Myshowhome International and Myshowhome HK are both investment holding companies. As the Group manufactures and sells office furniture and although the Group's focus is on office furniture while Myshowhome Group's focus is on sofas and sofa-beds, Myshowhome Group may potentially compete with the Group. For further details, please refer to the section headed "Relationship with Controlling Shareholders" in the Prospectus.

Save as disclosed above, none of the controlling shareholders, the Directors and their respective close associates (as defined under the GEM Listing Rules) has any interest in a business apart from Group's business which competes or is likely to compete, directly or indirectly, with the Group's business as at 30 June 2017.

AUDIT COMMITTEE

The Company established the Audit Committee (the "Audit Committee") on 19 December 2016 with written terms of reference. The full terms of reference setting out details of duties of the Audit Committee is available on the websites of the Stock Exchange and the Company.

The Audit Committee comprises three independent non-executive Directors, namely Mr. Chan Wing Kit, Ms. Cao Shao Mu and Mr. Kwok Sui Hung. Mr. Chan Wing Kit is the chairman of the Audit Committee.

The Audit Committee has reviewed the Group's unaudited condensed consolidated financial results for the six months ended 30 June 2017.

SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted Rules 5.48 to 5.67 of the GEM Listing Rules as its own code of conduct ("Code of Conduct") regarding securities transactions by the Directors. The Company has confirmed, having made specific enquiry of the Directors, that all the Directors have complied with the Code of Conduct throughout the six months ended 30 June 2017 and up to the date of this announcement.

PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES

During the period from the Listing Date to 30 June 2017, the Company did not redeem any of its shares, and neither the Company nor any of its subsidiaries have bought or sold any shares of the Company.

CORPORATE GOVERNANCE PRACTICES

The Group is committed to ensuring high standards of corporate governance and business practices. The Company's corporate governance practices are based on the Corporate Governance Code (the "CG Code") as set out in Appendix 15 of the GEM Listing Rules. During the period from the Listing Date to 30 June 2017, the Company has complied with the applicable code provisions of the CG Code.

By order of the Board

Zhi Sheng Group Holdings Limited

Yi Cong

Executive Director

Hong Kong, 14 August 2017

As at the date of this announcement, the Board comprises Mr. Yi Cong and Mr. Liang Xing Jun as executive Directors; Mr. Ma Gary Ming Fai as non-executive Director; and Mr. Chan Wing Kit, Ms. Cao Shao Mu and Mr. Kwok Sui Hung as independent non-executive Directors.

This announcement will remain on the "Latest Company Announcements" page of the GEM website at www.hkgem.com for at least 7 days from the date of its posting and on the Company's website at www.qtbgjj.com.