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YIXIN GROUP

YIXIN GROUP LIMITED

易鑫集团有限公司

(incorporated in the Cayman Islands with limited liability and carrying on business in Hong Kong as “Yixin Automotive Technology Group Limited”)  
(Stock Code: 2858)

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

The Board of the Company is pleased to announce the unaudited consolidated results of the Group for the six months ended June 30, 2018. The interim results have been reviewed by the Audit Committee and by PwC, in accordance with International Standards on Review Engagements 2410 “Review of interim financial information performed by the independent auditor of the entity” issued by the International Auditing and Assurance Standards Board. PwC’s unmodified review report is included in the interim report to be sent to the Shareholders.

In this announcement, “we”, “us”, and “our” refer to the Company and where the context otherwise requires, the Group.

### KEY HIGHLIGHTS

	Six months ended June 30,		
	2018 RMB'000	2017 RMB'000	Period on period change %
<b>Revenues</b>	<b>2,563,560</b>	1,551,408	65%
<b>Transaction Platform Business</b>			
<i>Loan Facilitation Services</i>	<b>111,066</b>	930	11843%
<i>Advertising and Other Services</i>	<b>150,457</b>	320,211	-53%
<b>Subtotal</b>	<b>261,523</b>	321,141	-19%
<b>Self-Operated Financing Business</b>			
<i>Financing Lease Services</i>	<b>2,014,952</b>	1,083,813	86%
<i>Other Self-Operated Services</i>	<b>287,085</b>	146,454	96%
<b>Subtotal</b>	<b>2,302,037</b>	1,230,267	87%
<b>Gross profit</b>	<b>1,250,253</b>	893,862	40%
<b>Adjusted operating profit</b>	<b>119,595</b>	350,184	-66%
<b>Adjusted net profit</b>	<b>123,327</b>	261,176	-53%

	Six months ended June 30,		
	2018 '000	2017 '000	Period on period change %
<b>Total financed automobile transactions</b>	<b>218</b>	138	58%
— By Auto Type			
New	<b>124</b>	76	63%
Used	<b>94</b>	62	52%
— By Service Type			
Through loan facilitation services	<b>28</b>	1	1,879%
Through self-operated financing business	<b>190</b>	137	39%

## **BUSINESS REVIEW AND OUTLOOK**

Our revenues for the six months ended June 30, 2018 increased by 65% period on period to RMB2,564 million, mainly due to the increases in the loan facilitation services and the self-operated financing business.

For the six months ended June 30, 2018, our total financed automobile transactions increased by 58% period on period to approximately 218 thousand. The aggregate auto financing amount we facilitated through our loan facilitation services and our self-operated financing business was approximately RMB17.3 billion, representing 79% period on period increase. Our accumulated total financed automobile transactions reached approximately 850 thousand as at June 30, 2018. For the six months ended June 30, 2018, our financed new automobile transactions increased by 63% period on period to approximately 124 thousand; while our financed used automobile transactions increased by 52% period on period to approximately 94 thousand.

Our loan facilitation services experienced rapid growth, while our self-operated financing business still contributed most of our revenue and transaction volume for the six months ended June 30, 2018.

Our revenue from loan facilitation services increased by 118 times period on period to RMB111 million for the six months ended June 30, 2018 and representing 33 times increase from the second half of 2017. For the six months ended June 30, 2018, we facilitated over 28 thousand financed automobile transactions through loan facilitation services for our cooperation banks, representing 19 times period on period increase and 285% increase from the second half of 2017. The auto financing amount we facilitated through loan facilitation services was approximately RMB2.2 billion; representing 23 times period on period increase and 345% increase from the second half of 2017.

Our revenue from our self-operated financing business increased by 87% period on period to RMB2,302 million for the six months ended June 30, 2018. For the six months ended June 30, 2018, we facilitated an approximately 190 thousand financed automobile transactions through our self-operated financing business, representing an approximately 39% period on period increase. The auto financing amount we facilitated through our self-operated financing business was approximately RMB15.1 billion; representing an 57% period on period increase.

Our revenue from advertising and other services decreased 53% to RMB150 million, mainly due to our focus on loan facilitation services, while strategically de-emphasizing advertising and other services.

Our total gross profit increased by 40% period on period to RMB1,250 million for the six months ended June 30, 2018, compared to RMB894 million for the six months ended June 30, 2017, mainly due to the increase of revenue. Our overall gross profit margin decreased to 49% for the six months ended June 30, 2018, compared to 58% for the six months ended June 30, 2017, mainly due to the revenue mix change resulted from strategic focusing on loan facilitation services and de-emphasizing advertising and other services, and the increase in average funding cost of our interest-bearing liabilities primarily resulted from the recent general credit tightening environment in China.

Our adjusted operating profit decreased by 66% period on period to RMB120 million for the six months ended June 30, 2018; and our adjusted net profit decreased by 53% period on period to RMB123 million for the six months ended June 30, 2018. The decreases were mainly due to the increase of provision for credit losses of finance receivables since the adoption of IFRS 9 “Financial instruments” starting from January 1, 2018. For the six months ended June 30, 2018, our provision for credit losses of finance receivables was RMB259 million, an increase of RMB224 million from the same period last year.

On June 13, 2018, we entered into agreements in relation to our investment in Yusheng, which focuses on the Used Automobile Transaction Business. With the Cooperation and Transferred Assets we provide, including the Taoche app and taoche.com, traffic and database support, and the cash investments from strategic investors such as Tencent and JD.com, Yusheng is expected to achieve rapid growth. At the same time, we can benefit from our financing cooperation with Yusheng on a preferential basis, which is expected to allow us to grow our volume of financed used automobile transactions at a fast pace, as well as the potential interest in Yusheng’s share capital that we can obtain through conversion of the Convertible Note. We believe the investment enables us to focus on utilizing our resources to grow loan facilitation services, self-operated financing services, as well as providing better financing products and services to our consumers. As a result, we can further strengthen our ecosystem along the automobile transaction value chain, and creating value for the Group and the Shareholders.

Looking into the second half of 2018, we expect growth momentum to continue from our businesses, particularly from our loan facilitation services, which feature strong scalability and attractive margin profile. Currently we work with five loan facilitation banking partners and we expect to further expand our partners and capabilities on loan facilitation services.

We will also continue to strengthen our technology capabilities, particularly our big data capabilities on our real, comprehensive, and continuous customer and auto data, as well as through collaborations with our strategic shareholders and investments in growth companies in our ecosystem, to enable better user experience, more robust risk control system, and more monetization opportunities.

# MANAGEMENT DISCUSSION AND ANALYSIS

## Six Months Ended June 30, 2018 Compared to Six Months Ended June 30, 2017

The following table sets forth the comparative figures for the six months ended June 30, 2018 and 2017.

	Six months ended June 30,		Period on period %
	2018 <i>RMB'000</i>	2017 <i>RMB'000</i>	
<b>Revenues</b>	<b>2,563,560</b>	1,551,408	65%
Cost of Revenues	(1,313,307)	(657,546)	100%
<b>Gross Profit</b>	<b>1,250,253</b>	893,862	40%
Selling and marketing expenses	(594,519)	(345,652)	72%
Administrative expenses	(417,643)	(128,596)	225%
Net impairment losses on financial assets	(284,933)	(54,021)	427%
Research and development expenses	(141,367)	(72,423)	95%
Other gains, net	24,711	4,838	411%
<b>Operating (loss)/profit</b>	<b>(163,498)</b>	298,008	-155%
Finance income	17,179	14,918	15%
Finance expenses	(1,665)	(15,605)	-89%
Share of profits of investment accounted for using the equity method	111	—	N/A
Fair value loss of convertible redeemable preferred shares	—	(6,300,470)	-100%
<b>Loss before income tax</b>	<b>(147,873)</b>	(6,003,149)	-98%
Income tax expense	(11,611)	(101,910)	-89%
<b>Loss for the period</b>	<b>(159,484)</b>	(6,105,059)	-97%
<i>Non-IFRSs measures (unaudited)</i>			
<b>Adjusted operating profit (unaudited)</b>	<b>119,595</b>	350,184	-66%
<b>Adjusted net profit (unaudited)</b>	<b>123,327</b>	261,176	-53%

## Revenues

Our total revenues increased by 65% to RMB2,564 million for the six months ended June 30, 2018, compared to RMB1,551 million for the six months ended June 30, 2017, primarily due to the increase in both our loan facilitation services and our self-operated financing business. The following table sets forth the comparative figures for the six months ended June 30, 2018 and 2017.

	Six months ended June 30,		2017	
	2018	% of total	2017	% of total
	RMB'000	revenues	RMB'000	revenues
<b>Revenues</b>				
<b>Transaction Platform Business</b>				
Loan Facilitation Services	111,066	4%	930	0%
Advertising and Other Services	150,457	6%	320,211	21%
<b>Subtotal</b>	<b>261,523</b>	<b>10%</b>	<b>321,141</b>	<b>21%</b>
<b>Self-Operated Financing Business</b>				
Financing Lease Services	2,014,952	79%	1,083,813	70%
Other Self-operated Services <sup>(1)</sup>	287,085	11%	146,454	9%
<b>Subtotal</b>	<b>2,302,037</b>	<b>90%</b>	<b>1,230,267</b>	<b>79%</b>
<b>Total</b>	<b>2,563,560</b>	<b>100%</b>	<b>1,551,408</b>	<b>100%</b>

### *Transaction platform business*

Revenues from our transaction platform business decreased by 19% period on period to RMB262 million for the six months ended June 30, 2018, compared to RMB321 million for the six months ended June 30, 2017, mainly due to our strategic focus on loan facilitation services while strategically de-emphasizing advertising and subscription services and used automobile transaction facilitation services resulted from the sale of our certain assets related to used automobile transactions to Yusheng; as well as sales of vehicle telematics systems.

Revenues from our loan facilitation services increased by 118 times period on period to RMB111 million for the six months ended June 30, 2018, compared to RMB0.9 million for the six months ended June 30, 2017. For the six months ended June 30, 2018, we facilitated over 28 thousand financed automobile transactions, with the aggregate loan amount of approximately RMB2.2 billion, through loan facilitation services for our cooperation banks; representing 19 times period on period increase in volume and 23 times period on period increase in amount.

Note:

(1) Include revenues from operating lease services, automobile sales and other revenues.

Revenues from our advertising and other services decreased by 53% period on period to RMB150 million for the six months ended June 30, 2018, compared to RMB320 million for the six months ended June 30, 2017, mainly due to our strategic de-emphasizing advertising and subscription services and used automobile transaction facilitation services resulted from the sale of our certain assets related to used automobile transactions to Yusheng; as well as sales of vehicle telematics systems.

### ***Self-operated financing business***

Revenues from our self-operated financing business increased by 87% period on period to RMB2,302 million for the six months ended June 30, 2018, compared to RMB1,230 million for the six months ended June 30, 2017. The growth was primarily due to the growth of our financing lease services. For the six months ended June 30, 2018, we facilitated approximately 190 thousand financed automobile transactions, with the aggregate financing amount of approximately RMB15.1 billion, through self-operated financing business, representing 39% period on period increase in volume and 57% period on period increase in amount. For the six months ended June 30, 2018, approximately 99% of financed automobile transactions through our self-operated financing business were financing lease transactions.

Revenues from our financing lease services increased by 86% period on period to RMB2,015 million for the six months ended June 30, 2018, compared to RMB1,084 million for the six months ended June 30, 2017. The growth was due to both the increase in our new financing lease transactions during the period and the increase of our existing financing lease transactions in prior periods. We generated RMB454 million revenues from new financing lease transactions during the Reporting Period and RMB1,561 million revenues from existing financing lease transactions facilitated in prior periods. The average yield of our net finance receivables<sup>(1)</sup> was 12.1% for the Reporting Period.

Revenues from our other self-operated services increased by 96% period on period to RMB287 million for the Reporting Period, compared to RMB146 million for the six months ended June 30, 2017. The increase was primarily due to the growth of operating lease services, and partially offset by the decrease of sales of automobiles.

### **Cost of Revenues**

Cost of revenues increased by 100% period on period to RMB1,313 million for the six months ended June 30, 2018, compared to RMB658 million for the six months ended June 30, 2017, primarily due to the increase of funding costs associated with the increase of our self-operated financing business.

*Note:*

*(1) Revenues from financing leases divided by quarterly average balance of net finance receivables.*



Cost of revenues of our transaction platform business decreased by 18% period on period to RMB60 million for the six months ended June 30, 2018, compared to RMB73 million for the six months ended June 30, 2017. The decrease was primarily due to the decrease of commissions associated with used automobile transaction facilitation services, costs of vehicle telematics systems, and costs associated with advertising and subscription services.

Cost of revenues of our self-operated financing business increased by 114% period on period to RMB1,253 million for the six months ended June 30, 2018, compared to RMB585 million for the six months ended June 30, 2017, primarily due to the increase of funding costs and partly offset by the decrease of costs of automobiles sold. Funding costs increased to RMB973 million for the six months ended June 30, 2018, compared to RMB409 million for the six months ended June 30, 2017, as a result of fast expansion of our self-operated financing business and the increase of average cost of the interest-bearing liabilities primarily resulted from the recent general credit tightening environment in China. The average cost of our interest-bearing liabilities<sup>(1)</sup> was 7.0% in the six months ended June 30, 2018.

## Gross Profit and Margin

	Six months ended June 30,			
	2018		2017	
	<i>RMB'000</i>	<i>% of total revenues</i>	<i>RMB'000</i>	<i>% of total revenues</i>
<b>Segment gross profit and gross profit margins</b>				
Transaction Platform Business	<b>201,641</b>	<b>77%</b>	248,149	77%
Self-Operated Financing Business	<b>1,048,612</b>	<b>46%</b>	645,713	53%
<b>Total</b>	<b><u>1,250,253</u></b>	<b><u>49%</u></b>	<b><u>893,862</u></b>	<b><u>58%</u></b>

Our total gross profit increased by 40% period on period to RMB1,250 million for the six months ended June 30, 2018, compared to RMB894 million for the six months ended June 30, 2017; and our overall gross profit margin decreased to 49% for the six months ended June 30, 2018, compared to 58% for the six months ended June 30, 2017, mainly due to the change in revenue mix and increase in average funding cost of our interest-bearing liabilities.

Gross profit of our transaction platform business decreased by 19% period on period to RMB202 million for the six months ended June 30, 2018, compared to RMB248 million for the six months ended June 30, 2017, mainly due to the revenue decline resulted from our strategic de-emphasizing advertising and other services. Gross profit margin of our transaction platform business keep relatively stable at 77% for the six months ended June 30, 2018, compared to the six months ended June 30, 2017.

Note:

(1) Sum of funding costs and finance expenses, excluding issuance costs of convertible redeemable preferred shares, divided by quarterly average balance of interest-bearing liabilities.

Gross profit of our self-operated financing business increased by 62% period on period to RMB1,049 million for the six months ended June 30, 2018, compared to RMB646 million for the six months ended June 30, 2017, mainly due to revenue growth. Gross profit margin of our self-operated financing business decreased to 46% for the six months ended June 30, 2018, compared to 53% for the six months ended June 30, 2017, primarily due to the increase in average funding cost primarily resulted from the recent general credit tightening environment in China. The net interest spread of financing leases<sup>(1)</sup> was 5.1% for the six months ended June 30, 2018.

### **Selling and Marketing Expenses**

Selling and marketing expenses increased by 72% period on period to RMB595 million for the six months ended June 30, 2018, compared to RMB346 million for the six months ended June 30, 2017, primarily due to the expansion of sales and marketing personnel, the increase in marketing and advertising expenses, the increase in amortization expenses associated with business cooperation agreements with Bitauto and the increase of share-based compensation expenses. Marketing and advertising expenses was RMB163 million for the six months ended June 30, 2018, compared to RMB104 million for the six months ended June 30, 2017. During the period, share-based compensation expenses for our sales and marketing personnel were RMB6 million.

### **Administrative Expenses**

Our administrative expenses increased by 225% period on period to RMB418 million for the six months ended June 30, 2018, compared to RMB129 million for the six months ended June 30, 2017, primarily due to the increase in employee benefit expenses. During the six months ended June 30, 2018, share-based compensation expenses for our administrative personnel were RMB175 million.

### **Net Impairment Losses on Financial Assets**

Net impairment losses on financial assets include provision for credit losses of finance receivables, provision for impairment of trade receivables and other receivables. It increased by approximately 427% period on period to RMB285 million for the six months ended June 30, 2018, compared to RMB54 million for the six months ended June 30, 2017, primarily due to the increase in provision for credit losses of finance receivables since the adoption of IFRS 9 “Financial instruments” starting from January 1, 2018. During the six months ended June 30, 2018, provision for credit losses of finance receivables was RMB259 million, compared to RMB35 million for the six months ended June 30, 2017.

### **Research and Development Expenses**

Our research and development expenses increased by 95% period on period to RMB141 million for the six months ended June 30, 2018, compared to RMB72 million for the six months ended June 30, 2017, primarily due to the increase in our personnel and the development expenses of our IT systems. Share-based compensation expenses for our research and development personnel were RMB10 million for the six months ended June 30, 2018.

*Note:*

(1) *Difference between the average yield of the net finance receivables and the average cost of the interest-bearing liabilities.*



## **Other Gains, Net**

Other net gains increased by 411% period on period to RMB25 million for the six months ended June 30, 2018, compared to RMB5 million for the six months ended June 30, 2017. The increase was primarily attributable to the gain of RMB53 million on sale of certain assets related to used automobile transactions to Yusheng.

## **Finance Income**

Our finance income increased by 15% period on period to RMB17 million for the six months ended June 30, 2018, compared to RMB15 million for the six months ended June 30, 2017, mainly due to the increase in interest income from our bank deposits.

## **Finance Expenses**

Our finance expenses decreased by 89% period on period to RMB2 million for the six months ended June 30, 2018, compared to RMB16 million for the six months ended June 30, 2017, primarily because we did not incur issuance costs of convertible redeemable preferred shares for the six months ended June 30, 2018.

## **Fair Value Loss of Convertible Redeemable Preferred Shares**

We did not incur fair value loss of convertible redeemable preferred shares for the six months ended June 30, 2018, compared to RMB6,300 million for the six months ended June 30, 2017. On the Listing Date, all our preferred shares were automatically converted into our ordinary shares, and thus in 2018 and forward, we will not incur fair value loss of convertible redeemable preferred shares.

## **Income Tax Expense**

Our income tax expense decreased by 89% period on period to RMB12 million for the six months ended June 30, 2018, compared to RMB102 million for the six months ended June 30, 2017. The decrease was primarily attributable to the impact of preferential tax rate applicable to some of our subsidiaries in China.

## **Loss for the Period**

Our loss was RMB159 million for the six months ended June 30, 2018, compared to RMB6,105 million for the six months ended June 30, 2017.

## **Interim Dividend**

The Board did not recommend the payment of an interim dividend for the six months ended June 30, 2018. (2017: nil)

## Non-IFRS Measures

To supplement our consolidated financial statements, which are presented in accordance with the IFRSs, we also use adjusted operating profit and adjusted net profit as additional financial measures, which are unaudited and not required by, or presented in accordance with, IFRSs. We present these financial measures because they are used by our management to evaluate our financial performance by eliminating the impact of items that we do not consider indicative of our business performance. We also believe that these non-IFRSs measures provide additional information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management compare our financial results across accounting periods and with those of our peer companies.

Adjusted operating profit eliminates the effect of certain non-cash items and one-time events, namely fair value gain/(loss) on financial assets, amortization of intangible assets resulting from asset and business acquisitions, share-based compensation expenses, and listing expenses (“**Adjusted Operating Profit**”). Adjusted net profit eliminates the effect of the aforesaid items, fair value loss of convertible redeemable preferred shares, issuance costs of convertible redeemable preferred shares, and any related tax impact (“**Adjusted Net Profit**”). The terms Adjusted Operating Profit and Adjusted Net Profit are not defined under the IFRSs. The use of Adjusted Operating Profit and Adjusted Net Profit has material limitations as an analytical tool, as they do not include all items that impact our profit/(loss) for the relevant years. The effect of items eliminated from Adjusted Operating Profit and Adjusted Net Profit is a significant component in understanding and assessing our operating and financial performance.

In light of the foregoing limitations for Adjusted Operating Profit and Adjusted Net Profit, when assessing our operating and financial performance, you should not view Adjusted Operating Profit in isolation or as a substitute for our operating (loss)/profit, nor should you view Adjusted Net Profit in isolation or as a substitute for our profit/(loss) for the year/period or any other operating performance measure that is calculated in accordance with IFRSs. In addition, because these non-IFRSs measures may not be calculated in the same manner by all companies, they may not be comparable to other similarly titled measures used by other companies.

The following tables reconcile our Adjusted Operating Profit and Adjusted Net Profit for the periods presented to the most directly comparable financial measures calculated and presented in accordance with IFRSs. Adjusted Operating Profit and Adjusted Net Profit are not required by, or presented in accordance with, IFRSs.

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
	<b>RMB'000</b>	<b>RMB'000</b>
<b>Operating (loss)/profit</b>	<b>(163,498)</b>	298,008
Add:		
Fair value (gain)/loss on financial assets	<b>(2,585)</b>	(6,829)
Amortization of intangible assets resulting from asset and business acquisitions	<b>94,279</b>	36,489
Share-based compensation expenses	<b>191,399</b>	16,945
Listing expenses	<b>—</b>	5,571
<b>Adjusted Operating Profit</b>	<b><u>119,595</u></b>	<b><u>350,184</u></b>

	<b>2018</b> <i>RMB'000</i>	2017 <i>RMB'000</i>
<b>Operating (loss)/profit of transaction platform business</b>	<b>(5,310)</b>	87,460
Add:		
Fair value (gain)/loss on financial assets	<b>(2,585)</b>	(6,829)
Amortization of intangible assets resulting from asset and business acquisitions	<b>12,656</b>	10,802
Share-based compensation expenses	<b>35,702</b>	9,161
Listing expenses	<b>—</b>	1,153
<b>Adjusted operating profit of transaction platform business</b>	<b><u>40,463</u></b>	<u>101,747</u>
	<b>2018</b> <i>RMB'000</i>	2017 <i>RMB'000</i>
<b>Operating (loss)/profit of self-operated financing business</b>	<b>(158,188)</b>	210,548
Add:		
Fair value (gain)/loss on financial assets	<b>—</b>	—
Amortization of intangible assets resulting from asset and business acquisitions	<b>81,623</b>	25,687
Share-based compensation expenses	<b>155,697</b>	7,784
Listing expenses	<b>—</b>	4,418
<b>Adjusted operating profit of self-operated financing business</b>	<b><u>79,132</u></b>	<u>248,437</u>
	<b>2018</b> <i>RMB'000</i>	2017 <i>RMB'000</i>
<b>Net Loss</b>	<b>(159,484)</b>	(6,105,059)
Add:		
Fair value loss of convertible redeemable preferred shares	<b>—</b>	6,300,470
Fair value (gain)/loss on financial assets, net of tax	<b>(1,939)</b>	(5,122)
Amortization of intangible assets resulting from asset and business acquisitions, net of tax	<b>93,351</b>	35,446
Share-based compensation expenses	<b>191,399</b>	16,945
Issuance costs of convertible redeemable preferred shares, net of tax	<b>—</b>	14,318
Listing expenses, net of tax	<b>—</b>	4,178
<b>Adjusted Net Profit</b>	<b><u>123,327</u></b>	<u>261,176</u>

## Adjusted Operating Profit and Margin

Our adjusted operating profit decreased by 66% period on period to RMB120 million for the six months ended June 30, 2018, compared to RMB350 million for the six months ended June 30, 2017, and our overall adjusted operating profit margin decreased to 5% for the six months ended June 30, 2018, compared to 23% for the six months ended June 30, 2017. The decreases were mainly due to the increase of provision for credit losses of finance receivables since the adoption of IFRS 9 “Financial instruments” accounting policy starting from January 1, 2018, and the decrease in gross margin.

## Adjusted Net Profit and Margin

Our adjusted net profit decreased by 53% period on period to RMB123 million for the six months ended June 30, 2018, compared to RMB261 million for the six months ended June 30, 2017 and our adjusted net profit margin decreased to 5% for the six months ended June 30, 2018, compared to 17% for the six months ended June 30, 2017. The decreases were mainly due to the increase of provision for credit losses of finance receivables since the adoption of IFRS 9 “Financial instruments” accounting policy starting from January 1, 2018, and the decrease in gross margin.

## Selected Financial Information from our Consolidated Balance Sheet

	As at		
	June 30, 2018	December 31, 2017	Period on period change
	RMB'000	RMB'000	%
Carrying amount of finance receivables	35,609,821	29,912,822	19%
Cash and cash equivalent	2,535,177	5,824,706	-56%
Total borrowings	29,025,176	25,095,135	16%
Current assets	22,259,884	21,005,233	6%
Current liabilities	21,772,693	19,684,328	11%
Net current assets	487,191	1,320,905	-63%
Total equity	15,209,366	15,342,023	-1%

## Finance Receivables

We provide financing lease services in our self-operated financing business segment. Customers pay us interest and principal on a monthly basis. Our carrying amount of finance receivables increased to RMB35.6 billion as at June 30, 2018, compared to RMB29.9 billion as at December 31, 2017, primarily due to the expansion of our financing lease services.

We assess the quality of our finance receivables through past due ratio based on the nature of our business and industry practice. We assess the provision for the past due finance receivables based on estimates of the respective loss probability derived from our historical experience.

The following table sets forth our net finance receivables, the amount of net finance receivables that are past due and the corresponding past due ratios, and the amount of provision for credit losses and the corresponding coverage ratios as at the dates indicated:

	As at	
	June 30, 2018	December 31, 2017
	<i>(RMB'000, except for percentage)</i>	
Finance receivables, net (ending balance)	<b>36,024,412</b>	30,046,991
Provision for credit losses (ending balance)	<b>(414,591)</b>	(134,169)
Provision to net finance receivables ratio <sup>(1)</sup>	<b>-1.15%</b>	-0.45%
Past due net finance receivables:		
31 to 90 days <sup>(2)</sup>	<b>155,171</b>	198,671
91 to 180 days <sup>(3)</sup>	<b>208,512</b>	177,070
180+ days <sup>(4)</sup>	<b>171,163</b>	68,647
Past due ratio:		
31 to 90 days <sup>(5)</sup>	<b>0.43%</b>	0.66%
91 to 180 days <sup>(6)</sup>	<b>0.58%</b>	0.59%
180+ days <sup>(7)</sup>	<b>0.48%</b>	0.23%
90+ days <sup>(8)</sup>	<b>1.05%</b>	0.82%
30+ days <sup>(9)</sup>	<b>1.48%</b>	1.48%
Past due coverage:		
180+ days <sup>(10)</sup>	<b>242.22%</b>	195.45%
90+ days <sup>(11)</sup>	<b>109.20%</b>	54.60%
30+ days <sup>(12)</sup>	<b>77.52%</b>	30.19%

*Notes:*

- (1) Provision for credit losses divided by net finance receivables.
- (2) Net finance receivables that have been past due for 31 to 90 days.
- (3) Net finance receivables that have been past due for 91 to 180 days.
- (4) Net finance receivables that have been past due for 180+ days.
- (5) 31 to 90 days past due net finance receivables divided by net finance receivables.
- (6) 91 to 180 days past due net finance receivables divided by net finance receivables.
- (7) 180+ days past due net finance receivables divided by net finance receivables.
- (8) 90+ days past due net finance receivables divided by net finance receivables.
- (9) 30+ days past due net finance receivables divided by net finance receivables.
- (10) Provision for credit losses divided by 180+ days past due net finance receivables.
- (11) Provision for credit losses divided by 90+ days past due net finance receivables.
- (12) Provision for credit losses divided by 30+ days past due net finance receivables.

As at June 30, 2018, 31 to 90 days past due ratio, 91 to 180 days past due ratio, 180+ days past due ratio, 90+ days past due ratio, and 30+ days past due ratio were 0.43%, 0.58%, 0.48%, 1.05% and 1.48%, respectively.

### Cash and cash Equivalents

As at June 30, 2018, we had cash and cash equivalents of RMB2,535 million, as compared with RMB5,825 million as at December 31, 2017. The decrease in cash and cash equivalents was mainly due to the expansion of our businesses and the use of our IPO Proceeds.

## Borrowings

As at June 30, 2018, our total borrowings were RMB29.0 billion, compared to RMB25.1 billion as at December 31, 2017. The increase was mainly due to the expansion of our self-operated financing business and the associated growth of our finance receivables. Total borrowings were comprised of (i) bank loans and borrowings from other institutions of RMB15.9 billion; and (ii) asset-backed securities debt of RMB13.1 billion as at June 30, 2018.

On January 15, 2018, Shanghai Yixin, an indirectly wholly-owned subsidiary of the Company, received a letter of no objection dated January 8, 2018 from the Shanghai Stock Exchange in relation to the proposed private placement of corporate bonds on the Shanghai Stock Exchange (the “**Bond Issue**”). It was intended to raise up to a total of RMB4.0 billion through the Bond Issue in multiple tranches in the 12 months after January 8, 2018 for repaying the debt obligation of Shanghai Yixin and its subsidiaries. The proposed Bond Issue may or may not be proceeded and completion of the Bond Issue is subject to market conditions and approval by the Shanghai Stock Exchange. For details, please refer to the Company’s announcement dated January 15, 2018 which was published on the Stock Exchange’s website and the Company’s website.

## Net Current Assets

Our net current assets were RMB487 million as at June 30, 2018, compared to RMB1,321 million as at December 31, 2017. Our current assets were RMB22.3 billion as at June 30, 2018, compared to RMB21.0 billion as at December 31, 2017, primarily due to the increase in current finance receivables. Our current liabilities were RMB21.8 billion as at June 30, 2018, compared to RMB19.7 billion as at December 31, 2017, primarily due to the increase in current borrowings.

## Total Equity

As at June 30, 2018, our total equity was RMB15.2 billion, decreased slightly from RMB15.3 billion as at December 31, 2017, mainly due to the net loss occurred during the six months ended June 30, 2018.

## Key Financial Ratios

	<b>As at June 30, 2018</b>	As at December 31, 2017
Current ratio (times) <sup>(1)</sup>	<b>1.02</b>	1.07
Gearing ratio <sup>(2)</sup>	<b>62%</b>	55%

*Notes:*

- (1) Current ratio is our current assets divided by our current liabilities at the end of each financial period.
- (2) Gearing ratio is net debt divided by total capital at the end of each financial period. Net debt equals our total borrowings plus loans payable to Bitauto Group, less our cash and cash equivalents and restricted cash. Total capital is calculated as total equity plus net debt.



### ***Current Ratio***

Our current ratio decreased to 1.02 as at June 30, 2018, compared to 1.07 as at December 31, 2017, mainly due to the increase of the current liabilities of the Group.

### ***Gearing Ratio***

Our gearing ratio increased to 62% as at June 30, 2018, compared to 55% as at December 31, 2017, mainly due to the increase of net debt of the Group.

### **Capital Expenditure and Investments**

Our historical capital expenditures primarily included purchase of property and equipment, purchase of intangible assets, investments in financial assets and investment in an associate.

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
	<b><i>RMB'000</i></b>	<b><i>RMB'000</i></b>
Purchase of property and equipment	<b>21,559</b>	11,541
Purchase of intangible assets	<b>1,988</b>	14,777
Investments in financial assets at fair value through profit or loss	<b>48,083</b>	—
Investments in associates in the form of ordinary shares	<b>—</b>	5,933
	<hr/>	<hr/>
<b>Total</b>	<b><u>71,630</u></b>	<b><u>32,251</u></b>

### **Foreign Exchange Risk**

Our Group's subsidiaries primarily operate in the PRC and are exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the United States dollar and the Hong Kong dollar. Therefore, foreign exchange risk primarily arose from recognized assets and liabilities in our Group's PRC subsidiaries when receiving or to receive foreign currencies from, or paying or to pay foreign currencies to, overseas business partners. We did not hedge against any fluctuation in foreign currency during the six months ended June 30, 2018 and 2017.

Details of the currencies in which cash and cash equivalents are held and in which borrowings are made are set out in Note 18 and Note 23 to the consolidated financial statements, respectively.

### **Significant Investments Held**

We did not hold any significant investments in the equity interests of any other companies.

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

We did not have other plans for material investments and capital assets.

## **Employee and Remuneration Policy**

Our success depends on our ability to attract, retain and motivate qualified personnel. As part of our retention strategy, we offer employees competitive salaries, performance-based cash bonuses and other incentives. We primarily recruit our employees through recruitment agencies, on-campus job fairs, industry referrals, and online channels.

As of June 30, 2018, we had 4,106 full-time employees (December 31, 2017: 4,743). The decrease in the number of employees was primarily because we strategically de-emphasize used auto transaction facilitation services. In line with the performance of the Group and individual employees, a competitive remuneration package is offered to retain employees, including salaries, discretionary bonuses and contributions to benefit plans (including pensions). Employees of the Group are eligible participants of the Pre-IPO Share Option Scheme, the First Share Award Scheme and the Second Share Award Scheme, the details of which are set out in the Prospectus and Note 19-20 to the consolidated financial statements.

In addition to on-the-job training, we have adopted a training policy, pursuant to which various internal and external training are provided to our employees.

The total remuneration cost incurred by the Group for the Reporting Period was RMB640 million (June 30, 2017: RMB286 million).

## **Material Acquisitions and Disposals**

Save as disclosed in this announcement, the Group did not have any other material acquisitions and disposals of subsidiaries or associated companies for the Reporting Period.

## **Pledge of Assets**

Certain deposits placed with banks were used as pledged assets for the Group's bank borrowings and bank notes. Certain finance receivables were used as pledge for the borrowings and securitization transactions. For more details, please refer to the Notes 18 and 23 to the consolidated financial statements.

## **Contingent Liabilities**

As at June 30, 2018, we did not have any material contingent liabilities (2017: nil).

# INTERIM CONDENSED CONSOLIDATED INCOME STATEMENT

	<i>Note</i>	<b>Six months ended June 30,</b>	
		<b>2018</b>	2017
		<b>RMB'000</b>	<b>RMB'000</b>
		<b>Unaudited</b>	Audited
<b>Revenues</b>	6		
Transaction Platform Business		261,523	321,141
Self-operated Financing Business		2,302,037	1,230,267
		<u>2,563,560</u>	1,551,408
Cost of revenues	8	<u>(1,313,307)</u>	<u>(657,546)</u>
<b>Gross profit</b>		<b>1,250,253</b>	893,862
Selling and marketing expenses	8	(594,519)	(345,652)
Administrative expenses	8	(417,643)	(128,596)
Net impairment losses on financial assets	8	(284,933)	(54,021)
Research and development expenses	8	(141,367)	(72,423)
Other gains, net	7	24,711	4,838
		<u>(163,498)</u>	<u>298,008</u>
Finance income	9	17,179	14,918
Finance expenses	9	(1,665)	(15,605)
Fair value loss of convertible redeemable preferred shares		—	(6,300,470)
Share of profits of investment accounted for using the equity method	13	111	—
<b>Loss before income tax</b>		<b>(147,873)</b>	(6,003,149)
Income tax expense	10	(11,611)	(101,910)
<b>Loss for the period</b>		<b>(159,484)</b>	<b>(6,105,059)</b>
<b>Loss is attributable to:</b>			
— Owners of the Company		(159,484)	(6,099,375)
— Non-controlling interests		—	(5,684)
		<u>(159,484)</u>	<u>(6,105,059)</u>
<b>Loss per share from operations attributable to owners of the Company for the period (expressed in RMB per share)</b>			
— Basic	11	<u>(0.03)</u>	<u>(45.18)</u>
— Diluted		<u>(0.03)</u>	<u>(45.18)</u>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	<i>Note</i>	<b>Six months ended June 30,</b>	
		<b>2018</b>	2017
		<b><i>RMB'000</i></b>	<i>RMB'000</i>
		<b>Unaudited</b>	Audited
<b>Loss for the period</b>		<u>(159,484)</u>	<u>(6,105,059)</u>
<b>Other comprehensive (loss)/income, net of tax:</b>			
<i>Items that may be reclassified to profit or loss</i>			
Currency translation differences		<u>(25,217)</u>	<u>257,553</u>
<b>Total comprehensive loss for the period</b>		<u><u>(184,701)</u></u>	<u><u>(5,847,506)</u></u>
<b>Attributable to:</b>			
— Owners of the Company		(184,701)	(5,841,822)
— Non-controlling interests		<u>—</u>	<u>(5,684)</u>
		<u><u>(184,701)</u></u>	<u><u>(5,847,506)</u></u>

# INTERIM CONDENSED CONSOLIDATED BALANCE SHEET

	<i>Note</i>	As at <b>June 30, 2018</b> <i>RMB'000</i> <b>Unaudited</b>	As at December 31, 2017 <i>RMB'000</i> Audited
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property and equipment	12	<b>930,837</b>	1,208,544
Intangible assets	12	<b>2,226,944</b>	2,384,761
Investment in an associate in the form of ordinary shares	13	<b>16,162</b>	16,051
Financial assets at fair value through profit or loss	14	<b>207,497</b>	156,829
Deferred income tax assets	24	<b>123,170</b>	48,293
Prepayments, deposits and other assets	17	<b>1,756,147</b>	1,358,886
Finance receivables	15	<b>18,728,473</b>	16,537,890
Restricted cash	18	<b>827,075</b>	150,000
		<u><b>24,816,305</b></u>	<u>21,861,254</u>
<b>Current assets</b>			
Finance receivables	15	<b>16,881,348</b>	13,374,932
Trade receivables	16	<b>734,192</b>	680,135
Prepayments, deposits and other assets	17	<b>1,222,044</b>	764,226
Cash and cash equivalents		<b>2,535,177</b>	5,824,706
Restricted cash	18	<b>887,123</b>	361,234
		<u><b>22,259,884</b></u>	<u>21,005,233</u>
<b>Total assets</b>		<u><b>47,076,189</b></u>	<u>42,866,487</u>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity attributable to owners of the Company</b>			
Share capital	19	<b>4,107</b>	4,080
Share premium	19	<b>34,561,347</b>	34,409,418
Other reserves		<b>812,272</b>	797,646
Accumulated losses		<b>(20,168,360)</b>	(19,869,121)
		<u><b>15,209,366</b></u>	<u>15,342,023</u>
<b>Non-controlling interests</b>		<u>—</u>	<u>—</u>
<b>Total equity</b>		<u><b>15,209,366</b></u>	<u>15,342,023</u>

	<i>Note</i>	As at <b>June 30, 2018</b> <i>RMB'000</i> <b>Unaudited</b>	As at December 31, 2017 <i>RMB'000</i> Audited
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Deferred income tax liabilities	24	<b>2,984</b>	16,029
Borrowings	23	<b>9,569,016</b>	7,686,093
Other non-current liabilities		<b>522,130</b>	138,014
		<u><b>10,094,130</b></u>	<u>7,840,136</u>
<b>Current liabilities</b>			
Trade payables	21	<b>858,018</b>	947,751
Other payables and accruals	22	<b>1,396,706</b>	1,309,930
Current income tax liabilities		<b>61,809</b>	17,605
Borrowings	23	<b>19,456,160</b>	17,409,042
		<u><b>21,772,693</b></u>	<u>19,684,328</u>
<b>Total liabilities</b>		<u><b>31,866,823</b></u>	<u>27,524,464</u>
<b>Total equity and liabilities</b>		<u><b>47,076,189</b></u>	<u>42,866,487</u>



# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Note	Attributable to owners of the Company				Total RMB'000	Non- controlling interests RMB'000	Total equity RMB'000
		Share capital RMB'000	Share premium RMB'000	Other reserves RMB'000	Accumulated losses RMB'000			
<b>Unaudited</b>								
Balance at January 1, 2018		<u>4,080</u>	<u>34,409,418</u>	<u>797,646</u>	<u>(19,869,121)</u>	<u>15,342,023</u>	—	<u>15,342,023</u>
Change in accounting policy	3.1	—	—	—	(139,755)	(139,755)	—	(139,755)
Balance at January 1, 2018		<u>4,080</u>	<u>34,409,418</u>	<u>797,646</u>	<u>(20,008,876)</u>	<u>15,202,268</u>	—	<u>15,202,268</u>
<b>Comprehensive loss</b>								
Loss for the period		—	—	—	(159,484)	(159,484)	—	(159,484)
Currency translation differences		—	—	(25,217)	—	(25,217)	—	(25,217)
<b>Total comprehensive loss for the period</b>		—	—	<u>(25,217)</u>	<u>(159,484)</u>	<u>(184,701)</u>	—	<u>(184,701)</u>
<b>Transactions with owners in their capacity as owners</b>								
Share-based compensation	20	—	—	191,399	—	191,399	—	191,399
Release of ordinary shares from Share Scheme Trusts	19, 20	26	146,894	(146,533)	—	387	—	387
Shares issued upon exercise of employee share options	19, 20	1	5,035	(5,023)	—	13	—	13
<b>Total transactions with owners in their capacity as owners</b>		<u>27</u>	<u>151,929</u>	<u>39,843</u>	—	<u>191,799</u>	—	<u>191,799</u>
<b>Balance at June 30, 2018</b>		<u>4,107</u>	<u>34,561,347</u>	<u>812,272</u>	<u>(20,168,360)</u>	<u>15,209,366</u>	—	<u>15,209,366</u>

Attributable to owners of the Company

<b>Audited</b>	<i>Note</i>	Share capital <i>RMB'000</i>	Share premium <i>RMB'000</i>	Other reserves <i>RMB'000</i>	Accumulated losses <i>RMB'000</i>	Total <i>RMB'000</i>	Non- controlling interests <i>RMB'000</i>	Total equity <i>RMB'000</i>
<b>Balance at January 1, 2017</b>		<u>83</u>	<u>505,524</u>	<u>(411,633)</u>	<u>(1,491,133)</u>	<u>(1,397,159)</u>	<u>12,684</u>	<u>(1,384,475)</u>
<b>Comprehensive loss</b>								
Loss for the period		—	—	—	(6,099,375)	(6,099,375)	(5,684)	(6,105,059)
Currency translation differences		—	—	257,553	—	257,553	—	257,553
<b>Total comprehensive loss for the period</b>		<u>—</u>	<u>—</u>	<u>257,553</u>	<u>(6,099,375)</u>	<u>(5,841,822)</u>	<u>(5,684)</u>	<u>(5,847,506)</u>
<b>Transactions with owners in their capacity as owners</b>								
Capital contribution from owners		—	—	(6,170)	—	(6,170)	(7,000)	(13,170)
2017 Reorganization		—	—	(403,605)	—	(403,605)	—	(403,605)
Share-based compensation	20	—	—	16,945	—	16,945	—	16,945
<b>Total transactions with owners in their capacity as owners</b>		<u>—</u>	<u>—</u>	<u>(392,830)</u>	<u>—</u>	<u>(392,830)</u>	<u>(7,000)</u>	<u>(399,830)</u>
<b>Balance at June 30, 2017</b>		<u>83</u>	<u>505,524</u>	<u>(546,910)</u>	<u>(7,590,508)</u>	<u>(7,631,811)</u>	<u>—</u>	<u>(7,631,811)</u>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	<i>Note</i>	<b>Six months ended June 30,</b>	
		<b>2018</b>	<b>2017</b>
		<b>RMB'000</b>	<b>RMB'000</b>
		<b>Unaudited</b>	<b>Audited</b>
<b>Cash flows from operating activities</b>			
Cash used in operations		(4,876,427)	(5,822,328)
Income tax paid		(70,583)	(84,160)
		<u>(4,947,010)</u>	<u>(5,906,488)</u>
<b>Cash flows from investing activities</b>			
Interest received		19,569	14,024
Proceeds from disposal of property and equipment and intangible assets		16,006	138
Cash disposed in the disposal of a subsidiary		—	(8,350)
Purchase of property and equipment		(25,224)	(13,392)
Purchase of intangible assets		(2,107)	(48,424)
Loans to a related party		—	(20,000)
Loans to a third party		(93,000)	—
Prepayment for an investment		(100,000)	—
Investments in financial assets at fair value through profit or loss	14	(48,083)	—
Payments from business combinations, net		—	(14,526)
Placements of restricted cash		(1,380,725)	(1,777,425)
Maturity of restricted cash		206,387	2,173,714
		<u>(1,407,177)</u>	<u>305,759</u>
<b>Net cash (used in)/generated from investing activities</b>			

	<b>Six months ended June 30,</b>	
<i>Note</i>	<b>2018</b>	<b>2017</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>Unaudited</b>	<b>Audited</b>
<b>Cash flows from financing activities</b>		
Distribution to Bitauto in 2017 Reorganization	—	(98,855)
Proceeds from borrowings	<b>20,149,028</b>	13,302,403
Repayment of borrowings	<b>(16,152,734)</b>	(7,543,242)
Deposits for borrowings	<b>(287,180)</b>	(197,904)
Proceeds of loans from Bitauto Group	<b>382,608</b>	—
Repayment of loans from Bitauto Group	<b>(200,000)</b>	(30,000)
Proceeds from issuance of convertible redeemable preferred shares	—	1,064,819
Payment of issuance costs of convertible redeemable preferred shares	—	(13,703)
Payment of issuance cost of ordinary shares relating to the initial public offering	<b>(13,516)</b>	—
Proceeds from exercise of share options	<b>2,053</b>	—
Interest paid	<b>(760,306)</b>	(375,202)
	<u><b>3,119,953</b></u>	<u>6,108,316</u>
<b>Net cash generated from financing activities</b>		
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(3,234,234)</b>	507,587
Cash and cash equivalents at beginning of period	<b>5,824,706</b>	660,852
Exchange losses on cash and cash equivalents	<b>(55,295)</b>	(23)
	<u><b>2,535,177</b></u>	<u>1,168,416</u>
<b>Cash and cash equivalents at end of period</b>		

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 1 General information

Yixin Group Limited (the “**Company**”, formerly known as Yixin Capital Limited) was incorporated in the Cayman Islands on November 19, 2014 as an exempted company with limited liability under the Companies Law, Cap.22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands and carries on business in Hong Kong as Yixin Automotive Technology Group Limited. The address of the Company’s registered office is P.O. Box 309, Uglan House, Grand Cayman, KY1-1104, Cayman Islands.

The Company is an investment holding company. The Company together with its subsidiaries and consolidated affiliated entities (together, the “**Group**”) are principally engaged in (i) the provision of automobile transaction services, which is primarily comprised of loan facilitation services, and advertising and other services (“**Transaction Platform Business**”); and (ii) the provision of self-operated automobile financing services, which primarily include financing lease services and other self-operated services (“**Self-operated Financing Business**”) in the People’s Republic of China (the “**PRC**”).

Bitauto Holdings Limited (“**Bitauto**”) is the ultimate controlling shareholder of the Company as at the date of this report. Bitauto and its subsidiary, Bitauto Hong Kong Limited (“**Bitauto HK**”) (collectively the “**Controlling Shareholders**”) are the controlling shareholders of the companies comprising the Group. Bitauto and its subsidiaries are collectively referred to as “**Bitauto Group**”.

The Company’s shares have been listed on the Main Board of the Stock Exchange of Hong Kong Limited since November 16, 2017 by way of its initial public offering (“**IPO**”). Upon the completion of the IPO on November 16, 2017, all of the Company’s 620,135,460 outstanding convertible redeemable preferred shares were converted into ordinary shares on a one-to-one basis immediately as at the same date. The net proceeds to the Company from the IPO, after deducting underwriting commissions and other issuance costs paid and payable, were approximately RMB5,525,077,000.

On May 26, 2017, the Company issued 70,934,920 series C preferred shares to Bitauto, and 4,299,090 series C preferred shares to Bitauto HK, in exchange for (1) Bitauto Group’s used automobile transaction business; (2) Bitauto Group’s non-compete undertakings; (3) free traffic support from Bitauto Group; and (4) free access to Bitauto Group’s automobile model database. This transaction is referred to as “2017 Reorganization”.

The Group’s major subsidiaries are based in the PRC and the majority of their transactions are denominated in Renminbi (“**RMB**”). The conversion of RMB into foreign currencies is subject to the rules and regulations of foreign exchange controls promulgated by the PRC government. As at June 30, 2018, other than restrictions from exchange control regulations, there is no significant restriction on the Group’s ability to access or use the assets and settle the liabilities of the Group (2017: nil).

The interim condensed consolidated financial information are presented in RMB, unless otherwise stated. All companies comprising the Group have adopted December 31 as their financial year-end date.

United States Dollars are defined as “**US\$**” and Hong Kong Dollars are defined as “**HK\$**”.

## 2 Basis of preparation

This interim condensed consolidated financial information for the six months ended June 30, 2018 has been prepared in accordance with International Accounting Standard (“IAS”) 34, “Interim financial reporting”. The interim condensed consolidated financial information should be read in conjunction with the annual financial statements of the Group for the year ended December 31, 2017 which has been prepared in accordance with International Financial Reporting Standards (“IFRS”) by the Group.

## 3 Accounting Policies

The accounting policies applied are consistent with those of the annual financial statements for the year ended December 31, 2017, as described in those annual financial statements, except for the adoption of new and amended standards as set out below.

### *New and amended standards adopted by the Group*

The following new and amended standards, and annual improvement are mandatory for the first time for the Group’s financial year beginning on January 1, 2018 and are applicable for the Group:

- IFRS 9 Financial Instruments;
- IFRS 15 Revenue from Contracts with Customers;
- Annual Improvement to IFRSs 2014–2016 cycle;
- IFRIC-Int 22, Foreign Currency Transactions and Advance Consideration.

Amendments to IFRS effective for the financial year beginning on January 1, 2018 do not have a material impact on the Group’s interim financial information other than IFRS 9 and IFRS 15, details of which are set out in Note 3.1 and 3.2, respectively.

### 3.1 IFRS 9 Financial Instruments

IFRS 9 replaces the provisions of IAS 39 that relate to the recognition, classification and measurement of financial assets and financial liabilities, derecognition of financial instruments, impairment of financial assets and hedge accounting.

The adoption of IFRS 9 “Financial Instruments” from January 1, 2018 resulted in changes in accounting policies and adjustments to the amounts recognised in the financial statements. The impact of adopting IFRS 9 is set out in note 3.1(a) and (b), the new accounting policies are set out in note 3.1(c) below. In accordance with the transitional provisions in IFRS 9, comparative figures have not been restated.



(a) *Impact on the financial statements*

IFRS 9 was generally adopted without restating comparative information with the exception of certain aspects of hedge accounting. The Group has not entered into any hedging arrangements for the period ended June 30, 2018. The adjustments arising from the new impairment rules are therefore not reflected in the restated balance sheet as at 31 December 2017, but are recognised in the opening balance sheet on 1 January 2018.

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

<b>Balance sheet (extract)</b>	December 31, 2017 <i>RMB'000</i>	IFRS 9 <i>RMB'000</i>	<b>January 1, 2018 <i>RMB'000</i></b>
<b>Non-current assets</b>			
Finance receivables	16,537,890	(96,339)	<b>16,441,551</b>
Deferred income tax assets (Note 24)	48,293	46,585	<b>94,878</b>
	<u>21,861,254</u>	<u>(49,754)</u>	<u><b>21,811,500</b></u>
<b>Current assets</b>			
Finance receivables	13,374,932	(90,001)	<b>13,284,931</b>
	<u>21,005,233</u>	<u>(90,001)</u>	<u><b>20,915,232</b></u>
<b>Total assets</b>	<u>42,866,487</u>	<u>(139,755)</u>	<u><b>42,726,732</b></u>
<b>Equity attributable to owners of the Company</b>			
Accumulated losses	(19,869,121)	(139,755)	<b>(20,008,876)</b>
	<u>15,342,023</u>	<u>(139,755)</u>	<u><b>15,202,268</b></u>
<b>Non-controlling interests</b>	—	—	—
<b>Total equity</b>	<u>15,342,023</u>	<u>(139,755)</u>	<u><b>15,202,268</b></u>

**(b) IFRS 9 Financial Instruments — Impact of adoption**

**(i) Classification and measurement**

On January 1, 2018 (the date of initial application of IFRS 9), the Group's management has assessed which business models apply to the financial assets held by the Group and has classified its financial instruments into the appropriate IFRS 9 categories. There is no material classification impact to the Group.

**(ii) Impairment of financial assets**

The only type of financial assets that is subject to IFRS 9's new expected credit loss model is finance receivables.

The Group was required to revise its impairment methodology under IFRS 9 for finance receivables. The impact of the change in impairment methodology on the Group's retained earnings and equity is as follow:

The Group applies the IFRS 9 simplified approach to measure expected credit losses which uses a lifetime expected loss allowance for all finance receivables.

To measure the expected credit losses, finance receivables have been grouped based on shared credit risk characteristics and the days past due.

On that basis, the loss allowance as at January 1, 2018 was determined as follows for finance receivables:

	<b>Total</b> <i>RMB'000</i>
Expected loss rate	1.07%
Gross carrying amount (Note 15)	30,046,991
Loss allowance	320,509

The loss allowances for finance receivables as at December 31, 2017 reconcile to the opening loss allowances on January 1, 2018 as follows:

	<i>RMB'000</i>
At December 31, 2017 — calculated under IAS 39	134,169
Amounts restated through opening retained earnings	186,340
<b>Opening loss allowance as at January 1, 2018</b>	<u>320,509</u>
— calculated under IFRS 9	<u><b>320,509</b></u>

The loss allowances increased by a further RMB94,081,000 for finance receivables during the six months to June 30, 2018.

Finance receivables are written off when there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, amongst others, the failure of a debtor to engage in a repayment plan with the Group, and a failure to make contractual payments for a period of greater than 180 days past due.

### ***Significant estimates related to Impairment of financial assets***

The loss allowances for financial assets are based on assumptions about risk of default and expected loss rates. The Group uses judgement in making these assumptions and selecting the inputs to the impairment calculation, based on the Group's past history, existing market conditions as well as forward looking estimates at the end of each reporting period. Details of the key assumptions and inputs used are disclosed in the table above.

## **(c) IFRS 9 Financial Instruments — Accounting policies applied from January 1, 2018**

### **(i) Classification**

From January 1, 2018, the Group classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through OCI, or through profit or loss), and
- those to be measured at amortised cost.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

For assets measured at fair value, gains and losses will either be recorded in profit or loss or OCI. For investments in equity instruments that are not held for trading, this will depend on whether the Group has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through other comprehensive income (FVOCI).

The Group reclassifies debt investments when and only when its business model for managing those assets changes.

### **(ii) Measurement**

At initial recognition, the Group measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss (FVPL), transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

## Debt instruments

Subsequent measurement of debt instruments depends on the Group's business model for managing the asset and the cash flow characteristics of the asset. There are three measurement categories into which the Group classifies its debt instruments:

- **Amortised cost:** Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in profit or loss and presented in other gains/(losses), together with foreign exchange gains and losses. Impairment losses are presented as a separate line item in the statement of profit or loss.
- **FVOCI:** Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at FVOCI. Movements in the carrying amount are taken through OCI, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses which are recognised in profit or loss. When the financial asset is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss and recognised in other gains/(losses). Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains/(losses) and impairment expenses are presented as separate line item in the statement of profit or loss.
- **FVPL:** Assets that do not meet the criteria for amortised cost or FVOCI are measured at FVPL. A gain or loss on a debt investment that is subsequently measured at FVPL is recognised in profit or loss and presented net within other gains/(losses) in the period in which it arises.

## Equity instruments

The Group subsequently measures all equity investments at fair value. Where the Group's management has elected to present fair value gains and losses on equity investments in OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the Group's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognised in other gains/(losses), net in the statement of profit or loss as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value.

### ***(iii) Impairment***

From January 1, 2018, the Group assesses on a forward looking basis the expected credit losses associated with its debt instruments carried at amortised cost and FVOCI. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

For trade receivables, the group applies the simplified approach permitted by IFRS 9, which requires expected lifetime losses to be recognised from initial recognition of the receivables.

## **3.2 IFRS 15 Revenue from Contracts with Customers**

### ***(a) IFRS 15 Revenue from Contracts with Customers — Impact of adoption***

The Group has adopted IFRS 15 “Revenue from Contracts with Customers” from January 1, 2018 which resulted in changes in accounting policies and adjustments to the amounts recognised in the financial statements. In accordance with the transition provisions in IFRS 15, the Group has adopted the new rules under the modified retrospective approach and the comparatives figures have not been restated.

IFRS 15 establishes a new framework for revenue recognition. This replaces IAS 18 which covers contracts for goods and services and IAS 11 which covers construction contracts. The new standard introduces a five-step model to determine when to recognise revenue and at what amount. Under the five-step model, revenue is recognised when control of goods or services is transferred to a customer and at the amount to which the entity expects to be entitled. Depending on the nature of the contracts, revenue is either recognised over time or at a point in time. The new standard also sets out new capitalisation criteria for contract acquisition costs which are incremental and the entity is expected to recover them.

#### **Impact on adoption**

Considering the nature of the Group’s principal activities, the adoption of IFRS 15 does not have material impact on the timing and amounts of revenue recognition of the Group.

#### **Accounting for costs to fulfil a contract**

The costs relate directly to the contract, generate resources used in satisfying the contract and are expected to be recovered. They were therefore capitalised as costs to fulfil a contract under IAS 18 Revenue and following the adoption of IFRS 15 and included in assets in the balance sheet. The asset is amortised on a straight line basis over the term of the specific contract it relates to, consistent with the pattern of recognition of the associated revenue. Based on the Group assessment, the impact of accounting for cost to fulfil the contracts is not material to the opening balance of January 1, 2018 nor the period ended June 30, 2018.

**(b) IFRS 15 Revenue from Contracts with Customers — Accounting policies**

Revenue is measured at the transaction price which is the amount of consideration to which the Group is entitled to in exchange for transferring promised services or goods to the customer. The Group allocate the transaction price to each performance obligation based on the relative stand-alone selling prices. Revenue for each performance obligation is then recognised when the Group satisfies the performance obligation by transferring the promised goods or services to the customer.

The Group recognizes revenue from facilitation and other services when assisting the customers to complete a used automobile purchase transaction or an automobile financing transaction. Revenue is recognised when performance obligation of the service has been satisfied, being when a transaction is fulfilled and completed. The Group also purchases and sells vehicle telematics devices and automobiles to automobile dealers and institutional customers. Sales are recognised when control of the devices and automobiles has been transferred, being when the products are delivered to the business partners, the business partners have full control over the devices and automobiles. Delivery occurs when the devices and automobiles have been shipped to the specific location, the risks of obsolescence and loss have been transferred to the business partners, and either the business partners have accepted the products in accordance with the sales contract or the Group has objective evidence that all criteria for acceptance have been satisfied.

A receivable is recognised when the goods are delivered as this is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

Revenue from advertising services is recognized when the advertisements are published over the stated display period, and when the Group has an enforceable right to payment for performance completed to date.

Revenue from subscription services is recognized on a straight-line basis over the subscription or listing period. The Group invoices its customers based on the payment terms stipulated in the executed subscription agreements, which generally ranges from several months to one year. The Group recognizes the amounts received prior to the transference of service to the customer as a contract liability and records such amounts in advances from customers, which is included in “other payables and accruals” on the Group’s consolidated balance sheet.

Other revenue streams, which mainly include automobile financing lease services provided to individual customers and automobile dealers on the Group’s self-operated online automobile financial platform through direct financing lease and sales-and-leaseback models, are not subject to IFRS 15 or minimal.

**Financing components**

The Group does not expect to have any contracts where the period between the transfer of the promised goods or services to the customer and payment by the customer exceeds one year. As a consequence, the Group does not adjust any of the transaction prices for the time value of money.



### **3.3 Impact of standards issued but not yet adopted**

#### **IFRS 16, “Leases”**

IFRS 16 was issued in January 2016. It will result in almost all leases being recognised on the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases.

The accounting for lessors will not significantly change.

The standard will affect primarily the accounting for the Group’s operating leases. The Group’s future aggregate minimum lease payments under non-cancellable operating leases as at June 30, 2018 were RMB103,304,000 with the minimum lease payments due less than one year amounting to approximately RMB41,101,000, and those due more than one year and less than five years amounting to approximately RMB62,203,000. However, the Group has not yet determined to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the Group’s profit and classification of cash flows.

Some of the commitments may be covered by the exception for short-term and low-value leases and some commitments may relate to arrangements that will not qualify as leases under IFRS 16.

The standard is mandatory for first interim periods within annual reporting periods beginning on or after January 1, 2019. The Group does not intend to adopt the standard before its effective date.

## **4 Estimates**

The preparation of interim condensed consolidated financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing this interim condensed consolidated financial information, the significant judgements made by management in applying the Group’s accounting policies and the key sources of estimation uncertainty were the same as those that applied in the preparation of the annual financial statements of the Group for the year ended December 31, 2017, except for those related to impairment of financial assets set out above.

## 5 Financial risk management

### 5.1 Financial risk factors

The Group's activities expose to a variety of financial risks: market risk (including currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk.

The interim condensed consolidated financial information does not include all financial risk management information and disclosures required for the annual financial statements, and should be read in conjunction with the annual financial statements for the year ended December 31, 2017.

There have been no changes in the Group's risk management department or in any risk management policies since December 31, 2017.

### 5.2 Fair value estimation

The table below analyses the Group's financial instruments carried at fair value as at June 30, 2018 and as at December 31, 2017, by level of the inputs to valuation techniques used to measure fair value. Such inputs are categorized into three levels within a fair value hierarchy as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The following table presents the Group's assets and liabilities that are measured at fair value as at December 31, 2017:

	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
	<i>RMB'000</i>	<i>RMB'000</i>	<i>RMB'000</i>	<i>RMB'000</i>
<b>Assets:</b>				
Financial assets at fair value through profit or loss (Note 14)	<u>—</u>	<u>—</u>	<u>156,829</u>	<u>156,829</u>

The following table presents the Group's assets and liabilities that are measured at fair value as at June 30, 2018:

	<b>Level 1</b> <i>RMB'000</i>	<b>Level 2</b> <i>RMB'000</i>	<b>Level 3</b> <i>RMB'000</i>	<b>Total</b> <i>RMB'000</i>
<b>Assets:</b>				
Financial assets at fair value				
through profit or loss (Note 14)	—	—	207,497	207,497

**(a) Financial instruments in level 1**

The fair value of financial instruments traded in active markets is based on quoted market prices at each of the reporting dates. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets held by the Group is the current bid price. These instruments are included in level 1.

**(b) Financial instruments in level 2**

The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined by using valuation techniques. These valuation techniques maximize the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3.

Specific valuation techniques used to value financial instruments include:

- Quoted market prices or dealer quotes for similar instruments.
- Other techniques, such as discounted cash flow analysis, are used to determine fair value for the remaining financial instruments.

**(c) Financial instruments in level 3**

Level 3 instruments of the Group's assets and liabilities include financial assets at fair value through profit or loss.

The following table presents the changes in level 3 instruments of financial assets at fair value through profit or loss for the six months ended June 30, 2018 and 2017.

	<b>Financial assets at fair value through profit or loss RMB'000</b>	<b>Total RMB'000</b>
<b>At January 1, 2018</b>	<b>156,829</b>	<b>156,829</b>
Additions	<b>48,083</b>	<b>48,083</b>
Change in fair value (Note 7)	<b>2,585</b>	<b>2,585</b>
	<hr/>	<hr/>
<b>At June 30, 2018</b>	<b>207,497</b>	<b>207,497</b>
	<hr/> <hr/>	<hr/> <hr/>
Total unrealized gains and change in fair value for the period included in "Other gains, net" for financial assets at fair value through profit or loss held at the end of the year	<b>2,585</b>	<b>2,585</b>
	<hr/> <hr/>	<hr/> <hr/>
<b>At January 1, 2017</b>	150,000	150,000
Additions	—	—
Change in fair value (Note 7)	6,829	6,829
	<hr/>	<hr/>
<b>At June 30, 2017</b>	<b>156,829</b>	<b>156,829</b>
	<hr/> <hr/>	<hr/> <hr/>
Total unrealized gains and change in fair value for the period included in "Other gains, net" for financial assets at fair value through profit or loss held at the end of the year	<b>6,829</b>	<b>6,829</b>
	<hr/> <hr/>	<hr/> <hr/>

The Group has a team that manages the valuation exercise of level 3 instruments for financial reporting purposes. The team manages the valuation exercise of the investments on a case by case basis. At least once every year, the team would use valuation techniques to determine the fair value of the Group's level 3 instruments. External valuation experts will be involved when necessary.

The valuation of the level 3 instruments mainly included investments in private companies. As these instruments are not traded in an active market, their fair value have been determined using various applicable valuation techniques, including discounted cash flows, comparable companies etc. Major assumptions used in the valuation include historical financial results, assumptions about future growth rates, estimate of weighted average cost of capital (WACC), recent market transactions, estimated discount for marketing and other exposure etc.

## 6 Segment information

The Group's business activities, for which discrete financial statements are available, are regularly reviewed and evaluated by the CODM. The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive director of the Company that makes strategic decisions. As a result of this evaluation, the Group determined that it has operating segments as follows:

- Transaction Platform Business
- Self-operated Financing Business

The CODM assesses the performance of the operating segments mainly based on segment revenues, segment gross profit and segment operating profit. The revenues from external customers reported to CODM are measured as segment revenues, which is the revenues derived from the customers in each segment. The segment gross profit is calculated as segment revenues minus segment cost of revenues. Cost of revenues for the Transaction Platform Business segment primarily comprised of employee benefit expenses for the employees operating the transaction platform and other direct service costs. Cost of revenues for the Self-operated Financing Business segment primarily comprised of funding costs and cost of automobiles sold. The segment operating profit is calculated as segment gross profit minus selling and marketing expenses, administrative expenses, research and development expenses and other gains, net associated with the respective segment.

The finance income, finance expenses and fair value loss of convertible redeemable preferred shares are not included in the measurement of the segments' performance which is used by CODM as a basis for the purpose of resource allocation and assessment of segment performance.

Other information, together with the segment information, provided to the CODM, is measured in a manner consistent with that applied in these financial statements. There was no separate segment assets and segment liabilities information provided to the CODM, as CODM does not use this information to allocate resources to or evaluate the performance of the operating segments.

The segment results for the six months ended June 30, 2018 as follows:

	<b>Unaudited Six months ended June 30, 2018</b>		
	<b>Transaction Platform Business</b>	<b>Self-operated Financing Business</b>	<b>Total</b>
	<i>RMB'000</i>	<i>RMB'000</i>	<i>RMB'000</i>
Revenues	<b>261,523</b>	<b>2,302,037</b>	<b>2,563,560</b>
— Recognized at a point in time	<b>123,345</b>	<b>89,954</b>	<b>213,299</b>
— Recognized over time	<b>138,178</b>	<b>2,212,083</b>	<b>2,350,261</b>
Gross profit	<b>201,641</b>	<b>1,048,612</b>	<b>1,250,253</b>
Operating loss	<b>(5,310)</b>	<b>(158,188)</b>	<b>(163,498)</b>

The segment results for the six months ended June 30, 2017 as follows:

	Audited Six months ended June 30, 2017		
	Transaction Platform Business <i>RMB'000</i>	Self-operated Financing Business <i>RMB'000</i>	Total <i>RMB'000</i>
Revenues	321,141	1,230,267	1,551,408
— Recognized at a point in time	131,986	103,292	235,278
— Recognized over time	189,155	1,126,975	1,316,130
Gross profit	248,149	645,713	893,862
Operating profit	<u>87,460</u>	<u>210,548</u>	<u>298,008</u>

None of the customers of the Group have accounted for more than 10% of the Group's total revenues for the six months ended June 30, 2018 and 2017.

The Company is domiciled in the Cayman Islands while the Group mainly operates its businesses in the PRC and earns substantially all of the revenues from external customers attributed to the PRC.

As at June 30, 2018 and December 31, 2017, substantially all of the non-current assets of the Group were located in the PRC.

The reconciliation of operating (loss)/profit to loss before income tax for the six months ended June 30, 2018 and 2017 is presented in the consolidated income statements of the Group.

The segment information provided to the Group's CODM for the operating segments for the six months ended June 30, 2018 and 2017 is as follows:

	Six months ended June 30,	
	2018 Unaudited	2017 Audited
Loan facilitation services	111,066	930
Advertising and other services	150,457	320,211
Financing lease services	2,014,952	1,083,813
Operating lease services	180,124	31,811
Sales of automobiles	87,420	103,293
Others	19,541	11,350
	<u>2,563,560</u>	<u>1,551,408</u>

## 7 Other gains, net

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>Unaudited</b>	<b>Audited</b>
Gains/(Losses) on disposal of property, equipment, and intangible assets (a)	39,781	(222)
Government grants	9,683	2,585
Fair value gain on financial assets (Note 14)	2,585	6,829
Foreign exchange losses, net	(15,840)	(211)
Others, net	(11,498)	(4,143)
	<u>24,711</u>	<u>4,838</u>

*Note (a):*

On June 13, 2018, the Company announced that it and Yusheng Holdings Limited (“Yusheng”) entered into the Convertible Note Purchase Agreement (“CBPA”), the Business Cooperation Agreement (“BCA”) and the Framework Agreement in relation to the Company’s investment in Yusheng by way of subscription of the Convertible Note (“CB”).

Pursuant to the Framework Agreement and the Asset Transfer Agreements, the Company agreed to sell, either directly or through its affiliates, and Yusheng agreed to purchase, either directly or through its affiliates, certain used car assets group, including fixed assets, intangible assets such as domain name, trademark, and copyright, and some goodwill (defined as “Transferred Assets”), for an aggregate purchase price of US\$21 million or its RMB equivalent (exclusive of any PRC tax). Gain on the disposal of the assets group amounting to RMB53.1 million has been recognized during the six months ended June 30, 2018.

## 8 Expenses by nature

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>Unaudited</b>	<b>Audited</b>
Funding costs	973,107	409,175
Employee benefit expenses	639,633	285,802
Provision for credit losses of finance receivables (Note 15)	259,426	35,368
Depreciation and amortization charges (Note 12)	238,935	71,298
Leasing related expenses	200,830	67,787
Marketing and advertising expenditures	194,127	111,447
Cost of automobiles sold	86,876	103,110
Office and administrative expenses	62,817	51,929
Provision for impairment of trade receivables (Note 16)	21,605	12,956
Provision for impairment of other receivables (Note 17)	3,902	5,697
Other expenses	70,511	103,669
<b>Total cost of revenues, selling and marketing expenses, administrative expenses and research and development expenses</b>	<u>2,751,769</u>	<u>1,258,238</u>



## 9 Finance income and expenses

	Six months ended June 30,	
	2018	2017
	<i>RMB'000</i>	<i>RMB'000</i>
	Unaudited	Audited
<b>Finance income:</b>		
— Interest income	17,179	14,918
<b>Finance expenses:</b>		
— Interest expenses	(1,665)	(1,287)
— Issuance costs of convertible redeemable preferred shares	—	(14,318)
	<u>(1,665)</u>	<u>(15,605)</u>
<b>Net finance income/(expenses)</b>	<u><b>15,514</b></u>	<u><b>(687)</b></u>

## 10 Income tax expense

The income tax expense of the Group for the six months ended June 30, 2018 and 2017 is analysed as follows:

	Six months ended June 30,	
	2018	2017
	<i>RMB'000</i>	<i>RMB'000</i>
	Unaudited	Audited
Current income tax	52,948	113,955
Deferred income tax (Note 24)	<u>(41,337)</u>	<u>(12,045)</u>
<b>Income tax expense</b>	<u><b>11,611</b></u>	<u><b>101,910</b></u>

### (a) Cayman Islands Income Tax

The Company is incorporated under the law of the Cayman Islands as an exempted company with limited liability under the Companies Law of the Cayman Islands and is not subject to Cayman Islands income tax. As such, the operating results reported by the Company is not subject to any income tax.

### (b) Hong Kong Income Tax

Hong Kong income tax rate is 16.5%. No Hong Kong profits tax was provided for as there was no estimated assessable profit that was subject to Hong Kong profits tax for the period ended June 30, 2018 and June 30, 2017.

**(c) PRC Enterprise Income Tax (“EIT”)**

The income tax provision of the Group in respect of its operations in PRC was calculated at the tax rate of 25% on the assessable profits for the period ended June 30, 2018 and June 30, 2017, based on the existing legislation, interpretations and practices in respect thereof.

Shanghai Lanshu Information Technology Co., Ltd. (“Shanghai Lanshu”) was accredited as a “software enterprise” under the relevant PRC laws and regulations in 2017. Therefore, Shanghai Lanshu is exempt from EIT for two years, followed by a 50% reduction in the applicable tax rates for the next three years, commencing from the first year of profitable operation after offsetting tax losses generating from prior years.

In accordance with relevant PRC laws and regulations, Xinjiang Yin’an Information Technology Co., Ltd. (“Xinjiang Yin’an”) is exempt from EIT for five years, commencing from the first year of profitable operation after offsetting tax losses generating from prior years.

**(d) PRC Withholding Tax (“WHT”)**

According to the PRC Enterprise Income Tax Law (“EIT Law”), distribution of profits earned by PRC companies since January 1, 2008 to foreign investors is subject to withholding tax of 5% or 10%, depending on the country of incorporation of the foreign investor, upon the distribution of profits to overseas-incorporated immediate holding companies.

For the period ended June 30, 2018 and June 30, 2017, the Group did not have any plan to require its PRC subsidiaries to distribute their retained earnings and intended to retain them to operate and expand the business in the PRC. Accordingly, no deferred income tax liability on WHT was accrued as at the end of each reporting period.

**11 Loss per share**

**(a) Basic**

Basic loss per share is calculated by dividing the loss attributable to owners of the Company by the weighted average number of ordinary shares in issue during the period.

	<b>Six months ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
Loss attributable to owners of the Company (RMB’000)	<b>(159,484)</b>	(6,099,375)
Weighted average number of ordinary shares in issue	<b><u>6,177,904,024</u></b>	<u>134,999,060</u>
Basic loss per share (expressed in RMB per share)	<b><u>(0.03)</u></b>	<u>(45.18)</u>

**(b) Diluted**

Diluted loss per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. For the period ended June 30, 2018, the Company had one category of potential ordinary shares, i.e. the shares options awarded under the Pre-IPO Share Option and Share Award Schemes (Note 20). For the period ended June 30, 2017, the Company had one category of potential ordinary shares, i.e. convertible redeemable preferred shares issued by the Company. As the Group incurred losses for the periods ended June 30, 2018 and 2017, the potential ordinary shares were not included in the calculation of dilutive loss per share, as their inclusion would be anti-dilutive. Accordingly, dilutive losses per share for the periods ended June 30, 2018 and 2017 are the same as basic loss per share of the respective periods.

**12 Property and equipment and Intangible assets**

	<b>Property and Equipment RMB'000</b>	<b>Intangible Assets RMB'000</b>
<b>Unaudited</b>		
Six months ended June 30, 2018		
Opening net book amount	1,208,544	2,384,761
Additions	159,838	1,988
Disposals	(295,493)	(62,922)
Depreciation/amortization charge	(142,052)	(96,883)
	<u>930,837</u>	<u>2,226,944</u>
Closing net book amount	<u>930,837</u>	<u>2,226,944</u>
<b>Audited</b>		
Six months ended June 30, 2017		
Opening net book amount	103,746	242,796
Additions	502,837	14,777
Business combination	—	22,380
Disposals	(24,360)	(18,249)
2017 Reorganization	—	2,252,296
Subsidiary Disposal	(595)	—
Depreciation/amortization charge	(32,862)	(38,436)
	<u>548,766</u>	<u>2,475,564</u>
Closing net book amount	<u>548,766</u>	<u>2,475,564</u>

### 13 Investment in an associate in the form of ordinary shares

	Six months ended June 30,	
	2018 RMB'000	2017 RMB'000
At beginning of the period	16,051	100
Additions	—	5,933
Distribution to Bitauto Group in 2017 Reorganization	—	(100)
Share of profit of an associate	111	—
	<u>16,162</u>	<u>5,933</u>
At end of the period	<u>16,162</u>	<u>5,933</u>

### 14 Financial assets at fair value through profit or loss

	Six months ended June 30,	
	2018 RMB'000 Unaudited	2017 RMB'000 Audited
At beginning of the period	156,829	150,000
Additions	48,083	—
Fair value gain	2,585	6,829
	<u>207,497</u>	<u>156,829</u>
At end of the period	<u>207,497</u>	<u>156,829</u>

The Group made investments in redeemable convertible preferred shares and ordinary shares with preferential rights of certain private companies. These investments held by the Company contain embedded derivatives that are not closely related to the host contracts. After considering the Group's investment objectives and intention, the Group decided to not bifurcate the embedded derivatives from the host instruments and designated the entire hybrid contracts as financial assets at fair value through profit or loss, with the changes in the fair value recorded in "other gains, net" in the consolidated income statements.

For the six months ended June 30, 2018, the Group recorded fair value gain RMB2,585,000 (For the six months ended June 30, 2017: fair value gain RMB6,829,000) against the carrying amount of its investments in the investee companies, respectively, based on results of its fair value assessment.

## 15 Finance receivables

The Group provides automobile financing lease services on its self-operated financing business. Details of finance receivables as at June 30, 2018 and December 31, 2017 is as below:

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Finance receivables		
— Finance receivables, gross	<b>40,132,041</b>	33,709,509
— Unearned finance income	<b>(4,107,629)</b>	(3,662,518)
	<hr/>	<hr/>
Finance receivables, net	<b>36,024,412</b>	30,046,991
Less: provision for credit losses	<b>(414,591)</b>	(134,169)
	<hr/>	<hr/>
Carrying amount of finance receivables	<b>35,609,821</b>	29,912,822
	<hr/>	<hr/>
Finance receivables, gross		
— Within one year	<b>20,539,557</b>	16,484,905
— After one year but not more than five years	<b>19,592,484</b>	17,224,604
	<hr/>	<hr/>
	<b>40,132,041</b>	33,709,509
	<hr/> <hr/>	<hr/> <hr/>
Finance receivables, net		
— Within one year	<b>17,078,298</b>	13,437,607
— After one year but not more than five years	<b>18,946,114</b>	16,609,384
	<hr/>	<hr/>
Total	<b>36,024,412</b>	30,046,991
	<hr/> <hr/>	<hr/> <hr/>

The following table sets forth the carrying amount of finance receivables by major categories:

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Finance receivables:		
— Individual customers	<b>35,330,180</b>	29,779,274
— Auto dealers	<b>279,641</b>	133,548
	<hr/>	<hr/>
	<b>35,609,821</b>	29,912,822
	<hr/> <hr/>	<hr/> <hr/>

An aging analysis of finance receivables is as follows:

	<b>As of June 30 2018 RMB'000 Unaudited</b>	As of December 31 2017 RMB'000 Audited
Not past due	<b>34,771,941</b>	29,190,773
Past due		
Up to 1 month	<b>717,625</b>	411,830
1 to 3 months	<b>155,171</b>	198,671
Over 3 months	<b>379,675</b>	245,717
Finance receivables, net	<b>36,024,412</b>	30,046,991
Less: provision for credit losses	<b>(414,591)</b>	(134,169)
Carrying amount of finance receivables	<b><u>35,609,821</u></b>	<u>29,912,822</u>

As at June 30, 2018 and December 31, 2017, carrying amounts of the finance receivables are primarily denominated in RMB and approximate their fair values at each of the reporting dates.

Movements on the Group's provision for credit losses of finance receivables are as follows:

	<b>Provision for credit losses RMB'000</b>
Provision Movement:	
At December 31, 2017	134,169
Change in accounting policy (Note 3.1)	186,340
At January 1, 2018	320,509
Charge for the period	259,426
Write off	<b>(165,344)</b>
At June 30, 2018	<b><u>414,591</u></b>
At January 1, 2017	22,486
Charge for the period	35,368
Write off	(27,107)
At June 30, 2017	<u>30,747</u>

## 16 Trade receivables

	<b>As at June 30 2018 RMB'000 Unaudited</b>	As of December 31 2017 RMB'000 Audited
Trade receivables	<b>828,056</b>	752,394
Less: provision for impairment	<b>(93,864)</b>	(72,259)
Trade receivables, net	<b><u>734,192</u></b>	<u>680,135</u>

(a) An aging analysis of trade receivables (net of provision for impairment) based on invoice date is as follows:

	<b>As of June 30 2018 RMB'000 Unaudited</b>	As of December 31 2017 RMB'000 Audited
Up to 3 months	<b>229,016</b>	425,535
3 to 6 months	<b>149,266</b>	190,275
Over 6 months	<b>355,910</b>	64,325
	<b><u>734,192</u></b>	<u>680,135</u>

As at June 30, 2018 and December 31, 2017, the carrying amounts of trade receivables are primarily denominated in RMB and approximate their fair values at each of the reporting dates.

(b) The Group allows a credit period of no more than 18 months to its customers. As at June 30, 2018, trade receivables of RMB273,621,000 (2017: RMB158,158,000) were past due but not impaired.

	<b>As of June 30 2018 RMB'000 Unaudited</b>	As of December 31 2017 RMB'000 Audited
Up to 3 months	<b>67,121</b>	66,560
3 to 6 months	<b>59,639</b>	27,273
Over 6 months	<b>146,861</b>	64,325
	<b><u>273,621</u></b>	<u>158,158</u>



There is no objective evidence that would lead to an impairment charge for the trade receivables past due but not impaired as at June 30, 2018 and December 31, 2017.

Movements on the Group's provision for impairment of trade receivables are as follows:

	<b>Individually impaired RMB'000</b>
Provision Movement:	
At January 1, 2018	72,259
Charge for the period	<u>21,605</u>
At June 30, 2018	<u><u>93,864</u></u>
At January 1, 2017	36,487
Effect of the distribution to Bitauto Group in 2017 Reorganization	(4,005)
Charge for the period	<u>12,956</u>
At June 30, 2017	<u><u>45,438</u></u>

## 17 Prepayments, deposits and other assets

	<b>As of June 30 2018 RMB'000 Unaudited</b>	As of December 31 2017 RMB'000 Audited
<b>Included in non-current assets:</b>		
Vehicles purchased for future leases	731,681	583,298
Prepayment for vehicles (a)	332,207	261,768
Long-term prepaid expenses	110,160	123,554
Deposits and others	<u>582,099</u>	<u>390,266</u>
	<u><u>1,756,147</u></u>	<u><u>1,358,886</u></u>

**Included in current assets:**

Prepaid taxes	495,323	432,663
Deposits	220,616	68,985
Other receivables from disposal of assets	137,230	—
Prepayment for an investment	100,000	—
Other receivables due from a third party	93,000	—
Other receivables due from related parties	27,346	47,308
Prepayments (b)	43,607	56,602
Operational advance to employees	14,847	51,414
Advances to used car dealers	11,987	62,843
Others	103,486	65,907
	<u>1,247,442</u>	<u>785,722</u>
Less: provision for impairment	<u>(25,398)</u>	<u>(21,496)</u>
	<u>1,222,044</u>	<u>764,226</u>
<b>Total</b>	<u><u>2,978,191</u></u>	<u><u>2,123,112</u></u>

*Notes:*

- (a) The prepayment for automobiles as at June 30, 2018 includes prepayment to Chetuan amounting RMB122,737,000 (2017: RMB115,564,000).
- (b) The prepayments as at June 30, 2018 include prepayments to Beijing Changxing Information Technology Co., Ltd. amounting RMB2,523,000 (2017: RMB2,904,000), and prepayments to Beijing Jingdong Century Information Technology Co., Ltd. amounting RMB9,905,000 (2017: RMB9,450,000), respectively.

As at June 30, 2018 and December 31, 2017, the carrying amounts of prepayments, deposits and other assets are primarily denominated in RMB and approximate their fair values at each of the reporting dates. As at June 30, 2018 and December 31, 2017 there are no significant balances that are past due.

## 18 Restricted cash

Cash that is restricted as to withdrawal for use or pledged as security is reported separately on the face of the consolidated balance sheets, and is not included in the total cash and cash equivalents in the consolidated statement of cash flows.

	<b>As of June 30 2018 RMB'000 Unaudited</b>	<b>As of December 31 2017 RMB'000 Audited</b>
Term deposits pledged for bank borrowings (a)	<b>1,338,553</b>	150,000
Cash deposited in asset-backed securitization vehicles (b)	<b>274,992</b>	211,368
Cash pledged for bank notes (c)	<b>61,846</b>	145,227
Other deposits in banks	<b>38,807</b>	4,639
	<b><u>1,714,198</u></b>	<b><u>511,234</u></b>

*Notes:*

- (a) The balance represents the term deposits placed with banks and used as pledged assets for the Group's bank borrowings.
- (b) The balance represents the cash collected from the finance receivables that are deposited in asset-backed securitization vehicles by the Group. Such balance is restricted from withdrawal by the Group.
- (c) The balance represents the deposits placed with banks and used as pledged assets for the Group's bank notes.

## 19 Share capital and share premium

	Note	Number of ordinary shares	Nominal value of ordinary shares <i>US\$'000</i>	Number of preferred shares	Nominal value of preferred shares <i>US\$'000</i>
<b>Authorized:</b>					
<b>As at January 1 and June 30, 2018</b>		<b><u>15,000,000,000</u></b>	<b><u>1,500</u></b>	<b><u>—</u></b>	<b><u>—</u></b>
<b>At January 1, 2017</b>		988,416,450	99	511,583,550	51
Reclassification and re-designation on issuance of series C preferred shares		<u>(108,551,910)</u>	<u>(11)</u>	<u>108,551,910</u>	<u>11</u>
<b>As at June 30, 2017</b>		<b><u>879,864,540</u></b>	<b><u>88</u></b>	<b><u>620,135,460</u></b>	<b><u>62</u></b>
	Note	Number of ordinary shares	Nominal value of ordinary shares <i>US\$'000</i>	Equivalent Nominal value of ordinary shares <i>RMB'000</i>	Share premium <i>RMB'000</i>
<b>Issued:</b>					
<b>At January 1, 2018</b>		<b><u>6,276,322,474</u></b>	<b><u>616</u></b>	<b><u>4,080</u></b>	<b><u>34,409,418</u></b>
Shares options granted to employees under the Pre- IPO Share Option Scheme — Shares issued and proceeds received	(a)	<b>1,405,030</b>	—	<b>1</b>	<b>5,035</b>
Release of ordinary shares from Share Scheme Trusts	(b)	<u>—</u>	<u>4</u>	<u>26</u>	<u>146,894</u>
<b>As at June 30, 2018</b>		<b><u>6,277,727,504</u></b>	<b><u>620</u></b>	<b><u>4,107</u></b>	<b><u>34,561,347</u></b>
<b>At January 1, 2017</b>		176,270,290	13	83	505,524
Cancellation of ordinary shares		<u>(41,271,230)</u>	<u>—</u>	<u>—</u>	<u>—</u>
<b>As at June 30, 2017</b>		<b><u>134,999,060</u></b>	<b><u>13</u></b>	<b><u>83</u></b>	<b><u>505,524</u></b>

Notes:

- (a) During the six months ended June 30, 2018, 1,405,030 pre-IPO share options with exercise price of US\$0.0014 were exercised.

- (b) On October 12, 2017, the Company modified the share option agreement with 20 grantees, including 1 director, 6 other senior management members, and 13 other employees, by immediately vesting a total of 15,957,262 share options held by the grantees. On the same date, the grantees exercised the share options in full for 15,957,262 ordinary shares issued by the Company and transferred 7,167,993, 3,439,269 and 5,350,000 ordinary shares to Xindu Limited, Spring Forests Limited and Yidu Limited, respectively, which are trusts established to hold the shares for and on behalf of the grantees (collectively, “Share Scheme Trusts”). The grantees’ entitlement of the trusts are subject to vesting conditions that are substantially the same as those in the share option agreement before above mentioned modification. The ordinary shares held by Share Scheme Trusts are not considered issued and outstanding until the grantee’s entitlement of the trusts is vested. As at June 30, 2018, total number of ordinary shares held by Share Scheme Trusts amounted to 111,700,834. During the six months ended June 30, 2018, 40,987,142 ordinary shares held by Share Scheme Trusts were issued and outstanding.

## 20 Share-based payments

### (a) Shares options granted to employees under the Pre-IPO Share Option Scheme

The total expenses recognized in the interim condensed consolidated income statement for share-based awards granted to the Group’s employees are RMB191,399,000 for the period ended June 30, 2018 (six months ended June 30, 2017: RMB16,945,000).

The exercise price of the granted options to employees shall be US\$0.0014. The options have graded vesting terms determined in the grant letter, on the condition that employees remain in service without any performance requirements. The vesting dates should be determined by the Company and grantees for each option agreement. The granted options have a contractual option term of ten years. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

Movements in the number of share options granted to employees outstanding are as follows:

	<b>Number of share options</b>
Outstanding as at January 1, 2018	<b>392,429,709</b>
Granted during the year	—
Capitalization Issue	—
Exercised during the year	<b>(42,392,172)</b>
Forfeited during the year	<b><u>(6,942,796)</u></b>
Outstanding as at June 30, 2018	<b><u><u>343,094,741</u></u></b>
Vested as of June 30, 2018	<b><u><u>192,939,638</u></u></b>

### (b) Expected Retention Rate under Pre-IPO Share Option Scheme

The Group has to estimate the expected yearly percentage of grantees that will stay within the Group at the end of the vesting periods of the share options (the “Expected Retention Rate”) in order to determine the amount of share-based compensation expenses charged to the consolidated income statement. As at June 30, 2018, the Expected Retention Rate for the Group’s directors, senior management members, and other employees was assessed to be 100%, 100% and 91%, respectively (2017: 100%, 100% and 95%).

## 21 Trade payables

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Trade payables	<u><b>858,018</b></u>	<u>947,751</u>

An aging analysis of trade payables based on invoice date is as follows:

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Up to 3 months	<b>213,551</b>	692,245
3 to 6 months	<b>406,352</b>	140,823
6 months to 1 year	<b>185,342</b>	59,738
Over 1 year	<u><b>52,773</b></u>	<u>54,945</u>
	<u><b>858,018</b></u>	<u>947,751</u>

## 22 Other payables and accruals

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Deposits payable	<b>323,404</b>	291,960
Advance from customers	<b>321,736</b>	240,590
Interest payables	<b>239,848</b>	88,721
Deferred revenue — current	<b>90,087</b>	81,629
Staff costs and welfare accruals	<b>88,903</b>	101,791
Accrued expenses	<b>76,616</b>	120,440
Other payables to related parties for goods and services	<b>76,360</b>	81,818
Loans payable to Bitauto Group	—	200,132
Others	<u><b>179,752</b></u>	<u>102,849</u>
	<u><b>1,396,706</b></u>	<u>1,309,930</u>

As at June 30, 2018, the carrying amounts of the Group's other payables and accruals, excluding advance from customers, staff costs and welfare accruals and other accruals, approximate their fair values at each of the reporting date.

## 23 Borrowings

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
<b>Included in non-current liabilities:</b>		
Pledge borrowings	704,600	50,000
Borrowings guaranteed by Bitauto Group	—	471,200
Asset-backed securitization debt	4,351,409	2,611,821
Other secured borrowings	3,389,771	3,443,912
Unsecured borrowings	1,123,236	1,109,160
	<u>9,569,016</u>	<u>7,686,093</u>
<b>Included in current liabilities:</b>		
Pledge borrowings	489,400	100,000
Borrowings guaranteed by Bitauto Group	471,400	400
Asset-backed securitization debt	8,784,529	6,165,429
Other secured borrowings	8,859,270	8,974,174
Unsecured borrowings	851,561	2,169,039
	<u>19,456,160</u>	<u>17,409,042</u>
<b>Total borrowings</b>	<u><u>29,025,176</u></u>	<u><u>25,095,135</u></u>

The borrowings are repayable as follows:

	As of <b>June 30</b> <b>2018</b> <i>RMB'000</i> <b>Unaudited</b>	As of December 31 2017 <i>RMB'000</i> Audited
Within 1 year	19,456,160	17,409,042
Between 1 and 2 years	8,623,467	6,460,793
Between 2 and 5 years	945,549	1,225,300
	<u>29,025,176</u>	<u>25,095,135</u>



## 24 Deferred income taxes

The movements in deferred income tax assets and liabilities during the year, without taking into consideration the offsetting of balances within the same tax jurisdiction, are as follows:

<b>Deferred income tax liabilities</b>	<b>Fair value gain on financial assets RMB'000</b>	<b>Intangible assets acquired in business combination RMB'000</b>	<b>Total RMB'000</b>	
At January 1, 2018	(1,707)	(14,322)	(16,029)	
Credited to consolidated income statement	(646)	13,691	13,045	
At June 30, 2018	<u>(2,353)</u>	<u>(631)</u>	<u>(2,984)</u>	
At January 1, 2017	—	(15,639)	(15,639)	
Business combination	—	(4,297)	(4,297)	
Disposal of a subsidiary	—	3,474	3,474	
Credited to consolidated income statement	(1,707)	1,043	(664)	
At December 31, 2017	<u>(1,707)</u>	<u>(15,419)</u>	<u>(17,126)</u>	
	<b>Provision for credit losses of finance receivables RMB'000</b>	<b>Tax losses RMB'000</b>	<b>Others RMB'000</b>	<b>Total RMB'000</b>
At December 31, 2017	41,120	4,800	2,373	48,293
Adjustment to retained earnings from adoption of IFRS 9 on January 1, 2018	46,585	—	—	46,585
At January 1, 2018	87,705	4,800	2,373	94,878
Credited to consolidated income statement	23,521	3,009	1,762	28,292
At June 30, 2018	<u>111,226</u>	<u>7,809</u>	<u>4,135</u>	<u>123,170</u>
At January 1, 2017	5,622	—	—	5,622
2017 Reorganization	—	(1,806)	—	(1,806)
Credited to consolidated income statement	8,841	3,868	—	12,709
At June 30, 2017	<u>14,463</u>	<u>2,062</u>	<u>—</u>	<u>16,525</u>

## 25 Subsequent event

On June 13, 2018, the Company announced that it and Yusheng entered into the Convertible Note Purchase Agreement, the Business Cooperation Agreement and the Framework Agreement in relation to the Company's investment in Yusheng by way of subscription for the Convertible Note.

Pursuant to the Convertible Note Purchase Agreement, Yusheng agreed to issue, and the Company agreed to purchase, the Convertible Note for the principal amount of US\$260 million (equivalent to approximately HK\$2,040 million). Assuming full conversion, the Series Pre-A Preferred Shares convertible under the Convertible Note will represent an interest of approximately 40.63% in the share capital of Yusheng assuming full subscription of the Series A-1 and Series A-2 Preferred Shares by certain other investors under the Securities Subscription Agreement and that all the equity securities which Yusheng intends to reserve for issuance pursuant to its future the employee equity incentive plan have been issued.

In announcement, as the consideration for the subscription of the Convertible Note, the Company agreed to (i) pay a cash consideration of US\$21 million (equivalent to approximately HK\$165 million) which will be payable by the Company with its own internal resources, and (ii) provide the Cooperation to Yusheng and/or its affiliates pursuant to the terms of the Business Cooperation Agreement.

Pursuant to the above announcement, the subscription for the convertible note issued by Yusheng was closed on July 16, 2018.

## **OTHER INFORMATION**

### **Purchase, Sale or Redemption of the Company's Listed Securities**

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

### **Employee and Remuneration Policy**

As at June 30, 2018, we had 4,106 full-time employees (December 2017: 4,743). In line with the performance of the Group and individual employees, a competitive remuneration package is offered to retain employees, including salaries, discretionary bonuses and contributions to benefit plans (including pensions). Employees of the Group are eligible participants of the Pre-IPO Share Option Scheme, the First Share Award Scheme and the Second Share Award Scheme, the details of which are set out in the Prospectus.

### **Compliance With the Corporate Governance Code**

The Company is committed to maintaining and promoting stringent corporate governance. The principle of the Company's corporate governance is to promote effective internal control measures, uphold a high standard of ethics, transparency, responsibility and integrity in all aspects of business, to ensure that its affairs are conducted in accordance with applicable laws and regulations and to enhance the transparency and accountability of the Board to all shareholders.

Throughout the Reporting Period, the Company has complied with all applicable code provisions set out in the CG Code contained in Appendix 14 to the Listing Rules, except for the following deviations from code provision A.2.1 of the CG Code.

Code provision A.2.1 of the CG Code stipulates that the roles of the chairman and the chief executive officer should be separate and should not be performed by the same individual. Mr. Andy Xuan Zhang is the chairman and chief executive officer of the Company. The Board believes that vesting the roles of both chairman and chief executive officer in Mr. Zhang has the benefit of ensuring consistent leadership within the Group and enables more effective and efficient overall strategic planning for the Group. The Board considers that the balance of power and authority for the present arrangement will not be impaired and this structure will enable the Company to make and implement decisions promptly and effectively. The Board will continue to review and consider splitting the roles of chairman and chief executive officer of the Company at a time when it is appropriate by taking into account the circumstances of our Group as a whole.

The Company will continue to regularly review and monitor its corporate governance practices to ensure compliance with the CG Code, and maintain a high standard of corporate governance practices of the Company.

### **Compliance with the Model Code for Securities Transactions by Directors**

The Company has devised the Company's Securities Dealing Code. Having made specific enquiry of all the Directors of the Company, all the Directors confirmed that they have complied with the Company's Securities Dealing Code throughout the Reporting Period.

The Company's Securities Dealing Code also applies to relevant employees who are likely to be in possession of inside information of the Company. After making reasonable enquiry, no incident of non-compliance with the Company's Securities Dealing Code by relevant employees was noted.

### **Audit Committee and Review of Financial Statements**

The Company established the Audit Committee with written terms of reference in compliance with the CG Code. As at the date of this announcement, the Audit Committee comprises three independent non-executive Directors, namely Mr. Chester Tun Ho Kwok, Mr. Tin Fan Yuen and Ms. Lily Li Dong. Mr. Chester Tun Ho Kwok is the chairman of the Audit Committee.

The Audit Committee has reviewed the unaudited interim consolidated financial statements of the Group for the Reporting Period. The Audit Committee has also discussed matters with respect to the accounting policies and practices adopted by the Group and internal control with senior management and the Group's auditor, PricewaterhouseCoopers. Based on this review and discussions with the management, the Audit Committee was satisfied that the Group's unaudited interim consolidated financial statements were prepared in accordance with applicable accounting standards and fairly present the Group's financial position and results for the Reporting Period.

### **Use of Proceeds**

Our shares were listed on the Stock Exchange on the Listing Date and the net proceeds raised during our IPO amounted to approximately HK\$6,508 million (equivalent to approximately RMB5,525 million). There has been no change in the intended use of net proceeds as previously disclosed in the Prospectus and the 2017 annual report of the Company published on April 26, 2018.

	IPO Proceeds		Utilization up to June 30, 2018		Unutilized amount	
	HK\$'000	RMB'000	HK\$'000	RMB'000	HK\$'000	RMB'000
Sales and marketing	1,952,278	1,657,523	<b>1,952,278</b>	<b>1,657,523</b>	—	—
Research and technology capabilities enhancement	1,301,519	1,105,016	<b>191,745</b>	<b>162,795</b>	1,109,774	942,221
Self-operated financing business	1,301,519	1,105,016	<b>1,301,519</b>	<b>1,105,016</b>	—	—
Potential investments or acquisitions	1,301,519	1,105,016	<b>174,908</b>	<b>148,500</b>	1,126,611	956,516
Working capital and other general corporate purposes	<u>650,760</u>	<u>552,506</u>	<u><b>650,760</b></u>	<u><b>552,506</b></u>	<u>—</u>	<u>—</u>
<b>Total</b>	<u><b>6,507,595</b></u>	<u><b>5,525,077</b></u>	<u><b>4,271,210</b></u>	<u><b>3,626,340</b></u>	<u><b>2,236,385</b></u>	<u><b>1,898,737</b></u>

### Interim Dividend

The Board did not recommend the payment of an interim dividend for the six months ended June 30, 2018 (2017: nil).

### Publication of Interim Results and Interim Report

This interim results announcement is published on the website of the Stock Exchange ([www.hkexnews.hk](http://www.hkexnews.hk)) and the website of the Company ([www.yixincars.com](http://www.yixincars.com)). The interim report of the Group for the six months ended June 30, 2018 will be published on the aforesaid websites and dispatched to the Shareholders in due course.

## APPRECIATION

On behalf of the Group, I would like to take this opportunity to express our sincere gratitude to our consumers and business partners. I would also like to thank our dedicated employees and management team for their commitment, diligence, integrity, and professionalism. I am also thankful for the continued support and trust from our shareholders and stakeholders. We will continue to build on our capabilities and strengthen our ecosystem to provide consumers with better online automobile transaction experience.

## DEFINITIONS

In this announcement, unless the context otherwise requires, the following terms have the following meanings:

“affiliate(s)”	any company that directly or indirectly controls, is controlled by or is under common control of the company in question, provided that control shall mean the possession, directly or indirectly, of the power to direct or cause the direction of the management of a company, whether through the ownership of voting securities, by contract, credit arrangement or proxy, as trustee, executor, agent or otherwise, and accordingly, for the purpose of the definition of affiliate(s), a company shall be deemed to control another company if such first company, directly or indirectly, owns or holds more than 50% of the voting equity securities in such other company, and terms deriving from control, such as “controlling” and “controlled”, shall have a meaning corollary to that of control
“Asset Transfer Agreements”	the ancillary asset transfer agreements annexed to the Framework Agreement to be entered into by and among the respective subsidiaries or affiliates of the Company and Yusheng
“Audit Committee”	the audit committee of the Company
“Beijing KKC”	Beijing KKC Technology Co., Ltd.* (北京看看車科技有限公司), a company established under the laws of the PRC, and a wholly-owned subsidiary of the Company
“Beijing Yixin”	Beijing Yixin Information Technology Co., Ltd.* (北京易鑫信息科技有限公司), a company established under the laws of the PRC and the Consolidated Affiliated Entity
“Bitauto”	Bitauto Holdings Limited, a company incorporated under the laws of the Cayman Islands and currently listed on the New York Stock Exchange (NYSE: BITA), and one of the Controlling Shareholders

“Bitauto Group”	Bitauto and/or subsidiaries and its consolidated affiliated entities from time to time, excluding the Group unless the context so requires
“Bitauto HK”	Bitauto Hong Kong Limited (易車香港有限公司), a company incorporated under the laws of Hong Kong and one of the Controlling Shareholders of the Company
“Board”	the board of Directors
“Business Cooperation Agreement”	the business cooperation agreement dated June 13, 2018 entered into between the Company and Yusheng
“CG Code”	the Corporate Governance Code and Corporate Governance Report set out in Appendix 14 of the Listing Rules
“China” or “PRC”	the People’s Republic of China and, for the purpose of this announcement only, excluding Hong Kong, Macau Special Administrative Region and Taiwan
“Company”	Yixin Group Limited (易鑫集团有限公司), (formerly known as Yixin Capital Limited) an exempted company with limited liability incorporated under the laws of the Cayman Islands, the shares of which are listed on the Main Board of the Stock Exchange (Stock Code: 2858)
“Company’s Securities Dealing Code”	the Company’s own code of conduct for securities transactions regarding the Directors’ dealings in the securities of the Company on terms no less exacting than the Model Code
“Consolidated Affiliated Entity”	the entity the Company controls through the Contractual Arrangements
“Contractual Arrangements”	the series of contractual arrangements entered into by, among others Beijing KKC, our Consolidated Affiliated Entity and its shareholders
“Controlling Shareholder(s)”	has the meaning ascribed to it under the Listing Rules and, in the context of this announcement, refers to Bitauto and Bitauto HK and each of them shall be referred to as a controlling Shareholder
“Conversion Price”	US\$20.00 (equivalent to approximately HK\$156.93) per Conversion Share
“Conversion Share(s)”	Non-voting Series Pre-A Preferred Shares to be issued upon exercise of the Convertible Note at the Conversion Price



“Convertible Note”	the convertible note in the principal amount of US\$260 million (equivalent to approximately HK\$2,040 million), which is convertible into 13 million Conversion Shares pursuant to the Convertible Note Purchase Agreement
“Convertible Note Purchase Agreement”	the convertible note purchase agreement dated June 13, 2018 entered into between the Company and Yusheng
“Cooperation”	means certain cooperation services to be provided by the Company or its affiliates to the Yusheng Group for a term of twenty (20) years, including traffic support in relation to the Used Automobile Transaction Business, support in relation to certain automobile database, and the Non-compete Undertaking pursuant to the Business Cooperation Agreement
“Director(s)”	the director(s) of the Company
“First Share Award Scheme”	the share award scheme conditionally adopted by the written resolutions of the Shareholders on May 26, 2017, and amended on September 1, 2017 and effective from the Listing Date. The principal terms of which are set out in the section headed “Statutory and General Information — Pre-IPO Share Option and Share Award Schemes — First Share Award Scheme” of the Prospectus
“Framework Agreement”	the framework agreement dated June 13, 2018 entered into between the Company and Yusheng and the annexed Assets Transfer Agreements
“Group”	the Company, its subsidiaries and the Consolidated Affiliated Entity
“Hong Kong”	the Hong Kong Special Administrative Region of the PRC
“Hong Kong dollars” or “HK\$”	Hong Kong dollars, the lawful currency of Hong Kong
“IFRSs”	International Financial Reporting Standards, as issued from time to time by the International Accounting Standards Board
“IPO”	initial public offering
“IPO Proceeds”	the total net proceeds raised during the IPO of the Company amounted to approximately HK\$6,508 million (equivalent to approximately RMB5,525 million), after deducting underwriting commissions and other related expenses paid and payable for the Listing

“JD.com”	JD.com, Inc., a company incorporated in the Cayman Islands and listed on Nasdaq Global Select Market (Nasdaq: JD) and a substantial shareholder of the Company
“Listing”	the listing of the Shares on the Main Board
“Listing Rules”	the Rules governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (as amended from time to time)
“Listing Date”	November 16, 2017, the date the Shares were listed on the Stock Exchange
“Main Board”	the stock exchange (excluding the option market) operated by the Stock Exchange which is independent from and operates in parallel with the Growth Enterprise Market of the Stock Exchange
“Model Code”	the Model Code for Securities Transactions by Directors of Listed Issuers set out in Appendix 10 of the Listing Rules
“Non-compete Undertaking”	the Company’s undertaking not to, and agreeing to cause the Group not to, directly or indirectly, invest in, manage, own, engage in, operate or control or provide technical, operational or financial assistance to any Used Automobile Transaction Business, other than through a company within the Yusheng Group
“NYSE”	the New York Stock Exchange
“Pre-IPO Share Option Scheme”	the pre-IPO share option scheme approved and adopted by the Board on May 26, 2017 and amended on September 1, 2017. The principal terms of which are set out in the section headed “Statutory and General Information — Pre-IPO Share Option and Share Award Schemes — Pre-IPO Share Option Scheme” of the Prospectus
“Prospectus”	the prospectus issued by the Company in connection with the Hong Kong Public Offering dated November 6, 2017
“PwC”	PricewaterhouseCoopers, the Group’s auditor
“RMB”	Renminbi, the lawful currency of PRC
“Reporting Period”	the six months ended June 30, 2018

“Second Share Award Scheme”	the share award scheme conditionally approved and adopted by written resolutions of all the Shareholders on September 1, 2017 and effective from the Listing Date. The principal terms of which are set out in the section headed “Statutory and General Information — Pre-IPO Share Option and Share Award Schemes — Second Share Award Scheme” of the Prospectus
“Securities Subscription Agreement”	the securities subscription agreement entered into between Yusheng and certain other investors, including entities affiliated with Tencent and JD.com, pursuant to which Yusheng has agreed to issue and the investors agreed to subscribe for and/or have the option to subscribe for the Series A-1 and Series A-2 Preferred Shares
“Series A-1 Preferred Shares”	Series A-1 preferred shares of Yusheng with a par value of US\$0.0001 per share
“Series A-2 Preferred Shares”	Series A-2 preferred shares of Yusheng with a par value of US\$0.0001 per share, without voting power
“Shanghai Yixin”	Shanghai Yixin Financing Lease Co., Ltd. (上海易鑫融資租賃有限公司), a company established under the laws of the PRC and an indirect wholly-owned subsidiary of the Company
“Share(s)”	ordinary share(s) in the share capital of the Company with a par value of US\$0.0001 each
“Shareholder(s)”	holder(s) of Share(s) of the Company from time to time
“Stock Exchange”	The Stock Exchange of Hong Kong Limited
“subsidiary(ies)”	has the meaning ascribed to it under the Listing Rules
“substantial shareholder”	has the meaning ascribed to it under the Listing Rules
“Tencent”	Tencent Holdings Limited, a company incorporated in the Cayman Islands and listed on the Stock Exchange (Hong Kong Stock Exchange Stock Code: 700) and a substantial shareholder of the Company
“Transferred Assets”	certain fixed and intangible assets which will be transferred for the Used Automobile Transaction Business of Yusheng Group pursuant to the Framework Agreement and the Assets Transfer Agreements
“United States” or “US”	the United States of America, its territories, its possessions and all areas subject to its jurisdiction

“United States dollars” or “US\$”	United States dollars, the lawful currency of the United States
“Used Automobile Transaction Business”	the transaction facilitation services for used automobile purchase, sale, and trade-in, and for the avoidance of doubt, excluding automobile related financing, leasing, and/or insurance businesses
“Yixin HK”	Yixin Holding Hong Kong Limited ( 易鑫集團香港有限公司 ), a company incorporated under the laws of Hong Kong and a directly wholly-owned subsidiary of the Company
“Yusheng”	Yusheng Holdings Limited, an exempted company with limited liability incorporated in the Cayman Islands
“Yusheng Group”	Yusheng, its subsidiaries and consolidated affiliate entities
“%”	per cent.

\* *for identification purpose only*

By Order of the Board  
**Yixin Group Limited**  
**易鑫集團有限公司**  
**Andy Xuan Zhang**  
*Chairman*

Hong Kong, August 22, 2018

*As at the date of this announcement, the Board comprises Mr. Andy Xuan Zhang as Chairman and executive Director and Mr. Dong Jiang as executive Director, Mr. James Gordon Mitchell, Mr. Jimmy Chi Ming Lai, Mr. Chenkai Ling and Mr. Xuyang Zhang as non-executive Directors, and Mr. Tin Fan Yuen, Mr. Chester Tun Ho Kwok and Ms. Lily Li Dong as independent non-executive Directors.*