INTERIM REPORT
2014

Chinasoft International Limited
中軟國際有限公司*

Incorporated in the Cayman Islands with Limited Liability
Stock Code: 0354

* for identification purpose only

CONTENTS

PAGE

Highlights P.2

Chairman's Report P.3

Business Overview Update P.5

Recent Development P.7

Business Overview P.13

Management Discussion and Analysis P.32

Interim Results
- – Consolidated Statement of Comprehensive Income (Unaudited) P.43
- – Consolidated Statement of Financial Position (Unaudited) P.44
- – Consolidated Statement of Changes in Equity (Unaudited) P.46
- – Consolidated Statement of Cash Flow (Unaudited) P.47
- – Notes to the Unaudited Consolidated Financial Statements P.48

Environment, Society and Governance Report P.57

Other Information P.59

HIGHLIGHTS

Results for the first half of 2014

Income statement highlights	For the six months ended 30 June (unaudited) 2014 RMB'000	(unaudited) 2013 RMB'000	% Increase (over the same period last year)
Revenue	1,937,639	1,371,671	41.3%
Revenue from service	1,909,225	1,346,810	41.8%
Gross profit	581,198	407,240	42.7%
Profit for the period	115,088	80,698	42.6%
Profit attributable to Owners of the Group	101,265	72,309	40.0%
EBITDA	229,907	156,618	46.8%
Basic EPS (RMB cents)	5.45	4.20	29.7%

Statement of financial position highlights	(unaudited) 30 June 2014 RMB'000	(audited) 31 December 2013 RMB'000	% Increase
Total assets	4,719,627	4,672,957	1.0%
Total liabilities	(2,163,443)	(2,231,756)	(3.1%)
Total equity	2,556,184	2,441,201	4.7%

t 5 I F% J S F DEUPO S SUF D P N NUF IQE B Z N P GBUO J O U FESJ JWNJ EGPOSIET J N Y P O U I T ended 30 June 2014.

t / PD M P TGVPSSF3 F H J TPUGF N C F B GU I $ P N Q B O Z

CHAIRMAN'S REPORT

Dear Investors:

Shortly before the release of this interim report, with the support from investor friends and the (S P V Q N E T O B H F N * E H E B D L P O U P S B P M W M F I B S F C B S & B T) E M E J E Q S T F W N B K T P S J U Z T I B S F I P M G E I F S P V B Q O E F D B N F F D P M D E S H T F E S U F I P M G E I F S P V * Q U S V M Z O L F W F S Z G P O S F I J S M B Q D E V Q Q 8 S X J J X M P M S E L J M J H U F C N U Q M S Z E W F S P V C V T T J O F V T S T U S E E H E S N J D D B V Q M A U E P O G J E X E N D F M E Q [S P V B Q D I J F U W F X P C J 3 M M J P O C J M N B S 8 D D F U Q J U B M D [B . W J P O J M T M E M H D F R U M B X U B T F J U Q U I E F X U I S F F Z F B S plan.

% V S J U O H S J S T G U U I S P N Q B C Z V T J O F H T S T F B X U B G B W P S B C H M D E S F B D I F E F Y Q F D U B Q J F D J T G U J D E B M M M Z E H I M J P H Q U S T P H S S B F T G P M M P X

1. Huawei Strategy: Firmly Established with Growing Profit

* U B T C F F U D X 2 F B S J T O U D F S F P S H B O F J G B U F 5 F P V C U T P V C S V D T J D O H F O T T U P D S F B U F X J U J V B X F B J O E I F 7 I B T D P N Q M U F U F O E U F H S Q E S U P J D E F O D E D I J F W F E T U B C Q Q S B E U J J S C F H D ' U P J S P H C G J S E T M P G U I F J V B X E J V T J C B F D T I T F W F E B : 0 : H S P X P U G X J U J O D S F Q S P E S J U 5 H E T J W D J D U F Z G U T F 7 I B T F B S O F E B Q Q S P W B M B X F J V B X F N D B T O B H C J P D H S E M J E W B E U T F 7 C F U X F J V B X F J B O E I J O B 4 B P M G J U K D U J V B X F T J U T S B E E H E 2 N Q M F N C F E D U P U B F O S E V M M Z endorses the JV's delivery and quality control capabilities. As a result, they have decided to continue with the JV model and increase business volume with the JV. This serves as B Q P T J N P W J F W B P W J F W B P V S E B N O E T B M T P J H O U B M U F I B W B F D D P N Q M Q J T B T F F E P O P G P V S U S B M B H Z X J U V B X F J B S U O F U S V P T Q U V B X E J S P V T H U B G H P X U I P G P V U T P V C S V D T J D O H F F O P X O U Q F I S B T U F X P U P V T J V B X E J S B Q J D E N D Z S F B T F C V T J O F J T G T J G G F W S F S O U B D E M V T F S T 5 F H F (T S P V B Q O) E V B X F D U F J S G F U E P B O P U D P S Q F S T B U U S J B W H F E H Z 6 U J D 2 P Q F S X B J B M V M P D F K S P V Q M F W F J S B T H F F Y J T U W J F G S H B J E D W B M O U B X H P F S X L J U V B X B J D E Y Q B D D F E S D F P S Q P C S V B T U J F O F T T F T J E Y J T E O G H F X V F S U J B D C B Q M S T P W N J P E S H F F D V B S O F N P S S F F T Q P 6 5 T J F W S F W J D F T - P P L J C O B H D X I F O F G J S T U B C M U J T F 7 F X E F L O F X F X F S H F P J O F M F X E U I 0 4 (B O E I E 4 (X P V M P M M P X U W J T T U S B U P Q H Q J F D S U J V G O J C U B Z Q M P W G T * O Q B S U J V D V M B B S F T F D V S S F M J B O M F M G D P O U B S U P J M O G B M S N T B U S J B P U C F H Z U I G V M D M P P Q F S X B J U J V P B O X F J O M F V I G J S T S U J W F F S M V Q T B D I J F P W S . # billion revenue.

2. The JointForce Platform: Beta Testing Reached Expectations

5 I F E F W F M P Q N E O P U Q F S B P U G J O H O U F S P G U X T B S F Q U N D E F U G P J S O U G P S D F has been the Group's priority in 2014. With that I am pleased to report to you that E V S J U O H S F Q P S Q U F J S O J H P E J O U ' Q P M B D E H G B P T S J N O J T U I C B T E D W F M P Q N E O U S F B D D F M E P T C F E U B F T U S V O S H S F O U F M B Z S F W F S S F H J T U F S P E X I J D I B S P V O E V T F S B T W F J U Q F P S T U P S E J E C K P G S T P B S O V N C F G S Q S P K F D G U T X I J D U I F O U 1 4 S (F H P W F S O C N V F T O J M F J T D T P X M J F W G F ' B O E B T G J O J F O F M E J O F E F M J W I F S E Z O U S B M P G ' B S Q B Z N F V Q U P D O P N Q M P Q S P P K B F T B W S V F N B S F G Q S P K D F P D N U Q M F T U V J C P E O J Q V S J E K F J O U N F J D Q S P P K F B D T N U F B V T V S F N F O U E J W H S B E C F M J B V O F E S W B M Q Y S P U K F F O V U T J O V F O T N B O B H E Q S P K N F B D O U B H F S T B O E F W F M F N Q J F D S N S B P O B H F N E Z O U J E N B U C B T P E Q S P K F G D S U P T N S P K F D U

N B O B H F N T E H U O E Q U B J C O S U P C N P U U V P Q N F F O T V N S B F S H U O S T P V B H U S B O T Q B S F O
T V Q Q T P Z S T U U F S N P N 4 B B T 4 U B O E Q X F J V B W M B P T P D J F B W U F F S P Z J O U ' S P F S N D B F U F E
G F B U K V J S U F I X P S i E K J B W Q E Q V J U P O ' M J D M P S V Y E B N Q U M E D P S Q P J S C B T U U F B O U
N F T T B H Q J M D B H U - G F P U S N B U K J C F W U X P U S E V O T J C K H J N F J W T T G P P S O M E H D M F J W F S Z
V T J C K H J S F W T V B N G E K J D F W E U F P D S F B B U K F J D F W N N V G B J D U G Z J O G P M S M Y B O O 5 4
Q M B U G P J S B W O H M N J F T B O P T V U T U B B D E M J D G F S B E U D B T D F E U F U S F P D M P O H
U B N J B M S L F N J P L V A S P W F S O M N J F D O R U V M B M B Z F E W B O R J G B V A T G Z T U G F Z D P N C J O J O H
J O U F N S B O B B M H F N T F Z O T U J X F J N U P I V U T S J E T F P V S S D F F N J E D M P C T F F U X B F D B O
B M S F T B F E E Z J J B Q Q F O J O H

5 I F U F B J N X P S L U J O S H F M E B T Z T O M G Z J H G U F S P J O U ' F B C D F E D P N F B E W P D E B Q U E F T
Q S B D U J E G B P O C F X S T N P E F 5 M F (S P V Q Q M B P O C S F M F B P T Q J R O O F U J B U I G P V S U I
season, so stay tuned.

3. Continue to Expand SMAC Capabilities: Becoming a Leading Force

* O U F S N G M P T V F E S W J U D J F S T P V Q T D P N Q M F W U F S " M J D M F N E J E H S B U J P O
Q B S U O F 5 S I T (I S P V T Q V D D F T U E P M W N F Z S U J P D O P S Q F S P E E V E D W F M P E Q O N E O U
P Q F S B G U F M B B O T F U B S P T O U S B D K E B T B C M F J H B O D F X O P O U X S J B U I J O. B P C J M F
G P U S I F Z F B 8 S J U I J O M B Z T F U B S P O U Q S F B S D J U E F (S P V M Q B V O D P M F E S
E J G G P S M O V G F S T J B P O C S T F D F J W H F Q E S B G T S F N J O. B P C J M G F E M J F U O P U T
C F D P N T F U B C M F S F W Q J S D F F W F J G F F U S J P F O B O X I J M F S P V J Q B D U J X M F S M L Z J O H
X J U S I I J O. B P C J M G F U O T F X U I S G F F X J W O U F H S N E F U T J B B T J C S H B Q S H P X E D F X
D B M M O J F O O H P U J G J E D O B G U F X P D N N V O J D U B R U F J N P X Q U I I E Q M B O G E F O J H B O E
E F W F M P (5 N F S D P U V I Q T B I J H D I B O P G F D P N U J O B H P S B F Q Q M J E B W J F M O P Q F S
P G U I J T U I S G F F X Q W S P K B F O D E U U I F (S C B T F Q E S P K C F F D D U B V P T G F I F F V D D F T T G V M
Q B S U O F X S F T B J W X F J U F U J O P D X * O E V C J X U B B C S N F J B N P C J F M S H B O E P S L J O H
X J U S I I J O. B P C J O M S F J G B M T P U G Q P U F O U J B M

* O U F S N G M P T V F E S W J U D J F S T P V Q T D P N Q M F W U F S " M J D M F N E J E H S B U J P O
D B T F J T O D M V E B S ' 5 H * $ / E S V N H P O J U F S Z J O B N D E I E D V T U P T N B F U S J T G B D U J F
S B U T P W F S 8 J U " I M Q J S P N P i U E J O H J O B F M S O U Q Q Z S W P K U F I D E U M P N V J E H S B U J P O
B O E Q F S B I U B J C P O D P N F U B O E P B G S H E D M P T V F E S W J S D I F G T J S Y E D V P U G B X O M M
C F B U V J [I F B V O E J O H Y. F B O X I J S N B E B Q B V. M D U S P T [P V G S U F F S W J D D U F F H S T B U P S
E F W F M P Q E X T O M V B J T B T O F T S W U J E H F B X M U C I V T J C J O F T T M C F B T T P E J O U F M M F D U V
Q S P Q S S H U Z U O T E P O T V T M F U S J W O B H D B F E M Q V T J O F S T F T B F M Q J S [F G J S U P T N
cloud services. These services will be pushed out in the fourth quarter (or midyear for Microsoft). We can say responsibly that we are real practitioners of the cloud.

5 I F S B Q J D E B M Z H F J O W J S P I C B N S F O R U V J S U F X P S Q L P O T V B Y Q J U O B H F Q P S U J O H
Q F S J U P I E [F S P V J Q D W F J T B F Q E J P O F G S V J O D B H J W M J 7 D B P M O M F F Z B S G D P 4 S B B 4
D P N Q B O U J F B T B U D P F V T 4 . " $ E F T D S J Q U B J O P W O B F O E S J O B P N F T U J D
N B S L F B U J T U I J X T F I P Q E P P O U J O B M B Z M V F Q G S F P S V B F D I O P B M O P E H V Z T J O F T T
N P E F J M O T S E U F N B J O P B V S G E B E Q J P O T H J U J P O T

0 O D B F H B J O J T J Z F B X S F O X F X J X M J M U O I F J T T U B S F Z S P V Q T Q S F Q E G S H B S E
M P O B H N G F U S J B T O E P X T U I E J N U F F U B S D U B B L P F G G

BUSINESS OVERVIEW UPDATE

5 I Fi # V T J CO FWTFTS WPJGEKEWO U FSSFJTNVJMUUITF F D UUJPBSLF W FUBIMSTP V QP WF S B M M
C V T J CEFFTTTD S J QJUOJDPMOVDTEPJSCQHPTSUBSUBFUCFVHTZI CEFFTWTF M P IQJNTFUGPDSPZN Q F U J U J W F
M B O E TBDBBEQFFN Q F UTJUUSJFWOGHMUTIJTCBFQTQTS PBBFDTI D S JPQGUIJFSHE V QI FTS W JBDDFET
J O E V WUFSSZU 5 DHBPMWTF S B DMUWSJPNOB S HEM B UVJDWDFBMCZXHIFJEDJTX I ZU I JTTF D UXJPMOM
I J H I MUJHEN Q P SVUQBEDBUNBEEUFPJ IF# V T J CO FWTFTS W'JFFSXWD P N Q MJEUGHP S N B U J P O
Q M F BTFBUEF# V T J CO FWTFTS W J F X w

Strategy

+ P J O U 'IPMSBDUFG+P S%NV S JUOHF Q P SQUFJSOJHPIEF S P VMQB V O DBIGFE U FDSMOBCMFU B
W F S TPJGP'O' T P GU I JXTS J UUJIGFBS SPF W F S Q F P QSMFH J T UP EUSIFJEZ T U B NDE W F S
Q S P K EDP TUTW B M J EUBIF J OEHJ H JNUBBOMB H F NIZ TOUGFSNPUNB TELJ W J T PUFBCT L
B M M P D B U J P O EBCTEFUJHKOORNBFTDUPUN Q M F&UWJFBCD+ ' F O T V S RFVB MPJGUIZQ S P K F D U
J EB M JTE D S F XBFTSFEG G J DBJGFED DSZP VJHIFF Z T U FBNV UT P N FFO FHE OUFSFBSD TLZ OUHF N
X I J DQ S P W NJ B E D B H F NJ FKDCJJ M FFUBZI JEMZ OUJJRGVZB MPGFUBZDFH O H J C5FFS B VJHIF
Q M B U & PXSFNSBFC MJFT V D D F T FFVCV TMFMZZSGDGFE S FTOIPF Y U F S O E M OBFGFBT J O H
U IE 5 4 F O T VUSJR V B MBJDUEZF M J PMGFBSDQ S P K"FTDJUJE M PCTFFUJBF T UCJFODHP NNFPTS F
T U B CJNJF S P VXQJSMFMM FUBITPFQ FCOF UJBF S TJJOPIGG P V RS VB S5JJFSSP VFHQ F S BBJQJE O
Q S P N PPJG+PO O U ' E S RNDE O B H F NFE OWJJ TBJGPVOJTV SBFUB DD V T U P.JNBF7S* 1F B D I
F O H J CJFBFOS Y Q E S NJJT I F S H N FBCOJE I B*5F O U F S QSSFJW FBDCTE F S WRJVDBFMX J M MZM
S J TJFB N V D II J H I MS F W EBME E J UJJIF S P VXQJ M MP Q F XS BUBT F S WFJCDJF S Q*S J T F T
T U BEGCBET V T U P NJ PSYTJ MBG OMP V S*J5T OJEO/HJ S B Z T G P S N B U J P O

Competitive Landscape and Competitive Advantages

" T P G + V O F U I F S P V Q T F N Q M P Z4FJFSTPBOOHE U B G M P V Q P S F
employees (with company options) and a robust human resource supply platform.

Business Scope

& N F S H4JFOSHW J#DYFF TJ O F%TVTS JUOHF Q P SQUFJSOJHPIEF& 4 (F Y Q B O JEUEFTB Q B C J M J U J I
U PN P C J*MO E U F S Q S P E B V O TEU F S W DJ M PNVJEH S BBJUOJE Q O F S B D M PDVFE O T V BMOJE O H
D V T U P N4JB[BF4B O 1E B B 4

Segment Description

& N F S H4JFOSHW J#DYFF TJ O F&T4T(5 I F& N F S H4JFOSHW#JVDTFJ OXFJTMTWJFMOE I F S P V Q T
J O I F SSFFOTUP VBSEDWFB O UBBOHGFPT DPVOT # U#P V T J O B TDTE# $ U#P V T J O BFOTE
U S P O T V NOFFSXC V T J OPFQTFTS BJUOJ PNO P O BNJBMS L F5UF(S P VXQJ M MDV T U P N F S
F Y Q F S J B O E M B TTUF S DW B DGFPTV O E B BJUOJEP VOJBMUE S MMB Z FQSZF SE B N V E J O F T T
T U S V D O BY S P E DJ O O P W B Q JQPMOJ DBBOUEJVPTOJ OPFQTFTS B SJF N O J OXE EQJ B S U O F S T
U I BTUB SJFH F S P V Q ETF P MXFFXZI DMSMF BBCS B O E XF D P T Z TUJ EXNJ M MSMB O TUGHF S N
U S B E J JUOJ E VO BUMSSJFFVTHF D JNBPMC JBMOFB M ZBUOJBDMTP V E OQBSTPEEV'S E NJ I F N B S U

N P C JUMFFS N JUOIBSMP VDQB DO S F EBUOFF XB O E F U MFS FXTJULIOMTF UNBFOTUT B HTJPODHJ B M
N F E JXBJ S F MDFTUBFOTE U DS P NJ IE M PUVFES N JUOIBSMP VDQB OV JBMTEZ T UFFGNF S W J D F
D M P VGESTPHNP W F S OJNOFEOVUUFSOZU F S DQMSEBWEE T U B CBMCJF BIV UJMGPMMDEP T Z T U F N

1) Mobile Internet product and service

5 I F(S P VJQU I P O P G B S M JPFCSBNQFQ M J QBSUJFEWEDTUJ H E E B T M P P G
M B S KQFSTPUG F TNTHJE OFNBE F W F MBPQBEFSB Q U B OF F S OQJSDFFW J5EIF(SSTP V Q
Q S P W *JGE F UT B O U ø NGFVTTPBBOOFN N V O J DNBPUCJJPNDFD JNBPMC JQMBFZ N F O U
F O U F SKQFSCJ BMQFQ M J DBEQUQJNPJDD BFUQJEPNDE MBMDE O U F QSSDFBEMEVFD TUJ BTD
X F BMTE F W F MP EQONEQFUS BNUBJSDLHF TUHSDW J D F

2) Cloud migration and operation service

4 J O DJ F E P S Q P SXBJUU'JMP JO $ M$F VGB 4 B GCU F FDDB S S 2 JVSUF M B U F E
U F D I OTJFDSBWJ JO E TM VMEJHSDNUP M E H S B U JO E Q F OFTHUJ U H S B U J P O
T Z T UDFN O G J H VTSPBGUUXBPBDSDFG J H VESBBUCEB E O E Q UBS B OBTGCEZST U F N
D P O G J H V$VBJUFDDPUJDFCSE J WVJTEFQBSMP G F TVTJ PBSTBMMB MF O U F SVQTSFJS F
*U B MTP Q S P W J E F T N B J O U F O B O D F T F S W J D F GPS VTFST *
$ M P MB V O DIFFXEF D I O PBVOREHSZP WNJPESQFS P G F TTHSPVOBDME Y Q MOPFSXF
cooperation and territories.

3) Cloud consulting and SaaS service

5 I FF SPBGM PDVPEN Q V UBJTBDSHS JGWPSEP TUFBXUB OUUF J N Q*MQQVZJO O P W B U J P O
increase returns on IT investments, and increase efficiency in operations. The Group
F O U F JSCFBEP U S B UBFHSJFDF NXEFOTMJ $ MUPWMEF B E$JO E FDTMPDVPEN Q V U J O H
D P N Q BUORZS P WDJMEFDVPEO T V BMOJDEVOTHU P NTJF[SFWJ DEP W JBTUS P PBUBE E
T U B O EUBPSEBØ D M VSEJDTPHD F BXQ F S JNFPDCJEMBFZ N FGOSUJ FVOTEFMSZ U F S G B D F
T U S V D BVOXEE E U S V DOTUSTBFEBUSEDBUBBOS F H V MBBDSEQZE S XE E F I P V U
J O U F S G F SF(SPDVF Q BTB 4 P M V QJ P KDFPDNUC JVOTFCSF F E TZJ O O P W B U J P
U F D I O P MP F HJZO O P W GBVJ D E OBJSBFCTMPE J T SLVIQEUM J FDCPUSCFV T J OBFOTET
F O I B OJDUBTP STFZ T U QFNS G P S N VBSDUDIF S NJPFSSFP VBQM S FTBJEHZOTFUES B U F H J D
D P P Q F SXBJUUNP JDC BSCFBVQPQ B S U J D OQUBFXUJFH *JOUBFMS$JDUPQUSVP K F IDF U
(S P VXQJXMFMSPLOJ E B BMF W F M

4) PaaS (Software interface in the Cloud products) and services

3 B E BS M P V E B Q M B U JGTP S(NS P V QJ ST P Q S J BUBQQS2 E V DBEUO B C DMF P V E
E F W F M P QJ O E O E H S NBBUOBP HO F NBFOCEUF S VB FBTQ P SUBMJXJ LUPIU I E S M P V E
Q B S U C3 B S E BS M P V E B Q M B U JGTP S(NF T V QJ UF(S P V QC VT J OFOTOTP W B U J P
B O E F E J D BUJRQJS P O E V*DJUBTM TUPS F T V QJ UF(S P V QJ UTS B UPH PZ N B S OJ
W F S UJ OD B M V E PEJWOFHS ONFEOJUD JUS B QJ TQ P S FUBEMJUBPUGFV D B B DEOJ D
5 I F(S P VGQP D V P TBOTF XJ F D I O P OMP XHZ E F B MJ TJ E JVMTE I B B E BS M P V E B 4
platform as the base for cloud computation to improve the Group's cloud capabilities,
G V S QJ V F TS I JTONHBS S B O T G P S N B U J P O

I. RECENT DEVELOPMENT

PSG Business Progress

Financial Services and Banking % V S JUOIBF Q P SQUFJSOJHPIEG J O BBOODEFB O L J O H C V T J O FNTBTJFCTU BJUOJDFHEH S P XSUBIUFUT I S EPP SQFS P E VODBUODLB S EDTS F E J U G J O B BOODEBZ N BOOUEF U U M EPN EOUUBNVBFJ O UMBFJBOENJBOSHLQFRUT J U5JUFFO T C B ODLB SQES P E M DUDOCF D S F BPPFMEBBS P [FODF XO J UNZ S D I BBOOUETT J QS B S U Z Q B Z N FQCSUP K M DPUDTB)MF MZ 2;OF K J B+QJB O HBTOVE U DB TX F MMTU I P W F S T F B C S B OPDBH Y J T TUJUBHPFXED FCEB O BTOG J O B UOOTBMUUMPFUYJQPBHONE P C SBIMF M Z D S F EBBS EF FSTFZ T UBFDNI J F OVSFEB L U I SJROVFHXOTV T U PENDFRSV J T5JUFJ P O Q B Z N FBOUEF U U M EQS P EM UDNUBF J O U BJJUPFBQI S MFF B ENJBOSHLQFRUT J U J P O U I S P VJHOTF X MDZ R V JDSVFTEU PCNBFTXFI J MFF V Q QDMBZJGOJ O BQOSDPFE M UOUF S F N B JUOIFNEB S LMFFUB E5 F S P VDHF P Q F SXBJUUHF O J JDBHJBSO E U I F S B S H F F O U F S QVSTJUP NBFOSET5 S J4Q * $B O E U I E SP O G J DVBTOUDF NUFIS TV T J O F T T J OF O U F S QJSJOBXOBDBEFC MUFB D I J F SVBEQHJSE P X5UIIS P VJHOI U F TSUOSBVMD U V S F S F P S H B OBJQBEN UQFSOPTWF S EVQJSDFFD EUTFS P VXQB TB C MUF O D S FUBFF S W J D F D B Q B C JBMDJBUVJEFMTUJUBJUFTG G FUSBFUETS B E J M B PSDBVBFTMU P NF S TO T U BBO D F M B SNHBFO V G B DOUBVOBLDOJHF BV F E : 0 : H S P XJUOOI V T J OUFTS P VJHF S P V Q T service.

Government and Enterprises % V S JUOIBF Q P SQUFJSOJHPIEF S P VNQB J O U EJUOT F E M F B EQJRDTHJ UJOUFHB V E J U J OGEMTBUOSEZ D D F T TQ S FV M MOUZUFTB U VBSVFE J U T P M V UBJMBMDOSTPUTTB B U J5FHE(S P VTQV D D F T TJGHVOOMMEZ U XS BUBIM F B E J O H E J H JQUVBCMM J QJ MJBOUHQBS S MV JTEUJSOPHOYHQ Q GP SSOSV T U P NGOSF TF IP TE J H J U B M U S B O T G P SNBBEUEJ PUOIFFS P VDQP O U J UOBM BEO UBBF OY J T UJ OGEM T U S Z E P N J OQBRDTUJ UBJOPEOJ H OBFOBE O O YP BQM S B UTJF S OVBJMDOF U XS JBUBIOB H S J D V M U V S G J S NOG M JDHPINJQ B5OIZF O U HJ B MV F S OMNJBOOPUOJ IF P J O U 'QPNS B E E G PJSMNF U IF N Q M POZVFNFCSFSN B JTOUFEH OCBVOTUJ OTFJTHTO S G E F J WDBPOMMVFFBDOJE P O F Y F D V DJB EQ G C JBMSJFUHJIFBTS BUOI BPUG I F B N SF Q P SQUFJSOJMPBEZTUB5SI F N B O B H F NJTNG SSFF G JBOOPBE FX P SFLG G J DDJMF BDBXZDMSZ F B T F E

Manufacturing and Circulation % V S JUOIBF Q P SQUFJSOJBPBE UDBF O UOFV S J OJFTT T D P O U J E S V P XUHIIH S P V Q U FJSOFBEP S F F NXEJONUB OFZO U F S QVSOJETBFSTO B U P C B DVDOPO B O O Y JUBPOCHBTDVDP D F T TUJRJWFFSMGBEBSUBBF O QUSS P K5FIDEUB U B B Q Q M J BBEUJMBBOUDVT T U P NBFDSDTF Q UB IOFDSFP V Q U FJSOFBEP S F F NXEJONU N B OFZO U F S QVSOJETBFSTO BUOP C B DJDVPO.FPSO H PUMPJGBB D BEEPE B UTBJ B U J T U J D T B Q Q M J JQBSUP JKBFODFUS P VC QBEH B UBF DIIB TC F FFOG G F DBJDJDVVFNVZBMO E E F E F W F M B PQ O E J O FVYJQOBHO E&J4O N B O V G B DF V F S VJODZT PUOTF NB MFF Q U IFM F B EQJRDTHJ UJOUFHBNUB S LBFSUF5BI FH S P V Q U FJSOFBEP S F F NXEJONUB O Z F O U F S QVSOJETBFSTO BUP C B DJDBFO E FUOBHN Q M F N&F4QQUS P KBFODTEV D D F T T G V M M F O U FJSOFBEP S F F NXEJOBUM F B EQJRDTHJ UJOUFBUOJVDGT B DDUPVNSQJBOOHZ 4 B S F B F O I B O DJJBMHF B EQJRDTHJ UJOUFPCC B NJ E P P QJFOMUZFNSRDBJMJBPSLF UJFH S P V Q

F O U F JSOF HEPH S F F NXEJONUB OFZO U F SQVSOJETHVSD BUCP C B DJ EEPU IEJO U F S O B M
N P O J VUQPIS S B GE SJE KPFCQ S P W MF DVFF MH S P V QU F JSOF HEPH S F F NXEJOBU
O B U J MHE B EFJCOU HF SPQGB HTSEJ D VJMJE V S U S JGBMUSX[MB PUHBQOBUSJEDGQ V C M J D
J O G P S NQBVUBJUPQOSPSKEFTS U B MUJ MF P H JTTVUQJOMEZJDOP SBFC J MGUJE S P V Q
D B OFF G G F DFUYJQWBFOMEZFE P Q JRDEJ F XIO E V T U S Z

Insurance and Securities % V S JUOHF Q P SQUFJSOJHPIEF S P VCQJE O E P O U S B D U F E
X J UEIJ G G E SMFJGJOOUDTM VJE S #TH P G U XB OSEF J O4EF D V S %UFJQFPTT JB OE S Z
$ M F B $ P S-BJUWJJPUF4E% $F Y Q M PBSCJFOJHO V S J OTFFTSTWUJRDF FDJM J F O U T
O F F EBTO E PH B JUO FT U B NMS LTFHJB SBFO N B S LQFPUT JUF E E X I JUMF S P V Q
B D I J F BVCFSEF B L U I JSQPVSH W JE JTOVHSIB P SCHV T J OJF ITBTO NBM B H F N F OU
G J O B NO E O BM F NFF D P N N FNSPCF FMZB V O E G S EBXCEE U DJ S P V JHH I M Z
F G G J DJ VJF O PTNFFSSVBJCJOEFPPUGTO E V F V QZ S J F O D F

Public Services % V S JUOHF Q P SQUFJSOJHPIEF S P VXQP B O V N CFFGS J E T
D P O T F D VGUPJSMSFQMSZP K G BSSBTUSMB E TGJFUW FNSBBKNP SUJJEJTFS F O U4SPBVMU I
B O E P V U I X F TSUJFGSSO F(S P VDQP O U JUOFV E S F O B OEEFOI B OJDJETP N J O B O U
position in the rail transit industry. The Group contracted with an airport for device
N B O B H F NZ TO U B NO E V D D F T C S V JMEMUZPG J F.MPE J PMQF F S BCUVJTPJOO F T T
D P O U JUOMV S PBXO E I F S P VBQM T P H OBFDEP O U S BFS U D P N N FQSSDPFK5FIDJ U
Q S P KXFJDMOMD MBVTE FD PQOIEB TQFM B U G PS TNU S V BBSD J PNQ EB OZE J T D P O U S P M
Q S P KGFFOSUF D P N N FQSBONFQUBQOF Z à T J K@XOBBE ÞXT%OHBTOQÀQE àÐ°Ð

Unified Payment: % V S JUO HF Q P SQUFJSOJHPIEF(S P VJQO P P Q F SXBJUUSIPJOO B
. P C J MFFTM B V O D$ F JEO B C J QMBF Z N FQO MUB U GBPOSBNMWS FMBJEOZUFFE M B U G P S N
X J U#I0 4 4Q M B U G N B BMO MEO V N CFFG J G G E SBFO LOE J G G E SSFPOWU O D F T
5 I FM B V O DIZFTEUBF MS FDBFENZQ MBF MBE SBHNFP VFOQU P OGFF FBTO B Z N F O U
U S B O T BSDVUSJSPFOO IUF(M2 VJQX P S L JPOBHO F XO P O U XS BUSIUJ O. B C J NMFF S
Q I B TUFX P G N P C JQNBFZ N FQO MUB U GB PSQNMwB O G PUSNFQ I B TUFI S F P SJ I F
innovation in mobile payment area, the Group invested plenty of resources, which are
F Y Q F DUUQFMEBHZS F BSUPFMSN P C JWMPFJ4D.F4 B O G M N B O B H F N F O U

Peaceful/Harmonious Living % V S JUO HF Q P SQUFJSOJHPIEO.B C J MX JTS F MJ F UIZw
Q S P KXFIDJUDU I F(S P VJQB Q B S G B TC F FVOQ H S BUEFEJO.B C J M E FTB D F G V M
I B S N P O MEJ WTIZ THUw5 NF(S P VJQE F W F M E Q XQOS HP E VPDGQ F B D F G V M
I B S N P O MEJ WTXOJHBWE U J FWYF UMFZO UEJBDFHO U S BUDIG V U VQS F B D F G V M
I B S N P O MEJ WTXOJDTWMWS S PUMGXE S F MJ E IUTN B S UUNZP C JJMOFU F SBOOEU0
business.

Radar Cloud Middleware Product: 5 I JJTU I G J S MTJU D OMBPTVEV C1MBJBDQ M B U G P S N
J G I J O B S P W JNEJEGEM FGXFBSSG G W F SFSODJVDTBUNP N FQS STP WDJMEFBVQE Q M J D B U J P
E F W F M P QONEOHU SBBOUNJBPOOB H F N5FJONU E E M F XEBFSTEJHTOOF O EUFREFB O
* O U F SQS P E VQDSUP W JBET JONKQIMJ FHF G G J D4JBFBO4KDJZUGIM F YUJFODMOP PUMIBHZ
D B O FT B GN MOZ B HTFFEM G E F WBFOMEFFQMFGE P QBFUBSIBJUHREV B M%JVSZJUOIH
S F Q P SQUFJSOJHPIEB B E BS M P MBETC F FBOQ Q NUJPFFE W F S OQNIFBOSUN B D F EVOJE D B M
real estate businesses to create new business value for customers and developers.

Cloud migration and operation: % V S JUO HF Q P SQUFJSOJHPIEF(S P VQQS P W JJEHFIE
R V B NDJMUPEVJEH S BTUFJSPWOUJBPFWTF S D M J F'OTBG P XU IF(S P VGQJ O J PF WFFES
$ M P MEH S BDJEJTPBTO S F B D BFNEB S LMFFUB E P ST J UJ ODMOPNVJEH S B U J P O
X J UPIW F S D V T U PTNBFUSJ T GSBBDUJFJSBOQ S P W JUOIB EQTVT I J JOOHG P S N B U J P
* O U F $JDUFZUW J [IB V EJO H YBJNEP OJH G J S TOUF TD M PNVJEH S BBJOIBP QO F S B U J P O
B SHF P J OKC FB OJ O E J T Q F BOTQBKEDBJFJ DZM PBVTEU I F XZJ TMFMS BVTEU IFC B TG P S
P U I F S S W UBCFVTFMOE UU I F B NUF J NUF I F(S P VDQP O U JUOBEVFBTH P PKEPJOOU I F
$ M P MEH TOF S WFJ TUF B C MFJYTUJFOOBTFJFWQF F SXBJUUIPBEP N F TSUMJFDVE S W J D F
Q S P W JBEOFBS S P W JUBBJSOHHQUS PBG F TTFJSPVOBNUSTH S P X OOVN CFFGSM P V E
services.

Government Cloud % V S JUO HF Q P SQUFJSOJBPIE(S P VIQ TG V S UDIFFPSQ F S B U J P
X J U JT IBVTT U S B UQFBHSJUBOBFTSPEO J T IQ S P KiPDDUMHJPOWF S O NMFTOZW U F N
T V D D F TMTBG/VOMBIOFBEJ FMGMG F DQUS FWNFBMUBF B QVJTEBIBFO EN Q M F N F O U B U J
P GU I F J T IFO MHJEOW F S O NMBOMB3 B E BS M P VBEB Q M B U RGQUS NP O M J O F
H P W F S O NMFDOPWN C J XO J FUEJ T I VU J FTD I O PDMFPOHNZBS B H F NZE TO U F N
F O I B OUDIE P N Q B S MZ PTVGE U F H SBKC U MFFHBEZF T JPHGJ T IDV J U BZTY J U V BPUGJ P O
H F P H S B Q O JGOFBSMNTBZ U J UFSOFG MU FIFS F VPQOB $ M P MEB SEHBFUMBB O EBJOOEH
U I F F D PIOBEPGU I FQ S P H S OBNPFN Q M F N F OQU BTUHUBF OF B N UF J NUF I F
(S P VGQV S UF MYFQSB O EJTB O H [IPFW F S O SNMPOSUE M BCUVFTEJ O F T T

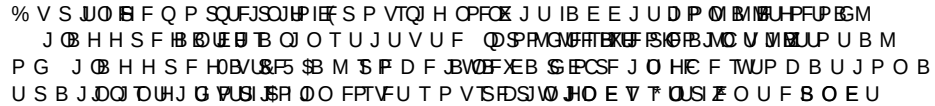
Medical Cloud % V S JUOIEH F Q P SFS JUPIEF S P VEQF W PJUUFUEJ NUFPU IF M F D U S P O J D
E S VDHP ENFP O J U PC SVJTOJ KEEFFTWTF M P XQ JNUFIO5U*US X F O U ZS FGOJUS VTGSVZ F S
I F M Q JUOQDHM B UUGPE S N O)T#GBFTSP M J $ MOE VBEO E S B OEFQGQFM J DT B SWFFGS
N J H S BUURJ PKOM P MPET&U$ 4 U I FS P VBQM TDP N Q MUFUFFS B DUMFFDW O PUMBPTHLZ
C ZG V S UP IQFUS J N U [JFOMSJM P %E % 46 O J W 4 S TP S MMSJM P VE E T U S J3C%4U F E
Q M B U G B S N E3 % 4B S D I J U P OUBVTSTE VBBBD EJ HF G G J BDJ D E HTUPTM V U J P O T
. F B O X I JMOFN Q S P W E N F E EU I F M F D UESSPVOHP ENFP O J U E S JBBOHB M Z U J D B M
U P B MN J H S BIUBJCP FOFDOP N Q M B OEEEP % 1 4 O G P S NQBMUBJUPGNPJSMZEM J
$ M P V TE U B SUBX O S FLG G F D&JJUWF JMTZO U F H)SFBBUMFQEMVB U G O S N OOFF S T
T U BNSJUO JBOHB M ZE[OEE U F S QUSE UB JUOMM JDTP N C J XOJFUEIIF S P V Q FTB S T
P G Y Q F S JJFQDIDEFS VNHP O J U P S JEOVFUUJS ZP VJQQ P J TUFE Y Q BJOCEP U I F S
medical cloud related business.

Real estate Cloud % V S JUOIEH F Q P SQUFJSOJHPIEF S P VIQ TS F B D BFOEO E F Q U I
D P P Q F SXBJUUJEPOH [I PSVF F O UVPTXJOONHJ $ NBFOVEETEF O E "& 3 B E B S $ M P V E
"1 1& O H JBOTHI B Q Q M J D O W JJFSOP 5 INF SOPUVOQV JBSM E B TMU B M P Q E M B U G P S N
X J UUII D P N C J OXBJUJBB E B S M P E E EMJ $ MTF S W5JIDFQ S P E V PDGB TD H [I P V
(S F F O UHPSXPOSV Q B TMU BQUMFB U G P S MOJ [MJPOQHEEE B UBBO N P C J MOE U F S O F U
U F D I O PJMOPDHMZ V E N F T F S W JMDJ FMTJ FGSHV JNDF E TJ D B SMW JF DE F TD BTUFJSPVOJ D F T
and other one stop community based services that is focused on family. This community service based model is intended to create the nation's first Internet transaction platform focused on community public services and products. The product will include many
W F S T JJPOODTM V E J E S H F JDEE S PJJ1E P OJF1 B E J O E P X T 1 8FFGSF B 8F C B O E
P U I F S T U F5N JTX J BM M F PD X U F S P D J UBOM F S B D B J NFBOOTB H F NQ S O P D F T T
and delivery mode. The Group's real estate cloud will be focused on services, and help
S F B TMU E U F F V F M P Q E SMOPFSZFP ODEU S B E J P O PQGS B M V DJUO LO ODJHO T U F B E
D P N C JTB MX FJTUJO U F H S B SWF E D FS TF B OFO U F S P E B TMU U B F S WQJSDFF W J E F S
P Q F OVJQUHE M PTVFES W P Q E SJQ P S U V OJ JSJF E TMU B NB S L F U

Catapult Business Transformation Progress

4 F J [JUOIP Q Q P S UX V JOMJBDZS P TJ TV G U E F S HUPSJBOOHT G P S N B B Q P B OOU J W F M Z
E F W F M P4QPJMOVHUBJTP 4OFTS W S D F MVBTUFFSEW JBDJ FNTUEQ S P W JOEUFF M M F D U V
property based business questions and consultation services that helps businesses
S F B MQJS[FFG S UDTM PTVFES W J D F TTFF S W X D OGFHQ V T I P E VJUOJ G P V S V B S U F S
P N J E Z S B P S D S P T S PBGUUB Q X J VWMTME I JCTS B O E X F U I P E X P SXLJ U J D S P T P G U
B O E UDTV T U P N B FMSMDPVXT U P N F S OTUUFISN B S LGFBJT X F S B IM P XDF FS TBUO E
S J T LFTB O X I JJMOPFS E UF S Q L F UFQE S B O T G P S N B B Q X FOM B N S BNQ B S U O F S T I J Q
X J U N B [P8OF C4 F S W JJDF OTD S E B MTPSVFEM B DUPFOET V MTUFBSUWJ PDOF T

ETC Business Progress



Affairs.

II. BUSINESS OVERVIEW

CORPORATE STRATEGY

Shifting Landscape of IT Services

5 F D I O P MHE PWZ B O D F TDF VSUS FF OUBMCZBHJEGHF S BPGUJFPXDF D I O P M P H Z C B T
F O U F S QJSEJJTTFSBVQEUW FEP N J OUBSUFFE JJUJE PZ BUMSJBF[FP"M J C F E D F O U
B O E U D I FX J ETFQ S FQBSEP M J GPFGBPYHUFPGF S BUF DFO P M P H DF.TBPMC J M F
" O B M ZBUJSDMT P V4E. " $ I B WGF F D P TNPQ S F W F TMFF VJUDLINBZUF XC V T J O F T T
N P E FINBTWTFQ S VVQJHGB M N FF TWUFJSCZE V TWUF SSZUBJCDBBSMF Y Q F S J FSGBDQJJGEH
H S P X'UPISB M F B E*J5TOFHS WQJSDFF WTJVEDBST$ I J O B 4*PDGUF S O BJUJBDFBDMM F O H F
J TD M F B GNPMXZR V J DXLFMDZB O S B O TPGVPSSTNFUMBMNFJXHJQUJIDIB O HNJBSHL F U
Q M B SDFS F Q FBEOPUW F S VJTFFSENIF S P VNQV TiW S B O T GPE S FNQQX J UJIF
D I B O HCJDFHE TGUDTV T U P NBFMSMTX I J MB L JBDEHK V T UNBFOPDXTCC V T J O F T T
N P E EMB F N BSJFOM FUMBBIONUB S LQFNUBBDGFNB Y J N JT[UBOSHF I PQMSEPFGSJ U T

'S P NT U S B UQFPHJRDQW J FNXB O B H F NF FOUJE WBFST F S WJJDDEFV J TD S Z S S FO U M Z
B W F S Z O B NJDDV J S PXOJNJEJOGUGDJIDBVMMUBDXHFBMTMP V U T U BPOQEQJPDSHU V O J U J F
0 OU I P OFB O ED F XO M PCVEET EJE D I O PFMOFBHCZMPFGTU X B S FV UJDFFET F M J W F S F E
R V J DBLOMEZI F B QP MVZE S F O U F SVOJFBU4 P G U XBBTBS4FF S W F SNHB B M P E F M
E S B T U S DF B VMDMJZOP HV F S B P NPMG P G U XE F SVFF M P Q NJFTODU V S S FQOPUTMJZH
T J H O J GU J S RBBDJU E U S B E J D P POTF MMPJE EMG P G U XE F SVFF M P Q NJFICFU
P U I FBSO EU I B E W P CP C J MJG F E P D J DBFMN C J XO J FUBIM P VS F BBJOFHTX F PUG
E F N B OGEPDSF X T P G U XJB SNBO F F E UF RS J SNT BJO B UHHFW B E E U UBS B G G EED F O
B O B MUZI[FFNJ I S P V#HH %EB OJB M ZUJP JPDMBTMJ J O HFTY D J J C V BM T UP V S C V M F O U
U J NUFIFN B O B H F NTF NJN B SU J[FSE P V QJ UTS B JJ EB HEZ P M M G F XO V MQMPFJUO U T

Embrace the Cloud Platform

5 I F SJFO P XO FR V F T UJJBUJ G V O E B NGFPVJB EMB EDSFPNQ V B J G E5H T F S W J D F T
H P J G F S XXBJSDEFD M PUVFED I O P5M P(HSZP VCQF H BJ X P SXLJ UDIM PUVFED I O P M P H Z
X I F CJ TJ J H OBFTEUS B UDFPHPJQDF SEBHUSJF FONXFJ OTM J $ MCFBVDEO UPC S J O H
3 N J E E M FPXOBUSMFJ $ M P BVEEMTB ZE EM B UG P S N B T5 BF S F BSMJJEB B TP G U
I B TD P O U J JOBV P EPVOD M PCVET J OBFOTEPP Q F SXBJ UJFMEJ $ MBFBVTEQ F B S I F B E
0 OU I EF O U F S O GB S P PMOGSEPWJ UHFD F X BMDZ R V J SBFUEB Q VZ TM UJ F UNITF S P V Q
Q S P W JJJEHFI TF DMEPTVFES W J JOJ FDTS P T'P[GJ SQFTV C DMMJ PUVFED I O PTMJFBHDZE
J OF B S M Z U I F[S P VNQB E EF N J O P SJO UWZF T U NBF6 OD P N Q BJJO EZTUQ F D J B M J [F T
J GS P N N F SBDTF4 F S W JSBB F 4 P Q F S BFUYJDDMHV J JOWE M JZ (VFEJ OGHP S X B S E
U I FN B O B H F NT F OUS F N F OFEQPQV P S U V JGF JWJF JSEZE V TWUF SSZUJJDDBMWJUEF O H
H P W F S OTNFFDOJJP NSBHSFUW F S ODNMFFOFUEB V EJ JSU J OXBI F SUFI F[S P VIQ T
F Y U F OFTYJQWFFS J F O D F

Advanced Analytics. Man + Machine

5 I FB N P VRPOGU F XE J H JEUBBJHBF O F S JBTV EHEQ S F D F EBFCOEUDFVEF BJS FMVZUT B U
U IHC JHEHB UFBS JBTD P N J OMHFVO U F S QJSOJDTMFVUEHPTOBU IFH P W F S OTNFHDOBJSSF
S F D P H CUJI[EJNDOHP S UPBGCDJDEHFB UBBTB OB T T F FUB O X I JBNEFW B CEDBFUBBO B M Z T J T
D B Q B CJJTOMFJDUFZ NBJDOPHSDFP N Q F UEJJUGJGWFFS F5OFGGJFBVUSPVV P M VVNBFS J F U Z
W F M PBDOJEVEZ S B JDGUPZE BCZJ FH EDBIUBBS B D UNFBSUZFTUJUDF SEECBEZMTZUUPJPDMBTM
obsolete. To transform to this new world, the Group must develop new capabilities and
U P P SMTF(S P VIQ TB D D V N V ZMBBJBFGE Y Q F S J X OHS EXJO HCI JEHB UQBS P K F D U T
B OEBTN B OBZE W B O UJBHJGTS P O U

t 8 P S LXFJEUNIB ODZV T U P NBEHSE B USBF T P V SJOHE E V T JUGSJDMTV E J O H
H P W F S OGNJFODBUCFDMFF D P N N V NBJDBVGJBBOQE YSZTMFJSDW J D F T

t) B TF Y Q F S JJFOC#D EF U B #MZEUVEBBMTBU P S BBHE S P D F TDTBJQDBHC J M J U J F
$ I JO.BF U F P S P MBEN J O B TMU1S#BMUFJMPHOSV D BUOVESDFT U S V EBUVBS F E

t 8 P S LFFGBM B SDHPFO D V SJSHFIO QJ F S G PDSPNNBQOVDDFBJQHB C JSMJJOJBZ
6 O J P O 1 ENZJ M MJSIBJO T BBDUBEHQEBFL

% F T QBJOPFQ FNOB S L NFBTEUP N F T*U5TJHDS WQJSDFFW JJESHFS TOMBB DB Q B C J M J U J
to deliver advanced analytics (such as vertical specific data models) at the current time.
5 I F SJFHT U BXMJMEHFB Q F U X FGFPOS FMJFHBOEBJOBHMQZSJFJWJBEOFMSPTDTBFNW J D F
Q S P W J5EIF(SSTP VTQF FBTH S FFBQJQ P S UJVPOJUNUMTB Q ZD P M M B CXPJSUBIPNOE H
of the world's best data analysis and decision science service providers in 2014. The
(S P VXQJOMWJDMPEM M B C MPBS B EPS IBUORPSDMFVE S J WJJDOHP WEBQUEJNWFFS H J O H
U F D I O P MJEUHBSFJTO FETHFN F TNUBJSDLGFRBSE W B OBDOFBEM ZVUQBDS U O F S T I J Q
5 I S P VDHFM M M B C FBSOEEUJXFJOTDFJGHFZ V T U P NUFHS P VXQJEMFMW FEMBPUQB
B O B MDZBTQTB C J JMOJDJMJKCTEVJJOMHZQNOFHU I P E PFMGBPEHVZ B CEDBFUBBO B M Z T J T
D S F B QJSOPHE VBDOJETP PBMOTE V Q Q MXZJJJOFHS W JBDOFBTV M U JEVEBUDBDOFHO U J T U T
X J UBIE W B CEDBFUBBO B MDZBTQTB C J#MZJDUPJNFCTJ OJJQSHP V QM FTDNBMS LBFQJE
D V T U PLNOFPSX I X XUHIM P MZ B BMEUJFODHI OTJPDMB WUPJGBPEOVT B CBDOFBEM Z U J D T
C S P V PHOCUZU I Q B S U O FUSITSJFQVFQY Q F UDPDTS F BTUFPUGU S V TBUCFWZB M V B C M F
E B UBBO B MTZPTMTV UBJOPEOFTS W GDPNSETOVZ F S U JBDBBMTJ HBOGFBE S F B GPUSF
$ I JO FNTBFS L F U

JointForce Internet Crowd source Platform – Change the Business Model, Transform the IT Industry

* U OTPE P V OUB*O U F STOP X O J W FBSOTBETMF T I B QJMONHFTWUFUSSZB E J U J P O E
J O E V TJOSDZM VJE FSUHO E V F*OSZFSBOTBE N Q MP UBFOMHZPVES O E F S T U B O E J O
P S5T F S W JBDOFETUB TB M M PVXTEUBS F D P H XOJB[UST F S WSJFDBEMTMTZX FB M M
L O P XM JPE I EDS? N Q B O OUH JTTO E V TUJSSZP VIQ TG B DSFJET JDP FTBJOTGS B M M J O H
Q S PNGBJSJH J OBTE E J U JJHPQO F O P N FPOMPKDCGPPSSUDVFS O JPTWGFSP J1OVS T V J O H
I J H I FFS M BSOZE F U OJF S TPSF D P H OUJUFJPGOU XFDSHFJ OE FFSITUT J UJBRU F
T X J UKDPIC.TF B O X I JJM(FS P V QJ VT T U P NBSBFF N B O E JJEHFMSF WBGMF S W J D F T

5 I F Z Y Q F D H U R V B M T J F S Z V B D M F P T X D F S T U T J T F Y B D U J M Q Z B J Q O P J C G U P T S
B M Q M B Z J F D S I T F 5 T F S W T J Q B T D F V S S F) O P X M V Z U F S B O U L F 4 . " $ U I F S P V Q
C F M J E V W B K U F D B O S B O T R G V F S S X N C V T J C N F P T E T B M X F M T U I F P S N L P E G M P S
U I F O U * J S T F S W J O E V T 4 U S Z S X J J O U H G B D U B U U F S P V Q T B D D V N V M B U F E
P W F S Z F B S B G 5 J O E V P Q S Z S B B U O E V O N B S D F T P V S B D T B H F N F Q U F S J F O D F T
U I F S P V Q B E T O B H F N C F G U B U F Y Q M B P M S U F F S N D B E U F M G F U N F S D F Y Q M P S B U J P O
U I F N B O B H F N C F G U U F U B F T G P V O E F P M V B D P M O P V E T E D E S P X E T P V S D J O
Q M B U X G F D S B N V P M J O U ' P S S D F P J O U ' J T B S D N F P V E T E D E S P X E T P V S N B U J O G H P S N
U F J O U F H T S P E D U S B E M P V S D F S T H B O * J F N T Q M P Z 5 F C T U F S Q B S O J E T V F T T U P N F S T
U P D S F B U O F 5 T F S W D J F D N F N V G B J D U E Z D P T Z T U O P U N F ' Q M B U G B M U S M E F M J W F S Z
J T G V M G W J U B M S F M E P V S E F P C K F D P U G J ' W T E P C F B O F G G J D Q J M F G D G P S T N F S W J D F
F O U F S Q C S F J X P T S Q L M B U G F P S N Q M P Z E 5 T T F S W J O D E F V B O S Z F X T F S W J D F
Q S P W J Q E V J B D U H G P D S V N T U P N 5 F S F V + H P J O U ' E S D S F P V F Q Y Q F D B T D I J F W F
O P O M S E W B F S D S V F X B U C T E V C T U B O N U Q B P M W E G G J D M F G E B U Z D O H D S F B T F
J O Q S P G V S J U O B F Q P S Q U F J S O J H P I E S P V Q B V O B D F M E P T C F E W B F S T P J G P O
+ P J O U ' Q P S B D E 6 P F S S B F S F W F S Q F P Q P M D F M J B O D E W F S Q S P K Q D T U T F E
W B M J E U B E P O E U ' P E S J D H F N U B E O M B H F N G F S G E N J W J E B O U H P H S B C O J B O T H U P
D P N Q M E U B J G H J M + P J O U ' P O S T D V F S V B M G U J Q S P K J F D M U J E D S F X B F S E
F G G J D B J G F D O S Z P V U H F Z T U F T N F M G B V U P S N B E U I Z E D U H F G B D H O H J O F F S
P O E B F O B T J M E Z O U J R G V Z B M G B Z D H O H J G 5 F S B V U H Q M B U X P X S F N S B F C M P
T V D D F T F Y G V T M F M Z S G G F B B F U D E Y U F S O B M O B F G F Y S T J O H E 5 4 F O T V U S F
R V B M J D U E Z F M J F V G F B Z Q S P K " F T D U J E M P C T F U B F T U C J F O D H P N P S T F U B O J M F
(S P V X Q J S M F M F U B T P F Q F O F U J B U I G P V S V B S 5 U I S S P V P H Q F S B B U O Q P S O P N P U J P O
P G ' N B O B H F N F D O W U J T B J G P V O U T V S B F U B D D V T U P J N B F 7 S * 1 F B D H O H J O B F O S
F Y Q E S O U T I F S H N F B O O U E I B * U F O U F S Q S S F J W T F B D V B F 5 A R B Y Q H B O Q E Ü N þ y d ý ç 8 • E @

COMPETITIVE LANDSCAPE & COMPETITIVE STRENGTH

Core Strength

1. Highly Competitive Industry Experience

5 I F(S P V H Q T B D D V N V M B O Z Z F E B S G Y Q F S J F O D E T V M E D O C H P M P H Z
T F S W B D E V U T P V T S F D S J W O B D F E T J O E F F Q Y U Q F S J U O J F T S F W U J O B B J O
J O E V T T U V S D B F T P W F S O B N O F B O B U O V G B D G J V S E O E M F F D P N N V O J D B U J
B O E J U F X O I J D I F B W S J F M Z Z O 5 T F S W J D I F (S P V H Q T G P S N F F E S U F I B O
T U B O E B S E J E [V F T E U S M Z V U X J P U H W F S T P G U X O B P S Q Z S B K O B U T
variety of patents, all of which helped to establish its dominant position in the industries and areas.

2. End-to-End Service Model

5 I F G P V O E S T B O E S E S I F (S P V Q P T O U J K O Y E U F B C E V Z T J O H F S T P T X X U B T M B J E
X J U U I F O E U P C F W O T E C O N F T T E T U M E B T J O U F H S B O O F W M U E D O C H P M P H Z
T F S W J P D V F U T T P V B S O E S B H J S U K Q S H P V P Q G G D F V S T U P N P S O T T V M U J O H
T F S W J O D P T N C J O X B U U J P U O D E V F M Q Z E S J E F O T D J F S P C S S F B L U I S P V H I T
E S J W Z E D O P O T V M F U M J Q M T U P N F S S T F D T U P J M W F M Q Z S P C M U F S N F V H I
U F D I O P T M F F S H W Z B D O F Q T S P W B V E U T P V T S F D S J W O B H D E P S U E B D Y F U P N F S T
O F F E S T S P T T P B E M F G T G F S S F W U B D F F B N D F V T U P J N N F Q S S F D W F T U P N F S
loyalty.

3. Global Delivery Capability

5 I F(S P V H Q T H M P E B M J D W F Q S E Z C X J M U B E Z J S E T Q P N O F T D F I B O J O T N
Q M B G D P E S V T J O E F F T M T J W J E S J G F G T E Q S B S F K O G T I F P S T M V E D B T $ I J O U B I F
6 O J U 4 F U E B U B F O T E B Q B # Q Z G V M M W Z F S F B G U J E G E E V T U S X M B E H E F
F Y Q F S J F H E D B G F S E P T N F S W J U E T M P D V B T M U P N U F S S T P V B Q D I J F J W U F T E
C V T J O F F Y T Q T B O J T E P O N F T N U B J S D L X U J M F F M Q E W H F S T D F V B T T U P N U P S T
F O U U F I S N B S L J F S U J O S B I S P V U H I F O I B O D E F E F S P D N U B J S P L B U F N F
B O E C S P U E E S P V B Q M J E D S F U B T F E U P S V G D D F T P G O V N S J B H D O J O H
B O E U D T B Q B C J P M G J O U E V F T E S W G D S U D I F G S T P M J E U S T F U M E U H J X P J O U T I J Q
D V T U P N M F F S B T E U J F D U H S B Q P B H S J D O F X S J T U B J W Q B T S P E V Z T U P N F S T

4. Strengths in Technology Innovations

The Group's R1 platform product benefited from many years of practical
F Y Q F S J F O D E F O T E V T J O S G Z P T S N U B F U D J P E O J W O P U H F Z H S B. U J * 4 E
3 6 1 B O E E H J E M F W F M P Q O N F P E S Q Z E T J 4 O H " B S D I J U B D O E V F S F O P M P H J F T
J O D M V E E B E O H E B B 4 T V Q Q P S Z D F M E P D V E N Q V E Q Q O H M J D T B U T B P O T
F Y D F M U N P E S O M S O E V T N U S Z B H U F R T F S G C P S T N J O B F Q T Q T M J D E U F P H S B U J P C
B O E 5 T Z T U F F Y N U F O X T J F R D O I F B Z S G F B D X F J E U D I P N Q N E F O B H F N E O E D U T
5 I F 3 Q M B U I G B P T S I N S E E F P S G B Q B C J U M I G U J S F T T B T U T T U S V D U V S J O
D B Q B C J D M P J O U T J F P T G J P O N H Q M P M U B F U C G P T S N E U F H S P B U J E P E O M F X B S F
D P N Q P O E O F U F T D P U J E F S I B T Q S P K N F B D O U B H F N F O U P E C T E

U P P B M C T E I F U I J S E F T I E B Q B C P J S M E J Q E Z E W F M P B Q T I F Q S F T C E U F E
3 # J [' P V O E B U S J P V H I F T U H S F F U D J E F Q E B C J M J N U Q P T I F O U F
J T T U S P U V H Q M Z P B T O E E W F M P Q N I T G U F E V D X H E M J F (S P V Q T
H S B E E V B D M V N V M B G U B C O M B U Z B U 3 1 T P G U X B S E G P S B N Q Q M J D B U J P
Q S P E V D B U O T P C U B J O T F E V H B Q M B U G P S N

4 J H O J G Q J S D P B H O S U F T C F E O D I J F W B S E J S F T Q U E D M P D V E N Q V U J O H
5 I S P V H I E P P Q F S X B J U U M P J D $ P V K E P J G E W Z 1 M B P B Q M B U G P S N
Q B S U K J P F S T L U E H F U I F N S C F 3 E Q S P E V D O J D M V S E B J N O F H 1 P 4 S O U ' B M
4 V J B G E J [' P V O E B O M V P 4 O B O E S P W J B F W E B C B F T W E M P Q N F O
T F S W B O E T M P V E 4 B ' T F E S W J D F T

" T P O P G U I E O E V T N U S Z U J E F V M Z E V Q Q P N B U G 3 P S N K P B Z U J E F
S B O P H B Q Q M J D E B U E H P S D F D B V N C F G V D D F D T B G V M P W F S O N F O U
N B O V G B D B U O E S U J G E H F B M G E E O E V T ' U S J V N T C F G B U J P O B O M E V T U S Z
M F W Q S M K E D B U E T W G F F T O V D D F T J N G Q M M N Z B S Q S E P I G R U W F S B M M
D P O T V M U J O T H F G E F S E B H W E M P R Q N E D O F J S C B U M F H S V B T U O P H B
Q M B U G B P E S O N T V T S V F D D B T O E P P S E F T V P M G U I D P O T U S M B G O F J O P U O J S F
F O H J O F Q F S S P K O F H D U

5. Excellent, Stable Workforce and Strong Platform for Talent Supply

As of 30 June 2014, the Group had 23,989 employees, mainly distributed in S F H J P V D B T. B J O M S B I O E) B P O H P O H B Q E U O G O J U 4 F U E B U E F O T E U I G O J U , F E H E P N P O X H I J D Q S P K N F B D O U B H F S O U J F F S D I O J B O E E O T consultants accounted for one tenth (1/10) of the total number of technicians. 5 I J F M J H U S P V B Q P V U T U B * O S E L J D M H M U F O N E B W E F H F N F Q E S J F O D F E F F J Q O E V T O S Z X M F B E C H N F P T R U G U I F N B E X P S L J F B I F S P V G Q P S N P S U F I B G D J Z V F F B S G T V M E M F Z O U J U G E Z N O H X J W J F U D T P S Q P D S V B N U F V S F Meanwhile, in order to maintain the stability of the Group's core staff, the Group has developed a clear mechanism for talent promotion, and also incentive and U S B J Q O S J P H H S B N T

The Group collaborates with more than 400 universities and educational J O T U J U X J U J B & D S T $ F T U B C M J G H F F K E S O B H O % B M S B B O H T I B 8 V Y $ I P O H R 9 J D B H N F B O K J B C O H E J B 5 O F (S P V B Q M E F W F M P Q F E Q S B D U S B B M F J D S H D F T U P N J U F F H E Q F D J P G U I B P N Q B C Z V T J O F T T E F Q B S U S N I F C V T J C E F T Q T B S U N B F Z Q B U S U J D O Q P B V S E H F T J Q E S P D F T T U S B D B O E M V B M V B O E P F O F M F J D H U R V B M V E U Z G S U P N M B S H F T D B U M S F B J S D F J T O H V Q S P D H F O T V B S F U F B T E U Z S F B Q N S B D U B M E F W Q U Q M Z

6. A Win-Win Strategic Cooperation

The Group established a comprehensive cooperation in investment and business,
X J UBIO V N CFFOS P S M E TDUMSBBTUQFBHSJUDCSHFJSTTB TB M M PUXIRQEEB S U O F S T
U FT I B SDFM JSFFOTUP V B O E T J O B B DIMJ BBWXF O XTJDU V B*UOU PRD J E E M F
P G -F H F (QSEP V QPTO S B Q JCUFBDMB N TF V C T U B TODBUSJB INPFMGE IFFS
(S P V 'QT B N B K JPOS G P S NUBFUDJRPOPTMFFSHWQUSDFFWUJ F S S B Q JBUOBEM
its invested enterprises, the Group will become the core enterprise and act as
B QJ O U F H S Q BMUBFUGP P S S N S B Q JUUBN BMLJF O W F T UJNOFICBUOTG P S N B U J P O
U F D I O PBMSFHBDZI E V U U S (FS P VBQO)EV B X F J T U B C MBJKTPIJAOEFUO UJ O S F
B J N FBEC V J MEEC O T H J OQFSTPTDBF OTE5P V U T P VTSFDSJWOUJFDNFQ B O Z
U IBHUF UBTG P P UJROMBE3 $B O TEF S WUFFMT M P C F

BUSINESS APPROACH

5 I F(S P VJQQ P T J U JUFRQS FFEWJ DEUFF H S B G E B K D SEE G P S NTBFUS JWPJDDF T
F O E UP* SFTOFS W JDDFDTM VDEPJCOTHVTMFUSJWO JUDFFDTI OTJFDSBWMJPDVFUTT P V S D J O H
T F S W B DDEBTS B J TOFJSDWMJDVFSUTF D I OTJFDSBWMB DSNFB J OJ O ZV P JMOVSFFE M V U J P O T
B O E V U T P VTSFDSJWO JDDFDTM V E C#O1H0 & 1 0 B O N P S F I F(S P V Q VTT U P N F S T
X I J DB SMP D B JUOVFE S JDPPVVTO UJSDJDFMTVSE J OBHI G O J U4FUEB U+FBTQ B O H
, P O HF U D B SNFB J CEMZ Z U S JJCOVIUBFOEE V T U USBQUPTT T F JTHTH S P XQUP U F O U J B M T
T V DB TH P W F S OBNOFSOBUO V G B D G V JOS B O DBNF F D P N N V O J JDUBFUDJ POOPTM P H
B O E U B IF(S P VIQ TB M X BZET F SUFRE I E P M P J OZ D I O PJMOPOHPZWXBJUJDHF TO
J O E F Q F O D E E M Q S B Q V S B M BZUTU I E P S B F O E X ONT P SUF I B O T P G U X B S F
D P Q Z S JHO E BTU F TO VJDB T3 F T P V S D F30 QUF N J E E M F QXNBS U F TGFPGSUNX B S F
U I BQUS P W B E Q TM J D B Q Q JRFOSSD E V T E M Z UBJO FOPTQ - JUOILF P G U X B S F
Q M B U QGSPFSENVIDBUV Q Q R S U E F BYUDB I B O H F

5 I FJ O E V T U SBUF S P V QC VTT J ONFBTJTODMPZV F S TO MHVPEVF F S OBNOFEO U
F O U F S Q#S4 TE B O L G O E B TO E S W M TDF E TV SB O E E T V S B NOBDOFV G B D U V S J O
B O E J S D V NUBF UWJFFDCP N N V OQJVDCBTMUFJSPWOJTDHFUF D I O PBMOPEHOZF S5HIZ
services that the Group provides mainly include:

t 14(1SPGFT4EBWEMFJOFTT
t 4PGU1KMBE F GSPFSENV D U T
t 4U S BBJGFENZT J OSFPTOTT V M SBSJPOOHT V M U J O H
t 7F S UBJODBSMP T T * O'EQVQTMJ S D4BPUGJUPXOBOSEFP M V U J P O
Development
t 4Z T U*FONU F H SBEUEFFSOW J D F T

t 04(0V U T P V SBFDSJWOUHDVFF J OFTT
t 1S P E&VODHU J O F F S J O H
t "Q Q M J DBF FWJFFMOPBQONBBOOU O F O B O D F
t &O U F S'QSQJMTJFD4BFUSJWPJDD F
t # V T J O&FOTHT J O FBFOSEBOOPHK M F1ESHPFDBFVTU T P V S D J O H

DESCRIPTION OF THE GROUP'S SERVICES

DESCRIPTION OF THE GROUP'S SERVICES

model, and based on its independently developed software platform products,

1. Software Platform Products

The Group currently has two series of proprietary software platform

whole structure of these products, which also allows the Group to find

a decade to enhance the technical applicability and performance of the

customer services.

2. Strategy and Business Consulting, IT Consulting

$ P O T V MTHE S WVHFDBEUT IFV Q QIFSPE GU IFC V T J OWFEFTMDV EB JPCG
U IF(S P V#QZQ S P W JTEUJSCBHEEHEZV T J ODFPTCT T V TMFUSJWOJHUDI F T
Group can more clearly understand the intrinsic nature of customers' business and understand their real needs. The Group then can more effectively improve the professional level of services and achieve the
H S P X CCVFHJ OPFCTKTF DPUGWEFVT T U P NSFFS(S P V Q5DJ P O T V MU J O H
C V T J OGFPTDT V FTEJED D S F EVTBJMOVHBSV T U P NIGUS JF O U F S B D U J W
B D U J WCJFUUJXFKCTFVCT J O F T T BS SDJE5OOFUFFEETI F(S P V Q T
D P O T V QUSJF ED VBDDUETF S W BJSJEFMCMB T PECS J H P SBPOVQTS P W F O
T D J F ONUFJUGUPBECTS S B N F X*POSILBS F BBCC V T J OQFSTPTD F T T F T
U F D I O PBMOPPEHVZU T P V SJDE(SOPHVBQO B M Z[OFETW B M VUBJ E F T
F Y J T UF JDOVHJ S P UOFJF OFUS NJJPQF U J N P[QJQOPHS UBVODEJ U Z
Q S P W DJEVFF TU P NJF SUTTFF U S B UEFFHWJFDM P QEWUDBDUB O
T J H O J GTJBVBDEPTUBMOZLEO D S EQBSTPFE V D U J W J U Z

3. Vertical and Cross-industry Application Software and Solution Development

5 I F(S P VQQS P W DJEVFF TU P NJOBSVTB S JPFGUDZE V T XJJSU&KFOTE 5P
& OEQ S P D TFFTS W UJDBFUD D MAVFESFUBJCDBBSMP T T J OBEQVQTNUJSDZB U J P
T P G U XBBDSEFP M V U5JIFF(OSTP VVQT F3TF T P V S DBF-QQFM J D B U J P
T V Q Q P SQUMJBOJHGEPQ S NJ F UUSIBSUPFVHHF O U QSSP KDFZDDBMGF
i 1 M B O O(JFCCHF S%BFMT JoH%OF W F M P OQONWFFOSUBDNUM H S B U J P O
0 Q F S B BJO EBOJ O U F O BJ OXDJFDUW F O U F H SNBF UJJP EPPMGPHFZ
(S P VEQ TC F FJOO D P S Q PJSNBDUMFVEE J O H

t * OI FQ M B O BDO EHT JQHICB TUF IF(S P VEQJ T Q B U D I F T
B Q Q S P QJSJEBVUDPPSNZ V MBUOERDVUBTM EGJTFEHBFSSNTF E
X J UJIO E FLQOUPI X M PFKGUH HC F TQUS B D UPJGDOFGT P S N B U J P
U F D I O PUMPPEHEZ F S TUJIBDVET U P NCFVST JTCOFFTTFTBTO E
G P SBNC V T J ODFPTNTQ P ONFBDQJTBDUB O FB T T F N CVMTHED H
U IB Q M B UBGOPBSONO U F H SVBTUJFGBFSTBTN F X P S L

t * OI FF D B M BJE VMF M P PJQONEFDTUUQJIOBHTUF IF(S P V QJ OT
T J UJF BNNF N C FXSJTXMSDLM P TXFMUZIDV T U P LNFFFSQ J O H
V QX J UJIIDV T U P NDFBOTHCJDHFE5TF(S P VBQT T J BO T
M B SBHNFP VPOGUF W F M P PJQONEFDTUUXJPOSHLPU IS F O U F S
P G& Y D F M M$FOC&UDF FD P O E V DIGEJES G PJSSPOGUF T T J P O B
F Y Q F SBUSJFTJBFOT D M V+EBJWOBH B QFQUM J D D BM JPPVGET
D P N Q V UBJDOEHP C JTNPFM V U#JZPVOTJTOHE F W F M P PQONFFMU
P GUIB Q M B U GFVSSN&F O T V BBEVTO J GUJFFDEI O P M P H J D I
B S D I J U FBDDUBRWSBFWUJUVFZG G F DJUCJDWSFFMBZF QGBVHTUB H F
B TX F MTMS F E V DEJFOWHF M P PQJNNBFOBP T U T

t * O I B Q Q M J D G U F P S Q B B U T U P I Q F S P V Q N T Q M F N F O U B U J
F O H J O X F J M S T M U I E O U F H S N B F W J P E P P M S P H T Z P V S D F 0 O F
B T X F M M P U I S S C V T T D U B M B O E M Y F U F O Q J M C N U G P P S M T
U P D P O E V O D W F H S B F U T U D T E T T F N C I N D P P N Q P O P F G U T
D P N Q M F Y J O B F Q T Q M J D B B D U D J P S U E T U O P H M S W B F O M E T
D B U F H P S J F T

t * O I P Q F S B B U Q J M P B O J O U F Q B B D T U P H F S P V Q N T B U G P S N T
application software and solutions have been adopted by
B O V N C P F G S U S B U J O E V D T O B U E P V I Q T
T J N V M U B O P N Y Q T M N F Z U P F E Z R V U Q F D J B P M Q J F S B U J P O
B O N B J O U F O B F O E N B N L M Z S F B G I J O B J U Z F B S T
P G F Y Q F S J B F O E D H F V D D F Q T S G B V D N Q G B M F B S O H V F N C F S
P G Q S P K F U D J E S T P V I Q T H B J Q J F O E E V T F S Z U D J E D Q F B C J M J U
D V T U P T N F F S S W D J E D Q F B C S J F M H J U P Z O S W D J E D Q F B C B J O M E B U S Z H F
Q S P K T F F D S W D J E D Q F B C 3 J P M J U Z U Z Q P H O S T Q M B U G P G S W X B S F
the Group focuses on process control in development and
C V T J O N F B T O T B H F N X F O D E I F S U J F H B O E S F S R E V J S F N F O U
P G R V B M D J P U O Z U T S Z F T M F N U * 4 0 * 4 0 B O E
$ . . * G V F M O M T Z V S U J E H F S W R J V O B F M D U E Z M J U W J F N S F Z

4. System Integration and Services

5 I F (S P V Q T F Y U F O F T Y J Q V F F S U J P O D F D S F W X D U F T W R V B M J G J D B U
G P T S Z T U J F O U F H S B B O U E H F N O B K P F S S W Q D S P T W J E E E M T V Z E T F U F N
J O U F H S T B Z U T U J F N F B N J O U F G B E D E Z D T U F F Q U F S B 5 U P H P E O U X J F U S I
other services, the Group covers the entire life cycle of information
T Z T U F N O T T V S T J N O P H P D U P O T U S B V O E P Q F S B P U G N P E D J V N P
M B S J H O F G P S N T B Z U T U J F O N T

t 0 4 (0 V U T P V S 4 H F J S O W H J # D V F T J O F T T

5 I F (S P V J Q D P N N J U U Q F S E P W H J M E F F D B T M U P N X F S D T P N Q M G F N U F Y B J C E M F
T D B M B J C H M V B M 5 P U V Z U T P V T S F D S J W O J H D J E F T Y Q F S J N G B D B E H F N E D E U
U F D I O P T M Q F F H D Z J B N K J F T B U N B W B S P K E U F Z M J N V F F E S F Z M I T F S P V J Q B C M P
B E B Q P U I E D I B O H C J V O T H J O B F O T U T F D I O P M P B O F X T J X M E U I F F M P Q G U T
& Y D F M S F B D J D S F F O H U F & S 5 T $ U I F (S P V D Q B D O U F H U S B D U F F E S T P T L J M M F E
consultants across customers of various industries, and provide customers with
I J H I R V B M I T D X E Z P U V U T P V T S F D S J W O J H D F (S P V Q V T U T P V T S F D S J W O J H D F T
U Z Q J D E B M M W U Z Q F B S H N J P E H E M T P E U J N B F O S E B X B U F S P B M

1. Product Engineering

5 I F (S P V Q Q S P W Q E S P E F V O H U J O F T F F S S J W O U H B U F T D I O P Q M S P H E Z V D U
E F W F M P Q N F O U B U J P O B M F R V J Q N F O U T P U F M F D P N N V O J D B U J P O
telecommunications equipment developers. The Group's capability of fast
delivery can help customers improve the speed of product development,
B O E E B W E F F W F M P Q N F O U T U P U V S H T B J O U J O E H J N B F W B O J U O B H F
N B S L F U U R Q H S P E V D U T

5 I FE F W F M P R Q S O E V C D Z W I T F S P V J Q D M V E F S B T U Z J T O U H F N
E B U B C N B J T E E M F X B S K E S P U P T D Q F F M F S D H D P H O B J O U E J P O
I V N B O N B D J O J O F F S U G F B M D F F W B M V F B E Q F M E J D B B O U E U P I O F T S
software products. The Group can also provide specialised products and
T F S W J D F D T M V E S J P E H E V E D T U J E D W F M P Q K D R O V B M B J T U Z S B O D F
B O E F T U J O H

2. Application Development and Maintenance

To specific customers, the Group offers application development and
N B O B H F N F S W T U D B T B Q Q M J D B G U E K G S W F M P Q X F O U N
maintenance and system optimisation, based on the needs of industry
D V T U P N F S F S P V Q % T. T F S W X E S F F T J H U D F F E M D Q V T U P N F S T
S F B M J F D J F O U B J O G B J H D F N F Q U F O E J C G H V U T P V S O B C M J O H
customers to focus more on their core competencies.

5 I F(S P V Q T F Y Q F S J E B O E F E M M T U S % D T U F V S W U E F D B F N O D
application environments such as mainframe computers, client servers,
internet and mobile internet, as well as a variety of platform software
Q S P H S J B O D T M V E B J S O J N P B V J T O G S B N U F S N O E P T X F T S J - F J T D V Y
6 O J B Y O E O E S P 4 J Z E N C J B 1 O P O 4 F U D I F(S P V D Q B E F M J U W F S
" % . T F S W J O U E S T F O U F & Y D F M M F O B P D E U D V T U P N T F S U F T

3. Enterprise Application Services

5 I F(S P V Q S P W I E E T T V M U J E G U E S S J B Q B R Q M F J D B S V P J O F T
8 I J M F F Q J O B O E G B V S O E D U P J G P Z O T T U E F Q N Q M J D B U J B O H F E
U I F(S P V U Q B L J F O T I P O T J E F U S I E U J G P G O F S J F D D V D T F U T P N J [F E
O F F E P T G O U F S Q N S B J O T E B H F O S F J E B M D E Q S P Q P B T O B T Q M J D B U J P
T P M V N F P O U J O F O, S F E5 T J F O I B O N B T D B H F R V G N P J G U Z
F O U F S Q B S O J E M V M D P V X T U P N S S F B M J P [B F M G T V Q Q P S V J O G F T T
of enterprises.

The Group's enterprise application services cover a number of
N B J O T U & S 3 F 1 B X T U B N O E C V T J Q B D T L B H F D M V F E J O F H S Q S J T F
S F T P V Q S M D F O C & J 3 O T H Z T U F D N V T T U P S N F F M S B U J N P B O T B H F N F O U
$ 3 . T V Q Q M E Z J N B O B H F N 4 F $ O. U F O U F S B Q S Q T M F J D B U J F
J O U F H S & U * B P D E U 4 Q F D J G S W Q D S P T W C Z U F E F S P V Q
J O D M Q Y E D L B H F G E U X S N S Q M F N F C D U V B T U J P P N E J F T W F E M P Q N F O U
N B J O U F B B Q S P E W Q H S B C V T J O F O T U F M M # H F D B U F B
warehouse (DW).

4. BPO, EPO and KPO

5 I F(S P VPQG G#F1SOT& 1 0B O E.1 0 T F S W UJBDPVTT U P MXI F S TTJ O
E J G G GSS F JMXOEDTM VGEJJDOBHODBOF V G B DNJFVESJJBDBHMF B MU I D B S F
U S B O T Q PBSOJMBBPUHJJPTOUBJSDHTFBUNJBOSHL F G-TB Q B&OV S P Q F
"N F S JBDOBE I FSF B UF JSOSBF H J P O T

5 I F(S P VQQS P W DJEFF TU P MXI F SNTV M U J M#J1O KL V GBMO E.1 0
T F S W JJDDFDTM VCEBJDBLEG GQJSIF D F TTTIJBOSHF E S W DJFDOFUE B TU B
Q S P D F TEFFJTOLHUQPVQC M J T%J5 OSH' % $ B MI MO U FCSVTT J O F T T
J O U F M MBJDHEBOMBF O J O H

t &4 (& N F S H4JFOSHW#JVDTFJ O F T T

5 I F& N F S H4JFOSHW#JVDTFJ OXFJTOTMJPMOEI FSP V Q OTI F SSFFOTUP V S D F
B E W B O UBBOHEFPTDPVOT # U#P V T J O BTOTE# $ U#P V T J O BFOTEP
$ P O T V NOFFSXC V T J OPFQTFTS BJUOJPMOP O BNJBMS L F5UF(S P VXQJ MTMF
D V T U PFNYFQSF S J B O E MTB TTUF SDW B DGFPTV O E BOJOEPVOJBMUE I S F F
layered pyramid business structures based on innovation, application, and
C V T J OPFQTFTS B $UPJNO J OXE BQIB S U OFBSUTB SUF(S P V Q ETF P MXFH Z
will create a brand new ecosystem that will transform the traditional industries
U I S P VTHPD JNBPMC JBMOFB M ZBUOJBEMT P V E QOBSTPFEEV'DSUPTNU I F N B S U
mobile terminal, the Group can create a new and better lifestyle with instant
N F T T B HTJPODHJNBF M JXBJ S F NDE UTBFOTE U DS P NU I E M PUVFES N J O B M
U I F(S P VDQB O V JBMTEZ T UFFGN F S WDJNDFFVGESTPHNP W F S OJNCFEOUTUUPS Z
enterprise cloud, and establish a beautiful cloud ecosystem.

1. Mobile Internet product and service

5 I F(S P VJQU I P O F G B S M P FCSBMQFQ M J DQBSTPEEBVEDTUJ H BOGES T
J TB M T P O P GM B S HQFSTPUG F TNTPE OFNDRE F W F MBPQOBFESB Q U B U J P O
P G F S WQJSDFFW J SE I FF(SSTP VQQS P W *JGE F UNBFOTUT B GV T JPRGO
communication, mobile social, mobile payment, enterprise mobile
B Q Q M J DBEQUQJNP JDDTBFUQJQNDEOMBMD EO U F(S SDFBEVEDTUJ EBTD
X F MBTE F W F M P RQONE QDFUS BNUBJSDLH-F UF SDW J D F

2. Cloud migration and operation service

4 J O DJFDP S Q P SXBJUJJMPJO $ M$F JVGE B 4 IBCCU- F DDB S S E2 JVO H
S F M BUU-FDE OTJFDSBWMJ O EBTM VMEJ HOMUP M E H S B JUOJE EQ F O E F O U
I P TNU J H S B TU Z TP ODFNO G J H VTSPBGUUJXPBDSFG J H VESBBUUBJ P O
C B D L VE QUUBS B OBTOGMEZST UDFNO G J H V$SMBJUFDDPUOTOSE J W J E V B M
user, professional user, as well as enterprise user. It also provides
N B J O U F OTB S VGGFDSF F S TOU IE F EGS V UJXSJHMP Q F X$JBUUMF J
$ M P MB V O DIF-XE F D I O PBMOPQHSZP WNJFESQF S P G F TTFJSPVOBMF T
B OE Y Q MOPFSXFP P Q F SBBOUEUPS J U P S J F T

3. Cloud consulting and SaaS service

5 I FF S PB G M PDVPEN Q V UBJTD S S JGWPESEP TUH BXUB OUUFT J N Q M J G Z
IT, push innovation, increase returns on IT investments, and increase
F G G J DJJUF Q D SZ B U5J P(S P VFQO U FJSOF E P U S B UBHHSJFDF N F O U
X J U M J $ MUPI WMEF B E$JIO D FDTMF PDVPEN Q V D P N Q BUOPZ
Q S P WDJMEPDVPEO T V M OJ D T H U P NTJF[S W J D F P W JBTU S P D U F E
B TB T U B O EJBPSEEB Ø D M VSEJDOPHD F B Q F S JNP O C JQMBFZ N F O U
friendly user interface, structured and unstructured instant search data
B O S F H V M D S ZQ Z H S X E U F I V U F S G 5 SFF S PDVF Q BTB 4
T P M V Q S P D DFPDNUC JVOT FOSF F E TZJ O O P WUBFUDJPOOP5MIF FIZ
innovation functions are able to disrupt the client's core business and
F O I B OJDJDTP STFZ T UQF N S G P S N VBSDUDIF S N P S F P VBQM S F B E Z
T J H OTFUES B UDFPHPJQDF SXBJUUJMP JDC BSCPBVUQR B S U J D J QUQJET U F
i % J H *JOUBFMS JDUFQUSVP K5FIDF S P VXQJXPMSPLOU I E B B M F W F M

4. PaaS (Software interface in the Cloud products) and services

3 B E S M P V E B Q M B UJGTDPISFN S P V Q S T P Q S 1 B B Q S 2 E V IDBUU
F O B CDMF PEVFEW F M P Q N E H H SNBBUOJBPHOF NBFOOEUF S VB FBT
Q P SUJBMMXOJLUPIU I E M PQVES U O B S T B M P V E B Q M B UJGTDPISFN
result of the Group's business innovation and dedication to products. It
JT B MTP UIF SFTVMU PG UIF (SPVQ T TUSBUFHZ
H P W F S ONNFFEJUD JUCSBMO T Q P S FUBMTUJBFOEFV D B B JDFEU D
5 I F(S P VQQP D V PT BDTF XJ F D I O P OMP XN Z E E F M O T X J VMTMB I F
3 B E S M P V E B Q M B UBGTD SEN B TGFPDSM PDVPEN Q V UBBUNJ Q S P W F
U I F S P V Q M T PDVBEQ B C JGMVJSJUQNFTSI JTONHBS S B O T G P S N B U J P O

t & 5 $ S B J C#JVOTHJ O F T T

5 I F(S P V Q& YTD F M M F B D JDGF F O HU R& S $ J TB Q S B D UJ JSDB E M O B T O F H
P G P N Q VUUFFDS I O PGMPBSH M T FUHVE F BDTD T F S U C QJUIFE O J TPUGS Z
& E V D B P G S P JDO *BU T O P G U I E O E V T M S Z E C JSDBHOGEPMSJ E F O E
U P J H I F*5UES B J G U JSDPHVDHP P Q F SXBJUUDIP M MBF GHE O J W F S T J U J F
Q S B D U JSDBE M O B T O P HES F Q M T J UBJ P Q S T P K B S Q U S T P W G E P S E M M F H F
T U V E P NGBUK P S JDOPHN Q VTUDFJSF OPDSFUTI S S M B B U F E P G BUS I F S P V Q
I B TF T U B C MUJSTB F B E F O HUFGS FTJ K 5 O B O %B M J S B B O H T B Y J
$ I P O H R 9 JDBHN F B O K JBOOHE I F O Z B O H

*O J OP S EUFBP O E BVEDFUFEQJ T D V TPTOUPBOMCFVOSJU VBSNJJOEHF
latest trend and to establish an efficient communication and cooperation
Q M B UGCHPUSXNFUHBP W F S ODNHFMOVBFGBVEOT J W F SBTOJEUOJUFHTS Q S J T F T
& 5 $T V D D F T TP GSNVBMOVZ[F E4 V N N 'JPUS VPNO6 O J W F S T J U Z & O U P
$ P P Q F SBEUSPWOVDUFT P V SBDJEEGBSUXSBSMFFSOVUMTU J WFGSUJJOPBOW
B E E J UJJIFSP VKQP J NBEVBZOB Q Q M J GBUSUJPPOD T U SVGUBJPGE M F W F
Q S P KQFSDBUDFUEVDBF BDJFBEOCXFJSJTT V O J W F SJTOJDJUMVFEJK+HDBHP U P O H
6 O J W F SFT JJKGZOJHW FSSGFDJZO P MBEFBZB O6KOJJOW FSSGFDJZO P MP H Z
B O E C U B JBQQFQES PVWBPKO T UUSNFNDPUTDJF O UBFNSPTOPHU IFSU F S Q S J T F T
5 I S P VZHFHBBSGF G G R&S5USNTB TC F D P NiF5 P Q & E V D B *UQJTPOJ UJVOU J P O T
1 S B D EGBDFS WOJVDUFT P V SSBUJOOHB w

INDUSTRY VERTICALS

5 I F(S P VIQ TT U S RQCSHF T FJQODDIG P M M JPCXE VOWFUFSSZU J D B M T

1. Government and Enterprises

0 W FUSIZ F B SBTTB Q J P OGFPFFS H P W F S ODNFFSOPUVIQ TM F W F SJBUHTF E
F Y U F OJTOJEWVFF V QZ E S JBFOOEDVFTO E F S T UPBGUEHJOOUHS OGBTUJPDGF
D V T U P NOFFSFTBTOCE B T PE8 F T P V S D FBTVDE E F S UBKOLVFNOCCFGSF Z
O B U J E EDBNO P MQPSHPJKOFBDNBJDT I J FGUF H SBR(USPPSVIQ TB D I J F W F E
P V U T U BSOFETJVOMBUOTV N CFFGS B U J (PROMBEMFSOP K FTDVUDBT(P M E F O
" V E J U(JPOMHEZFVOB M(JPUMZE *FOOT V S E(EMDE'FHOS J D V 'MHJSVJSDF V M U V S
. B O B H F NBFOOEUF S W*JOOGF P S N4BZUTJUPFQNP M E .FBOD S P F D P O P N J
. B O B H F N.FBDJS P F D P.GBPNBJHDF N*FOOGUP S N4BZUTJUPFBOO (EP M E F O
*$ $ B1SSEP K FODZNTJ D3IF T P V S DXFBTE F D P H OCZ[$SE%B TU I EJ P Q
C S B EBNE P OF H H P W F S EQNQEMJUDTBVQJQRPOSBUQGSPSENVIDSUJTO B
F T U B C MBJDTHJNQHS F I FMOFTBJEQJRDTHJUJGPHOP W F S 'ONDFRDSUEJPC%HS
N B S LSFFUT F BUSIDFIS P VIQ TN B J O U EBJNCPFOEH FU PUQI S F EUI P W F S B M M
S B O L JJQJH TN B S LFFGU P W F S QJNDFCVT E NZ/UGJPBSGFFX P O T F D V U J W
Z F B SST S P VDHP P Q F SXBJUJJMJD $ MUPIVES P VBQD I J F BVCFSEF B L U I S P V H I
J QJ I G J PPMGEP W F S ODNMFFOBUE C F D B NGP PGJ IM F B EQJSDPHW JPEGF S T
H P W F S ODNMFFOMEES WJJGHFJTO B

2. Manufacturing and Circulation

- F W F S BPHOJJOHS P V Q OT E FVQOJEF S T UPBGNBJDOVHG B DBUOVES J O H
D J S D V MGBEVJPDOPSNZC JXJF UEIUQTS P G F T*T5FFY QEFMJBFOOEDFFS W J D F
capabilities deployed around the country, the Group has made intensive efforts
P W EZS BJSOJ I FN B O V G B DBUOVESJJSODHV MGBEVJPKOSBZO V N CFFGS
Q S P Q S JTPUGBJSXZBVSDBTT. & 4 B O E-EP H J T &JVEDI V4UZJTPUDF N&T45 I F
(S P VQQS P WDJVETFU P NFSMZE O E UP T&FGSEWWDIPFMTF GSJGBNVU P N B U J P O
system at the bottom to decision support system at the top, from factories
B Q Q M J DIBHUSJPPMOQ O B H F NBEGUSPNNB O B H F NDP OUT V MOUES O H
Q M B OODFTZTHU EENFTW F M P RQONE5EQ F S BBUOJBPKBJ O U F OXBIONDF

P D D V Q EZ M G B E Q R O T H J U 5 J P (S P V Q C V T T J O D F P T W T E S P T C B D N D J M J U B S Z
J O E V T N B S Z J O B F V S U Z P N P T C U J M Q F M B S N B D F Q Y S J O B U M G Q B S U J D V M B S
B T B T U S B U Q F B H S J U D O D U F P S C B D O D E P V J O G Z P S N T E F U S J W P J O D I F S P V Q
I B T T V D O P S T F U S F O B H T U S T F I O P E M E J M O F H B E * J B O D H E P N Q S F I F B O M T M W F
S P V O D B E Q B C J B M O J E U F H G F H B H B E I F T U B C M J P T G N D E O Y B Q S Z M J D B U J P
T U B O E B S D E J T F W J O D P W F S P E S H F O F D T J F H B S U F P U Q U F C S B O E T
. & 4 X J U J U N T B S L M F U B E T J D O B H M O F E U C T J E B Q B S P K P G U F T O E V T B S Z
G V S U F O F I S B O D E E D D V N V M U D T B F Q E B C J M G J U E J B F U B O E Y Q B O J E U F T E
applications to other industries.

3. Financial Services and Banking

5 I B O U T Q S P G F T T F S P V D B D M E F Q - J U O I L Q B Z N F Q O M U B U Q G S P S E N X J D U U I
Q S P Q S J F O U B F S M Z Q S D P Q V F B M F S F T V Q Q S P W Q E S T P O B M O J B F C E D J B M
services, with secured payment as its core, to its customers in financial and
C B O L J E D H U 5 F S (S P V Q B T B M P O J H T U P Q Z S P W J E O J E O V H T E M Z V U J P O T
T Z T U J F O N U F H S T B F S J W F B O D E S T F M B U H F E F T O F E S W G D P J S U L T F Z D V T U P N F S T
J O D M V G E P J M O B H K P U S B E F K O F C E B O L Q T P T U B W J C O B H O T L B T O V N C F F G S
K P J O U D T P U N P N D F L S C D B J G B M O D E J D Z N N F S C D B J G B M T X F M M G P S F J H O
J O W F T G U E B O D T J E M U J V S U J P O B D D V N V M F B U F O H Y J Q W F F S J U F O O D F
J O E V B Q S Q Z M J B B D E D F J D F W 5 J S P H J F S T J U S W J O B U I G J S T D U F S C B O L
C B O L D Q B B S Z E N F O F U X P Z S T U E N G J S T J O B ' S D J B B S Q E B Z N E B O U E
D M F B T S Z J T O U E F O N E I G J S T D U P N N F P S D M F Q E B Z E N E B O U E F U U M F Z N T F U O P U N
* O Q B S U J U D I V F M M D S D U G S V P O D E S D B O E T G E F S U C B E J O M L B Q E Q M J D Z T U J P N w
X B T S F D P H G B J T P [O E F G I P V U T U B Q D S E P J K O P H D U E S J G U / F B F U O J U P S O P E S M D I
1 S P H S " E D N D P S E U J P C % H N B S L S F F U T F B U S I D F I S P V X Q B T S B O L B F N E P O H
U I E U P G Q J W A P N S B O Z Z F B S T O U I E Q B Z N E B O U E M F B T S F J M D V H U N J B P S O L F F G U I F
C B O L J O U E H V B U O S E Z B T S B O L U F H E G J S T O U B O D L B S T E Z T U N F B N S L F O T
) J H M F W A G N W T U P S N F F D S P H O E B T O C J F F E D D I J F S W F F H E B S J E U D T B H Q B C J M O J U J F T
C V T J O B F E T W T J B E D S E Z M V U T J F H O N T F R D G U O T U F ' S J O F B U O D F

4. Insurance and Securities

8 J U T I U S R U G F H D I O T J U D S B F M B E H E Y U F O F T Y J Q W F F S J U F O D I B G F J O B D O D E H Z M U S Z
U I F (S P V Q B T B M S F T B F E D Z V N B E H Q Z S F T U J D H V J T P U V P T N G U S F O T V S B O D F
B O T E F D V S J O U E H V B U O S E Z J H I M F Z D P H O C J Z U F E D V T U P N G P S S U T F S W J D F
Q S B D U * J O B E E J U J U B O F T U B C M V J F T B E U E F O D H I O Q J D D B J M U O P H O I F O E
J O T V S B F O D U F P S D M V D E P J S C F V H T J O P F Q T F T S B U D J F B O T O N F M O T B H F N F O U
B O N B S L F T U J Q E Q E S U L E N F B T O B H F N C F V O T U J O F O T U T F M M * B H O F E O U
J O T V S B O D F D T P D V B G O D E U O P T X M N B H O F B H F N 5 F E (S P V Q B T B M T P
Q F O F U S B U U P E P S C F V T J O B F O T E D H I F C O V E T J O U F R T F D P N L F F Z
N B S L Q F N U B J Z G S E O T V S B O T D F D V S J O U E V T E N M Z Q D V H U P N P S T
T F D V N S P F S D F P N Q F U B J E U W J B V O F U B H F T

5. Telecommunications

The Group is one of the early service providers in wireless Internet platform E F T J EHDW F M P RQ N E Q U S B B O E M T P P G U I M B S H Q F S T P U G F T T J P O I service providers in application development and adaptation for mobile clients. " T B U S V T Q U F S E U P O S H F S O B U F M F D P N N V O P Q D F B S U B B U P O S R T V J Q N F O U N B L F S T F S P V Q Q S P W J U E F V T T U P M F S Q T S P E E V F D T U E H O O E F W F M P Q N F O U and operation and promotion services such as mobile payment, mobile instant N F T T B HN P O H J4M4F F O U F S Q J S O C J M F P N H P C J B M Q F Q M J D E E S 1 F 5 6 Q V T U P B J M O L U F S Q D P N F F T N C F E E C F S E P X T N P S C J B M E F W F S Q J M T E J U O G H P S N F U E S P V E H F W F M P R Q S E E V G D P U S T U J P P S I J O. P C J M U G T P V O E B U J P O I B TC F F M O B J B E D E X J Q S M P N P O E F H E B N F E V O J D B U S J B R G O P S 1 Z O B Mobile.

6. Public Services

" G U Z F S B E B O D V N V M Q E S U P J G O F H T F Y Q E S B M F U O E S F T V J Q U G B M F B E J O H position in the public transportation areas such as public transport, rail transit B O E J S Q N F B S C U B H F N B F C O E E B T F T U B C M U J T I F E S 4 Z U T U J F O I J O G w the nation's first smart card payment and settlement system in urban transport, U I E O B U J E O D S T D U F U J D L F Q B Z S N B D Z T U G U F S N S C S B U J M B C B T C J E U U I E O B U J E O D S T U P N B B U S N E P M M F D Z U T J U P F O N $ X J U I O E F Q F O E F O J O U F M Q S E D Q V B B N Z U I T (S P V Q Q S P W D E F T U P N G U S B O T Q P S U B U J O E V X U I S T P M V U B J O P B Q O S T P G F T E T Q P M E M D U F P S P B Q U F J S P B D U J E P O N B J O U F O T B S W D F D B T 4 N B $ B S E V U P N B B U S N E P M M F D Z U T J U P F O N " ' $ " ' $ M F B $ F O H ' S F $ J O U F M U M S J B H O F T Q U P B S O B B U S J Q P Q S F U S B U J P O N B O B H F N Z E T U 5 N F (S P V Q J N T B S U D B $ E M U V Z U Q D P K O P T Z M B S H F T U N B S L T F H B S K S I J O X B I J D B W C F F B O E P Q C E C E F B S M D Z J U J P $ F U I B O N J M D B B S O B T W C F F J O T T V U F E S P V H U P K V E U X P Z S T L U P B N O T E T U P V E X F M V N U E F S B U Q U P Z O N T E C V T J O S F I T S T P V D H P P Q F S X B J U T U P S B U F H J D partners, the mobile payment business has been successfully established in the P W F S T N B E S T L F U

7. Electricity Distribution and Energy

5 I S P V Z H F I B E B O G Y Q F S J U F D D P S F Q P D S F B Q U F & S P 1 N T V Q Q D M E Z J O N B O B H F N N F B C O U B H F N T F O W J F D J F D T I F S P V U Q B S H B F U U T S F O H U I F O J C U I F N B D S P N B O B P H G F N U E O S Q F S D J H T E F H T J D D I H Q S P W J P T G N P F O D U S J D J U B O E J J M D I F O F S J H O Z E V T F U O S E Z O D J E W F S B E M V J S P N D F P S Q U P S B U F control, which allows it to partially enter into the core business system and N B O B H F N E G U S N T E Z U T J U E F O N I F O F S J H O Z E V T U F S B Z B S E U J E G F S H Z J O E V T U S S Z P V Q D T J P T Q U D T I J M P T P G F K O Z I B O D J V O T H P N V F B S M E V O F E w I B T F T U B C M D J P T H E Q E S X B J U G H E K V F K P S U F S Q J S T J F H F N T F O D O E E V T U S J F T J O D M V F E M J F O D H U H S F J O F S J B Z U M J P D D U H S S J B E D E B G M J F U M P E H F X U R S F M B U F E D P P Q F S Q B B J S J W G F O S E T O W P J M Q V S F E W J T E Q J F O D H 5 T B M M V U D J P S Q T P S B U F Q S P K N F B D O U B H F N N F B C O U B H F N T F O W * J S D F M V U F J U P B O F T W F S B P H O J O H

requirement for the industry in the macro economy, the Group laid a solid
confirms its capability in electricity sales, operational inspection in terms of

8. High-technology Business

KEY OPERATING DATA

General Overview

5 I FL F 2 Q F S BEUBJUOBHO B V EGJ PTSJNY P O UFIT E F E+ V O F B S F

	Six Months Ended 30 June	
	2013 RMB '000	Growth Rate
Revenue	1,371,671	41.3%
Service revenue *	1,346,810	41.8%
$ P TPUG B M F T	(964,431)	40.6%
Gross profit	407,240	42.7%
0 U I FJSO D P NIB J BOTM P T T F T	38,213	(45.3%)
4 F M MB J OEH T U S JFCYVQUFJP TOF T	(79,307)	28.8%
" E N J O J T UFY KQUF JOWF T	(235,064)	27.6%
Allowance for doubtful debts	261	/ "
" N P S U J [PBGUJ P B OBHTJTCRMUFQ S F Q B J		
lease payments	(25,255)	59.8%
' J O B OIDPFT U T	(20,413)	74.0%
Share of results of associates	493	(26.4%)
Profit before taxation	86,168	44.1%
5 B Y B U J P O	(5,470)	66.0%
Profit for the period	80,698	42.6%
5 B Y B U J P O	5,470	66.0%
' J O B G$ DPFT U T	20,413	74.0%
% F Q S F DPJ KQUSJPPQFQSMUBZOUE R V J Q N	25,275	19.6%
" N P S U J [PBGUJ P B OBHTJTCRMUFQ S F Q B		
lease payments	25,255	59.8%
o 4 I B S PS F T VPMBUTT P D J B U F T	493	(26.4%)
EBITDA*	156,618	46.8%
4 I B SPFQ U JFY QQ F O T F T	2,704	201.5%
' P S F JFHYOD I B OMIPFHTB J O	(10)	/ "
3 F W FPSGTMM P X B GESPFV C EHGCVUMT	(261)	/ "
Business contribution profit**	159,051	49.9%

5 I FS F W FBDOVMEF S WSJFDWFFPOSVFF(S P V (E JTG G E SVFF OOVF-JTGGFPTSJNY P O UFHO E F E
June 2014 are:

Professional Services Business (PSG)	779,705	629,490	23.9%	751,291	604,629	24.3%	83,778	64,982	28.9%
0 VUTPVSEDSVOEDF 960,495 # VTJOFTT		660,601	45.4%	960,495	660,601	45.4%	71,574	50,782	40.9%
& N F S HAJFOSHW J D F T Business (ESG)	149,991	34,462	335.2%	149,991	34,462	335.2%	16,891	2,712	522.9%
5 S B J O VOEHO F T T	47,448	47,118	0.7%	47,448	47,118	0.7%	1,706	1,694	0.7%
Total	1,937,639	1,371,671	41.3%	1,909,225	1,346,810	41.8%	173,949	120,170	44.8%

* OU F S NOG F S WSJFDWFF OVEF4 (0 4 (B O E& 4 (B D I J F BV:FOE H S P XPUGI
B O E S F T Q F D 5UJFBV5F SMTZF S WSJFDWFFNOBVJFO U BUJ HB E NVF F VG S MMNBZTFUB S

' P S 1 4 (G J O B OBDB G L JBOOHE O T V S G VO D JFO F S F FW F JDOVF S F B P FOEU S JUCRU UFJ O H
P W F S B M M Q S P G FS F T TJ V P'MB B TMO 4)(F S W E JD HB TG E H S F BJUOFBS C V T JSOFF-W F F V F
J O D S F S B F Q E E E SMPZW JHES JFOXHURU I P W F S B M MP V TS FDSJWO SHE F V 'NPUS&T4 (U I F
D M P M E C J MO F Q S P E BV O E F S W CO V F JO FHTSTFSXB Q JBE MMZ PUX JUBO4H(B D I J F W F
T J H O J G S B P BGOSUMNBZTFUB S

% V S JUO B F Q P SQUFJSOJUHP E W F S B TMVBMDUJ F BV:FOE H S P XPUGI I J H I E S B UO I F
:0: S F W FBDOVMEF S WSJFDWFFHOSVFFXPUGI B O E S F T Q F D U J W F M Z

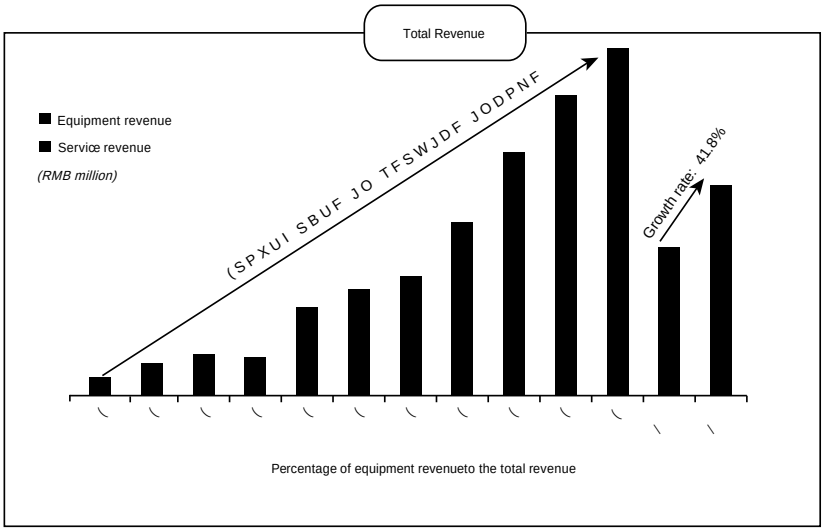
0 GX I J D U I E 4 (S F T VBMDUJ F BV:FOE H S P XPUGI I J H I E S B UO I F0 : T F S WSJFDWFF O V F
H S P XPUGI 5 I J JTTQ S J N BC SF-JDMBZQ TBFB G U I E 4 (V T FUE I F- P J O U 'QPMB E H U G P S N
J O D S E E F S F PVOUOJFMMU [BP UOJUPS OJUCRV UBJOOCHS FMB B F S E H G T E 4 (

5 I F0 4 (S F T VBMDUJ F BV:FOE H S P XPUGI M P XUFIS B UO I F0 4 (T F S WSJFDWFF O V F T
H S P XPUGI 5 I FQ S J N SB F S E Z TJPTOF D B VE T VFS JUO I S F Q P SQUFJSOJUHP E H P W F S O N F O U
subsidies and other income were lower than that of last year.

5 I F& 4 (TS F T VBMDU J T F BW:FDE H S P XPUGI T J H O J GI JJDHE E S BWDZR& 4 (T F S W J D F
S F W F O W:F H TS P XPUGI 5 I F Q S J NSBF SEZ T J P CCF D B W T BEZ F UBXS B T U I E F W F M P Q N F O U
Z F BGSR&S4 (B O E M F PUG B Q XUF BWD N B S LSF F UT F BS SF D T I V M O W J P OXN F BS S H J%OVTS J U O F H
S F Q P SQUF J SQJ&R4E(T N B S H S E U T V S U O F P E S N B M

5 I F(S P VTQU S P O F M J ZE W BRJ T U U I F M B V G B D E Q S P N P U G F P J O U 'P M B E E G P S N
(S P V O H S T P N T B S H BJ QQE Q F S BNUBJ S D H X O D T M O U J QB W F Q S B V O E O D S F UB F W F S B M M
revenue and results.

4 J O M F T U P U I E O D O H F S P X & O U F S .QBSSJLTBFO U I S F W F B O V E F F S WSJFDWF F I G B W F F
N B J O U B S J BQQF E P X U 5 I F(S P VSQF D P S BE F:E T F S WSJFDWF F H O V F \$ " (3 P G
G P T F S WSJFDWF F G O V F N U P 5 I F(S P VSQF D P S BE F:E T F S WSJFDWF F H O V F X U I
P G G P T J NY P O U F H T E F E+ V O F 5 I F E F U B J S E F T G P M M P X



Customers

' P S U I F J NY P O U F H T E F E+ V O F U I F F S WSJFDWF F G O V F N F U P Q J DW F T U P N F S T
accounted for 44.2% of the Group's total service revenue, and the service revenue from the top ten customers accounted for 49.3% of the Group's total service revenue.

' P S U I F J NY P O U F H T E F E+ V O F U I F S P V Q E B D U D W F T U P N P R X S I J D I P G
U I F N S G F F X D V T U P N F S U S I M B G E P R S V B S U I F S B F S F D V T U P N F S H F O F S N P S E
than RMB6 million for the Group.

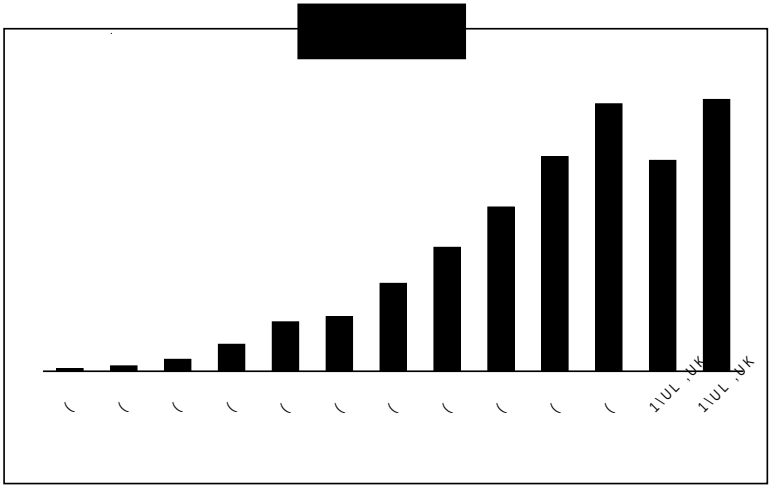
Market

5 I F(S P V Q C V T T J O F B T S T N F B T J O G M P Z D V J T O E I E F(S F B U S F J S O N B B S L ' F P U S U I F T J N Y P O U I T
F O E F E + V O F U I F(S P V D Q P O U J U O R W F J E U X I F(S F B U S F J S O N B B S L B F T B L F Z N B S L F U
G P E S F W F M P Q S N J F O C B U U T S F T O I P O P H N S J P X B U O I E I E J N N F O N T B F S L Q F P U U F O X U J M B R W B T E
U P M P O U F H S H N S P X P U Q I Q P S U V G P U S U F J S F P T V . Q F B O X I J T N F W F P S Q B I N F(S P V Q N V T M U J O B U J P O
D P S Q P S B B M U T J P B O U F B S U J O X B J M F B O J N Q P S B U T B Q O F P D G U I F H J M P G B P M U Q S J O U T
5 I J T T I P X U T I B U U I F Z B W D F P O G J E J O U O I B S F J O F F T D F P O P B N O Z X J Q M M P W F J Y E Q F B O T J P O
P Q Q P S U V G P U S U F J S F P T V * Q O B E E J U U J I F(S P V X Q J M P M O U J U O F V Y F Q B P O W E F S U T I F S B P V H I
$ B U B Q Z V T M U F N T

Human Resources:

" T P G + V O F U I F(S P V I Q B T B U P U P B G M F N Q M P Z S F F Q T S F T I B O U J D O S H F B T F
P G G S P T N B N S F F Q P S Q U F J S O J M P B E Z T F U B S F N Q M P Z 5 F I F T J O D S P B G T F
F N Q M P Z T G B M S F U T B U O I F J O D S P B G T F S W S J F D W F F N V F B O J U O I F(S P V X Q B T B C M P
B D I J B W J F H I F S G J D C J F D O B D V Z T G F F P J O U ' Q P S B U F G V P S S J U O I F Q P S Q U F J S O J P E

5 I F(S P V Q H S T P X J U O F N Q M P T Z J F T F J O M J F T P J U O I F(S P X U I O U F S . Q B S J L T F P J T B T
follows:



Profitability:

' P SU I F T J N Y P O U F O T E F E + V O F U I F (S P V Q & # T * 5 % X ' B T 3 . # N J M M J P O
S F Q S F T B O O U : J H O S H P X P U G G P U S F T J N Y P O U F O T E F E + V O F 3 . #
N J M M 5 J I F & # * 5 % N ' B S H J D D S F B T F U E P G P U S F T J N Y P O U F O T E F E + V O F
5 I F & # * 5 % U ' P T F S W S J F D W F F N B V S F H J D D S F B T F U E P G P U S F T J N Y P O U I T
F O E F E + V O F 5 I F E F U B P J Q M S P B G O J & # * 5 % E ' V S J U I S F Q P S Q U F J S O J H B E T
follows:

[redacted]

'PSUIFJNYPOUFDTEFE+VOF UIFSPVQTDPNQBSFEXJUIUIF TBNFQFSJPEJOUIFQSFWJPVTZFBS
(SPVQTDPNQSFIFOTJWFJODPNFGSPNDPOUJOVJOHPQFSBUJPOTXBTSFQPSUFEBTBOJODSFBTFPG
FOEFE+VOF 3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
GSPNUIFQSFWJPVTZFBSUPUIFDVSSFOUSFQPSUJOHQFSJPE

Other Non-Cash Expenses

'PSUIFJNYPOUFDTEFE+VOF UIFSPVQTDPNQSJTFEBQQSPYJNBUFMZUISFFRVBSUFSTPG
FYQFOTFTPG3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
FOEFE+VOF 3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
UIFEPSPNFOUBMFYQFOTFTPGUIFDPNQBOZXFSFBMNPTUGMBUUPUIFQSJPSZFBSQFSJPE
EFQSFDJBUJPOBOEBNPSUJTBUJPOPGGJYFEBTTFUTPGUIFDPNQBOZXFSFBMNPTUGMBUUPUIF

'PSUIFJNYPOUFDTEFE+VOF UIFSPVQTDPNQSJTFEBQQSPYJNBUFMZUISFFRVBSUFSTPG
XBT SFQSFTFOUJOHPQFSBUJPOBMMPDBUJPOTXFSFBMNPTUGMBUUPUIF
5IF(SPVQTDPNQSJTFEBQQSPYJNBUFMZ3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
PG GPVSFF JNYPOUFDTEFE+VOF 3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
BNPSUJTBUJPOBOEBNPSUJTBUJPOFYQFOTFTPGUIFDPNQBOZXFSFBMNPTUGMBUUPUIF

'PSUIFJNYPOUFDTEFE+VOF UIFSPVQTBMFSFQUBYQFOTFTPGUIFDPNQBOZXFSF
SFQSFTFOUJOHPQFSBUJPOBMMPDBUJPOTXFSFBMNPTUGMBUUPUIF 5IF(SPVQT
TBMFSFQUBYQFOTFT3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPE
TJNYPOUFDTEFE+VOF 3.# NJMMJPOBHBJOTUUIFQSJPSZFBSQFSJPETUWBSJPVTD
NJMMJPOBSJOUIFTJUVBUJPOTBOEUIFQPSUGPMJPTXIJDIBSFOPUMJTUFE

The Group's allowance for doubtful debts was RMB298,000, compared to last year's reversal of
BMMPXBODFTPGWBSJPVTDPNQBOJFTJOUIFQSJPSZFBS#*UPOMZDPVOUFSFE
of the Group's revenue.

Profit for the Period and Earnings Per Share

'PSUIFJNYPOUFDTEFE+VOF UIFSPVQTPXOBJTU.# NJMMJPOBHBJOTUUIF
B:0:HSPXPUGI GPVSFF JNYPOUFDTEFE+VOF 3.# NJMMJPOBHBJOTUUIF
profit to revenue and service revenue was 5.9% and 6.0% respectively, same as that of the last
DPSSFTQPOEJOHQFSJPE

& Y D M VUE IJQCSHPBGUJUWS J CUVPRUJBOCPMSFJBUSZF I P MGEUSISFTJNYP O UFIOT E F E+ V O F
U I (F S P V QQ STPBGUJUWS J CUVPTUIBBCSNFI F P XMEIBS#T N J M MSJFPQCS F T IBOOU: J O H
H S P XPUGI G PISFTJNYP O UFIOT E F E+ V O F 3 . # N J M M J P O

B T FPEOU I IQ S PBGUJUWS J CUVPRUIBFTCIMSFF I P MUEI(FSSPTV QC BTTFJBDS O JQOFISITB SGFPUSI F
T JNYP O EIOT E F E+ V O F X B T3 . # D F O SIFTQ S F T IBOOU: JHCSHP XPUGI G PISF
T JNYP O UFIOT E F E+ V O F 3 . # D F O U T

INTERIM RESULTS

5 I FC P B S G% J S F D U PFS F T B S F E S W I J O B T P G E S O B J U J J F U C F E S P N Q B O Z W F B T F E
U P B O O P V U O I F O B V E D J P G E P M S I E B V P G E S P N Q B B O Z E U T V C T J E J U B I S F J S F T V Q w
G P U S I F J N Y P O U F I O T E F E + V O F X J U D I P S S F T Q G P J H E V B S G F T M M P X T

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)

	Notes	For the six months ended 30 June, 2013 RMB'000
Turnover	3	1,371,671
$ P T P U G B M F T		(964,431)
Gross profit		407,240
0 U I F J S D P N N F J B O T E P T T F T		38,213
4 F M M B J O E H J T U S J D C P V T U J T P O		(79,307)
" E N J O J T U F S Y B Q F J D W T F T		(235,064)
Allowance for doubtful debts		261
" N P S U J T P B G U J U P B O B H T J T C F M U F T		(25,255)
' J O B O D D P F T U T	4	(20,413)
Share of result of associates		493
1 S P G F J G U P S F Y B U J P O		86,168
5 B Y B U J P O	5	(5,470)
Profit for the period		80,698
0 U I F D S P N Q S F I F J O T D J P W N F F		
& Y D I B E H H G G F S B S O J D P F O T S B O T B P D G U J P O		
G P S F P J Q H F O S B U J P O T		2,411
Total comprehensive income for the period		83,109
Profit for the period attributable to:		
0 X O F S P G I S $ P N Q B O Z		72,309
/ P O D P O U J S O P U M F M S J F O T H U T		8,389
		80,698
Total comprehensive income attributable to:		
0 X O F S P G I S $ P N Q B O Z		74,728
/ P O D P O U J S O P U M F M S J F O T H U T		8,381
		83,109
& B S O J D O F S T B S F	7	
o # B T J D D F O U T		4.20
o % J M V D I F E U T		4.15

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (UNAUDITED)

	Notes	[redacted]	(Audited) 31 December, 2013 RMB'000
/ P O D V S B S T F T O F U U T			
Property, plant and equipment			174,186
* O U B O B H T J T C F M U F T			280,649
Goodwill			936,988
Interests in associates			13,519
" W B J M B C M J F O G W P F S T U T N F M O F U			25,000
Prepaid lease payments			41,482
Deposits paid for investment in an associate			14,850
Derivative financial instruments			649
% F G F S U S B Y T E T F U T			10,389
			1,497,712
$ V S S B F T O T U F U T			
Inventories			19,883
Trade and other receivables	8		1,146,646
Prepaid lease payments			1,009
" N P V O E U V T G S P D N V T U P N G F D S P T O U X S P S D L U			1,060,869
Amount due from related companies			814
1 M F E H F Q P T J U T			5,201
# B O C L B M B O H D D E T B T I			940,823
			3,175,245
$ V S S M F O B U C J M J U J F T			
Trade and other payables	9		741,528
Bills payable			3,387
" N P V O E U V T E J P D V T U P N G F D S P T O U X S P S D L U			217,410
Amounts due to related companies			9,196
Dividend payable to shareholders			73
5 B Y B U Q J B P Z O B C M F			28,303
# P S S P X J O H T			471,328
$ P O T J E F Q S B Z J B P C O M D R V J T P J B U C J V P T O J O F T T			o
			1,471,225
/ F U D V S S B F T O T U F U T			1,704,020
Total assets less current liabilities			3,201,732

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (UNAUDITED)

	Notes	[redacted]	(Audited) 31 December, 2013 RMB'000
/ P O D V S M S J F B C U J M J U J F T			
% F G F S U S M F J E B C J M J U J F T			17,589
$ P O T J E F S Q B Z U B P C M D R V J T P J G U J P O			
a subsidiary			35,636
$ P O W F S M U P J B C D M U F F T			189,038
# P S S P X J O H T			518,268
			760,531
			2,441,201
$ B Q J B U O B S M F T F S W F T			
Share capital	10		87,085
Share premium			1,667,181
Reserves			513,957
& R V J B U Z U S J C U M P U R B V C J M U Z E P N U T $ P N Q B O Z			2,268,223
/ P O D P O U J S O P U M F M S J F O T H U T			172,978
Total equity			2,441,201

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED)

	Attributable to the owners of the company												
	Share capital RMB'000	Share premium RMB'000	Hedging reserve RMB'000	Share Translation reserve RMB'000	Convertible loan options reserve RMB'000	General notes fund RMB'000	Statutory enterprise reserve fund RMB'000	Statutory surplus expansion fund RMB'000	Accu- reserve fund RMB'000	mulated Total RMB'000	Non- interests RMB'000	controlling Total RMB'000	
"U +BOVBSZ			0										
1SPGJUBOEMPTT	0	0	0	0	0	0	0	0	0				
&YDIBOHFHBJOTGSPN													
from translation of overseas													
PQFSBUJPOT	0	0	0		0	0	0	0	0	0			
Total comprehensive income													
GPSUIFQFSJPE	0	0	0		0	0	0	0	0				
"DRVJTJUJPOPGBEEJUJPOBM			0	0	0	0	0	0	0	0		0	
Acquisition of additional equity													
JOUFSFTUTPGOPOUSPMMJOH			0	0	0	0	0	0	0	0			
/FXJTTVFPGTIBSFTPQUJPO													
FYFSDJTFEVOEFSTIBSFCBTFE			0	0		0	0	0	0	0		0	
3FDPHOJUJPOPGFRVJUZTFUUMFE													
TIBSFCBTFEQBZNFOUT	0	0	0	0		0	0	0	0	0		0	
"QQSPQSJBUJPOT	0	0	0	0	0	0		0					0
"U +VOF			0										
At 1 January, 2014	87,085	1,667,181	649	(9,767)	38,813	30,391	15,793	26,749	49,662	361,667	2,268,223	172,978	2,441,201
1SPGJUBOEMPTT	0	0	0	0	0	0	0	0	0				
&YDIBOHFHBJOTGSPN													
from translation of overseas													
PQFSBUJPOT	0	0	0		0	0	0	0	0	0			
Total comprehensive income													
GPSUIFQFSJPE	0	0	0		0	0	0	0	0				
Acquisition of additional equity													
JOUFSFTUTPGOPOUSPMMJOH	0		0	0	0	0	0	0	0	0			
/FXJTTVFPGTIBSFTPQUJPO													
FYFSDJTFEVOEFSTIBSFCBTFE			0	0		0	0	0	0	0		0	
3FDPHOJUJPOPGFRVJUZTFUUMFE													
TIBSFCBTFEQBZNFOUT	0	0	0	0		0	0	0	0	0		0	
At 30 June, 2014	87,926	1,687,276	6 49	(5,574)	40,860	30,391	15,793	26,749	49,662	462,932	2,396,664	159,520	2,556,184

CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED)

	Six months ended 30 June, [redacted]	2013 RMB'000
/ F U D B T V I T F J E P Q F S B U D J U O J H W J U J F T	[redacted]	(300,290)
/ F U D B T V I T F J E O O W F T B U D J U O J H W J U J F T	[redacted]	(117,701)
/ F U D B T H I F O F S G S I R G N O B K D D U J B W J U J F T	[redacted]	158,545
/ F U E F D S F J B D T B F T B I O D E B T F I R V J W B M F O U T	[redacted]	(259,446)
& G G F F G G P U S F F J Y H D O I B O S B I D F F B O H F T	[redacted]	(1,339)
$ B T B I O D E B T F I R V J W B B N U F I G E F T J O P O G J D Q H F S J P E	[redacted]	774,847
$ B T B I O D E B T F I R V J W B B N U F I G E F O U E G I E Q F S J P E	[redacted]	514,062

1. BASIS OF PRESENTATION

The unaudited condensed consolidated financial statements have been prepared in accordance X J UUIIB Q Q M JIED JBTCDMVFBIFRXSVFSFRNGFQDQUFTOEJUYPUIBVM(FPTWFSOUJIEJHTUIBGH 4FDVSJiUJJFUBJVOMHFPTGVIF4UPRLYDIBOHPOHPOHJNJUIF4EUP&DYLDIBOBHOFW XJUUIIJFPOHPOHDDPVO4UUJBOOHEB)S'E4wi*OUFSIOIN O3DFJQBMSUJTOMGWZEUIF)POHPOHOTUJPUGVFUSIEUJGYJCMVEJDPVOUiB,O*SIT"w

2. PRINCIPAL ACCOUNTING POLICIES

The condensed consolidated financial statements have been prepared on the historical cost basis FYDFGQFDSF SUGBJCOBJDDTUBSMVXIFJDBSTNFFBTVSEUEFGBWBMVFT

5IFBDDPVOUJOHQPMJDJFTBOENFUIPET PGDPNQVUBUJPOBSFDPOTJTUFOUXJUI with those followed in the preparation of the Group's consolidated financial statements for the year ended 31 December, 2013.

*OUIEVSSJFCOUFQSFJSNJUPIEFSPVIQTBQQMJUIGEPMMOPXJBOHEFWJTTUFEOEBSET BNFOENBOUFOUFSQSFOUBEMJEBOUFOWJT'F4TwJTTVCFZEIFPOHPOHOTUJPUGVF $FSUJUGVJCMVEJDPVOUiB,O*SIT"w

"NFOENFUPU'T4T	"OO*WBQNSPWFUNF,C3U4TT o $ZDMF
"NFOENFUPU'T34	%JTDMPTVSFF'UJOBOHDTJEFMWJ'EJOBODJBM Liabilities
"NFOENFUPU'T34	$POTPMJEBOUBUBUMFN+FPJUSUS BOHFNFOUT
),'34 BOE,'34	BOWJTDMPTVSFSJOTUUR&SOUJUJFT Transition Guidance
),'34	$POTPMJEBOUBUBUMFNFOUT
),'34	+PJ"OSUS BOHFNFOUT
),'34	%JTDMPTVSFSJOTUUR&SOUJUJFT
),'34	'BJ7SBM.VFBTVSFNFOU
),"4 BSFWJUTOFE	&NQM#PFZOFFGJUT
),"4 BSFWJUTOFE	4FQB'SBUBUBUMFNFOUT
),"4 BSFWJUTOFE	*OWFTUNOTFTOPUDTJBOHEPTJTOFUOUVSFT
"NFOENFUPU'T4	1SFTFOPUBUUFJPWUIFSPNQSFIF*COTDJPWFF
), *'3*S*OU	4USJQSQPJTOJHOUIESPEVDUBTPFBB4VSG.BDOF

3. TURNOVER AND SEGMENT INFORMATION

5VSOPSWFQSSFTUIFOBUNPVOUSFUDFJWBOEEFDFJWBEHSPNPFEPNBEEFSWSIOHTEFSFE EVSJUOHQFSJPE

*OGPSNSBFUQJPSOUPUIFSIJF&GYFDVOGWJPDGFISSPNQBOZJOHEIJPQFSBUJOH EFDJTNJEPLOFGSPUSIQVSQPPTGFTPVBSMONFPDBOUJPTOFTTNFGOHUNFQOFUSGPSNBODF GPDVFTBUIEBUFHPBSVZTUPNGFSBTDUZQPGHPPETVQQMSTFFSWQNSPTWCZLFIE (SPVQTFBEJUWOJHTJPOT

4QFDJGUJDFBSMVMQFTQPSTUBHCNVFBDSUBTG PMMPXT

1. Professional Services Business (PSG)

0VUTPV4SFSJWQHDVFTJOF4T

&NFS#FSWJDFTJOF&R&4T

5SBJ#OVJTOHDFTT

*OGPSNSEFUHJBPSOEJBOCHPWFHNFJDBUFQPSUFMEX

Segment revenues and results

5 I FG P M M JP TX OBOOHB MPZ UT IJ(FS P V QS FTW F OB V OBE T T VCMZ PUQT F S BTU FJ HONHF O U

	For the six months ended 30 June,			
	Segment revenue		Segment results	
	[redacted]	2013	[redacted]	2013
		RMB'000		RMB'000
Professional Services Business (PSG)		629,490		64,982
0 V U T P V 4 S E S J W O H D V F T J O F 0 4 T (		660,601		50,782
& N F S H 4 J F O S H W # D V F T J O R & 4 T (		34,462		2,712
5 S B J @ J V O T J H O F T T		47,118		1,694
		1,371,671		120,170

4 F H N F S O F U W F C O Z Q I S P E V B D U E T F S W J D F T

	For the six months ended 30 June,	
	[redacted]	2013
		RMB'000
Sale of software and hardware products		24,861
Professional Services Business (PSG)		604,629
0 V U T P V 4 S E S J W O H D V F T J O F 0 4 T (		660,601
& N F S H 4 J F O S H W # D V F T J O R & 4 T (		34,462
5 S B J @ J V O T J H O F T T		47,118
		1,346,810
		1,371,671

3 F D P O D J P M G I B H U N I S O F U T V U M Q U S T P G M J P U C T F G P U S F Y B U J P O

	For the six months ended 30 June,	
	[redacted]	2013 RMB'000
4 F H N F S O F U T V M U T	[redacted]	120,170
0 U I F J S O D P N I B J B O T E M P T T F T	[redacted]	2,551
Loan interest	[redacted]	o
$ P S Q P S Y B Q U F O T F T	[redacted]	(27,124)
4 I B S P F Q U F Y Q F O T F T	[redacted]	(2,704)
Effective interest on convertible loan notes	[redacted]	(6,725)
1 S P G F J G P U S F Y B U J P O	[redacted]	86,168

4 F H N F S O F U W F S O F V Q F P S B U C P B W F Q S F T S F O W U F T O F V O F F S G B S P F N Y U F S O V B U M P N S F I S S T F X F S O F P J O U F S T F T B N U F O D J U U Z F F S B S

4 F H N F S O F U T V S M F U Q T S F U T I F Q O S U P F G B J S U O C F Z E M O P S T F F N B D T I F H N F X O J U I P B W U M P D P B G U J P O D P S Q P F S Y B Q U F F O T T F B T S F C Q B Z E N F F O G U G F D O U U W F S F O D T P U O W F S M P B D O P N U B F O T E F S U B J O J U F N O P U I F J S O D P N I B J B O T E M P T T S F T D P S B E U F F E S Q P N S F B W S F F J M T U I F N F B T V S S F Q P S U F E U P U I F D I J P Q F S B E U F J D O J H T N J E P L O F G S P U S I F Q V S Q P P O S F T P V B S M D M F P D B B O U E J P F S O G P S N B O D F assessment.

4. FINANCE COSTS

	For the six months ended 30 June,	
	[redacted]	2013 RMB'000
* O U F P S O C T P U S S P X X J O H S T F Z Q B Z X B J C U M G F J O Z W F F B S T	[redacted]	13,688
Effective interest on convertible loan notes	[redacted]	6,725
	[redacted]	20,413

5. TAXATION

	For the six months ended 30 June, 2013 RMB'000
[redacted]	
5 B Y D I B S D H F N Q S J T F T	
1 3 $& O U F S *Q O S D J F T N B F Y	5,325
) P O H P O H S P G 5 B U Y T	0
5 I F 6 4 ' F E F S B E N E U B *U O F D P U N B F Y F T	145
+ B Q B O D P N B F Y	0
	5,470

/ P Q S P W J G T P J S P O H P O H S P G 5 B U Y B T C F F N O B E G P C S P U Q I F S J B P E U T I $ P N Q B B O Z E U T T V C T J E U B W S O F B T T F T T Q B S C P B G S J U T J O P H O H P O H

1 3 $& O U F S *Q O S D J F T N B F Y T D B M D V B M U B I U S F B E U Q F S T F W B J O M F J M O F H W J B T O U B J G D E 3 T $

5 B Y B U G J P P S O I K S V S J T E B I S D B J M D V B M U B I U S F B E U Q F S T F W B J O M J S O F H M F K W B S O J U T E J D U J P O T

6. DIVIDEND

5 I F $ P N Q B E O J Z E P E U F D M G B J S O F B W J E G P O S E Z F B F S O E F E % F D F N C F S B O J E O U F S J N dividend for the period ended 30 June, 2014 to its shareholders.

7. EARNINGS PER SHARE

5 I FD B M D V M G U K B T B O E J M V F U B F S E O J Q O F N S T B S B F U U S J C U V R U I B F C S M E F J O F R S V Z I U Z I P M E P N S T S P N Q B J O C Z B T P E U I S P M M E P X U O H

	For the six months ended 30 June,	
	[redacted]	2013 RMB'000
& B S O J G O P U S T R Q V S Q P P T G F B T M D V O M B T U J U O E H J M V U F E F B S O J Q O F N S T B S F		72,309

	Number of shares	
	[redacted]	2013
8 F J H I U B F W E F S O B V H N F C P F G S S E J O T B S S Z G F P S U I R Q V S Q P P G R B M D V O M B T U J U B O S H O J Q O F N S T B S F		1,720,162,999
Effect of dilutive potential ordinary shares:		
* T T V B V O M E F S S P N Q B O T Z B T S P R Q U J T P D O F N F		21,157,112
8 F J H I U B F W E F S O B V H N F C P F G S S E J O T B S S Z G F P S U I R Q V S Q P P G R B M D V E M J M U V F U B F S E O J Q O F N S T B S F		1,741,320,111

5 I FD P N Q V U P B G E J M V F U B F S E O J Q O F N S T B S G F P U S I R Q F S J F P O E E F E + V O F B O E + V O F 2014 did not assume the conversion of the convertible loan notes as the conversion would result in B O J O D S F B U T E J M V F U B F S E O J Q O F N S T B S F

8. TRADE AND OTHER RECEIVABLES

	[redacted]	(Audited) 31 December, 2013 RMB'000
Trade receivables	[redacted]	592,872
Less: Allowance for doubtful debts	[redacted]	(118,599)
	[redacted]	474,273
Trade receivables from related companies	[redacted]	339,820
	[redacted]	814,093
Advances to suppliers	[redacted]	157,334
Deposits, prepayments and other receivables	[redacted]	175,219
	[redacted]	1,146,646

5 I FD S F UE F S N G I F S P V SQ B O G S F P NU P E B Z "TO B H F E O B M P Z G T S T S E F D F J W O C M F T P G B M M P X G B P D F V C E G C M Q T S F T F O B T F E U I F O W F E J B U F U I F O P G U I S F Q P S U J O H period is as follows:

	[redacted]	(Audited) 31 December, 2013 RMB'000
Within 90 days	[redacted]	505,616
# F U X F F O E B Z T	[redacted]	164,053
# F U X F F O E B Z T	[redacted]	74,929
# F U X F F O Z F B S T	[redacted]	69,196
0 W F S Z F B S T	[redacted]	299
	[redacted]	814,093

5 I F G B W S B M P V G F I F S P V Q U S T B E O F E U I S S D F J W B U C M V F O T F X B T B Q Q S P Y J N F B V U B F M Z U P U I D P S S F T Q D K O S E J K D N H O M O U

9. TRADE AND OTHER PAYABLES

	[redacted]	(Audited) 31 December, 2013 RMB'000
Trade payables	[redacted]	377,471
Trade payable to a related company	[redacted]	o
	[redacted]	377,471
Deposits received from customers	[redacted]	65,571
0 U I F Q S B Z B C M I E D D S D V F E S H F T	[redacted]	298,486
	[redacted]	741,528

" O B H F E O B M P Z G T S T Q E F Z B C Q M S F T T F O B U F E U I F O W F E J D B U F U I F O E G I S F Q P S U J O H period is as follows:

	[redacted]	(Audited) 31 December, 2013 RMB'000
Within 90 days	[redacted]	182,056
# F U X F F O E B Z T	[redacted]	36,900
# F U X F F O E B Z T	[redacted]	106,461
# F U X F F O Z F B S T	[redacted]	34,282
0 W F S Z F B S T	[redacted]	17,772
	[redacted]	377,471

5 I F B W F S D B S H F Q J F S J P R Q E V S D I B P T G F P T P E T E B Z T 5 I F (S P V Q T G J O B O D T I B M N B O B H F N P M U D Q M B D F O T V S E B U Q M B Z B C M X F J U U I D S F E J N F G S B N F

5 I F G B W S M P V G F (S P V Q T B E O F E U I F Q S B Z B C M F T V O F X B T B Q Q S P Y J N F V B F M Z U I D P S S F T Q D P S E S J B N H O V O U

10. SHARE CAPITAL

Ordinary shares of HK$0.05 each:	Number of shares	Nominal amount) ,
Authorised		
At 1 January, 2013, 30 June, 2013, 1 January, 2014 and 30 June, 2014	4,000,000,000	200,000,000

	Number of shares	Nominal amount) ,	Amount shown in the financial statements 3 . #
Issued and fully paid			
At 1 January, 2013	1,718,364,659	85,918,233	81,804
& Y F S I P J B T Q F U J P O T			
Issued in consideration for the acquisition of a business	64,588,274	3,229,414	2,573
Issued in consideration for the acquisition of additional equity interest of a subsidiary	4,926,000	246,300	197
At 30 June, 2013	1,790,188,933	89,509,447	84,667
& Y F S I P J B T Q F U J P O T			
At 31 December, 2013 and 1 January, 2014	1,851,175,283	92,558,765	87,085
& Y F S I P J B T Q F U J P O T			
At 30 June, 2014	1,872,600,283	93,630,015	87,926

11. CAPITAL COMMITMENTS

5 I F (S P V I Q E O F D B Q J F U Y B Q N F O E J J O N F V T S Q F F G D D R V J T P J Q U S P Q Q F Q S M U E Z O U E R V J Q N F O U
contracted but not provided for in the financial statements.

12. RELATED PARTY TRANSACTIONS

J % V U S I J S O F H M F Q W F B S O J U P O E T B O E U I F (S P V I Q E U I F G P M M P X B O H T B X J U J P O T
U I F G P M M S P X J N Q L B F S E U J F T

	Note	For the six month ended 30 June, 2013 RMB'000
1 S P W J P T G S P V O U T P V T S F D S J W J H D F T o) V B X F S J P V Q	(a)	308,810

Note:

B) V B J X T U F I J F O P O D P O U P S X P N P S G 4 O 5 H 4 B O P O X I P X M M F Z E V C T J E P J G B I S F Z
$ P N Q B ' O P Z M M P U X J F O T H U B C M J P T G 4 F 5 J U O Q S J M) V B X F S J P V Q F D B N F
related party of the Group thereafter.

The Directors are of the opinion that the above transactions were conducted under normal
D P N N F S U D F J S B N O T I F V T V D B P M V S P T G F V T J O P F G T I T S P N Q B O Z

13. EMPLOYEE AND OTHER INFORMATION

5 I F S F N V O F S G F U S J F P N O Q M P Z E G F T (S P V B Q N P V O U B E Q Q S P Y J 3 N B # U F M Z
J O D M V E E O S I F D F U N P S T M V N F G O Q Q S P Y J 3 N B # U F M Z E V S J U O F H J N P O U F O T E F E
+ V O F B Q Q S P Y J 3 N B # U F M Z J O D M V E E O S I F D F U N P S T M V N F G O U T
B Q Q S P Y J 3 N B # U F M Z 5 I F J O D S F B F T N F Q M P S Z F N F V O F S S F T J V F O S P N F J O D S F B T F
in the number of employees from 18,612 to 23,989.

5 I F B N P S U J T D B U J P H G O U B O H T J T C F U T E F Q S F D E B V S J U P H J N P O U F O T E F E
+ V O F P G I (S P V B Q N P V O U B E Q Q S P Y J 3 N B # U F M Z 3 . # B O E
B Q Q S P Y J 3 N B # U F M Z 3 . # S F T Q F D U J W F M Z

Environment, Society and Governance Report (“ESG Report”)

$ I J O B T PWG TUJTRUP IF MDQV T U P NJFTVTD D FUFBE S F BUOFE I B SBFO E S PUXP H F U I F S C B T PFED P N N E S JGWFFSY D F M M5FPBD DIFJWRUWJWT J T JUFPS P VXQP S XTJUJUCTV T J O F T T Q B S UBOGE NT Q M P ZOBS F T Q P OFTRVCJMUEBOCEMPE FNTBJO OBFGSNB L FDTP O U S J C V U J P C and provides services to the community in which its business locates.

5 I FD P N Q BTGFZD S FBUCBSIZS F M F MVFBQDBUS UPNGFIGSUP N Q BIGBZWGF FBOV U I P SUJPTF E B T T JTDU UQ S F Q B SPBGUJJRF4Q(3 F Q P S SPXSJ JDU I C P B B GE J S F D UPFS F B SPEGWI F $ P N Q BJOTVZM U J NSBFUTFQMPZO T J C M F

Corporate and Community

$ P S Q P TSB D SFB M Q P O TJJCCPRMOJMJBZS S F BTUPE X B MN NJU$ P VPHQIF S B UCJVBOMTUP P H V J BTF D J F OSJEUGJBDOBRMV J UEBJCTNUS JPCGVPJD BBM V P B DXTF B MXJU DBI J N T UPC P UFIO D P V S BBFHUFS PBOIEF MUQJPX F B U I VQTS P W JBEPJQGHP S UGVFSBJDHZS P V E Q share the results of community development.

8 J UU I F H P W F S Q SNF KOGUE JUBHF ZO B U J P OHBPMW F S Q SNF KOFOD I U F (P M E F O 1 S P K F $JU DvB TQPMGBBZTTJ H O J GS P DMEFONQ S P BVEJNOJHO J T TUGS GUDBMOFEODIZB O D J O H T F S WQJFDSFG P S N BUSIEHP W F S OBNOFBOP UN N V GJ J UGZ B T P TGU F FGOPNSB OZZF B S T E F F QJMOZV P JMQW IFFE M E EJFSOP K FJDOUDTM VBENJROPHU I F (SPTM E 'FVOE J U (JPOMHE F O " H S J D V MHUSVJSDFV.BNO BVS B NBFODEUF S W*JDDGFP S N4BZUTJUFFOP M E *FOOT V S B(POMDE F O * $ $ BBSGE(EP M E EZFVOB MLJSUPZK F5D E TTFF H P W F S Q SNF KOBUSFUGTUFNOQ M F N F OUUFF E D P N N V OBSUUJF TO EX I J DDIP O U S JUQPMUF E TG P S NUBFUDJ P OPTMVPQHQZP ZS U B D U JNVBFLMJZDTHP G UTTU S F OGHUUG J P MQEB O T V Q FBSOVEUTSJPPVOHF P M E "FVOE J U J O H 1 S P KBFODSUF M BSUFFHEV MTBZUTPUSEZNFT J H GOFSSE %B O E I 4 " 4 " $

" T B O 5U S B J DOJ TDUHJ US V JUQJBPTDFPGOU S JUCVFBUGFG P SUU F N Q M P ZFNGF O UW F S T J U Z H S B E V JBGS F T Q PUORTIFFH P W F S OQNPFMOSUVZS S F SDI U MZ T PRQGFUS BQUSFBTD UUSDBEMZ J O H G B D J MJJ UJPFBQNF S BBUSJFOEBN P SUF I B O T R V ENSFFU F XSITJ DD I B D D P N N P E B U F more than 6,000 students simultaneously. It has collaborated with more than 400 universities and F E V D B UJJOPTOUBJMJGVFOSPFMDPTO H RUVF BSMQGS SFTPUOSDFJNBOJQSIB D U SDBEMZ J O H N P SUF I B O T U V E FCOFUJTDSIB JFOBFDZI F B*SDB E E J UCJZQ H S U J D J QJBFR&JYODHF M M F O U & O H J OSFSBSJTQ SOPH S JBONUWS P E CVZDIFFEO J TPUGSEZV D B UJJPSDP VIQ TE F W F M P Q F E D P V S DIVT U P NGJPJSCEE J WDJPEVQ BMCXJEIDIF M Q TIU S B J OPCFFSF D S VCJZU F E TQ F DJJPSNJQ B O V S TUI F S SNPJSOFB TBMGFUP U B C MTJDTIFFMEB S TQUB Q UDOPMSMBFOHE T F E V D B UJJOPTOUBJMJUVBSHF XBPSVEU T U BTOUEVJEOBKOUEFTMOQF F E Z V E F O U T

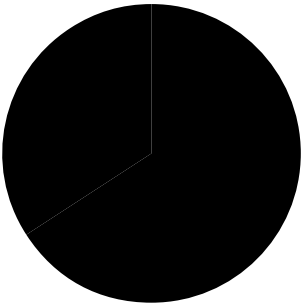
Employee Benefits and Training

$ I J O B TDPVGSUS F BTBQZQ S P Y J N B U F MVZQ M P EXPFMVTE S S I J OBBO E S P VUOE X P S MUB B MU VHETB S E E F SW F M P QNFSBODHN Q M P EZQE E F M EQ B DFN Q M PUZFF F F L G PFSY D F M N5 F FSJDPFN Q B BOMZP PG GF FSNT Q F UTJBUMJBWSGU F ETO E V TCZDSPZO U J O V P V T M D P O E V DNUBJSOLSHFUT F BBSODBO B MCZET JP EN B S LQFSJJ O D JQPMSE UFBB U U SBBDEU retain qualified talent.

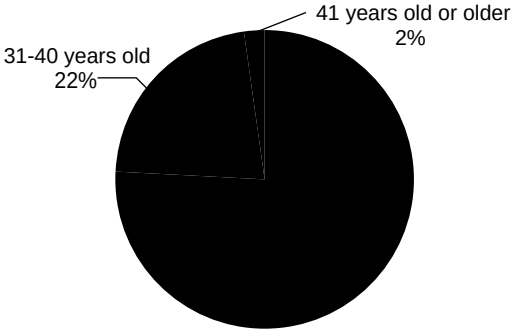
5 I F(S P VI Q T B T B M J O S Z F O T U Z J T W D F M I P T M F J M O Z U F J E O E J W B J O E E V S B H M B O J [B U J P O
performance and a social security and staff welfare system in respect of the health and safety for
B M F M Q M P Z F F (T S P V Q Q S P W S J E F H T M F B S F U Y I B N J O B S U S B O H F G N F S O F U N T Q M P Z F F T
B O E P O U S J U P V I U F B T T N E E J D I B T M V S G V O G E F S N Q M P Z F S F F T R V J C S Z F I E J O F - T B F X
as well as purchases business medical insurance as a supplement thereto. The Group purchases
additional health insurance items as appropriate, based on the principle of needs and possibility.

/ F X F N Q M P Z X F M D M D F V Q O U J G J P O S E N V D U U S J B P J O Z Q P U H I F F J O S S P M 5 M F (S P H V X Q J B M M T P
Q S P W S J F M F B U U S F B E J B O J E O F H W F M P Q S N F H O S U B G N P O S F X N Q M P Z F U F H T O Z F F T E Q F D J G J D B M
X I F O U I F B Z S X F P S L J P O E H S F H V O M B T S J T V D B I T U F D I O U J S B J M O T Q O F H U J S B M J B O J E H
D P S Q P D S V B M U F V S S B F J O U J F O O H T V U S I B B U F M Q M P Z F H F J T W F F Q O Q P S U V O B J D U J F F Q S U B J O J O H
G P B S D F S U B P V O S 5 T S B J O J D O P H O E V D Z C F P E U J O I P V B T O F E Y U F S U O B J M Q S J P O H F T T J P O B
" G U U F I S F O P E G U I F U S B J O G J P O M H M B X Q V S Q B B J S T B M O T E V D U F F O E T V U S I F G G F D U J P W G F O F T
T V D U I S B J O J O H

The proportion of male and female employees



The proportion of employees by age



DIRECTORS' INTERESTS IN SHARES

" T + V O F U I G P M M % X S O H B E S O T U F S R O T I U F T B S B O V E O E F S M Z B S O P H G
U I $ P N Q B O Z E I B S J O B O B T T P D J B P U S F Q E P S B U E J F G J D O F E S 9 7 P G U I 4 F D V S J U J F T
B O E V U V S S E J O B $ D B F Q U F S P G U I F B X P) G P O H P O H i 4 ' 0 w P G U I $ P N Q B O Z
T F P U V C U F M B X S E F D P S J E O F I E S F H J S E R S U S R F E F Q V U O E T F S D U J P P G U I 4 ' 0 P S
B T P U I F S X O J T U F J U G P U F I E P N Q B O Z E I 4 U P R Y D I B Q W I S T V E R O U P E F $ M P E G P S

Securities Transactions by directors of listed issuers.

Long positions in shares of HK$0.05 each in the capital of the Company ("Shares")

Name of Director	Total No. of Ordinary Shares	Approximate percentage of total issued ordinary share capital of the Company as at 30 June, 2014
; I B P + P I) O V B O		
$ I F O V I P O H		
5 B O ; H F O N J O H		
8 B O) H V J		
; F O ; H J K J F		

Options to subscribe for Shares

Name of Director	Exercise Price) ,	No. of share options outstanding as at 1 January, 2014	No. of share options exercised during the period	No. of share options outstanding as at 30 June, 2014	Percentage of total issued ordinary share capital of the Company as at 30 June, 2014	No of underlying ordinary shares interested in	Note
5 B O ; H F O N J O H			o				(1)
			o				(2)

) ,