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## **Jujiang Construction Group Co., Ltd.**

### **巨匠建設集團股份有限公司**

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

*(Stock Code: 1459)*

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

## **FINANCIAL HIGHLIGHTS**

	<b>For the six months ended 30 June</b>		
	<b>2017</b>	<b>2016</b>	<b>Change</b>
	<b>RMB'000</b>	<b>RMB'000</b>	<b>%</b>
<b>Revenue</b>	<b>2,080,395</b>	1,999,078	4.07
<b>Gross profit</b>	<b>114,435</b>	118,180	(3.17)
<i>Gross profit margin</i>	<i>5.50%</i>	<i>5.91%</i>	<i>(0.41)</i>
<b>Profit for the period</b>	<b>51,936</b>	47,958	8.29
<i>Net profit margin</i>	<i>2.50%</i>	<i>2.40%</i>	<i>0.10</i>
<b>Basic and diluted earnings per share (RMB)</b>	<b>0.10</b>	0.09	

## **INTERIM RESULTS**

The board (the "Board") of directors (the "Directors") of Jujiang Construction Group Co., Ltd. (the "Company") is pleased to announce the unaudited condensed consolidated interim results of the Company and its subsidiaries (collectively the "Group") for the six months ended 30 June 2017, together with the comparative figures for the six months ended 30 June 2016. The interim results have been reviewed by the audit committee of the Company (the "Audit Committee").

## INTERIM CONDENSED CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

*For the six months ended 30 June*

		2017 RMB'000 (Unaudited)	2016 RMB'000 (Unaudited)
	Notes		
<b>Revenue</b>	4	<b>2,080,395</b>	1,999,078
Cost of sales		<u>(1,965,960)</u>	<u>(1,880,898)</u>
<b>Gross profit</b>		<b>114,435</b>	118,180
Other income and gains	4	<b>8,638</b>	16,364
Administrative expenses		<b>(32,875)</b>	(37,242)
Other expenses		<b>(4,414)</b>	(7,944)
Finance costs		<u>(17,354)</u>	<u>(22,434)</u>
<b>PROFIT BEFORE TAX</b>	5	<b>68,430</b>	66,924
Income tax expense	6	<u>(16,494)</u>	<u>(18,966)</u>
<b>PROFIT FOR THE PERIOD</b>		<b>51,936</b>	47,958
<b>OTHER COMPREHENSIVE INCOME</b>		<u>—</u>	<u>—</u>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX</b>		<u><b>51,936</b></u>	<u>47,958</u>
<b>Profit attributable to:</b>			
Owners of the parent		<b>51,558</b>	47,975
Non-controlling interests		<b>378</b>	(17)
		<u><b>51,936</b></u>	<u>47,958</u>
<b>Total comprehensive income attributable to:</b>			
Owners of the parent		<b>51,558</b>	47,975
Non-controlling interests		<b>378</b>	(17)
		<u><b>51,936</b></u>	<u>47,958</u>
<b>Earnings per share attributable to ordinary equity holders of the parent:</b>			
Basic and diluted (expressed in RMB per share)	7	<u><b>0.10</b></u>	<u>0.09</u>

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

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		As at 30 June 2017 RMB'000 (Unaudited)	As at 31 December 2016 RMB'000 (Audited)
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		133,431	135,336
Prepaid land lease payments		9,142	9,288
Intangible assets		2,441	2,102
Available-for-sale investment		-	3,600
Deferred tax assets		15,478	15,891
Trade receivables	8	16,670	26,648
Prepayments, deposits and other receivables		62,906	47,707
Other non-current assets		19	116
		240,087	240,688
<b>CURRENT ASSETS</b>			
Prepaid land lease payments		291	291
Inventories		9,251	7,612
Trade and bills receivables	8	650,929	647,359
Prepayments, deposits and other receivables		477,264	488,918
Amounts due from contract customers	9	2,794,916	2,998,346
Pledged deposits		18,379	18,110
Cash and cash equivalents		57,541	65,013
		4,008,571	4,225,649
<b>CURRENT LIABILITIES</b>			
Trade and bills payables	10	2,035,008	2,330,523
Other payables, advances from customers and accruals		219,234	216,549
Amounts due to contract customers	9	226,309	113,970
Interest-bearing bank borrowings	11	570,858	644,491
Tax payable		132,634	130,544
		3,184,043	3,436,077
<b>NET CURRENT ASSETS</b>		<b>824,528</b>	789,572
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>1,064,615</b>	1,030,260

	Notes	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
<b>NON-CURRENT LIABILITIES</b>			
Other payables and accruals		<u>7,223</u>	<u>24,804</u>
Total non-current liabilities		<u>7,223</u>	<u>24,804</u>
Net assets		<u><u>1,057,392</u></u>	<u><u>1,005,456</u></u>
<b>EQUITY</b>			
<b>Equity attributable to owners of the parent</b>			
Share capital		533,360	533,360
Reserves		<u>518,240</u>	<u>466,682</u>
		<u>1,051,600</u>	<u>1,000,042</u>
Non-controlling interests		<u>5,792</u>	<u>5,414</u>
Total equity		<u><u>1,057,392</u></u>	<u><u>1,005,456</u></u>

# NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 1. CORPORATE AND GROUP INFORMATION

The Company, formerly known as Qitang Commune Construction Agency, was established in the People's Republic of China (the "PRC") on 25 October 1965 as a collective economy agency (集體經濟社). In July 1996, the Company was converted into a company with limited liability. The Company became a joint stock company with limited liability on 29 December 2014 and changed its name to Jujiang Construction Group Co., Ltd. in preparation for the listing. The registered office address of the Company is Gaoqiao Town, Jiaying City, Zhejiang Province, the PRC. The Company's H share were listed (the "Listing") on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange") on 12 January 2016 (the "Listing Date").

During the six months ended 30 June 2017, the Group's principal activities were as follows:

- Construction contracting
- Others – design, survey, consultancy and other businesses

In the opinion of the directors, the holding company and the ultimate holding company of the Company is Zhejiang Jujiang Holdings Group Co., Ltd.

## 2. BASIS OF PREPARATION

The unaudited interim condensed consolidated financial statements for the six months ended 30 June 2017 have been prepared in accordance with International Accounting Standard ("IAS") 34 *Interim Financial Reporting* and the disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules"). It was approved and authorised for issue by the Board on 25 August 2017.

The unaudited interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements for the year ended 31 December 2016.

The unaudited interim condensed consolidated financial statements are presented in Renminbi ("RMB") and all values are rounded to the nearest thousands, except when otherwise indicated.

### **New standards, interpretations and amendments adopted by the Group**

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2016, except for the adoption of the new standards and interpretations effective as of 1 January 2017. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

Amendments to IFRS 2	<i>Classification and Measurement of Share-based Payment Transactions</i> <sup>1</sup>
Amendments to IFRS 4	<i>Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts</i> <sup>1</sup>
IFRS 9	<i>Financial Instruments</i> <sup>1</sup>
Amendments to IFRS 10 and IAS 28	<i>Sales or Contribution of Assets between an Investor and its Associate or Joint Venture</i> <sup>3</sup>
IFRS 15	<i>Revenue from Contracts with Customers</i> <sup>1</sup>
Amendments to IFRS 15	<i>Clarifications to IFRS 15 Revenue from Contracts with Customers</i> <sup>1</sup>
IFRS 16	<i>Lease</i> <sup>2</sup>
Amendments to IAS 40	<i>Transfers of Investment Property</i> <sup>1</sup>
IFRIC Interpretation 22	<i>Foreign Currency Transactions and Advance Consideration</i> <sup>1</sup>
IFRIC Interpretation 23	<i>Uncertainty Over Income Tax Treatments</i> <sup>2</sup>
Annual Improvements 2014-2016 cycle	<i>Amendments to a number of IFRSs</i>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2018.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2019.

<sup>3</sup> No mandatory effective date yet determined but available for adoption.

The directors are in the process of assessing the possible impact on the future adoption of the new and revised IFRSs, but are not yet in a position to reasonably estimate their impact on the Group's interim condensed consolidated financial statements.

### **3. OPERATING SEGMENT INFORMATION**

For management purposes, the Group is organised into business units based on their services and has two reportable operating segments as follows:

- (a) Construction contracting – this segment engages in the provision of services relating to construction contracting in architecture;
- (b) Others – provision of services on designing, surveying and mapping, monitoring and consulting services in the engineering of municipal management and construction, installation of lifting equipment, sale of construction materials and civil defense products and provision of services relating to construction contracting in architecture.

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit or loss, which is a measure of adjusted profit or loss before tax. The adjusted profit or loss before tax is measured consistently with the Group's profit before tax.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the then prevailing market prices.

<b>For the six months ended 30 June 2017</b>	<b>Construction contracting RMB'000 (Unaudited)</b>	<b>Others RMB'000 (Unaudited)</b>	<b>Elimination RMB'000 (Unaudited)</b>	<b>Total RMB'000 (Unaudited)</b>
<b>Segment revenue:</b>				
Sales to external customers	2,058,721	21,674	-	2,080,395
Intersegment sales	-	2,551	(2,551)	-
<b>Total revenue</b>	<b>2,058,721</b>	<b>24,225</b>	<b>(2,551)</b>	<b>2,080,395</b>
Segment results	63,487	4,943	-	68,430
Income tax expense	(14,675)	(1,819)	-	(16,494)
<b>Profit for the period</b>	<b>48,812</b>	<b>3,124</b>	<b>-</b>	<b>51,936</b>
<b>Other segment information:</b>				
Interest income	66	29	-	95
Finance costs	15,493	1,861	-	17,354
Depreciation	3,433	355	-	3,788
Amortisation	330	18	-	348
Provision for impairment of trade receivables, deposits and other receivables	1,726	90	-	1,816
Capital expenditure*	2,304	166	-	2,470
<b>As at 30 June 2017</b>	<b>Construction contracting RMB'000 (Unaudited)</b>	<b>Others RMB'000 (Unaudited)</b>	<b>Elimination RMB'000 (Unaudited)</b>	<b>Total RMB'000 (Unaudited)</b>
<b>Segment assets</b>	<b>4,327,404</b>	<b>111,306</b>	<b>(190,052)</b>	<b>4,248,658</b>
<b>Segment liabilities</b>	<b>3,219,634</b>	<b>65,834</b>	<b>(94,202)</b>	<b>3,191,266</b>
<b>For the six months ended 30 June 2016</b>	<b>Construction contracting RMB'000 (Unaudited)</b>	<b>Others RMB'000 (Unaudited)</b>	<b>Elimination RMB'000 (Unaudited)</b>	<b>Total RMB'000 (Unaudited)</b>
<b>Segment revenue:</b>				
Sales to external customers	1,989,598	9,480	-	1,999,078
Intersegment sales	-	27	(27)	-
<b>Total revenue</b>	<b>1,989,598</b>	<b>9,507</b>	<b>(27)</b>	<b>1,999,078</b>
Segment results	74,285	(7,361)	-	66,924
Income tax expense	(19,039)	73	-	(18,966)
<b>Profit for the period</b>	<b>55,246</b>	<b>(7,288)</b>	<b>-</b>	<b>47,958</b>

**Other segment information:**

Interest income	76	32	-	108
Finance costs	20,369	2,065	-	22,434
Depreciation	3,294	465	-	3,759
Amortisation	274	9	-	283
Provision for impairment of trade receivables, deposits and other receivables	4,712	3	-	4,715
Capital expenditure*	13,529	75	-	13,604

As at 30 June 2016	Construction contracting RMB'000 (Audited)	Others RMB'000 (Audited)	Elimination RMB'000 (Audited)	Total RMB'000 (Audited)
Segment assets	4,183,799	104,833	(170,544)	4,118,088
Segment liabilities	3,164,315	65,285	(74,694)	3,154,906

Note:

\* Capital expenditure mainly consists of additions of property, plant and equipment and intangible assets.

**4. REVENUE, OTHER INCOME AND GAINS**

Revenue, which is also the Group's turnover, represents: (1) the values of services rendered; (2) appropriate proportion of contract revenue of construction contracting; and (3) the net invoiced value of goods sold, after allowances for returns and trade discounts.

An analysis of the Group's revenue, other income and gains is as follows:

	For the six months ended 30 June	
	2017 RMB'000 (Unaudited)	2016 RMB'000 (Unaudited)
<b>Revenue</b>		
Construction contracting	2,058,721	1,989,598
Others	21,674	9,480
	<u>2,080,395</u>	<u>1,999,078</u>
<b>Other income and gains</b>		
Interest income	95	108
Government grant	262	11,505
Dividend from available-for-sale investment	4,680	3,600
Gain on disposal of available-for-sale investment	164	-
Others	3,437	1,151
	<u>8,638</u>	<u>16,364</u>



## 5. PROFIT BEFORE TAX

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

	For the six months ended 30 June	
	2017	2016
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Cost of construction contracting (including depreciation)	1,951,301	1,871,632
Cost of others	14,659	9,266
Total cost of sales	1,965,960	1,880,898
Depreciation of items of property, plant and equipment	3,788	3,759
Amortisation of prepaid land lease payments	146	145
Amortisation of intangible assets	202	138
Total depreciation and amortisation	4,136	4,042
Impairment of trade receivables	5,456	3,922
(Reversal of)/provision for impairment of deposits and other receivables	(3,640)	793
Total impairment losses, net	1,816	4,715
Minimum lease payments under operating leases of land and buildings	351	206
Auditors' remuneration	1,047	1,119
Employee benefit expenses (including Directors' and Supervisors' remuneration) :	19,743	17,415
Wages, salaries and allowances	15,643	13,122
Social insurance	3,373	3,370
Welfare and other expenses	727	923
Interest income	(95)	(108)

## 6. INCOME TAX EXPENSE

	For the six months ended 30 June	
	2017	2016
	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
Current income tax – Mainland China		
- Charge for the period	16,981	17,733
- (Over)/under provision in prior years	(900)	168
Deferred income tax	413	1,065
Tax charge for the period	16,494	18,966



## 8. TRADE AND BILLS RECEIVABLES

Trade receivables represented receivables for contract works. The payment terms of contract work receivables are stipulated in relevant contracts. The Group's trading terms with its customers are mainly on credit, except for new customers, where payment in advance is normally required. The credit period offered by the Group is one to three months. The Group seeks to maintain strict control over its outstanding receivables and has a credit control department to minimise credit risk. Overdue balances are reviewed regularly by senior management. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade and bills receivables are non-interest-bearing.

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Trade receivables	<b>590,889</b>	662,703
Provision for impairment	<b>(24,701)</b>	(19,245)
	<hr/>	<hr/>
Trade receivables, net	<b>566,188</b>	643,458
Bills receivable	<b>101,411</b>	30,549
	<hr/>	<hr/>
	<b>667,599</b>	674,007
	<hr/>	<hr/>
Portion classified as non-current assets <sup>(1)</sup>	<b>(16,670)</b>	(26,648)
	<hr/>	<hr/>
Current portion	<b>650,929</b>	647,359
	<hr/> <hr/>	<hr/> <hr/>

(1) The non-current portion of trade receivables mainly represents the amounts of retentions held by customers at the end of each of the reporting period, which will be paid at the end of the retention period.

At the end of the reporting period, the amounts of retentions held by customers for contract works included in trade receivables for the Group are approximately as follows:

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Retentions in trade receivables	<b>39,724</b>	28,293
Provision for impairment	<b>(124)</b>	(74)
	<hr/>	<hr/>
Retentions in trade receivables, net	<b>39,600</b>	28,219
Portion classified as non-current assets	<b>(16,670)</b>	(26,648)
	<hr/>	<hr/>
Current portion	<b>22,930</b>	1,571
	<hr/> <hr/>	<hr/> <hr/>

An aged analysis of the Group's trade receivables, based on the billing date and net of provision for impairment of trade receivables, as at the end of each of the reporting period is as follows:

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Within 3 months	222,995	237,915
3 months to 6 months	22,332	28,571
6 months to 1 year	64,894	283,482
1 to 2 years	208,681	49,524
2 to 3 years	30,315	21,101
3 to 4 years	7,538	18,410
4 to 5 years	7,835	3,817
Over 5 years	1,598	638
	<u><b>566,188</b></u>	<u>643,458</u>

The movements in provision for impairment of trade receivables are as follows:

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
At beginning of the period	19,245	19,316
Impairment losses recognised	5,667	830
Impairment losses reversed	(211)	(901)
At end of the period	<u><b>24,701</b></u>	<u>19,245</u>

Included in the above provision for impairment of trade receivables are provisions for individually impaired trade receivables of approximately RMB10,090,000 (unaudited) and approximately RMB10,090,000 with aggregate carrying amounts before provision of approximately RMB10,090,000 (unaudited) and approximately RMB10,090,000 as at 30 June 2017 and 31 December 2016, respectively.

The individually impaired trade receivables relate to customers that were in default in principal payments or were in financial difficulties and only a portion of the receivables is expected to be recovered.

An aged analysis of the trade receivables, that are neither individually nor collectively considered to be impaired, is as follows:

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Neither past due nor impaired	257,205	265,433
Past due within 1 year but not impaired	86,123	310,444
	<u><b>343,328</b></u>	<u>575,877</u>

Receivables that were neither past due nor impaired relate to a large number of diversified customers for whom that was no recent history of default.

### Transferred financial assets that are not derecognised in their entirety

The Group endorsed and discounted certain bills receivable accepted by banks in Mainland China (the “Endorsed Bills”) with a carrying amount of approximately RMB91,854,000 (unaudited) and approximately RMB27,852,000 as at 30 June 2017 and 31 December 2016, respectively, to certain of its suppliers in order to settle the trade payables due to such suppliers (the “Endorsement”). In the opinion of the Directors, the Group has retained the substantial risks and rewards, which include default risks relating to such Endorsed Bills, and accordingly, it continued to recognise the full carrying amounts of the Endorsed Bills and the associated trade payables settled. Subsequent to the Endorsement, the Group did not retain any rights on the use of the Endorsed Bills, including the sale, transfer or pledge of the Endorsed Bills to any other third parties. The aggregate carrying amounts of the trade payables settled by the Endorsed Bills during the period to which the suppliers have recourse approximately RMB91,854,000 (unaudited) and approximately RMB27,852,000 as at 30 June 2017 and 31 December 2016, respectively.

### Transferred financial assets that are derecognised in their entirety

The Group endorsed and discounted certain bills receivable accepted by banks in the PRC (the “Derecognised Bills”), to certain of its suppliers in order to settle the trade payables due to such suppliers with a carrying amount in aggregate of, approximately RMB192,549,000 (unaudited) and approximately RMB121,066,000 as at 30 June 2017 and 31 December 2016, respectively. The Derecognised Bills have a maturity from one to six months at the end of the each of reporting period. In accordance with the Law of Negotiable Instruments in the PRC, the holders of the Derecognised Bills have a right of recourse against the Group if the PRC banks default (the “Continuing Involvement”). In the opinion of the Directors, the Group has transferred substantially all risks and rewards relating to the derecognised bills. Accordingly, it has derecognised the full carrying amounts of the Derecognised Bills and the associated trade payables. The maximum exposure to loss from the Group’s Continuing Involvement in the Derecognised Bills and the undiscounted cash flows to repurchase these Derecognised Bills is equal to their carrying amounts. In the opinion of the Directors, the fair values of the Group’s Continuing Involvement in the Derecognised Bills are not significant.

During the reporting period, the Group has not recognised any gain or loss on the date of transfer of the Derecognised Bills. No gains or losses were recognised from the Continuing Involvement, both during the period or cumulatively.

## 9. AMOUNTS DUE FROM/(TO) CONTRACT CUSTOMERS

### *Construction contracts*

	<b>As at 30 June 2017 RMB’000 (Unaudited)</b>	<b>As at 31 December 2016 RMB’000 (Audited)</b>
Amount due from contract customers	<b>2,794,916</b>	2,998,346
Amount due to contract customers	<b>(226,309)</b>	(113,970)
	<b><u>2,568,607</u></b>	<b><u>2,884,376</u></b>

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Accumulated contract costs incurred plus recognised profits less recognised losses to date	<b>27,381,531</b>	27,429,443
Less: Accumulated progress billing received and receivable	<b>24,812,924</b>	24,545,067
	<b><u>2,568,607</u></b>	<u>2,884,376</u>

## 10. TRADE AND BILLS PAYABLES

An aged analysis of the trade payables, as at the reporting period, based on the invoice date, is as follows:

	<b>As at 30 June 2017 RMB'000 (Unaudited)</b>	As at 31 December 2016 RMB'000 (Audited)
Within 6 months	<b>1,063,951</b>	267,491
6 months to 1 year	<b>199,494</b>	1,472,885
1 to 2 years	<b>634,460</b>	531,766
2 to 3 years	<b>119,355</b>	41,773
Over 3 years	<b>17,748</b>	16,608
	<b><u>2,035,008</u></b>	<u>2,330,523</u>

The trade payables are non-interest-bearing and are normally settled within terms from three to six months.

## 11. INTEREST-BEARING BANK BORROWINGS

	As at 30 June 2017			As at 31 December 2016		
	Effective interest rate (%)	Maturity	RMB'000	Effective interest rate (%)	Maturity	RMB'000
Current						
Bank loans – secured	4.4-20.4	2017-2018	555,360	4.35-21.6	2017	644,491
Bank loans – unsecured	6.5	2017-2018	4,372	-	-	-
Other borrowings – secured	4.7-9.2	2017-2018	5,984	-	-	-
Other borrowings – unsecured	8.0	2017-2018	5,142	-	-	-
			<b><u>570,858</u></b>			<u>644,491</u>

Notes:

- (a) Certain of the Group's buildings with a net carrying amount of approximately RMB97,422,000 (unaudited) and approximately RMB98,215,000 as at 30 June 2017 and 31 December 2016, respectively, were pledged to secure general banking facilities granted to the Group.
- (b) As at 30 June 2017 and 31 December 2016, the Group's interest-bearing bank borrowings of approximately RMB541,736,000 (unaudited) and approximately RMB621,941,000, respectively, are jointly guaranteed by the controlling shareholder and other related parties of the Group, free of charge.

## **12. COMMITMENTS**

As at 30 June 2017, the Group did not have any significant commitments.

## **13. DIVIDEND**

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

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **MARKET REVIEW**

China's rapid economic growth over the years has spurred the development of its construction industry. Given China's continuous urbanization in relation to improving community functions and facilities in urban areas, the demand for construction industry is expected to maintain its momentum. Expected in 2017, the urbanization rate of China will be 59.2%. Urbanization rate represents the rate of change in the size of the urban population over a certain period. By 2020, it is projected that approximately 100 million of the rural population will settle in urban areas, which will bring significant demand for new urban residential construction. In line with the historical trend of increases in the average fee for construction projects, the total output value of China's construction industry in China increased from approximately RMB8,587.1 billion for the six months ended 30 June 2017, increased by 10.9% as compared with the same period in 2016.

### **BUSINESS REVIEW**

In the first half of 2017, the Company made significant achievements in business expansion. While maintaining and furthering cooperation relationships with major customers, including Country Garden Holdings Company Limited ("Country Garden"), China Vanke Co., Ltd. ("Vanke"), Greentown China Holdings Limited ("Greentown"), Jiayuan Chuangsheng Holding Group Co., Ltd. ("Jiayuan"), Sunac China Holdings Limited ("Sunac"), Zhenshi Holding Group Co., Ltd. ("Zhenshi") and Tongkun Group Co., Ltd. ("Tongkun"), the Company successfully expanded its business footprint to surrounding cities and other provinces, including undertaking two projects with a total cost of RMB408 million in Zhengzhou City, the provincial capital of Henan Province. Meanwhile, the Company also actively pushed forward the development of quality business by striving to undertake quality business with economy of scale and market influence to boost brand awareness. In the first half of the year, and among the contracted business projects newly undertaken, ten were worth over RMB50 million, and six over RMB100 million.

In addition, the Company has been placing a great deal of emphasis on innovation in production technologies. In the first half of 2017, the Company leveraged on the "Academician Workstations" and "Industry-Academic Research" platforms to expand the scale of technological cooperation with external parties, aiming to offer technical support to its ongoing projects, and in the first half of the year, one application for national patents filed by the Company was accepted, two patents were approved, and four excellent QC accomplishment awards at the municipal-level were granted.

In the first half of 2017, the Company won many important awards at the provincial, municipal and county levels, including 16 for overall performance, 11 for quality works, and dozens for construction safety and attainment of standards. In particular, the Zhenshi Headquarters Building (振石總部大樓) project, a pioneer project in applying BIM Technology with achievements in adopting a standard construction process, was among the 17th batch of New Construction Technology Application Demonstration Projects, which enhanced our status as an influential brand.



For the six months ended 30 June 2017, approximately 99.0% of the revenue was contributed by the construction contracting business. The Group recorded a revenue of approximately RMB2,080.4 million for the six months ended 30 June 2017, increased by 4.07% as compared with the same period in 2016. Profit for the period rose by 8.3% to approximately RMB51.9 million. The Group's performance maintained a steady growth.

	For the six months ended 30 June			
	2017		2016	
	RMB'million	%	RMB'million	%
<b>Construction contracting business</b>				
Residential	999.6	48.1	728.0	36.4
Commercial	821.1	39.5	940.9	47.1
Industrial	118.7	5.7	140.9	7.0
Public works	119.3	5.7	179.8	9.0
	<u>2,058.7</u>	<u>99.0</u>	<u>1,989.6</u>	<u>99.5</u>
<b>Other business</b>	21.7	1.0	9.5	0.5
Total revenue	<u>2,080.4</u>	<u>100.0</u>	<u>1,999.1</u>	<u>100.0</u>

During the first half of the year, the Group pushed forward high-end projects and cooperated with high-value customers, including securing quality new customers such as Country Garden, Vanke and Greentown. Compared with the value of backlog of about RMB4,902.1 million as at 30 June 2016, the value of backlog increased by 6.46% to approximately RMB5,219.0 million as at 30 June 2017.

	For the six months ended 30 June	
	2017	2016
	RMB'million	RMB'million
Opening value of backlog	5,422.6	4,999.4
Net value of new projects <sup>(1)</sup>	1,860.1	1,921.0
Revenue recognized <sup>(2)</sup>	(2,063.7)	(2,018.3)
Closing value of backlog <sup>(3)</sup>	<u>5,219.0</u>	<u>4,902.1</u>

Notes:

- (1) Net value of new contracts means the total contract value of new construction contracting contracts which were awarded to us during the relevant period indicated.
- (2) Revenue recognized means the revenue that has been recognized during the relevant period indicated, such amounts are before deducting business tax/value added tax.
- (3) Closing value of backlog means the total contract value for the remaining work of construction projects before the percentage of completion of such projects reached 100% as of the end of the relevant period indicated.

## **FINANCIAL REVIEW**

### **Revenue and gross profit margin**

Revenue increased by 4.07% from approximately RMB1,999.1 million for the six months ended 30 June 2016 to approximately RMB2,080.4 million for the six months ended 30 June 2017 primarily because of increase of construction constructing business amounting to approximately RMB69.1 million and increase of other amounting to approximately RMB12.2 million for the six months ended 30 June 2017. Increase in construction constructing business was a result of increase in revenue from residential construction projects amounting to approximately RMB271.6 million, which was offsetting by decrease in revenue from other construction projects amounting to RMB202.5 million. Since 2016, the Group focused to develop a good relationship with high value customers, the strategies have been well achieved. During the period, revenue contributed by 2 new high value customers in residential properties business were RMB97.1 million as there was nil for the six months ended 30 June 2016. Decrease in other construction constructing business is a result of some of major projects were nearly completed in 2016 and the Group focused on high value customers and high value projects in order to have a healthy development.

Gross profit decreased by 3.17% from approximately RMB118.2 million for the six months ended 30 June 2016 to approximately RMB114.4 million for the six months ended 30 June 2017, and gross profit margin decreased from 5.91% to 5.50% during the same period. The decrease in gross profit was a result of decrease in gross profit margin. The decrease in gross profit margin was primarily due to decrease in overall profit margin of each of business sector, especially for public projects. During the six months ended 30 June 2017, decrease in profits margin of public projects was a results of overrun of a project and finalized revenue of another project was lower than the budgeted revenue. The Group devoted much attention to selecting prestigious and high-margin projects to tender for.

### **Other income and gains**

Other income and gains decreased significantly by approximately RMB7.8 million from approximately RMB16.4 million for the six months ended 30 June 2016 to approximately RMB8.6 million for the six months ended 30 June 2017 primarily because we received one-off government grants of approximately RMB11.0 million for the six months ended 30 June 2016 in relation to the Listing as no such government grant was incurred for the six months ended 30 June 2017.

### **Administrative expenses**

Administrative expenses decreased by 11.7% from approximately RMB37.2 million for the six months ended 30 June 2016 to approximately RMB32.9 million for the six months ended 30 June 2017. Such decrease was primarily due to decrease in professional fee in relation to the Listing amounting to approximately RMB3.3 million.

### **Other expenses**

Other expenses decreased significantly by 44.4% from approximately RMB7.9 million for the six months ended 30 June 2016 to approximately RMB4.4 million for the six months ended 30 June 2017. Such decreased represented a reversal of impairment of other receivables amounting to approximately RMB3.6 million for the six months ended 30 June 2017 as there was an impairment loss of other receivables amounting to RMB0.8 million for the six months ended 30 June 2016.

## **Finance costs**

Finance costs decreased by 22.6% from approximately RMB22.4 million for the six months ended 30 June 2016 to approximately RMB17.4 million for the six months ended 30 June 2017 due to decrease in average of the loan balance during the period as compared with that average balance in last period.

## **Income tax expense**

Income tax expenses decreased by 13.0% from approximately RMB19.0 million for the six months ended 30 June 2016 to approximately RMB16.5 million for the six months ended 30 June 2017. Such decrease was primarily due to over-provision for income tax in prior year and an income not subject to tax in relation to dividend income contributed from available-for-sales investment for the six months ended 30 June 2017. Our effective tax rate decreased from approximately 28.3% for the six months ended 30 June 2016 to approximately 24.1% for the six months ended 30 June 2017, the reason was mentioned as above.

## **Profit for the period**

Profit for the period increased by 8.3% from approximately RMB48.0 million for the six months ended 30 June 2016 to approximately RMB51.9 million for the six months ended 30 June 2017. Net profit margin increased from approximately 2.40% for the six months ended 30 June 2016 to approximately 2.50% for the six months ended 30 June 2017, primarily due to the decrease in finance costs and administrative expenses

## **LIQUIDITY, FINANCIAL RESOURCES AND CAPITAL STRUCTURE**

The Group's operations are primarily funded through cash generated from operating activities and interest-bearing borrowings. As of 30 June 2017 and 31 December 2016, the Group had cash and cash equivalents of approximately RMB57.5 million and approximately RMB65.0 million, respectively.

### **Treasury Policies**

The Group monitors the cash flows and cash balance on a regular basis and seeks to maintain an optimal level of liquidity that can meet the working capital needs while supporting a healthy level of business and its various growth strategies throughout the period under review. In the future, the Group intends to finance its operations through cash generated from operating activities, interest-bearing bank borrowings. Other than normal bank borrowings that the Group obtained from commercial banks and potential debt financing plans, the Group does not expect to have any material external debt financing plan in the near future.

### **Amounts due from contract customers**

The amounts due from contract customers decreased from approximately RMB2,998.3 million as of 31 December 2016 to approximately RMB2,794.9 million as of 30 June 2017, representing 71.0% and 69.7% of the total current assets as of the same dates. The decrease in the proportion of the amounts due from contract customers to the total current assets was primarily because of the Group actively to issue billings to the customers.

### **Trade and bill payables**

Trade and bills payables decreased from approximately RMB2,330.5 million as of 31 December 2016 to approximately RMB2,035.0 million as of 30 June 2017. Such decrease was a result of improvement of operating cash flow.

## **Borrowings and charge on assets**

As of 30 June 2017, the Group relied on interest-bearing borrowings in the amount of approximately RMB570.9 million (31 December 2016: approximately RMB644.5 million) which are repayable within 1 year and carried effective interest rate with a range from 4.4% to 20.4% per annum (31 December 2016: 4.4% to 21.6% per annum).

As at 30 June 2017, certain general banking facilities of the Group were secured by the Group's land use rights and buildings of approximately RMB97.4 million (31 December 2016: approximately RMB98.2 million).

## **Gearing ratio**

The gearing ratio decreased from approximately 55.8% as at 31 December 2016 to approximately 46.8% as at 30 June 2017, such decrease was mainly attributing to repayments of interest-bearing bank and other borrowings during the period.

Gearing ratio represents net debt divided by total equity as of the end of a year/period. Net debt is defined as all borrowings deducted by cash and bank balances and pledged deposits.

## **Capital Expenditure**

Capital expenditures decreased from approximately RMB13.6 million for the year ended 31 December 2016 to approximately RMB2.5 million for the six months ended 30 June 2017 primarily because the Group has made sufficient investments in the previous years to satisfy the needs of the business operations during the period.

## **Capital Commitments**

As at 30 June 2017, the Group did not have any significant commitments.

## **Contingent liabilities**

As at 30 June 2017, the Group had no material contingent liabilities.

## **Fluctuation of RMB Exchange Rate and Foreign Exchange Risks**

The majority of the Group's business and all bank borrowings are denominated and accounted for in RMB. Therefore, the Group does not have significant exposure to foreign exchange fluctuation. The Board does not expect the fluctuation of RMB exchange rate and other foreign exchange fluctuations will have material impact on the business operations or financial results of the Group. The Group currently has no hedging policy with respect to the foreign exchange risks, therefore, the Group has not entered into any hedging transactions to manage the potential fluctuation in foreign currencies.

## **SIGNIFICANT INVESTMENTS HELD, MATERIAL ACQUISITIONS AND DISPOSALS**

The Group had no significant investments held or material acquisitions and disposals during the six months ended 30 June 2017.

## **FUTURE PLANS FOR MATERIAL INVESTMENTS AND CAPITAL ASSETS**

The Group did not have other plans for material investments and capital assets as at 30 June 2017.

## **EMPLOYEE AND REMUNERATION POLICIES**

As of 30 June 2017, the Group had total of 704 employees, of which 583 were based in Jiaxing City, and 121 were based in other areas in Zhejiang Province and in other provinces and regions in China. For the six months ended 30 June 2017, the Group incurred total staff costs of approximately RMB19.7 million, representing an increase of approximately 13.4% as compared with the same period in 2016, mainly attributable to increase in headcount and salary incremental.

The Group believes that the long-term growth depends on the expertise, experience and development of the employees. The salaries and benefits of the employees depend primarily on their type of work, position, length of service with us and local market conditions. In order to improve the employees' skills and technical expertise, the Group provide regular training to the employees.

## **FUTURE PROSPECTS**

The Group's goal is to continue to capture greater market share in Zhejiang Province and in other provinces and regions in China to become a leading construction contracting and design company in selected regions. To achieve this goal, the Group intend to pursue the following strategies:

### **Leverage the Premium Class Certificate and Engineering Design Certificate for larger-scale and more complex initiatives**

The Group plans to leverage the Premium Class Certificate and Engineering Design Certificate to provide fully-integrated construction solutions, which consist of general construction contracting and design, survey and consultancy services for building construction projects of all types and scales nationwide. As of 30 June 2017, the Group was one of the few holders of both the Premium Class Certificate and Engineering Design Certificate in Zhejiang Province. Leveraging the favorable position in the industry, the Group intends to undertake larger-scale and more complex construction projects. As profitability generally increases with the size and complexity of construction projects, undertaking such construction projects will enable us to enhance the profitability. Moreover, undertaking projects where the Group provides construction general contracting and design, survey and consultancy services allows us to vertically integrate the business. The Group will be able to take into account the costs and have better control over quality at the earlier design stage of the construction project. To facilitate the undertaking of larger-scale and more complex construction projects, the Group plans to apply a portion of the proceeds from the Listing to procure new equipment and machinery used in the construction projects, including jacks and lifting equipment.

The Group intends to leverage the Premium Class Certificate and Engineering Design Certificate to establish business relationships with new and well-recognized customers build the track record of prominent construction projects and enhance the brand exposure. With increased exposure and more prominent construction projects in the portfolio, the Group intends to augment the reputation in Zhejiang Province and in other provinces and regions in China. The Group expects that the augmented reputation will allow us to undertake increasingly more prominent construction projects where the Group will be able to charge a premium price for the services. The Group plans to leverage the position in Zhejiang Province holding both certificates to gain more bargaining power for favorable prices for raw materials and equipment and machinery, which will lower the costs and enhance the profitability.

### **Develop business opportunities to undertake EPC and PPP projects**

The Group plans to seize the opportunities emerging from the promotion of pilot projects for general contracting of construction works in Zhejiang Province, with an aim to strengthening resources integration for developing general contracting business and committing itself to nurturing integrated capabilities in design, procurement and construction. The Group will also proactively deploy more resources for EPC projects and focus on following up quality projects.

Moreover, according to Ipsos, an increasing number of infrastructure projects in China are expected to be completed on a PPP basis in the coming years. As such, the Group intends to develop business opportunities to undertake more projects on a PPP basis in the future. Under the PPP model, the Group would generally be responsible for financing, investment, management and construction of the project. The Group believes that PPP projects will enhance the profitability and brand recognition, and the Group intends to selectively undertake such projects in the future. PPP projects are awarded to qualified construction companies through a public bidding process held by relevant government authorities. The Group intends to leverage the strong relations with the local Jiaying government and the track record of high-quality public works construction projects to win such projects. By gaining expertise and developing the reputation as a premium PPP service provider, the Group plans to develop PPP operations in other regions of Zhejiang Province and other provinces and regions in China. Given the significant upfront investment required to undertake such projects, the Group also plans to finance future projects through a combination of the working capital and bank borrowings.

### **Push forward the strategy of major customers in full swing and expand market footprint**

The Group plans to leverage the opportunity of cooperating with large real estate enterprises to push forward the strategy of major customers in full swing. By providing quality services and enhancing the quality of works projects, the Group will further enhance its partnership with major customers, including Country Garden, Vanke, Greentown, Sunac, Zhenshi and Tongkun. Meanwhile, the Group will proactively identify major potential customers in the future and fully leverage various communication and exchange channels for seeking opportunities for business cooperation, with a view to nurturing new major customers which can offer sustainable development and stable business.

In addition, the Groups plans to expand its market footprint on an ongoing basis, including (i) continually tapping into existing markets and boosting the operational results of regional branch companies in Jiangsu, Anhui and Jiangxi, which are outside Zhejiang Province; (ii) expediting its deployment in emerging markets, pushing forward initial development in provincial capitals outside Zhejiang Province and surrounding areas of Jiaying and proactively expanding into regions without business presence to seek emerging cooperation opportunities; and (iii) proactively competing for high-end markets outside Zhejiang Province by keeping track of significant investment projects of major customers and Zhejiang merchants on the back of certificate resources and brand advantage to achieve market expansion.

### **Actively developed the Building Information Modeling Technology (“BIM” Technology)**

The Group believes that with the development of science and technology, advanced technology plays a major role in promoting the development of the industry. Currently, the construction industry is advocating application of the information technology BIM Technology throughout the whole process of project design, construction, operation and maintenance to enhance overall benefits. As important technological measures of promoting innovative development of the building and construction industry, application and promotion of the BIM Technology will have an immense impact on the scientific and technological advancement as well as the transformation and upgrade of the building and construction industry. The Group has aligned itself with industry trends to fully leverage the advantages of the BIM Technology, fully pushing forward the progress of applying the BIM Technology to the Zhenshi Headquarters Building (振石總部大樓) project. The Group will leverage the advantages of the platform offered by the BIM Technology Research Institute to strengthen the nurturing of technological teams and further enhance application capabilities, as well as to achieve data sharing on a real-time basis. Through conclusion of findings from applying BIM technology in pilot projects, the promotion of BIM technology applications can be expedited.

## **OTHER INFORMATION**

### **INTERIM DIVIDEND**

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

### **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES**

For the six months ended 30 June 2017, there was no purchase, sale or redemption by the Company or any of its subsidiaries of any listed securities of the Company.

### **DIRECTORS' COMPETING INTERESTS**

None of the controlling shareholders, Directors and their respective close associates (as defined under the Listing Rules) has any interests in any business which directly or indirectly competes or is likely to compete with the principal business and other businesses, which would require disclosure under Rule 8.10 of the Listing Rules, as at 30 June 2017.

### **COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE**

The Board comprises six executive Directors and three independent non-executive Directors. The Board has adopted the code provisions (the "Code Provisions") of the Corporate Governance Code ("CG Code") set out in Appendix 14 to the Listing Rules. Throughout the six months ended 30 June 2017, the Company has fully complied with the Code Provisions, except for the following deviations.

Pursuant to Code Provision A.2.1 of the CG Code, the responsibilities between the chairman and the chief executive officer should be segregated and should not be performed by the same individual. However, the Group does not have a separate chairman and general manager (which is equivalent to chief executive officer) and Mr. Lv Yaoneng currently performs these two roles. Our Board believes that vesting the roles of both chairman and general manager in the same person has the benefit of ensuring consistent leadership within our Group and enables more effective and efficient overall strategic planning for our Group. Our Board considers that the balance of power and authority for the present arrangement will not be impaired and this structure will enable our Company to make and implement decisions promptly and effectively. Our Board will continue to review and consider splitting the roles of chairman of our Board and general manager of our Company at a time when it is appropriate and suitable by taking into account the circumstances of our Group as a whole.

According to Code Provision A.1.8 of the CG Code, the Company should arrange appropriate insurance cover in respect of legal action against its directors. The Company is negotiating with the relevant insurance agents about the liability insurance for the Directors and will arrange such insurance cover in due course.

Save as disclosed above, our Company is expected to comply with the CG Code set out in Appendix 14 to the Listing Rules. Our Directors will review our corporate governance policies and compliance with the CG Code each financial year.

## **MODEL CODE FOR SECURITIES TRANSACTIONS**

The Company has adopted the model code for Securities Transactions by Directors of Listed Issuers (the “Model Code”) as the Company’s code of conduct regarding Directors’ and Supervisors’ securities transactions on terms or less exacting than the requested standard set out in the Model Code. Upon specific enquiries, all Directors and Supervisors confirmed that they have complied with the relevant provisions of the Model Code throughout the six months ended 30 June 2017. The Company continues and will continue to ensure compliance with the corresponding provisions set out in the Model Code.

Senior management who, because of their office in the Company, are likely to be in possession of inside information, have also been requested to comply with the provisions of the Model Code.

## **EVENTS AFTER THE REPORTING PERIOD**

As of the date of this announcement, the Group has no significant events after the reporting period required to be disclosed.

## **PUBLICATION OF THE CONDENSED CONSOLIDATED INTERIM RESULTS AND 2017 INTERIM REPORT ON THE WEBSITES OF THE STOCK EXCHANGE AND THE COMPANY**

This interim results announcement is published on the websites of the Stock Exchange (<http://www.hkexnews.hk>) and the Company (<http://www.jujiang.cn>) and the 2017 Interim Report containing all the information required by the Listing Rules will be dispatched to the shareholders of the Company and published on the respective websites of the Stock Exchange and the Company in due course.

## **AUDIT COMMITTEE**

The Audit Committee was established with written terms of reference in compliance with Rule 3.21 of the Listing Rules and the CG Code as set out in Appendix 14 to the Listing Rules on 23 December 2015. The Audit Committee consists of three members, namely Mr. Wong Ka Wai, Mr. Lin Tao and Mr. Yu Jingxuan, all being our independent non-executive Directors. Mr. Yu Jingxuan has been appointed as the chairman of the Audit Committee, and is our independent non-executive director possessing the appropriate professional qualifications. The primary duties of the Audit Committee are to review and supervise the financial reporting process and internal control system of the Group, oversee the audit process and perform other duties and responsibilities as assigned by our Board.

The Audit Committee has discussed with the management and external auditor the accounting principles and policies adopted by the Group, and reviewed the Group’s unaudited interim condensed consolidated financial statements for the six months ended 30 June 2017. The Audit Committee is of the opinion that the financial statements comply with the applicable accounting standards.

On behalf of the Board  
**Jujiang Construction Group Co., Ltd.**  
**Mr. Lv Yaoneng**  
*Chairman*

Zhejiang Province, the PRC, 25 August 2017

*As of the date of this announcement, the Board comprises Mr. Lv Yaoneng, Mr. Lv Dazhong, Mr. Li Jinyan, Mr. Lu Zhicheng, Mr. Shen Haiquan and Mr. Zheng Gang, as executive Directors; and Mr. Yu Jingxuan, Mr. Lin Tao, and Mr. Wong Kai Wai, as independent non-executive Directors.*