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**Beijing Saimo Technology Co., Ltd.**

**北京賽目科技股份有限公司**

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

**(Stock Code: 2571)**

**ANNOUNCEMENT OF ANNUAL RESULTS  
FOR THE YEAR ENDED 31 DECEMBER 2024**

**RESULTS HIGHLIGHTS FOR 2024**

**Financial Highlights**

	<b>Year ended 31 December</b>		Year-on-year change %
	<b>2024</b> <i>(RMB'000)</i>	2023 <i>(RMB'000)</i>	
Revenue	<b>221,883</b>	175,703	26.3
Gross profit	<b>151,795</b>	124,564	21.9
Profit before income tax	<b>56,968</b>	50,755	12.2
Profit and comprehensive income for the year	<b>55,094</b>	53,431	3.1
Profit and comprehensive income attributable to owners of our Company	<b>53,666</b>	55,479	(3.3)
Basic and diluted earnings per share (expressed in RMB per share)	<b>0.55/0.54</b>	0.56/0.56	(1.8)/(3.6)

## ANNUAL RESULTS

The board (the “**Board**”) of directors (the “**Directors**”) of Beijing Saimo Technology Co., Ltd. (the “**Company**”) is pleased to announce the audited consolidated results of the Company and its subsidiaries (the “**Group**” or “**we**” or “**us**”) for the year ended 31 December 2024 (the “**Reporting Period**” or the “**FY2024**”) together with the comparative figures for the year ended 31 December 2023 (the “**FY2023**”). The results are as follows:

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

		Year ended December 31,	
		2024	2023
	Note	RMB'000	RMB'000
<b>Revenue</b>	4	<b>221,883</b>	175,703
Cost of sales	6	<b>(70,088)</b>	(51,139)
<b>Gross profit</b>		<b>151,795</b>	124,564
Other income	5	<b>25,054</b>	40,871
Other gains, net		<b>2,848</b>	1,192
Selling and marketing expenses	6	<b>(10,916)</b>	(7,731)
General and administrative expenses	6	<b>(29,949)</b>	(31,472)
Research and development expenses	6	<b>(85,871)</b>	(71,331)
Credit loss allowance recognized, net	6	<b>(242)</b>	(7,024)
<b>Operating profit</b>		<b>52,719</b>	49,069
Share of (loss)/profit of investments accounted for using the equity method		<b>(558)</b>	33
Finance income		<b>6,004</b>	3,123
Finance costs		<b>(1,197)</b>	(1,470)
<b>Profit before income tax</b>		<b>56,968</b>	50,755
Income tax (expenses)/credit	7	<b>(1,874)</b>	2,676
<b>Profit and total comprehensive income for the year</b>		<b>55,094</b>	53,431
<b>Profit and total comprehensive income attributable to:</b>			
Owners of the Company		<b>53,666</b>	55,479
Non-controlling interests		<b>1,428</b>	(2,048)
		<b>55,094</b>	53,431
<b>Earnings per share for profit attributable to owners of the Company (expressed in RMB per share)</b>	8		
Basic		<b>0.55</b>	0.56
Diluted		<b>0.54</b>	0.56

## CONSOLIDATED BALANCE SHEET

		As at December 31,	
		2024	2023
	<i>Note</i>	<i>RMB'000</i>	<i>RMB'000</i>
<b>Assets</b>			
<b>Non-current assets</b>			
Right-of-use assets		49,031	26,346
Equipment		37,901	62,321
Intangible assets		52,279	31,742
Financial assets at fair value through profit or loss	9	28,731	25,882
Investments in an associate		321	879
Contract assets		2,187	–
Deferred income tax assets		846	2,676
Other non-current assets		955	1,635
		<hr/>	<hr/>
<b>Total non-current assets</b>		<b>172,251</b>	<b>151,481</b>
		<hr/>	<hr/>
<b>Current assets</b>			
Inventory		23,945	1,742
Contract assets		1,288	8,133
Trade and notes receivables	10	191,297	165,695
Prepayments and other receivables		59,589	39,462
Financial assets at fair value through profit or loss	9	7,029	112,201
Restricted cash		4,236	3,669
Cash and cash equivalents		208,325	118,431
		<hr/>	<hr/>
<b>Total current assets</b>		<b>495,709</b>	<b>449,333</b>
		<hr/>	<hr/>
<b>Total assets</b>		<b>667,960</b>	<b>600,814</b>
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		<b>As at December 31,</b>	
		<b>2024</b>	<b>2023</b>
	<i>Note</i>	<b>RMB'000</b>	<b>RMB'000</b>
<b>Equity</b>			
<b>Equity attributable to owners of the Company</b>			
Share capital		<b>100,000</b>	100,000
Reserves		<b>277,554</b>	271,130
Retained earnings		<b>176,024</b>	127,580
		<b>553,578</b>	498,710
<b>Non-controlling interests</b>		<b>4,130</b>	2,702
		<b>557,708</b>	501,412
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Lease liabilities		<b>30,065</b>	22,242
Deferred income		<b>14,710</b>	19,907
		<b>44,775</b>	42,149
<b>Current liabilities</b>			
Trade and notes payables	11	<b>5,713</b>	7,162
Current income tax payables		<b>44</b>	–
Other payables and accruals		<b>23,641</b>	21,050
Contract liabilities		<b>2,563</b>	7,078
Lease liabilities		<b>31,686</b>	18,278
Deferred income		<b>1,830</b>	3,685
		<b>65,477</b>	57,253
<b>Total current liabilities</b>		<b>65,477</b>	57,253
		<b>110,252</b>	99,402
<b>Total liabilities</b>		<b>110,252</b>	99,402
		<b>667,960</b>	600,814
<b>Total equity and liabilities</b>		<b>667,960</b>	600,814

## NOTES:

### 1 GENERAL INFORMATION

Beijing Saimo Technology Co., Ltd. (the “**Company**”) was incorporated in Beijing, the People’s Republic of China (the “**PRC**”) on January 24, 2014 as a limited liability company. On November 8, 2022, the Company was converted into a joint stock company with limited liability under the Company Law of the PRC, the Company and its subsidiaries (collectively, the “**Group**”) were primarily engaged in the provision of intelligent connected vehicle (“**ICV**”) testing, validation and evaluation solutions in the PRC.

On January 15, 2025, the Company completed its initial public offering, and its ordinary shares were listed on the Main Board of The Stock Exchange of Hong Kong Limited.

These financial statements are presented in Renminbi (“**RMB**”), unless otherwise stated.

### 2 BASIS OF PREPARATION

#### 2.1 Compliance with IFRS and HKCO

The consolidated financial statements of the Group have been prepared in accordance with IFRS Accounting Standards (“**IFRSs**”) as issued by the International Accounting Standards Board (“**IASB**”) and requirements of the Hong Kong Companies Ordinance Cap. 622 (“**HKCO**”).

IFRSs comprise the following authoritative literature:

- International Financial Reporting Standards,
- International Accounting Standards, and
- Interpretations developed by the International Institute of Certified Public Accountants.

The preparation of the consolidated financial statements in conformity with IFRSs requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group’s accounting policies.

#### 2.2 Historical cost convention

The consolidated financial statements have been prepared under the historical cost convention unless otherwise stated, as modified by the revaluation of certain financial assets at fair value through profit or loss.

#### 2.3 New and amended standards adopted by the group

The Group has applied the following standards, amendments and interpretation for the first time for its annual reporting period commencing 1 January 2024:

- Classification of Liabilities as Current or Non-current and Non-current liabilities with covenants – Amendments to IAS 1;
- Presentation of Financial Statements – Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause – International Interpretation 5 (Revised);
- Lease Liability in Sale and Leaseback – Amendments to IFRS 16; and
- Supplier Finance Arrangements – Amendments to IAS 7 and IFRS 7.

The amendments and interpretation listed above did not have any material impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods.

#### 2.4 New and amended standards and interpretations not yet adopted

Certain new accounting standards and amendments to accounting standards have been published that are not mandatory for 31 December 2024 reporting periods and have not been early adopted by the Group.

<b>Standards and amendments</b>		<b>Effective for annual periods beginning on or after</b>
Amendments to IAS 21	Lack of Exchangeability	January 1, 2025
Amendment to IFRS 9 and IFRS 7	Amendments to the Classification and Measurement of Financial Instruments	January 1, 2026
Amendments to IFRS 9 and IFRS 7	Contracts referencing nature-dependent electricity	January 1, 2026
Annual improvements project	Annual improvements to IFRS Accounting Standards – volumes 11	January 1, 2026
IFRS 18	Presentation and Disclosure in Financial Statements	January 1, 2027
IFRS 19	Subsidiaries without Public Accountability: Disclosures	January 1, 2027
Amendments to IFRS 10 and IAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	To be determined

The Group has already commenced an assessment of the impact of these new and amended standards and has concluded on a preliminary basis that adoption of these new and amended standards is not expected to have significant impacts on the performance and positions of the Group, except IFRS 18, which may mainly impact the presentation of the Group's consolidated statements of comprehensive income and the Group is still in the process of assessing the impact.

### 3 SEGMENT INFORMATION

The Group's business activities are the testing, validation and evaluation of the functionality, compatibility, safety, reliability and comfortability of ICVs in the PRC. The Group does not distinguish revenue, costs and expenses between segments in its internal reporting, and reports costs and expenses by nature as a whole.

The Group's chief operating decision-maker has been identified as the board of directors, who reviews the consolidated results when making decisions about allocating resources and assessing performance of the Group as a whole and hence, the Group has only one reportable segment. The Group does not distinguish between markets or segments for the purpose of internal reports. As all of the Group's non-current assets are all located in the PRC and all of the Group's revenues are derived from the PRC, no geographical information is presented.

#### 4 REVENUE

Disaggregation of revenue from contracts with customers by products and services is as follows:

	Year ended December 31,	
	2024	2023
	RMB'000	RMB'000
ICV simulation testing software and platforms	133,793	100,492
ICV data platforms and other products		
– ICV data platforms	20,621	17,798
– Other products	–	2,123
ICV testing and related services	37,941	38,970
Advisory and other services	29,528	16,320
	<u>221,883</u>	<u>175,703</u>

Disaggregation of revenue from contracts with customers by the timing of revenue recognition is as follows:

	Year ended December 31,	
	2024	2023
	RMB'000	RMB'000
At point in time	220,719	174,357
Over time	1,164	1,346
	<u>221,883</u>	<u>175,703</u>

#### 5 OTHER INCOME

	Year ended December 31,	
	2024	2023
	RMB'000	RMB'000
Government grants (i)	21,353	31,338
Value added tax (“VAT”) refund (ii)	1,692	8,595
Interest income from wealth management products	1,032	894
Others	977	44
	<u>25,054</u>	<u>40,871</u>

##### (i) Government grants

Government grants primarily relate to grants in connection with the Group’s contributions to technology development of governments. There are no unfulfilled conditions or contingencies relating to these incomes.

##### (ii) VAT refund

Our VAT refund relates to the tax refund in respect of the sale of self-developed software products at a prescribed percentage of our revenue.

## 6 EXPENSES BY NATURE

	Year ended December 31,	
	2024	2023
	RMB'000	RMB'000
Change in inventory	(22,203)	5,953
Procurement costs	65,207	24,277
<i>Salaries, wages and other benefits</i>		
– Salaries, wages and other benefits	70,006	71,348
– Less: capitalised in internally generated intangible assets	–	(4,618)
<i>Depreciation of equipment</i>		
– Depreciation of equipment	30,369	20,809
– Less: capitalised in internally generated intangible assets	–	(88)
<i>Depreciation of right-of-use assets</i>		
– Depreciation of right-of-use assets	15,129	12,792
– Less: capitalised in internally generated intangible assets	–	(190)
<i>Amortization of intangible assets</i>		
– Amortization of intangible assets	11,738	5,525
– Less: capitalised in internally generated intangible assets	–	(123)
Commissioned external technical services	12,628	11,152
Professional service and other consulting fees	370	3,857
Auditor's remuneration		
– Audit services	1,180	–
– Non-audit services	100	–
Office expenses	2,476	2,270
Business travel expenses	2,267	2,614
Rental and property expenses	2,825	1,471
Business entertainment expenses	1,580	1,504
Share-based payments expenses	1,202	938
Other taxes and surcharges	556	512
Listing expenses	470	606
Credit loss allowance recognized, net	242	7,024
Advertising and marketing expenses	79	47
Recruitment and training expenses	19	98
Others	826	919
	<u>197,066</u>	<u>168,697</u>

## 7 INCOME TAX EXPENSES/(CREDIT)

The income tax expenses/(credit) of the Group for the years ended December 31, 2024 and 2023 are analysed as follows:

	Year ended December 31,	
	2024	2023
	RMB'000	RMB'000
Current income tax	44	–
Deferred income tax	1,830	(2,676)
	<u>1,874</u>	<u>(2,676)</u>



The tax on the Group's profit before income tax differs from the theoretical amount that would arise using the statutory tax rate applicable to the Group as follows:

	<b>Year ended December 31,</b>	
	<b>2024</b>	2023
	<b>RMB'000</b>	RMB'000
Profit before income tax	<b>56,968</b>	50,755
Tax calculated at statutory income tax rate of 25% in the PRC (Note (a))	<b>14,242</b>	12,689
Tax effects of:		
– Preferential income tax rate applicable to the Group (Note (b))	<b>(61)</b>	(6,099)
– Super deduction for research and development expenses (Note (c))	<b>(14,342)</b>	(11,594)
– Expenses not deductible for income tax purposes	<b>162</b>	163
– Utilization of previously unrecognized tax losses	<b>(350)</b>	(396)
– Deductible loss of unrecognized deferred income tax assets in the current year	<b>2,084</b>	1,815
– Tax effect of share of profits of associates and joint ventures	<b>139</b>	(4)
– Impact of change in tax rate	<b>–</b>	750
	<hr/>	<hr/>
Income tax expenses/(credit)	<b>1,874</b>	(2,676)
	<hr/> <hr/>	<hr/> <hr/>

Notes:

**(a) Enterprise income tax in the PRC (“EIT”)**

The income tax provision of the Group in respect of its operations in the PRC was calculated using a tax rate of 25% on the assessable profits for the year presented, based on the existing legislation, interpretations and practices in respect thereof.

**(b) Preferential EIT rate**

The Company and a subsidiary in the PRC are entitled to preferential EIT rates, as follows:

The Company was recognized as the Key Software Enterprise and therefore enjoyed a preferential EIT rate of 0% from January 1, 2019 to December 31, 2023, and can enjoy a preferential EIT rate of 10% from January 1, 2024.

A subsidiary of the Company, Zhejiang Fly Here Technology Co., Ltd enjoys tax benefits for small and micro enterprises.

**(c) Super deduction for research and development expenses**

According to Announcement No. 7 of 2023 by the Ministry of Finance and the State Administration of Taxation, since January 1, 2023, the pre-tax deduction rate for enterprise research and development expenses is 100%. The Group has made its best estimate for the super deduction to be claimed for the Group's entities in ascertaining their assessable profits during the years.

**(d) Global minimum top – up tax**

The Group has adopted International Tax Reform – Pillar Two Model Rules – Amendments to IAS 12 upon their release on May 23, 2023. The amendments provide a temporary mandatory exception from deferred tax accounting for the top-up tax, which is effective immediately, and require new disclosures about the Pillar Two exposure from December 31, 2023. The mandatory exception applies retrospectively and the retrospective application has no impact on the Group’s consolidated financial statements.

**8 EARNINGS PER SHARE**

**(a) Basic**

	<b>Year ended December 31,</b>	
	<b>2024</b>	<b>2023</b>
Profit attributable to owners of the Company ( <i>RMB'000</i> )	<b>53,666</b>	55,479
Weighted average number of ordinary shares ( <i>thousands</i> )	<b>98,450</b>	98,450
Basic earnings per share ( <i>RMB</i> )	<b><u>0.55</u></b>	<b><u>0.56</u></b>

The basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares in issue during the years. The shares granted to employees under an equity incentive plan are excluded from the calculation of the weighted average number of ordinary shares.

**(b) Diluted**

	<b>Year ended December 31,</b>	
	<b>2024</b>	<b>2023</b>
Profit attributable to owners of the Company ( <i>RMB'000</i> )	<b>53,666</b>	55,479
Weighted average number of ordinary shares used in the basic earnings per share calculation ( <i>thousands</i> )	<b>98,450</b>	98,450
Effect of dilution:		
– Restricted stock units ( <i>thousands</i> )	<b><u>1,367</u></b>	<b><u>1,406</u></b>
Adjusted weighted average number of ordinary shares used in the diluted earnings per share calculation ( <i>thousands</i> )	<b>99,817</b>	99,856
Diluted earnings per share ( <i>RMB</i> )	<b><u>0.54</u></b>	<b><u>0.56</u></b>

Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company has restricted stock units outstanding which are potentially dilutive.

## 9 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

### (a) Classification of financial assets at fair value through profit or loss

The Group classifies the following financial assets at fair value through profit or loss:

	As at December 31,	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
<b>Non-current assets</b>		
Long-term investments measured at fair value through profit or loss		
– Unlisted equity securities	<u>28,731</u>	<u>25,882</u>
<b>Current assets</b>		
Short-term investments measured at fair value through profit or loss		
– Wealth management products	<u>7,029</u>	<u>112,201</u>

### (b) Amounts recognised in profit or loss

During the year, the following gains were recognised in profit or loss:

	Year ended December 31,	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
Fair value gains of financial assets at fair value through profit or loss recognised in other gains	<u>2,849</u>	<u>1,260</u>

## 10 TRADE AND NOTES RECEIVABLES

	As at December 31,	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
Trade receivables		
– Third parties	185,815	172,684
– Related parties	829	1,829
Less: credit loss allowance	<u>(8,969)</u>	<u>(8,818)</u>
	<u>177,675</u>	<u>165,695</u>
Notes receivables	13,795	–
Less: credit loss allowance	<u>(173)</u>	<u>–</u>
	<u>13,622</u>	<u>–</u>
	<u>191,297</u>	<u>165,695</u>

The carrying amounts of the Group's trade and notes receivables are denominated in RMB.

The Group generally allows a credit period within 90 to 180 days to its customers. Aging analysis of trade and notes receivables based on date of completion of contractual obligations is as follows:

	<b>As at December 31,</b>	
	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
Trade and notes receivables		
Up to 6 months	<b>143,211</b>	125,381
6 months to 1 year	<b>24,125</b>	3,702
1 to 2 years	<b>19,230</b>	35,066
Over 2 years	<b>13,873</b>	10,364
	<b>200,439</b>	174,513

Movement on the Group's credit loss allowance for trade and notes receivables are as follows:

	<b>2024</b>	2023
	<b><i>RMB'000</i></b>	<i>RMB'000</i>
At the beginning of the year	<b>(8,818)</b>	(2,157)
Credit loss allowance recognized, net	<b>(324)</b>	(6,661)
At the end of the year	<b>(9,142)</b>	(8,818)

The credit loss allowance of the Group's trade and notes receivables as at December 31, 2024 and 2023 were determined as follows:

	<b>As at December 31, 2024</b>		
	<b>Gross carrying amount</b>	<b>Expected credit loss rate</b>	<b>Credit loss allowance</b>
	<b><i>RMB'000</i></b>		<b><i>RMB'000</i></b>
Credit loss allowance	<b>200,439</b>	<b>-4.56%</b>	<b>(9,142)</b>

  

	<b>As at December 31, 2023</b>		
	<b>Gross carrying amount</b>	<b>Expected credit loss rate</b>	<b>Credit loss allowance</b>
	<b><i>RMB'000</i></b>		<b><i>RMB'000</i></b>
Credit loss allowance	174,513	-5.05%	(8,818)

## 11 TRADE AND NOTES PAYABLES

	As at December 31,	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
Trade payables	5,136	7,162
Notes payables	577	–
	<u>5,713</u>	<u>7,162</u>

The aging analysis based on date of receipt of goods and services are as follows:

	As at December 31,	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
Up to 3 months	3,465	6,097
Over 6 months	2,248	1,065
	<u>5,713</u>	<u>7,162</u>

As at December 31, 2024 and 2023, the carrying amounts of trade and notes payables were primarily denominated in RMB, which approximated their fair values.

## 12 DIVIDENDS

No dividends have been paid or declared by the Group or the companies comprising the Group during FY2024 (2023: nil).

## 13 SUBSEQUENT EVENTS

Other than the listing of the shares of the Company as mentioned in Note 1, there is no other material subsequent event undertaken by the Company or by the Group after December 31, 2024.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **BUSINESS SUMMARY**

We are a technology company in the PRC focusing on intelligent connected vehicle (“ICV”) simulation testing technologies, and primarily engaged in the design and R&D of ICV simulation testing products and the provision of related testing, validation and evaluation solutions. ICVs refer to a road vehicle equipped with advanced sensors, controllers, and actuators, and is designed with the intelligent and cooperative driving functions. The Group also started to extend the applications of our technologies in other industries. The Group mainly offers (i) ICV simulation testing software and platforms; (ii) ICV data platforms and other products; (iii) ICV testing and related services; and (iv) advisory and other services.

The Group offers ICV testing, validation and evaluation products and services to customers mainly based on our self-developed and proprietary core technological tools – (i) Sim Pro, a full-stack ICV simulation testing, validation and evaluation tool chain (in support of scenario databases and cloud (SaaS) deployment); and (ii) Safety Pro, a functional safety (FuSa) and safety of the intended functionality for road vehicles (“SOTIF”) analysis tool. Leveraging its proprietary software and hardware integration capabilities and services, the Group is able to provide customised solutions catering to specific needs of our customers in a flexible, speedy and cost-effective manner. The Group mainly generates revenue from the provision of comprehensive ICV testing, validation and evaluation solutions to state-owned enterprises (“SOEs”) and government authorities in the public sector and automotive manufacturers and technology companies in the private sector.

### **MARKET OVERVIEW**

With the government’s support for ICV technology and increasing acceptance of functions of intelligent vehicles among customers, the ICV industry is embracing its rapid growth. The advancement and universal application of technology have led to a continuous increase in the demand for ICV simulation testing technology, presenting enormous development opportunities for enterprises within the industry. As a leading enterprise, the Group possesses formidable technological advantages and a robust market position, which positions us to methodically expand our operations, seize market opportunities, and achieve sustainable growth.

During the Reporting Period, the Group actively expanded its business operations and ramped up investment in research and development. Meanwhile, we keep abreast of industry trends and regulatory policies, consistently enhancing the quality of our products and services to adapt to the ever-changing market and cater to the personalized needs of our clients. These efforts have laid a solid foundation for our business growth.

## OVERALL BUSINESS PERFORMANCE

During the Reporting Period, benefiting from the continuous development of intelligent driving technologies and increasing acceptance of ICVs in China, as well as the Group's constant optimisation and existing solutions upgrade, increased investment in innovation and enhancement of new products, the business performance of Group's ICV testing, validation and evaluation solutions has experienced steady growth. The Group achieved growth in both revenue and profit for the year. For the FY2024, the Group achieved revenue of approximately RMB221.9 million and net profit of approximately RMB55.1 million, representing an increase of 26.3% and 3.1% respectively as compared with the FY2023.

### Business performance by product/service type

#### *ICV simulation testing software and platforms, ICV data platforms and other products*

The Group's products mainly include (i) ICV simulation testing software and platforms; and (ii) ICV data platforms and other products, which are primarily used for testing, validating and evaluating the functional completeness and safety of ICV intelligent driving solutions (including algorithms and their related key components of the intelligent driving system of an ICV), supporting effective regulation and decision-making of ICVs and constructing intelligent connected data centres or intelligent transportation platforms, or meeting regulatory requirements regarding over the air ("OTA") upgrading of vehicles.

**In terms of ICV simulation testing software and platforms**, during the Reporting Period, the Group's revenue from the sale of ICV simulation testing software and platforms amounted to approximately RMB133.8 million, representing an increase of 33.1% as compared with the FY2023. As for ICV simulation testing platforms, the Group supports the development of customised functions to cater to different needs of our customers. The ICV simulation testing platforms implemented by the Group for our customers were either cloud-based (i.e. SaaS solutions) or non-cloud based.

In particular, the year 2024 witnessed a significant progress for the Group in the field of the ICV simulation testing technology. The Group achieved remarkable results in customer expansion and successfully fostered long-term relationships with a number of well-known automobile manufacturers and technology companies. These co-operations have brought us more business opportunities and growth potential. In terms of ICV simulation testing platform, we continued to upgrade our technology and optimize our function so as to ensure that our platform could meet the increasing testing needs of our customers. Our SaaS solutions have demonstrated great flexibility and expandability in cloud deployment and have been well received by our customers. Furthermore, the Group has continued to invest in research and development in the area of innovation, promoting technological innovation and product upgrades to provide customers with more advanced and efficient ICV testing, validation and evaluation solutions. These innovations have not only bolstered our market competitiveness, but also injected new momentum into our business growth. In respect of ICV simulation testing standalone software products, the Group's standalone software products were sold to

end customers by way of either direct sales or indirect sales. In 2024, our ICV simulation testing standalone software products received recognition in the market for their high quality and excellent performance.

**In terms of ICV data platforms and other products**, during the Reporting Period, the Group recognised revenue from the sale of ICV data platforms and other products of approximately RMB20.6 million, representing an increase of 3.5% as compared with the FY2023. As for ICV data platforms, the Group had been involved in the building of ICV data platforms in various cities in the PRC.

In 2024, we successfully expanded several important customers, who brought abundant data resources and application scenarios to our data platform. We continued to optimize the function and performance of our data platform, enhance the efficiency of data processing and analysis, and provide more accurate and efficient data services to our customers through intensive co-operation with these customers. In respect of other products, the Group offers certain hardware parts and components (such as servers, central processing units (CPU) and computer memory (i.e. random access memory (RAM))) or OTA platform to the customers. During the Reporting Period, the Group's revenue from the sale of other products amounted to nil.

Although we did not achieve direct revenue from the sales of other products in 2024, this does not mean that our efforts and investments in this area were inadequate. We have been actively exploring and developing hardware products that are compatible with the ICV simulation testing platforms and data platforms and products related to OTA regulation, in an effort to provide our customers with a more complete one-stop solution, through in-depth collaboration with multiple hardware suppliers, we have continuously optimized product performance and improved product quality, laying a solid foundation for future market expansion. We believe that with the growing market demand for ICV technology, our other product sales businesses will also experience new growth opportunities.

#### ***ICV testing and related services, and advisory and other services***

The Group's services include the provision of (i) ICV testing and related services; and (ii) advisory and other services, which help customers test, validate and evaluate the safety and driving capabilities of ICVs, help customers operate and maintain ICV-related platforms. We also offer advice and technical assistance in respect of ICV-related policies, laws and regulations as well as industry standards, assist government authorities in organising conferences and seminars in the ICV and related industries and help government authorities and technology companies in the testing, operation management and other activities of drones.

**In terms of ICV testing and related services**, the Group is capable of providing customers with comprehensive ICV testing and related services, including (i) simulation tests and related services (which generally require the use of the Group's core technologies, including Sim Pro); (ii) closed-course site tests and related services; and (iii) platform operation and maintenance services.



In 2024, relying on our proprietary Sim Pro technology, our simulation testing and related services enabled comprehensive testing and validation of ICV intelligent driving solutions to ensure their functional integrity and safety. Our closed-course site testing and related services provided customers with a real testing environment to enable them to better understand the performance of their ICV products in actual applications. Moreover, our platform operation and maintenance services saved our customers tremendous manpower and material costs and improved their operational efficiency. Among these services, we were featured by providing highly customized solutions. Based on the different needs of our customers, we were able to provide them with suitable testing and operation and maintenance solutions which were tailor-made. Our professional team also maintained close communication with our customers to ensure that our services always meet their expectations and needs.

During the Reporting Period, the Group's revenue from ICV testing and related services amounted to approximately RMB37.9 million.

**In terms of advisory and other services,** the Group offers advisory and other services to the PRC government authorities or SOEs in the public sector and automotive manufacturers in the private sector. In respect of the Group's advisory services, the Group assists automotive manufacturers in understanding and complying with the ICV-related domestic and international laws, regulations and/or standards, in particular those relating to software upgrade, OTA technology, simulation testing, SOTIF, FuSa, cyber security and data security matters concerning ICVs, by (i) reviewing materials (including R&D and production policies, safety manuals, user manuals, etc.) of our customers and/or their ICV products; and (ii) issuing advisory report which includes policy updates as well as the Group's advice in relation to improving the technologies and/or products of the relevant customers. For the Group's other services, the Group assists government authorities or their SOEs in organising conferences and seminars in the ICV and related industries. During the Reporting Period, the Group's revenue from advisory and other services amounted to approximately RMB29.5 million representing an increase of 80.9% as compared with the FY2023.

On the whole, the Group achieved significant results in 2024 in terms of advisory and other services. Our consultancy services have successfully assisted a number of automobile manufacturers in improving the safety and compliance of their products through insight and expertise in ICV-related laws, regulations and standards. Our team not only carefully reviewed the customers' materials, but also provided specific advice and improvement solutions based on the latest policy developments. Further, we have achieved excellent performance in assisting government departments in organizing ICV and related industry conferences and seminars. These activities have not only facilitated exchanges and co-operation within the industry, but also enhanced the Group's popularity and influence in the industry.

## **PROSPECTS AND FUTURE PLAN**

Going forward, the Group will maintain its strong commitment to and focus on independent innovation to follow the national development strategies, and increase its investment to R&D and technological innovation, to continuously enhance the core competitiveness of its products and services, capture greater market share in the PRC and further develop and expand its business in overseas markets and other areas. In order to achieve this objective, the Group will pursue the following strategies:

### **The Group plans to continue to optimise and upgrade its existing solutions and strengthen its technological advantages**

The continued growth of the Group during the Reporting Period has been founded upon the successful launch and commercialisation of its core technological tools Sim Pro, Safety Pro and other solutions, and the Group believes that its future success will continue to be closely related to its ability to develop or improve such tools and related technologies. As such, the Group plans to increase its investment in the continuous optimisation and upgrade of its existing solutions:

- Sim Pro: Upgrading and optimising models for an array of real-world physical sensors such as cameras, LiDAR and millimetre-wave radar, upgrading and optimising the vehicle-cloud-vehicle data closed-loop based on cloud simulation, upgrading and optimising the module within Sim Pro that enhances the performance of the XiL testing.
- Safety Pro: Upgrading and optimising the new function of intelligent analysis, upgrading and optimising the function of automatic generation of FuSa and SOTIF scenario databases.
- Traffic Pro: Optimising the high-precision real-time data processing engine, developing more optimisation algorithms for intelligent signal light based on deep learning and big data analysis, enhancing the compatibility of Traffic Pro with different software and systems.
- SceCo Pro: Developing the function of integrating data from multiple sources, such as data collected from sensors on the vehicles and map data, developing the function of cloud deployment, developing the function of automatic generation of customised scenarios.

**The Group plans to increase its investment in the innovation and enhancement of new products and solidify its market position in the ICV testing, validation and evaluation solutions industry**

In order to maintain its competitiveness in the industry, the Group will continue to develop and commercialise new products and continuously diversify its product portfolio in respect of ICV testing, validation and evaluation. In the near term, the Group intends to focus its efforts on the following tools which are developed based on one or more modules within its Sim Pro tool chain, which include SGO Pro, DB Pro, Cloud Pro. With its continued R&D investment, the Group believes it is able to stay at the forefront of simulation technology development and product innovations to better serve the demands of customers in the rapidly evolving ICV industry.

**The Group plans to grow its customer base and geographically expand its market coverage**

The Group plans to further expand its geographic coverage and deepen its customer relationships to accommodate the market growth and capture greater business opportunities in the ICV testing, validation and evaluation solutions industry and strengthen its market position. Specifically, The Group plans to expand its business into more cities in China where many market players in the automotive and ICV industries are located or where laws, regulations and policies supportive of the industry development are in place. The Group would also consider setting up representative office and R&D center in Hong Kong so as to lay the groundwork for expanding its presence in overseas markets, and exploring opportunities with overseas partners to introduce the Group's solutions into more international markets. In executing the above expansion plans, the Group intends to enhance its sales and marketing efforts through (i) expanding and improving the capabilities of its domestic sales and marketing team; and (ii) participating in and organising more industry events such as conferences, seminars and trade fairs in mainland China and Hong Kong. With its established industry reputation and technological capabilities, the Group believes it is capable of acquiring new customers and undertake more ICV testing, validation and evaluation-related projects in the coming years.

**The Group plans to grow its talent pool to support its business development plans**

The Group believes that technical talents are essential for it to pursue technology innovations and carry out its product development plans. The Group will continue to invest in and expand its R&D team by attracting technical staff with extensive expertise and experience in areas such as software development, algorithms, vehicle testing, industry research and product design, so as to execute its R&D strategies. Apart from R&D talents, the Group will also focus on recruiting more professionals with (i) sales and marketing expertise and experiences to support its domestic expansion plans; and (ii) management expertise and experiences, especially in relation to project management and execution, to enhance the operational and managerial capabilities of its management team. The Group will also optimise its talent training system constantly to facilitate the technical and occupational development of its employees and offer them a platform to achieve future success.

## **The Group plans to expand the application of simulation technologies and explore business opportunities in other industries**

With its proprietary core technologies as well as technical know-how and expertise accumulated over the years, the Group plans to explore new commercialisation opportunities and application scenarios of its simulation technologies in the following areas:

- **Drone-related solutions:** Leveraging its experiences from such projects, the Group aims to further increase its involvement in assisting both public and private sector customers in the operation management, testing and commercial application of drones, in particular, government authorities and technology companies.
- **Digital city twin:** The Group expects that government authorities and other public sector organisations (such as universities and research institutes) will have increasing demand for digital city twin solutions to facilitate their administration or research activities in respect of urban transportation improvement.
- **Intelligent agriculture:** The Group also plans to work on the R&D and, more importantly, the commercialisation of simulation solutions to test intelligent agriculture machines, which are expected to target customers in the intelligent agriculture market, in particular, manufacturers of such intelligent products.

## FINANCIAL REVIEW

### Revenue

The Group offers ICV testing, validation and evaluation products and services to customers. During the Reporting Period, revenue of the Group was derived from (i) the sale of its products; and (ii) the provision of its services. The revenue of the Group increased by RMB46.2 million (or approximately 26.3%) from RMB175.7 million in FY2023 to RMB221.9 million in FY2024, which was mainly due to an increase in revenue generated from ICV simulation testing software and platforms and advisory and other services. The following table sets forth a breakdown of our revenue attributable to our products and services for the periods indicated:

Revenue contributed from	Year ended 31 December			
	2024		2023	
	RMB'000	%	RMB'000	%
Products				
– ICV simulation testing software and platforms	133,793	60.3	100,492	57.2
– ICV data platforms and other products	20,621	9.3	19,921	11.3
<b>Subtotal</b>	<b>154,414</b>	<b>69.6</b>	<b>120,413</b>	<b>68.5</b>
Services				
– ICV testing and related services	37,941	17.1	38,970	22.2
– Advisory and other services	29,528	13.3	16,320	9.3
<b>Subtotal</b>	<b>67,469</b>	<b>30.4</b>	<b>55,290</b>	<b>31.5</b>
<b>Total revenue</b>	<b>221,883</b>	<b>100</b>	<b>175,703</b>	<b>100</b>

### Cost of sales

Cost of sales of the Group increased by RMB19.0 million (or approximately 37.1%) from RMB51.1 million in FY2023 to RMB70.1 million in FY2024, which was mainly due to an increase in cost of operations resulting from the expansion of revenue and an increase in hardware procurement.

## **Gross profit and gross profit margin**

Gross profit of the Group increased by RMB27.2 million (or approximately 21.9%) from RMB124.6 million in FY2023 to RMB151.8 million in FY2024, which was mainly due to an increase in gross profit resulting from the expansion of revenue. The overall gross profit margin of the Group decreased from 70.9% in FY2023 to 68.4% in FY2024, which was mainly due to a slight decline in gross profit margin resulting from more hardware and customization needs from customers for two revenue categories, being the ICV simulation testing software and platforms and ICV data platforms and other products.

## **Other income**

Other income of the Group decreased by RMB15.8 million (or approximately 38.7%) from RMB40.9 million in FY2023 to RMB25.1 million in FY2024, which was mainly due to a decrease in related government grants resulting from the settlement of certain government contracts.

## **Other gains, net**

Other gains, net of the Group increased by RMB1.6 million (or approximately 138.9%) from RMB1.2 million in FY2023 to RMB2.8 million in FY2024, which was mainly due to an increase in gains on fair value changes on financial assets at fair value through profit or loss in relation to our unlisted equity securities in connection with the investment of Guoqi Intelligent Control (Beijing) Technology Co., Ltd. (“**Guoqi Intelligent Control**”).

## **Selling and marketing expenses**

Selling and marketing expenses of the Group increased by RMB3.2 million (or approximately 41.2%) from RMB7.7 million in FY2023 to RMB10.9 million in FY2024, which was mainly due to the expansion of our sales and marketing team along with the business growth.

## **General and administrative expenses**

General and administrative expenses of the Group decreased by RMB1.6 million (or approximately 4.8%) from RMB31.5 million in FY2023 to RMB29.9 million in FY2024, which was mainly due to a decrease in the depreciation and amortization expenses for equipment and intangible assets and lower labor costs due to a slight decrease in the number of management members.

## **R&D expenses**

R&D expenses of the Group increased by RMB14.6 million (or approximately 20.4%) from RMB71.3 million in FY2023 to RMB85.9 million in FY2024, which was mainly due to an increase in depreciation and amortization expenses of equipment and intangible assets and an increase in depreciation expenses of right-of-use assets.

### **Credit loss allowance recognised**

Credit loss allowance recognised by the Group decreased by RMB6.8 million (or approximately 96.6%) from RMB7.0 million in FY2023 to RMB0.2 million in FY2024, which was mainly due to the collection of long-term outstanding trade and notes receivables aged over two years as at 31 December 2023 in FY2024.

### **Share of (loss)/profit of investments accounted for using the equity method**

Share of profit of investments accounted for using the equity method of the Group decreased by RMB0.6 million (or approximately 1,790.9%) from a profit of RMB33,000 in FY2023 to a loss of RMB0.6 million in FY2024, which was mainly due to the change of operating results of our associate, namely Beijing Dysprosium Data Technology Co., Ltd. (“**Beijing Dysprosium**”) in FY2024 as compared to that of FY2023.

### **Finance income, net**

Finance income, net of the Group increased by RMB3.1 million (or approximately 190.8%) from RMB1.7 million in FY2023 to RMB4.8 million in FY2024, which was mainly due to the increase of interest income of deposits.

### **Income tax (expenses)/credit**

Income tax expense of the Group in FY2024 was RMB1.9 million, changing from the income tax credit of RMB2.7 million in FY2023, which was mainly due to the recognition of deferred income tax liabilities of approximately RMB3.6 million and recognition of deferred income tax assets of approximately RMB1.7 million in 2024.

### **Profit for the year**

Profit for the year of the Group increased by RMB1.7 million (or approximately 3.1%) from RMB53.4 million in FY2023 to RMB55.1 million in FY2024, which was mainly due to the increase in gross profit of approximately RMB27.2 million, partially offset by (i) the decrease in other income; (ii) the increase in R&D expenses and selling and marketing expenses; and (iii) the increase in income tax expenses.

### **Non-IFRS measure**

To supplement our consolidated financial statements, which are presented in accordance with IFRSs, our Group also uses adjusted profit (non-IFRS measure) as an additional financial measure, which is not required by, or presented in accordance with IFRSs. The Group believes that this non-IFRS measure facilitates comparisons of our operating performance between different financial years and different entities by eliminating the potential impact of certain items. The Group also believes that this non-IFRS measure provides useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as it helps our management. However, our presentation of adjusted profit

(non-IFRS measure) may not be comparable to similarly titled measures presented by other entities. The use of this non-IFRS measure has limitations as an analytical tool, and it should not be considered in isolation from, or as a substitute for an analysis of, results of operations or financial condition of the Group as reported under IFRSs. The Group defines adjusted profit (non-IFRS measure) as profit for the year which is adjusted by eliminating (i) share-based payment expenses; and (ii) listing expenses.

The following table reconciles our adjusted profit for the year indicated (non-IFRS measure) presented in accordance with IFRSs, which is profit for the year indicated:

	<b>Year ended 31 December</b>	
	<b>2024</b>	2023
	<i>(RMB'000)</i>	<i>(RMB'000)</i>
<b>Profit for the year</b>	<b>55,094</b>	53,431
Add:		
– Share-based payment expenses ( <i>Note 1</i> )	<b>1,202</b>	938
– Listing expenses ( <i>Note 2</i> )	<b>470</b>	606
	<hr/>	<hr/>
<b>Adjusted profit for the year (non-IFRS measure)</b>	<b><u>56,766</u></b>	<b><u>54,975</u></b>

*Notes:*

- (1) Share-based payment expenses are adjusted for as they are non-cash in nature and do not result in cash outflow.
- (2) Listing expenses are adjusted for as they were incurred for the purpose of the Listing.

### **Equipment, right-of-use assets and intangible assets**

The equipment of the Group decreased from RMB62.3 million as at 31 December 2023 to RMB37.9 million as at 31 December 2024, mainly as a result of depreciation of equipment. The right-of-use assets of the Group increased from RMB26.3 million as at 31 December 2023 to RMB49.0 million as at 31 December 2024, mainly as a result of lease renewal of the National Intelligent Vehicles and Intelligent Transport (Jing Ji) Demonstration Zone Shunyi Base (“**Shunyi Testing Site**”). The intangible assets of the Group increased from RMB31.7 million as at 31 December 2023 to RMB52.3 million as at 31 December 2024, which was mainly due to the new addition of intangible assets, partially offset by amortisation of intangible assets. The intangible assets primarily represent simulation, modelling and algorithm software programmes of the Group for its government-commissioned projects and R&D purpose, internally generated intangible assets and other business and financial software for its business operations.



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

Total financial assets at fair value through profit or loss of the Group decreased from RMB138.1 million as at 31 December 2023 to RMB35.8 million as at 31 December 2024, which was mainly due to the redemption of wealth management products in 2024.

### **Trade and notes receivables**

Trade and notes receivables of the Group increased from RMB165.7 million as at 31 December 2023 to RMB191.3 million as at 31 December 2024, which was mainly due to an increase in trade receivables and notes receivables resulting from an increase in revenue while the majority of revenue in FY2024 being recognized in the second half of the year. Trade and notes receivables turnover days in FY2024 amounted to 293.6 days (FY2023: 317.5 days).

### **Prepayments and other receivables**

Prepayments and other receivables of the Group amounted to RMB59.6 million as at 31 December 2024, representing an increase of RMB20.1 million as compared to RMB39.5 million as at 31 December 2023, which was mainly due to an increase in listing expenses to be capitalized and the increase in prepayments to suppliers for procurement services.

### **Current assets**

Current assets of the Group increased from RMB449.3 million as at 31 December 2023 to RMB495.7 million as at 31 December 2024, which was mainly due to an increase in cash and cash equivalents, contract fulfillment costs, trade receivables and notes receivables, among others.

## **LIQUIDITY AND CAPITAL RESOURCES**

The Group finances operations primarily through a combination of (i) capital contribution; and (ii) operating cash flows. The cash and cash equivalents of the Group increased from RMB118.4 million as at 31 December 2023 to RMB208.3 million as at 31 December 2024, which was mainly attributable to the redemption of wealth management products in 2024. As of 31 December 2024, the cash and cash equivalents of the Group were denominated in RMB.

The Group adopts a prudent financial management approach towards its treasury policies. The Board closely monitors the Group's liquidity position to ensure that the liquidity structure of the Group's assets, liabilities and other commitments can meet its funding requirements from time to time.

### **Net cash generated from operating activities**

Net cash generated from operating activities of the Group decreased by RMB5.7 million (or approximately 11.3%) from RMB50.5 million in FY2023 to RMB44.8 million in FY2024, which was mainly attributable to our net cash generated from operations comprising operating cash flows before movements in working capital of approximately RMB107.5 million and adjustments for changes in working capital of RMB66.9 million.

### **Net cash generated from/(used in) investing activities**

The Group recorded net cash generated from investing activities of RMB73.9 million in FY2024 compared to the net cash used in investing activities of RMB52.6 million in FY2023, which was mainly attributable to (i) an increase of RMB151.0 million in the redemption of wealth management products; (ii) a decrease of RMB25.7 million in cash payment for the purchase of equipment, intangible assets, and other long-term assets, which was partially offset by a decrease in cash received from government grants related to assets and an increase in the purchases of wealth management products.

### **Net cash used in financing activities**

Net cash used in financing activities of the Group decreased by RMB1.8 million (or approximately 5.8%) from RMB30.5 million in FY2023 to RMB28.7 million in FY2024, which was mainly attributable to a decrease in listing expenses to be capitalized of RMB4.8 million and the increase in payments for lease liabilities of RMB3.0 million.

### **Borrowings**

As of 31 December 2024, we did not have any external borrowings or loans.

### **Lease liabilities**

The lease liabilities of the Group amounted to RMB61.8 million as at 31 December 2024, representing an increase of RMB21.3 million as compared to RMB40.5 million as at 31 December 2023, which was mainly due to the renewal of the lease for the National Intelligent Vehicles and Intelligent Transport (Jing Ji) Demonstration Zone Shunyi Base (“**Shunyi Testing Site**”).

### **Trade and notes payables**

Trade and notes payables of the Group decreased from RMB7.2 million as at 31 December 2023 to RMB5.7 million as at 31 December 2024, which was mainly due to the settlement of our partial trade payables as at 31 December 2023 in FY2024. The trade and notes payables turnover days for FY2024 was 33.6 days (FY2023: 88.2 days).

## **Gearing ratio**

As of 31 December 2024, the Group's gearing ratio which was calculated as the percentage of bank borrowings to total equity was 0.

## **Pledge of assets**

As at 31 December 2024, the Group did not have any pledged assets.

## **Foreign exchange risk**

The Group was not exposed to any exchange loss due to foreign exchange rate fluctuation in FY2024 (FY2023: nil). The Group currently does not have any hedging policy for foreign currencies in place. However, the Board will remain alert to any relevant risks and, if necessary, consider to hedge any material potential foreign exchange risk.

## **Contingent liabilities**

As of 31 December 2024, the Group did not have any significant contingent liabilities.

## **Capital commitments**

The Group's capital commitments not yet paid increased from nil as of 31 December 2023 to RMB1.2 million as at 31 December 2024 as a result of newly additional investment in Beijing Liyi Technology Co., Ltd. (北京勵翼科技有限公司).

## **SIGNIFICANT INVESTMENTS HELD, MATERIAL ACQUISITIONS AND DISPOSALS OF SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES**

As at 31 December 2024, save as disclosed in this announcement, the Company had no significant investments.

In FY2024, save as disclosed in this announcement, the Company had no material acquisitions and disposals of subsidiaries, associates and joint ventures.

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

As at 31 December 2024, save as disclosed in the Future Plans and Use of Proceeds in the prospectus of the Company dated 31 December 2024, the Group has no other future plans for any other material investments and capital assets.

## EMPLOYEE AND REMUNERATION POLICY

As of 31 December 2024, the Group had a total of 187 employees (as of 31 December 2023: 181). In FY2024, the Group's staff cost amounted to approximately RMB71.2 million (FY2023: approximately RMB72.3 million).

The Group's employee remuneration policy is determined by taking into account factors such as the remuneration in the local market, the overall remuneration level in the industry, operating efficiency, position and employees' performance. We provide both internal and external training sessions to our employees to improve their work performances. Our internal training includes induction training and on-the-job training which can be conducted either physically or remotely. It covers various aspects of our employees' development, which include, among other things, data security awareness, general skills, professional skills and management capabilities. We also encourage and, to some extent, sponsor our employees to attend external training programmes from time to time to further improve their technical knowledge and professional skills. In addition to basic salaries, our employees are entitled to annual discretionary bonuses based on our employees' job performance. We had the Employee Incentive Scheme to motivate our key management and skilled personnel. We participate in housing fund and employee social security plans organised by applicable local PRC government authorities, including housing provident fund, pension, medical, work-related injury, maternity and unemployment benefit plans, under which we have made contributions at specified percentages of the salaries of our employees in the PRC where applicable.

The Group offers our executive Directors, Supervisors and senior management members, who are also employees of our Company, emolument in the form of remuneration, pension, discretionary bonus and other welfares. Our independent non-executive Directors receive emolument based on their responsibilities (including being members or chairperson of Board committees).

During the year ended 31 December 2024, the Group did not experience any major difficulties in recruitment, nor experience any substantial loss in manpower or any material labor dispute.

## SIGNIFICANT EVENTS AFTER THE YEAR

The Company has been successfully listed on The Stock Exchange of Hong Kong Limited (the "**Stock Exchange**") following the completion of global offering of ordinary shares of the Company, including, a public offering in Hong Kong of 3,333,400 H shares and an international offering of 30,000,000 H shares, at a price of HK\$12.99 per share (collectively the "**Global Offering**") on 15 January 2025 (the "**Listing Date**").

Save as disclosed above, there were no other material and important events affecting the Group that had occurred after 31 December 2024 and up to the date of this announcement.

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

The Company is committed to the establishment of stringent corporate governance practices and procedures, and continuously striving to maintain a high standard of corporate governance, so as to enhance the Company's accountability and transparency continuously. Since the Listing Date, the Company has adopted and applied the code provisions of the Corporate Governance Code (the "**CG Code**") as set out in Appendix C1 of the Rules Governing the Listing of Securities on the Stock Exchange (the "**Listing Rules**") as its own corporate governance code. The Company has complied with all applicable code provisions under the CG Code since the Listing Date and up to the date of this announcement.

## **COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS AND SUPERVISORS**

The Company has adopted the "Model Code for Securities Transactions by Directors of Listed Issuers" (the "**Model Code**") set forth in Appendix C3 to the Listing Rules as a code of conduct for all securities transactions by the Directors, Supervisors and relevant employees of the Company. During the Reporting Period, the H Shares of the Company were not listed on the Stock Exchange. All Directors and Supervisors always abided by the required standards as set out in the Model Code since the Listing Date and up to the date of this announcement after making specific enquiries to all the Directors and Supervisors. During the above-mentioned period, the Company was not aware of any case of non-compliance with the Model Code by the relevant employees.

In case the Company is aware of any restricted period for dealings in the Company's securities, the Company will notify its Directors, Supervisors and relevant employees in advance.

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

Since the shares of the Company were not yet listed on the Stock Exchange as of 31 December 2024, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the listed securities of the Company (including sale of treasury shares) for the year ended 31 December 2024. The Company did not hold any treasury shares as at 31 December 2024.

## **FINAL DIVIDEND**

The Board of Directors does not recommend to declare any final dividend of the Company for the year ended 31 December 2024.

## **ANNUAL GENERAL MEETING**

The annual general meeting of the Company (the “**AGM**”) will be held on Tuesday, 17 June 2025. A notice convening the AGM will be published on the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) and the website of the Company at [www.saimo.cloud](http://www.saimo.cloud) and dispatched to the shareholders of the Company (the “**Shareholders**”) (who have requested corporate communications in printed copy) in due course in the manner prescribed by the Listing Rules.

## **CLOSURE OF REGISTER OF MEMBERS**

In order to determine the entitlement to attend and vote at the AGM, the record date will be Tuesday, 17 June 2025 and the register of members of the Company will be closed from Thursday, 12 June 2025 to Tuesday, 17 June 2025 (both days inclusive), during which period no transfer of Shares will be registered. Shareholders should lodge all completed transfer documents accompanied by the relevant share certificates to Computershare Hong Kong Investor Services Limited, the H Share Registrar of the Company at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wan Chai, Hong Kong (for holders of H shares of the Company), or to the Company’s registered office at Room 401, 4/F, No. 66 Zizhuyuan Road, Haidian District, Beijing, the PRC (for holders of unlisted shares of the Company) no later than 4:30 p.m. Wednesday, 11 June 2025 for handling registration procedures.

## **AUDIT COMMITTEE**

The audit committee of the Company (the “**Audit Committee**”) consists of three independent non-executive Directors, namely Ms. Guo Lili, Mr. Huang Hua and Mr. Wong Ho Kwan. The chairlady of the Audit Committee is Ms. Guo Lili, who has expertise in accounting and financial management. The primary duties of the Audit Committee include, but are not limited to, (i) proposing engagement or replacement of external auditors; (ii) reviewing the financial information of the Company; (iii) supervising the financial reporting system, risk management and internal control system of the Company; and (iv) performing other duties and responsibilities as may be assigned by the Board.

## **REVIEW OF ANNUAL RESULTS BY AUDIT COMMITTEE**

The Audit Committee has reviewed the audited consolidated financial statements of the Group for the year ended 31 December 2024. The Audit Committee has also discussed matters with respect to the accounting policies and practices adopted by the Company and internal control with senior management and the Company’s external auditor, PricewaterhouseCoopers. The Audit Committee considers that the consolidated results of the Group for the FY2024 are in compliance with the relevant accounting standards, rules and regulations and appropriate disclosures have been duly made.

## **SCOPE OF WORK OF PRICEWATERHOUSECOOPERS**

The figures in respect of the Group's consolidated balance sheet as at 31 December 2024, consolidated statement of comprehensive income and the related notes thereto for the year ended 31 December 2024 as set out in this preliminary results announcement for the year ended 31 December 2024 have been agreed by the Group's auditor, PricewaterhouseCoopers, to the amounts set out in the Group's audited consolidated financial statements for the FY2024. The work performed by PricewaterhouseCoopers in this respect did not constitute an assurance engagement and consequently no opinion or assurance conclusion has been expressed by PricewaterhouseCoopers on this preliminary results announcement.

## **PUBLICATION OF ANNUAL RESULTS**

This announcement is published on the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) and the website of the Company at [www.saimo.cloud](http://www.saimo.cloud).

The Company's annual report for the year ended 31 December 2024 containing all the information required by the Listing Rules will be dispatched to the Shareholders (who have requested corporate communications in printed copy) and published on the website of the Company at [www.saimo.cloud](http://www.saimo.cloud) and the website of the Stock Exchange at [www.hkexnews.hk](http://www.hkexnews.hk) respectively in due course.

By order of the Board  
**Beijing Saimo Technology Co., Ltd.**  
**Mr. Hu Dalin**

*Chairman of the Board and Executive Director*

Hong Kong, 28 March 2025

*As at the date of this announcement, the Board comprises (i) the executive Directors are Mr. Hu Dalin, Mr. He Feng and Ms. Ma Lei; (ii) the non-executive Directors are Dr. Kan Zhigang, Dr. Yao Xiang and Ms. Gong Xiao; and (iii) the independent non-executive Directors are Ms. Guo Lili, Mr. Huang Hua and Mr. Wong Ho Kwan.*