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Autostreets Development Limited

汽車街發展有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 2443)

INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2024

The board (the “**Board**”) of directors (the “**Directors**”) of Autostreets Development Limited (the “**Company**”, together with its subsidiaries, the “**Group**”) is pleased to announce the unaudited interim results of the Group for the six months ended 30 June 2024 (the “**Reporting Period**”), together with the comparative figures for the corresponding period. These unaudited interim condensed consolidated results have been reviewed by the Company’s audit committee (the “**Audit Committee**”).

Unless otherwise defined herein, capitalized terms used in this announcement shall have the same meanings as those defined in the prospectus dated 23 May 2024 (the “**Prospectus**”) of the Company.

HIGHLIGHTS

Financial Performance

	For the six months ended 30 June		
	2024	2023	Year-on- year change
	<i>RMB'000</i>	<i>RMB'000</i>	%
	(Unaudited)	(Audited)	
Revenue	191,309	226,284	(15.5)
Gross profit	123,701	145,207	(14.8)
Gross profit margin (%)	64.7	64.2	0.5 p.p
Loss for the period	(142,231)	(34,874)	307.8
Adjusted net profit (non-IFRS measure) ⁽¹⁾	26,724	41,051	(34.9)

Operational Performance

Number of used vehicles transacted and served (units) ⁽²⁾	189,591	186,292	1.8
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Notes:

- (1) To supplement our consolidated financial statements that are presented in accordance with IFRS, we also use non-IFRS measure which is not required by or presented in accordance with IFRS. The adjusted net profit (non-IFRS measure) excludes (i) listing expenses, (ii) fair value changes of convertible redeemable preferred shares, and (iii) fair value changes of warrants. We believe that the non-IFRS measure facilitates comparisons of operating performance from period to period and company to company by eliminating potential impacts of certain items. We believe the non-IFRS measure provides useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management. However, our presentation of adjusted net profit (non-IFRS measure) may not be comparable to similarly titled measures presented by other companies. The use of the non-IFRS measure has limitations as an analytical tool, and you should not consider it in isolation from, or as substitute for analysis of, our results of operations or financial condition as reported under IFRS.
- (2) The number of used vehicles transacted and served represents the total number of (i) used vehicles transacted in our used vehicle auction business; (ii) used vehicles serviced in our vehicle value-added services; and (iii) customer trade-in vehicles transacted under the arrangement for sale of used vehicles.

INTERIM FINANCIAL INFORMATION

INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

For the six months ended 30 June 2024

	Notes	Six months ended 30 June	
		2024 RMB'000 (Unaudited)	2023 RMB'000 (Audited)
REVENUE	4	191,309	226,284
Cost of revenue		<u>(67,608)</u>	<u>(81,077)</u>
Gross profit		123,701	145,207
Other income and gains, net		4,457	8,942
Selling and distribution expenses		(39,620)	(45,952)
Administrative expenses		(77,188)	(67,959)
Other expenses		(1,552)	(1,183)
Finance costs		(3,276)	(2,746)
Share of profits and losses of associates		–	307
Fair value changes of:			
Financial assets at fair value through profit or loss		44	–
Financial liabilities at fair value through profit or loss		<u>(142,293)</u>	<u>(63,983)</u>
LOSS BEFORE TAX	5	(135,727)	(27,367)
Income tax expense	6	<u>(6,504)</u>	<u>(7,507)</u>
LOSS FOR THE PERIOD		<u>(142,231)</u>	<u>(34,874)</u>
Attributable to:			
Owners of the parent		(147,607)	(49,887)
Non-controlling interests		<u>5,376</u>	<u>15,013</u>
		<u>(142,231)</u>	<u>(34,874)</u>
LOSS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT			
— Basic and diluted (RMB)	8	<u>(0.19)</u>	<u>(0.13)</u>

**INTERIM CONDENSED CONSOLIDATED STATEMENT OF
COMPREHENSIVE INCOME**

For the six months ended 30 June 2024

	Six months ended 30 June	
	2024	2023
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Audited)
LOSS FOR THE PERIOD	<u>(142,231)</u>	<u>(34,874)</u>
OTHER COMPREHENSIVE INCOME		
Other comprehensive loss that will not be reclassified to profit or loss in subsequent periods:		
Exchange differences on translation of the financial statement of the Company	<u>(987)</u>	<u>(7,240)</u>
OTHER COMPREHENSIVE LOSS FOR THE PERIOD, NET OF TAX	<u>(987)</u>	<u>(7,240)</u>
TOTAL COMPREHENSIVE LOSS FOR THE PERIOD	<u>(143,218)</u>	<u>(42,114)</u>
Attributable to:		
Owners of the parent	(148,594)	(57,127)
Non-controlling interests	<u>5,376</u>	<u>15,013</u>

INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

30 June 2024

		30 June 2024	31 December 2023
	<i>Notes</i>	RMB'000	RMB'000
		(Unaudited)	(Audited)
NON-CURRENT ASSETS			
Property, plant and equipment		11,352	13,675
Right-of-use assets		63,639	64,371
Other intangible assets		712	804
Long-term time deposits at banks		1,000	1,000
Investments in associates		1,926	1,926
Deferred tax assets		10,945	12,257
Other non-current assets		7,985	7,292
		<hr/>	<hr/>
Total non-current assets		97,559	101,325
CURRENT ASSETS			
Trade receivables	9	24,361	16,288
Prepayments, deposits and other receivables		87,956	90,170
Financial assets at fair value through profit or loss		8,344	3,500
Cash and cash equivalents		959,656	935,441
		<hr/>	<hr/>
Total current assets		1,080,317	1,045,399
CURRENT LIABILITIES			
Trade payables	10	17,447	30,431
Other payables and accruals		106,522	204,179
Interest-bearing bank borrowings		79,700	69,500
Lease liabilities		20,453	14,782
Tax payable		7,820	7,039
		<hr/>	<hr/>
Total current liabilities		231,942	325,931
		<hr/>	<hr/>
NET CURRENT ASSETS		848,375	719,468
		<hr/>	<hr/>
TOTAL ASSETS LESS CURRENT LIABILITIES		945,934	820,793
		<hr/>	<hr/>

	30 June 2024	31 December 2023
<i>Notes</i>	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Audited)
NON-CURRENT LIABILITIES		
Convertible redeemable preferred shares and warrants	–	372,385
Lease liabilities	46,530	53,682
	<hr/>	<hr/>
Total non-current liabilities	46,530	426,067
	<hr/>	<hr/>
Net assets	899,404	394,726
	<hr/> <hr/>	<hr/> <hr/>
EQUITY		
Equity attributable to owners of the parent		
Share capital	56	51
Other reserves	893,861	394,809
	<hr/>	<hr/>
	893,917	394,860
	<hr/>	<hr/>
Non-controlling interests	5,487	(134)
	<hr/>	<hr/>
Total equity	899,404	394,726
	<hr/> <hr/>	<hr/> <hr/>

NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

1. CORPORATE AND GROUP INFORMATION

The Company was incorporated in the Cayman Islands under the Companies Law Chapter 22 of the Cayman Islands on 3 September 2014 as an exempted company with limited liability. The registered office address of the Company is Maples Corporate Services Limited, P.O. Box 309, Uglund House Grand Cayman, KY1-1104, Cayman Islands.

The Company is an investment holding company. During the period, the Group was mainly involved in used vehicle auctions, arrangement of sales of used vehicle, and provision of service of used vehicles.

The shares of the Company have been listed on the Main Board of the Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) effective on 31 May 2024 (the “**Listing Date**”).

2.1 BASIS OF PREPARATION

The interim condensed consolidated financial information for the six months ended 30 June 2024 has been prepared in accordance with IAS 34 Interim Financial Reporting. The interim condensed consolidated financial information does not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group’s annual consolidated financial statements for the year ended 31 December 2023.

2.2 CHANGES IN ACCOUNTING POLICIES

The accounting policies adopted in the preparation of the interim condensed consolidated financial information are consistent with those applied in the preparation of the Group’s annual consolidated financial statements for the year ended 31 December 2023, except for the adoption of the following revised International Financial Reporting Standards (“**IFRSs**”) for the first time for the current period’s financial information.

Amendments to IFRS 16	<i>Lease Liability in a Sale and Leaseback</i>
Amendments to IAS 1	<i>Classification of Liabilities as Current or Non-current</i> <i>(the “2020 Amendments”)</i>
Amendments to IAS 1	<i>Non-current Liabilities with Covenants</i> <i>(the “2022 Amendments”)</i>
Amendments to IAS 7 and IFRS 7	<i>Supplier Finance Arrangements</i>

The nature and impact of the revised IFRSs are described below:

- (a) Amendments to IFRS 16 specify the requirements that a seller-lessee uses in measuring the lease liability arising in a sale and leaseback transaction to ensure the seller-lessee does not recognise any amount of the gain or loss that relates to the right of use it retains. Since the Group has no sale and leaseback transactions with variable lease payments that do not depend on an index or a rate occurring from the date of initial application of IFRS 16, the amendments did not have any impact on the financial position or performance of the Group.

- (b) The 2020 Amendments clarify the requirements for classifying liabilities as current or non-current, including what is meant by a right to defer settlement and that a right to defer must exist at the end of the reporting period. Classification of a liability is unaffected by the likelihood that the entity will exercise its right to defer settlement. The amendments also clarify that a liability can be settled in its own equity instruments, and that only if a conversion option in a convertible liability is itself accounted for as an equity instrument would the terms of a liability not impact its classification. The 2022 Amendments further clarify that, among covenants of a liability arising from a loan arrangement, only those with which an entity must comply on or before the reporting date affect the classification of that liability as current or non-current. Additional disclosures are required for non-current liabilities that are subject to the entity complying with future covenants within 12 months after the reporting period.

The Group has reassessed the terms and conditions of its liabilities as at 1 January 2023 and 2024 and concluded that the classification of its liabilities as current or non-current remained unchanged upon initial application of the amendments. Accordingly, the amendments did not have any impact on the financial position or performance of the Group.

- (c) Amendments to IAS 7 and IFRS 7 clarify the characteristics of supplier finance arrangements and require additional disclosure of such arrangements. The disclosure requirements in the amendments are intended to assist users of financial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk. The disclosure of relevant information for supplier finance arrangements is not required for any interim reporting period during the first annual reporting period in which an entity applies the amendments. As the Group does not have supplier finance arrangements, the amendments did not have any impact on the interim condensed consolidated financial information.

3. OPERATING SEGMENT INFORMATION

No operating segment information is presented as the Group's revenue and reported results during the reporting period, and the Group's total assets as at the end of each of the period were derived from one single operating segment, i.e., provision of transportation and related services.

Geographical information

As the Group generates all of its revenues and all the non-current assets are allocated in the People's Republic of China ("PRC") during the period, no geographical segments are presented.

Information about major customers

The Group has a large number of customers and no revenue from a single customer is accounted for more than 10% of the Group's total revenue for the period.

4. REVENUE

An analysis of revenue is as follows:

Disaggregated revenue information for revenue from contracts with customers

	Six months ended 30 June	
	2024 <i>RMB'000</i> (Unaudited)	2023 <i>RMB'000</i> (Audited)
<i>Revenue from contracts with customers:</i>		
Used vehicle auction commission and service fees	133,309	144,581
Revenue from used vehicle value-added services	33,179	34,960
Revenue from arrangement for sale of used vehicles	18,326	28,622
Revenue from exhibition related services	721	11,878
Revenue from other services	5,774	6,243
Total	<u>191,309</u>	<u>226,284</u>
	2024 <i>RMB'000</i> (Unaudited)	2023 <i>RMB'000</i> (Audited)
Timing of revenue recognition		
Closing of sale or completion of service at a point in time	166,506	183,175
Services rendered over time	24,803	43,109
Total	<u>191,309</u>	<u>226,284</u>

5. LOSS BEFORE TAX

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

	Six months ended 30 June	
	2024	2023
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Cost of used vehicle auction commission and service fees	56,254	58,231
Cost of exhibition related services	182	10,999
Cost of arrangement for sale of used vehicles	3,335	3,894
Cost of used vehicle value-added services	5,876	5,886
Cost of other services	1,961	2,067
Research and development costs*	5,309	4,737
Depreciation of property, plant and equipment	2,888	1,899
Depreciation of right-of-use assets	11,955	11,180
Amortisation of other intangible assets*	136	119
(Gain)/loss on disposal of items of property, plant and equipment, net	(44)	196
Loss on disposal of subsidiary	–	2,000
Gain on termination of items of right-of-use assets	–	(29)
Lease payments not included in the measurement of lease liabilities	2,554	3,354
Fair value changes of convertible redeemable preferred shares	142,293	74,909
Fair value changes of warrants	–	(10,926)
Fair value changes of financial assets at fair value through profit or loss	(44)	–
Auditors' remuneration	1,000	–
Listing expenses	26,662	11,942
Employee benefit expense (including directors' remuneration)**:		
Wages, salaries and other allowances	46,712	53,576
Pension scheme contributions and social welfare	9,872	12,493
	56,584	66,069
Foreign exchange differences, net	(864)	(553)
Impairment of financial assets:		
Impairment of trade receivables	336	–

* Research and development costs and amortisation of other intangible assets are included in "Administrative expenses" in the consolidated statements of profit or loss.

** The amount of employee benefit expense excludes those included in the cost of used vehicle auction commission and service fees.

6. INCOME TAX

The major components of income tax expense for the periods ended 30 June 2024 and 2023 are:

	30 June 2024 RMB'000 (Unaudited)	30 June 2023 RMB'000 (Audited)
Current — Mainland China:		
Charge for the period	5,012	7,679
Under provision in prior years	181	58
Deferred tax	1,311	(230)
Total	6,504	7,507

Pursuant to the rules and regulations of the Cayman Islands, the Group is not subject to any income tax in the Cayman Islands.

The subsidiaries incorporated in the British Virgin Islands (“**BVI**”) are not subject to income tax as these subsidiaries do not have a place of business (other than a registered office only) or carry on any business in the BVI.

No provision for Hong Kong profits tax has been made as the Group had no assessable profits arising in Hong Kong during the period.

Taxable income for the subsidiaries of the Company in the PRC is subject to PRC income tax at a rate of 25%, unless otherwise specified below.

Changchun Baorui International Exhibition Co., Ltd. was accredited as a High and New Technology Enterprise in 2020 and 2023, and therefore Changchun Baorui International Exhibition Co., Ltd. was entitled to a preferential income tax rate of 15% during the period. This qualification is subject to review by the relevant tax authority in the PRC for every three years.

Xinjiang Huihan Motor Vehicle Auction Service Co., Ltd. (“**Xinjiang Huihan**”) and Xinjiang Baoqian Motor Vehicle Auction Service Co., Ltd. (“**Xinjiang Baoqian**”) enjoyed the benefit of income tax exemption for five years starting from the financial year with initial operating revenue and a 50% enterprise income tax reduction for the subsequent five years under the Notice of the Ministry of Finance and the State Administration of Taxation on Income Tax Incentives for Newly-established Enterprises in Poverty Areas of Xinjiang.

According to Caishui (2011) No. 58 “The notice on the tax policies of further implementation of the western region development strategy” (財稅[2011]58號《關於深入實施西部大開發戰略有關稅收政策問題的通知》) issued by the Ministry of Finance, the State Administration of Taxation and the General Administration of Customs, companies set up in the western region and falling into the encouraged industry catalogue promulgated by the PRC government are entitled to a preferential tax rate of 15%. Guizhou Xintong Used Vehicle Auction Co., Ltd (“**Guizhou Xintong**”) was set up in the western development region and falls into the encouraged industry catalogue, and therefore it is entitled to the foresaid preferential tax rate.

Certain of the Group’s PRC subsidiaries are qualified as small and micro enterprises and are entitled to a preferential corporate income tax rate of 20% during the period.

7. DIVIDENDS

The Board has resolved not to declare interim dividend for the six months ended 30 June 2024 (six months ended 30 June 2023: Nil).

During the six months ended 30 June 2024, the subsidiaries of the Company had not distributed dividends to non-controlling shareholders (six months ended 30 June 2023: RMB135,801,000).

8. LOSS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic loss per share amounts is based on the loss for the period attributable to ordinary equity holders of the parent, and the weighted average number of ordinary shares in issue during the period.

The calculation of the diluted loss per share amounts is based on the loss for the period attributable to ordinary equity holders of the parent. The weighted average number of ordinary shares used in the calculation is the number of ordinary shares in issue during the period, as used in the basic loss per share calculation, and the weighted average number of ordinary shares assumed to have been issued at no consideration on the deemed exercise or conversion of all dilutive potential ordinary shares into ordinary shares.

The calculations of basic and diluted loss per share are based on:

	Six months ended 30 June	
	2024	2023
	(Unaudited)	(Audited)
Loss		
Loss attributable to ordinary equity holders of the parent (<i>RMB'000</i>)	<u>(147,607)</u>	<u>(49,887)</u>
Shares		
Weighted average number of ordinary shares in issue during the period used in the basic and diluted loss per share calculation (<i>'000</i>)	<u>773,706</u>	<u>371,823</u>
Loss per share		
Basic and diluted (<i>RMB</i>)	<u>(0.19)</u>	<u>(0.13)</u>

During the period, the potential ordinary shares were not included in the calculation of diluted loss per share as the potential ordinary shares had an anti-dilutive effect on the basic loss per share of each of the period. Accordingly, the diluted loss per share during the period, are the same as the basic loss per share.

9. TRADE RECEIVABLES

	30 June 2024	31 December 2023
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Trade receivables	24,697	16,288
Impairment	(336)	–
	<hr/>	<hr/>
Total	24,361	16,288
	<hr/> <hr/>	<hr/> <hr/>

Trade receivables are non-interest-bearing. An ageing analysis of the Group's trade receivables as at the end of the reporting period and net of loss allowance, based on the invoice date and net of loss allowance, is as follows:

	30 June 2024	31 December 2023
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Within 6 months	24,361	16,006
6 months to 1 year	–	282
	<hr/>	<hr/>
Total	24,361	16,288
	<hr/> <hr/>	<hr/> <hr/>

10. TRADE PAYABLES

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

	30 June 2024	31 December 2023
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Within 6 months	17,447	30,190
6 months to 1 year	–	241
	<hr/>	<hr/>
Total	17,447	30,431
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The trade payables are non-interest-bearing and are normally settled on terms of 15 to 120 days.

MANAGEMENT DISCUSSION AND ANALYSIS

INDUSTRY AND BUSINESS REVIEW

Industry Review

In the first half of 2024, the used vehicle market in China presented both opportunities and challenges. In March 2024, the State Council released the “Action Plan for Promoting Large-Scale Equipment Renewals and Trade-ins of Consumer Goods” (《推動大規模設備更新和消費品以舊換新行動方案》) (the “**Action Plan**”), which stipulates policies of supporting used vehicle operations and promoting car renewal and scrapping. Pursuant to the Action Plan and the “Notice on Several Measures to Invigorate Automobile Circulation and Expand Automobile Consumption” (《關於搞活汽車流通擴大汽車消費若干措施的通知》) released in July 2022, local governments and enterprises are encouraged to, among others, support the car replacement and renewal, streamline used vehicle transaction procedures, promote the construction of third-party used vehicle information platforms, and continuously promote the standardization and brand development of used vehicles.

In the meanwhile, the continuing price war in the new vehicle market brought risks and challenges to the used vehicle industry. Due to the decline in the price of new vehicles, Professional Buyers (refer to used vehicle sales business participants that purchase more frequently (i.e., purchasing three or more used vehicles every year) than typical consumers) and end customers of used vehicles are more cautious when buying used vehicles, leading to a decline in the profit and value retention rate of the used vehicles. According to the China Association of Automobile Manufacturers, the domestic sales volume of new car in the first half of 2024 was approximately 11.2 million units, representing an increase of 1.4% compared to the same period in 2023, among which (i) the sales volume of non-EV cars is approximately 6.9 million units, representing a year-on-year decrease of 12.3%; and (ii) the sales volume of EV cars is approximately 4.3 million units, representing a year-on-year increase of 35.1%.

The competition in the new car market is increasingly fierce and the decline in new car prices directly affects the used vehicle market. According to data released by the Automobile Dealers Association, in the first half of 2024, the cumulative transaction volume of used vehicles in the country was approximately 9.4 million units, representing a year-on-year increase of 7.0%, among which (i) the transaction volume of EV used vehicles was approximately 0.5 million units, accounting for 5.4% of the overall used vehicle transaction volume, representing an increase of 63.5% compared with the same period in 2023; and (ii) the transaction volume of non-EV vehicles was approximately 8.9 million units, accounting for 94.6% of the overall used vehicle trading volume, representing a year-on-year increase of 4.9%.

Business Review

As an intermediary that connects used vehicle buyers and sellers, we primarily provide used vehicle auction services through online-offline integrated auction, which allows used vehicle buyers across China to participate in in-lane auctions either offline in person or online via our mobile application in real-time, meanwhile granting them access to the information and valuation of the used vehicles. With our online-offline integrated auction model, coupled with our full suite of value-added services, we offer end-to-end, highly standardized and reliable solutions for used vehicle transactions, helping our sellers (primarily 4S dealership stores) and buyers (primarily Professional Buyers) optimize their used vehicle transaction process and improve efficiency and profitability of their used vehicle operations. On 31 May 2024, the Company was listed on the Main Board of the Stock Exchange with the stock code “2443”.

In the first half of 2024, we generated revenue from used vehicle auction and services, used vehicle value-added services, arrangement for sale of used vehicles, exhibition related services and other services.

Disclosure of key operating data by business segment

	Six months ended 30 June	
	2024	2023
Used Vehicle Auction Business		
Number of used vehicle transacted	79,439	77,906
Average revenue per vehicle (RMB)	1,678	1,856
Used Vehicle Value-added Services		
Number of used vehicles ⁽¹⁾	100,921	95,631
Average revenue per vehicle (RMB)	302	333
Arrangement for Sale of Used Vehicles		
Number of consumer trade-in vehicles transacted ⁽²⁾	9,231	12,755
Average revenue per vehicle (RMB)	1,985	2,243

Notes:

- (1) Represents the total number of used vehicles which received the following value-added services: pre-acquisition inspection and appraisal, used vehicle acquisition assistance and title transfer services.
- (2) Most of these used vehicles were transacted through our transaction platform via auctions, with the remainder transacted through other channels.

Used vehicles auction business

Used vehicle auction business is our core business and contributes a significant portion of our revenue. We pioneered a two-pronged, online-offline integrated auction model, comprising online-offline integrated auction and online auction (which is an auction model that supplements our online-offline integrated auction, in an effort to increase the vehicle visibility and enhance our transaction success rate). Our online-offline integrated transaction platform connects upstream sellers with downstream buyers of used vehicles and facilitates efficient and transparent used vehicle auction in large volumes. Meanwhile, online auctions supplement our online-offline integrated auctions and the majority of the used vehicles auctioned in our online auctions are those that were passed in during our online-offline integrated auctions.

In the first half of 2024, despite the general weak sales and falling price of new cars in the market, especially the new non-EV cars, we deepened our business cooperation with the existing dealership groups, our main upstream suppliers of used vehicles, and further expanded the channels for used vehicle source. During the Reporting Period, we established cooperation with additional dealership groups and OEMs (total reached 25 OEMs as of 30 June 2024). In addition, we continued to expand cooperation with institutional business partners, and developed strategic cooperation with a total of 13 mobility companies (including Cao Cao Mobility, Chenqi Technology Limited, etc.) and car rental companies as of 30 June 2024. Apart from maintaining and expanding our upstream supply resources, we expanded our downstream business by launching more targeted auctions, such as “special auctions”, and upgraded our systems (optimizing used vehicle recommendation algorithms) to effectively improve the auction efficiency and user experience.

Thanks to the effort of our team, in the first half of 2024, our transaction volume and the number of vehicles put up for auction were 79,439 units and 174,180 units respectively, achieving a slight increase from 77,906 units and 171,583 units in the first half of 2023. During the Reporting Period, our transaction success rate (used vehicle transaction volume as a percentage of the number of used vehicle put up for auctions) was approximately 45.6%, representing an increase from 45.4% in the first half of 2023. The increased transaction volume, number of vehicles put up for auction and transaction success rate were all reflection of the improved quality of operation of the Company. The average revenue per vehicle during the Reporting Period decreased to RMB1,678.0 from RMB1,856.0 in the first half of 2023, mainly due to a decrease in the transaction price of used vehicle auction affected by the falling sales price of new cars.

Used Vehicle Value-added Services

We provide various used vehicle value-added services, either for a fee or for free, to our upstream sellers and downstream buyers. For sellers, we provide pre-acquisition inspection and appraisal, used vehicle acquisition assistance, provision of our ADMS system, and title transfer services for used vehicles not transacted on our transaction platform. For buyers, we provide used vehicle information lookup and re-inspection. We provide used vehicle information lookup and re-inspection services.

For the operation of our used vehicle value-added services during the first half of 2024, the number of used vehicles serviced in our used vehicle value-added services during the Reporting Period experienced an increase to 100,921 units from 95,631 units in the first half of 2023, due to the increased demands of pre-acquisition inspection and appraisal services from the dealership groups. The average revenue per vehicle decreased from RMB333.0 in the first half of 2023 to RMB302.0 during the Reporting Period, primarily because the dealership groups purchased an increased proportion of our pre-acquisition inspection and appraisal services, which we charged relatively lower service fee per vehicle as compared to other used vehicle value-added services.

Arrangement for Sale of Used Vehicles

We arrange for the sale of consumer trade-in vehicles at our collaborating dealership groups' 4S dealership stores to deepen the collaboration with these dealership groups and supplement the used vehicle supply on our transaction platform. Under our arrangement for sale of used vehicle business, we act as an agent for the entrusting party (the used vehicle owner or the dealership group) to dispose of used vehicles that the entrusting party entrusts to us for sale. We selectively conduct this business and primarily work with established and reputable dealership groups, ensuring that we can execute the business opportunities in a commercially viable manner.

In the first half of 2024, the fierce competition and continuous decline in the sales price of new cars has led to a decreased and fluctuated final transaction price of used vehicles. Against this backdrop, our collaborating dealership groups tended to be more conservative in acquiring consumer trade-in vehicles and their demand for our arrangement for sale of used vehicle services decreased. Therefore, the number of consumer trade-in vehicles transacted as well as the average revenue per vehicle during the Reporting Period decreased from 12,755 units and RMB2,243.0 in the first half of 2023 to 9,231 units and RMB1,985.0, respectively.

Exhibition Related Services

We provide exhibition related services, primarily including (i) hosting of auto shows and exhibitions primarily for dealership groups and OEMs from time to time and (ii) occasional provision of certain advertisement services. In hosting such events, we are responsible for all material aspects of event organization, including space leasing, layout design and decoration, event promotion, participants invitation and advertisement placement. We generate revenues for our exhibition related services primarily from fees charged for exhibition booths and advertisements to the dealership groups and OEMs that participate in automotive exhibitions we host. During the Reporting Period, we continued to exploit valuable opportunities when hosting auto shows and exhibitions to approach, form strategic collaboration with, and promote our used vehicle auction services to, the participating dealership groups and OEMs.

Revenue from exhibition related services decreased from RMB11.9 million for the six months ended 30 June 2023 to RMB0.7 million for the six months ended 30 June 2024, mainly due to the fact that the Tianjin May 1st Meijiang International Auto Exhibition hosted by us annually was arranged to be hosted by us on a biennial basis and contributed no revenue during the Reporting Period.

Others Business

We continue to address the ad hoc business needs of dealership groups that may arise from time to time, including the provision of title transfer services and GPS installation services for dealership groups' new vehicles. The dealership groups to which we provide new vehicle title transfer services are typically our existing business partners who collaborate with us with respect to its used vehicle auction and/or value-added services.

Outlook

We remain committed to transforming China's used vehicle transaction process and driving China's used vehicle industry toward standardization, efficiency, and transparency. We will continue to (i) expand and optimize our auction site network and upgrade the service facilities to strengthen the management and improve our service quality; (ii) further expand the upstream used vehicles supply sources and downstream merchant channels to grow our seller and buyer base; (iii) further improve and diversify our service offerings and revenue streams to better serve our upstream and downstream customers; (iv) strengthen our collaboration with new energy OEMs and manufacturers to enhance our ability of inspection, appraisal and trading in new energy used vehicles; (v) enhance our digitalization products and services to build a comprehensive platform for used vehicles' data, and inspection and appraisal; (vi) explore potential opportunities of strategic cooperation and acquisitions.

Material Events after the Reporting Period

Save as disclosed in this announcement, there have been no events subsequent to the Reporting Period and up to the date of this announcement which may have a material impact on the Company and the subsidiaries of the Company.

Financial Analysis

Revenue

For the six months ended 30 June 2024, our revenue was derived from (i) used vehicle auction commission and service fees; (ii) used vehicle value-added services; (iii) arrangement for sale of used vehicles; (iv) exhibition related services; and (v) other vehicle-related services.

For the six months ended 30 June 2024, we recorded a revenue of RMB191.3 million, representing a decrease of 15.5% as compared with RMB226.3 million for the six months ended 30 June 2023, which was primarily due to: (i) a decrease in used vehicle auction commission and service fees due to the decreased auction price of the used vehicles, affected by the decreased and fluctuated price of new vehicles; (ii) a decrease in revenue from arrangement for sale of vehicles given the decrease both in the number of consumer trade-in vehicles transacted and the average revenue per vehicle; and (iii) a decrease in revenue from the exhibition related services due to the decline of marketing needs of the dealership groups and OEMs.

The following table sets forth a breakdown of our revenue by business segment for the periods indicated:

	Six months ended 30 June			
	2024 (Unaudited)		2023 (Audited)	
	<i>RMB'000</i>	%	<i>RMB'000</i>	%
Used vehicle auction commission and service fees	133,309	69.7	144,581	63.9
Used vehicle value-added services	33,179	17.3	34,960	15.4
Arrangement for sale of used vehicles	18,326	9.6	28,622	12.7
Exhibition related services	721	0.4	11,878	5.2
Other services	5,774	3.0	6,243	2.8
Total	191,309	100.0	226,284	100.0

Revenue from the used vehicle auction commission and service fees decreased by 7.8% from RMB144.6 million for the six months ended 30 June 2023 to RMB133.3 million for the six months ended 30 June 2024, primarily attributable to a decrease in the transaction price of used vehicles auction affected by the fierce competition and the price war in the new vehicle market.

Revenue from used vehicle value-added services decreased by 5.1% from RMB35.0 million for the six months ended 30 June 2023 to RMB33.2 million for the six months ended 30 June 2024, primarily because the dealership groups we collaborated with adjusted the structure of service offerings and purchased an increased proportion of our pre-acquisition inspection and appraisal services, which we charged relatively lower service fee per vehicle as compared to other used vehicle value-added services.

Revenue from the arrangement for sale of used vehicles decreased by 36.0% from RMB28.6 million for the six months ended 30 June 2023 to RMB18.3 million for the six months ended 30 June 2024, mainly attributable to the decrease in the number of consumer trade-in vehicles transacted and the average revenue per vehicle caused by the decrease in the sales price of new vehicles. In addition, the continuous decline in the sales price of new vehicles led to a decreased and fluctuated final transaction price of used vehicles. Against this backdrop, our collaborating dealership groups tended to be more conservative in acquiring consumer trade-in vehicles and their demand for our arrangement for sale of used vehicle services decreased.

Revenue from exhibition related services decreased by 93.9% from RMB11.9 million for the six months ended 30 June 2023 to RMB0.7 million for the six months ended 30 June 2024, mainly due to the fact that the Tianjin May 1st Meijiang International Auto Exhibition hosted by us annually was arranged to be hosted by us on a biennial basis and contributed no revenue during the Reporting Period.

Revenue from other vehicle-related services decreased by 7.5% from RMB6.2 million for the six months ended 30 June 2023 to RMB5.8 million for the six months ended 30 June 2024, mainly attributable to a decrease in revenue generated from the title transfer services as a result of the decreased demand for such service from the dealership groups that we collaborated with.

Cost of Sales

Our cost of sales consists of labor cost, professional service cost, intermediary cost and other cost. For the six months ended 30 June 2024, our cost of sales was RMB67.6 million, representing a decrease of 16.6% as compared to RMB81.1 million for the six months ended 30 June 2023. This was mainly attributable to the decrease in revenue of approximately 15.5% for the six months ended 30 June 2024 as compared to the same period in 2023.

Gross Profit and Gross Profit Margin

As a result of the foregoing and primarily due to the decreased revenue, our gross profit during the Reporting Period decreased by 14.8% from RMB145.2 million for the six months ended 30 June 2023 to RMB123.7 million, and our gross profit margin maintained relatively stable at 64.7% in the six months ended 30 June 2024 compared to 64.2% in the same period in 2023.

Selling and Distribution Expenses

Selling and distribution expenses decreased by 13.8% to RMB39.6 million in the six months ended 30 June 2024 from RMB46.0 million in the six months ended 30 June 2023, primarily attributable to (i) a decrease of approximately RMB5.8 million in the salaries and benefits and (ii) a decrease of approximately RMB1.1 million in the hospitality expenses, and office and business travel expenses. The aforesaid decreases were in line with the decrease in the number of used vehicles transacted and served in Reporting Period.

Administrative Expenses

Administrative expenses increased by 13.6% to RMB77.2 million in the six months ended 30 June 2024 from RMB68.0 million in the six months ended 30 June 2023, primarily attributable to an increase of approximately RMB14.7 million in listing expenses, partially offset by a decrease of approximately RMB5.4 million in salaries and benefits, rental and relevant expenses, and office and business travel expenses.

Other Expenses

Our other expenses primarily included the expenses in relation to subleasing certain areas of our auction sites to third parties and compensation paid to buyers for deviation in the condition of used vehicles from our inspection reports. During the Reporting Period, our other expenses increased by 31.2% to RMB1.6 million from RMB1.2 million in the six months ended 30 June 2023, primarily attributable to (i) an increase in the compensation paid to buyers for the deviation in vehicle condition from our inspection report and (ii) liquidated damages paid due to the adjustments of our auction sites and operation sites.

Other Income and Gains, Net

Other income and gains, net decreased by 50.2% to RMB4.5 million in the six months ended 30 June 2024 from RMB8.9 million in the six months ended 30 June 2023, primarily attributable to (i) a decrease of approximately RMB3.8 million in interest income from assistant funds to business partners, and (ii) a decrease of approximately RMB1.0 million in government grants.

Finance Costs

Finance costs increased by 19.3% to RMB3.3 million in the six months ended 30 June 2024 from RMB2.7 million in the six months ended 30 June 2023, primarily attributable to an increase in interest expense in line with our increased bank borrowings.

Share of Profits and Losses of Associates

Our share of profits and losses of associates decreased by 100.0% to nil in the six months ended 30 June 2024 from RMB0.3 million in the six months ended 30 June 2023, primarily attributable to a decrease in profits from our associates.

Fair Value Change of Financial Assets and Liabilities at Fair Value Through Profit or Loss

We recorded gains of nil and RMB0.04 million in fair value change of financial assets at fair value through profit or loss in the six months ended 30 June 2023 and the same period in 2024.

We recorded losses of RMB64.0 million and RMB142.3 million for fair value change of financial liabilities at fair value through profit or loss in the six months ended 30 June 2023 and the same period in 2024, this increase was primarily due to the increase in the Company's valuation and it is expected that no such fair value losses will be incurred in the future as all convertible redeemable preferred shares were automatically, converted into ordinary shares upon the completion of the global offering on 31 May 2024.

Loss before Tax

As a result of the foregoing, our loss before tax increased by 396.0% from RMB27.4 million in the six months ended 30 June 2023 to RMB135.7 million in the same period in 2024.

Income Tax Expenses

Income tax expenses decreased by 13.4% from RMB7.5 million in the six months ended 30 June 2023 to RMB6.5 million in the same period in 2024, primarily due to the decreased gross profit of the Company.

Loss for the Reporting Period

As a result of the foregoing, our loss for the Reporting Period increased by 307.8% to RMB142.2 million from RMB34.9 million in the six months ended 30 June 2023, primarily due to (i) a decrease in gross profit, (ii) an increase loss recorded for fair value change of financial liabilities at fair value through profit or loss; and (iii) the listing expenses occurred.

Adjusted Profit (Non-IFRS Measure)

The following table reconciles our adjusted net profit (non-IFRS measure) for the periods presented in accordance with IFRS, which is loss for the period:

	Six months ended 30 June	
	2024	2023
	(Unaudited)	(Audited)
	RMB'000	RMB'000
Loss for the period	(142,231)	(34,874)
<i>Adjust for:</i>		
Listing expenses ⁽¹⁾	26,662	11,942
Fair value changes of convertible redeemable preferred shares ⁽²⁾	142,293	74,909
Fair value changes of warrants ⁽²⁾	–	(10,926)
	<hr/>	<hr/>
Adjusted net profit (non-IFRS measure)	<u>26,724</u>	<u>41,051</u>

Notes:

- (1) Listing expenses relate to this Global Offering of the Company.
- (2) The changes in fair value of convertible redeemable preferred shares and warrants were primarily due to changes in fair market value of convertible redeemable preferred shares and warrants issued to our investors.

Capital Management, Funding and Financial Policies

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise Shareholders' value. The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No change was made in the objectives, policies or processes for managing capital during the Reporting Periods.

The Group aims to maintain a balance between continuity of funding and flexibility. The Group's policy is to regularly monitor the current and expected liquidity requirements, to ensure that it maintains sufficient reserves of cash to meet its liquidity requirements in the short and longer terms. Financing activities of the Group include deposits with banks and financial institutions, foreign exchange transactions and other financial instruments.

Liquidity and Capital Resources

For the six months ended 30 June 2024, we have financed our operating activities through cash generated from operations and bank borrowings. Our cash and cash equivalents primarily consist of cash on hand and bank balances. As of 30 June 2024, our cash and cash equivalents increased by 2.6% to RMB959.7 million from RMB935.4 million as of 31 December 2023.

Borrowings

As of 30 June 2024, our outstanding borrowings amounted to RMB79.7 million, representing an increase of 14.7% from RMB69.5 million as of 31 December 2023. All of the borrowings of the Group bear interest at fixed rate.

The Board and the Audit Committee of the Company constantly monitor current and expected liquidity requirements to ensure that the Company maintains sufficient reserves of cash to meet its liquidity requirements in the short and long term.

Gearing Ratio

As of 30 June 2024, our gearing ratio (calculated by dividing the total debt by total assets) was 23.6%. As of 31 December 2023, the gearing ratio was 65.6%. The lower gearing ratio as of 30 June 2024 was mainly caused by the significant decrease of trade payable as well as other payable and accruals.

Significant Investments

We did not make or hold any significant investments (including any investment in an investee company with a value of 5% or more of the Group's total assets as of 30 June 2024) during the Reporting Period.

Material acquisitions and/or disposals of subsidiaries

We did not have any material acquisitions and/or disposals of subsidiaries and affiliated companies during the Reporting Period.

Future plans for material investments and capital assets

As of the date of this announcement, we did not have other plans for material investments and capital assets.

Employees and Remuneration

As of 30 June 2024, we had 755 employees, representing a decrease from 845 employees as of 31 December 2023. We believe we offer our employees competitive compensation packages. The Group's remuneration package is determined with reference to the experience and qualifications of the individual employees and general market conditions. Bonus is linked to the Group's operating result as well as individual performance. The Group provides training to its new employees to familiarise them with the working environment and work culture. The Group also provides on-the-job training to the employees, which aims at developing their skills so as to meet the strategic goals and customer requirements. For the six months ended 30 June 2024, the total employee benefit expense (including directors' remuneration and excluding those included in the cost of used vehicles auction commission and service fees) were RMB56.6 million, as compared to RMB66.1 million for the six months ended 30 June 2023.

Contingent Liabilities

As of 30 June 2024, we did not have significant contingent liabilities.

Foreign Currency Risk and Investment Risk

Our major businesses are in the PRC and the majority of our transactions are conducted in RMB. Most of our assets and liabilities are denominated in RMB. We do not believe that we currently have any material foreign currency risk. Therefore, we currently do not engage in any hedging by financial instruments in respect of foreign currency risk. However, our management monitors the foreign currency risk closely and will consider suitable hedging measures in the future if necessary.

During the Reporting Period, we purchased financial products offered by licensed financial institutions that are considered low-risk and offer higher rates of return as compared with time deposits. Our financial assets at fair value through profit or loss were RMB8.3 million as of 30 June 2024, and RMB3.5 million as of 31 December 2023. We have adopted internal policies and guidelines to manage our investment in financial products to monitor and control the investment risks. Led by our chief financial officer and executive director, Ms. Gao Kun, who has extensive financial accounting experience, our financial department will closely monitor the performance of our financial products.

CORPORATE GOVERNANCE AND OTHER INFORMATION

Compliance with the Corporate Governance Code

The Company and the Directors are committed to maintaining the highest standards of corporate governance and recognize the importance of protecting the rights and interests of all Shareholders, including the rights and interests of our minority Shareholders. The Company has complied with all the code provisions set out in Appendix C1 of the Corporate Governance Code throughout the period from the Listing Date up to the date of this announcement.

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

Compliance with the Model Code for Securities Transactions by Directors

The Company has adopted the Model Code for Securities Transactions by Directors of the Listed Issuers (the “**Model Code**”) as set out in Appendix C3 to the Listing Rules as its own securities dealing code to regulate all dealings by Directors and relevant employees of securities in the Company and other matters covered by the Model Code.

Specific enquiry has been made of all the Directors and they have confirmed that they have complied with the Model Code since the Listing Date up to 30 June 2024.

Audit Committee

The Company has established an audit committee (the “**Audit Committee**”), in compliance with Rule 3.21 of the Listing Rules and the Corporate Governance Code (as amended from time to time), comprising of three members, being Ms. Li Mochou, Mr. Wang Jianping and Mr. Yan Jonathan Jun, with Ms. Li (being the Company’s independent non-executive Director with the appropriate professional qualifications) as chairperson of the Audit Committee, among other things, to consider issues in relation to the external auditors and their appointments, oversee the financial reporting system, risk management and internal control system of the Group, review the financial information of the Group and review policies and practices in relation to corporate governance.

The Audit Committee has reviewed the unaudited interim results of the Group for the six months ended 30 June 2024 and discussed matters with respect to the accounting policies and practices adopted by the Company and internal control with senior management members. The Audit Committee is of the opinion that the unaudited consolidated financial statements comply with the applicable accounting standards and requirements, and that adequate disclosure has been made.

Other Information

Interim Dividend

The Board does not recommend the payment of any interim dividend for the six months ended 30 June 2024.

Purchase, Sale or Redemption of the Company’s Listed Securities

During the period from the Listing Date up to 30 June 2024, neither the Company nor any of its subsidiaries purchased, sold, or redeemed any of the Company’s securities (including sale of treasury shares) listed on the Stock Exchange. As of 30 June 2024, the Company did not hold any treasury shares.

Material litigation

The Company was not involved in any material litigation or arbitration during the six months ended 30 June 2024. The Directors are also not aware of any material litigation or claims that are pending or threatened against the Group since the Listing Date and up to the date of this announcement.

Use of proceeds from Global Offering

The Company's shares were listed on the Stock Exchange on 31 May 2024. The net proceeds raised from the Global Offering, after deduction of the estimated listing expenses payable based on final offer price, were approximately HK\$83.0 million. As of 30 June 2024, the total net proceeds of approximately HK\$83.0 million from the Global Offering remained unutilised. There has been no change in the intended use of net proceeds as previously disclosed in the section headed "Future Plans and Use of Proceeds" in the Prospectus and the Company expects to fully utilised the net proceed in accordance with such intended purpose by December 2028.

In the event that the net proceeds are not immediately utilized for the purposes as previously disclosed in the Prospectus, we intend to deposit the net proceeds into an interest-bearing account with a licensed commercial bank or financial institution in the PRC or Hong Kong. We will comply with the PRC laws in relation to foreign exchange registration and remittance of proceeds.

PUBLICATION OF THE INTERIM RESULTS ANNOUNCEMENT AND INTERIM REPORT

This interim results announcement is published on the websites of the Stock Exchange (www.hkexnews.hk) and the Company (www.autostreets.com). The interim report for the six months ended 30 June 2024 containing all the relevant information required by the Listing Rules will be published on the aforesaid websites of the Stock Exchange and the Company and will be dispatched to the Company's Shareholders in due course.

By order of the Board
Autostreets Development Limited
Mr. Yang Hansong
Chairman and Executive Director

Hong Kong, 28 August 2024

As at the date of this announcement, the Board comprises (i) Mr. Yang Aihua, Mr. Yang Hansong and Ms. Gao Kun as executive Directors; (ii) Mr. Rob Huting, Ms. Zhu Yi and Ms. Yang Chuyu as non-executive Directors; and (iii) Mr. Wang Jianping, Ms. Li Mochou and Mr. Yan Jonathan Jun as independent non-executive Directors.

This announcement contains forward-looking statements relating to the business outlook, forecast business plans and development strategies of the Group. These forward-looking statements are based on information currently available to the Group and are stated herein on the basis of the outlook at the time of this announcement. They are based on certain expectations, assumptions and premises, some of which are subjective or beyond control of the Group. These forward-looking statements may prove to be incorrect and may not be realised in the future. Underlying these forward-looking statements are a large number of risks and uncertainties. In light of the risks and uncertainties, the inclusion of forward-looking statements in this announcement should not be regarded as representations by the Board or the Company that the plans and objectives will be achieved. Furthermore, this announcement also contains statements based on the Group's management accounts, which have not been audited by the Group's auditor. Shareholders and potential investors of the Company should therefore not place undue reliance on such statements.