



XTEP INTERNATIONAL HOLDINGS LIMITED  
(Incorporated in the Cayman Islands with limited liability)  
SEHK stock code: 1368



ANNUAL REPORT 2021



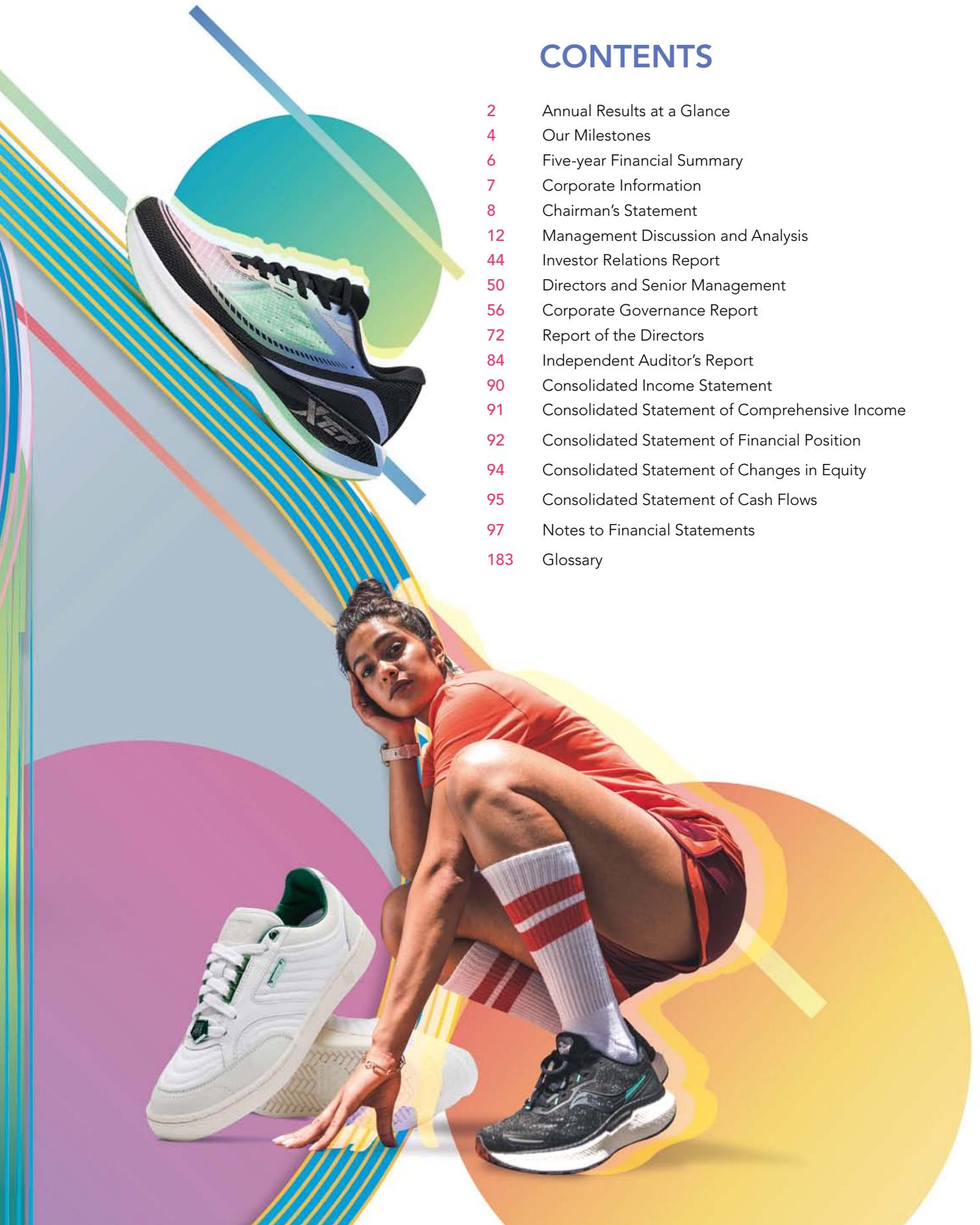
## ABOUT THE GROUP

Xtep International Holdings Limited (SEHK stock code: 1368) is a leading multi-brand sportswear company listed on the Main Board of the Hong Kong Stock Exchange on 3 June 2008. The Group engages mainly in the design, development, manufacturing, sales, marketing and brand management of sports products, including footwear, apparel and accessories. Established since 2001, its own signature brand "Xtep" is a leading professional sports brand with an extensive distribution network of over 6,100 stores covering 31 provinces, autonomous regions and municipalities across the PRC and overseas. In 2019, the Group has further diversified its brand portfolio which now includes four internationally acclaimed brands, namely K-Swiss, Palladium, Saucony and Merrell.



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# ANNUAL RESULTS AT A GLANCE



# WORLDWIDE RETAIL AND DISTRIBUTION NETWORK



## Revenue



RMB  
**10,013** million  
 ↑ 22.5%

## Operating profit



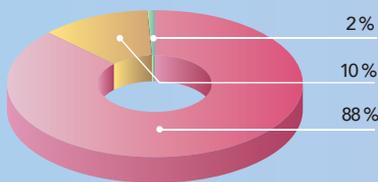
RMB  
**1,396** million  
 ↑ 52.1%

## Profit attributable to ordinary equity holders



RMB  
**908** million  
 ↑ 77.1%

## Revenue by brand nature<sup>1</sup>

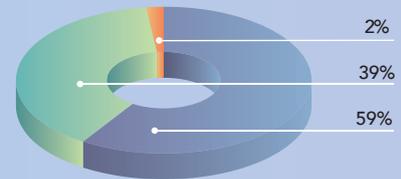


● Mass market ● Athleisure  
 ● Professional sports

Note 1: Signature brands under different brand nature are as follows:

- Mass market — Xtep
- Athleisure — K-Swiss, Palladium
- Professional sports — Saucony, Merrell

## Revenue by product category



● Footwear ● Apparel  
 ● Accessories

## Net asset value per Share



As at  
 31 December 2021

RMB  
**3.03**

As at  
 31 December 2020

RMB  
**2.87**

## Final dividend per Share



2021

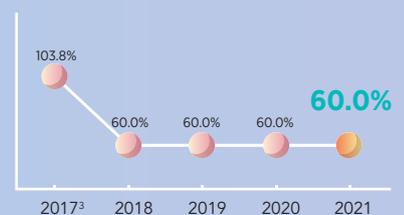
HK  
**13.5** cents<sup>2</sup>

2020

HK  
**7.5** cents

Note 2: Including an interim dividend of HK11.5 cents per Share and a proposed final dividend of HK13.5 cents per Share, the full year dividend amounted to HK25.0 cents per share

## Full year dividend payout ratio



Note 3: Special dividend included in 2017

# OUR MILESTONES

2021 marked the 20<sup>th</sup> anniversary of Xtep

## 1987

Headquartered in Quanzhou, Fujian, the Group's business initially operated as an OEM enterprise to manufacture sports footwear products for renowned international brands



## 2001

Xtep established as a brand, aiming to be a world leader in fashion sportswear



Pioneered the use of celebrities as brand ambassadors to differentiate Xtep from other sportswear brands



## 2008

Xtep International Holdings Limited (1368.HK) was successfully listed on the Main Board of the Hong Kong Stock Exchange on 3 June 2008



## 2012

Established the Xtep Runners Club to gather active runners and build up our running ecosystem





## 2015-2017

Three-year strategic transformation from 2015 to 2017

# 特步变革



## 2019

Formed a joint venture with Wolverine World Wide, Inc. to complement Xtep's multi-brand portfolio for the brands Saucony and Merrell in Mainland China, Hong Kong and Macau



Acquisition of globally well-recognized brands K-Swiss and Palladium



Appointed Jeremy Lin as brand ambassador and built a new basketball business



## 2021

Xtep's signature running collection "160X" ranked 1<sup>st</sup> among all running shoe brands in the Xiamen Marathon



Unveiled new label "XDNA" to launch premium "China chic" products



# FIVE-YEAR FINANCIAL SUMMARY

<i>For the year ended 31 December</i>	2021	2020	2019	2018	2017
<b>Profitability data (RMB million)</b>					
Revenue	10,013.2	8,171.9	8,182.7	6,383.2	5,113.4
Gross profit	4,177.9	3,198.4	3,550.4	2,828.3	2,244.5
Operating profit	1,396.2	918.2	1,234.0	1,044.3	724.5
Profit attributable to ordinary equity holders	908.3	513.0	727.7	656.5	408.1
Basic earnings per Share (RMB cents) <sup>(Note 1)</sup>	36.35	20.83	30.72	30.19	18.81
<b>Profitability ratios (%)</b>					
Gross profit margin	41.7	39.1	43.4	44.3	43.9
Operating profit margin	13.9	11.2	15.1	16.4	14.2
Net profit margin	9.1	6.3	8.9	10.3	8.0
Effective tax rate	30.9	33.7	34.8	31.4	33.5
Return on average total equity holders' equity <sup>(Note 2)</sup>	12.0	7.3	11.9	12.4	8.0
<b>Operating ratios (as a percentage of revenue) (%)</b>					
Advertising and promotional costs	10.2	11.2	14.4	15.2	12.9
Staff costs	11.1	12.1	11.0	11.6	12.1
R&D costs	2.5	2.7	2.4	2.6	2.8
<i>As at 31 December</i>	2021	2020	2019	2018	2017
<b>Assets and liabilities data (RMB million)</b>					
Non-current assets	4,183.0	3,544.4	3,056.7	1,139.0	1,051.9
Current assets	10,432.4	9,027.3	9,265.9	8,059.6	7,881.8
Current liabilities	4,053.0	3,334.3	3,671.1	3,277.8	2,488.8
Non-current liabilities	2,580.0	1,938.7	1,691.2	589.8	1,116.3
Non-controlling interests	53.1	75.4	69.8	4.7	107.7
Total equity holders' equity	7,929.3	7,223.3	6,890.5	5,326.3	5,220.9
<b>Asset and working capital data</b>					
Current asset ratio	2.6	2.7	2.5	2.5	3.2
Gearing ratio (%) <sup>(Note 3)</sup>	17.4	17.2	19.1	21.1	20.7
Net asset value per Share (RMB) <sup>(Note 4)</sup>	3.03	2.87	2.77	2.38	2.4
Average inventory turnover days (days) <sup>(Note 5) (Note 8)</sup>	77	74	77	80	75
Average trade receivables turnover days (days) <sup>(Note 6) (Note 8)</sup>	107	120	96	105	130
Average trade payables turnover days (days) <sup>(Note 7) (Note 8)</sup>	120	107	88	98	122
Overall working capital days (days)	64	87	85	87	83

## NOTES:

- The calculation of basic earnings per Share is based on the profit attributable to ordinary equity holders of the Company divided by the weighted average number of ordinary shares in issue during the relevant year.
- Return on average total equity holders' equity is equal to the profit attributable to ordinary equity holders of the Company for the year divided by the average of opening and closing total equity holders' equity.
- The calculation of gearing ratio is based on the total borrowings divided by the total assets of the Group at the end of the year.
- The calculation of net asset value per Share is based on the total number of Shares in issue at the end of the year.
- Average inventory turnover days is equal to the average of opening and closing inventory divided by costs of sales and multiplied by 365 days (or 366 days in 2020).
- Average trade receivables turnover days is equal to the average of opening and closing trade receivables divided by revenue and multiplied by 365 days (or 366 days in 2020).
- Average trade payables turnover days is equal to the average of opening and closing trade payables divided by cost of sales and multiplied by 365 days (or 366 days in 2020).
- When calculating the average inventory turnover days, trade receivables turnover days and trade payable turnover days for 2019, the opening balances of inventories, trade receivables and trade payables include the respective consolidated balances of K-Swiss Holdings, Inc. (previously known as E-Land Footwear USA Holdings Inc.) and its subsidiaries as if it had been part of the Group since 1 January 2019, and the revenue and cost of sales used for the calculations include the annualised consolidated revenue and cost of sales of K-Swiss Holdings, Inc. and its subsidiaries recorded since the Group's acquisition on 1 August 2019.

# CORPORATE INFORMATION

## Board of Directors

### Executive Directors

Ding Shui Po (*Chairman*)  
Ding Mei Qing  
Ding Ming Zhong

### Independent Non-executive Directors

Tan Wee Seng  
Bao Ming Xiao  
Wu Ka Chee, Davy

## Board Committees

### Audit Committee

Tan Wee Seng (*Chairman*)  
Bao Ming Xiao  
Wu Ka Chee, Davy

### Remuneration Committee

Wu Ka Chee, Davy (*Chairman*)  
Ding Mei Qing  
Bao Ming Xiao

### Nomination Committee

Ding Shui Po (*Chairman*)  
Tan Wee Seng  
Wu Ka Chee, Davy

### Sustainability Committee

Tan Wee Seng (*Chairman*)  
Ding Shui Po  
Ding Mei Qing

## Company Secretary

Yeung Lo Bun, FCPA

## Authorized Representatives

Ding Shui Po  
Yeung Lo Bun

## Registered Office

Cricket Square, Hutchins Drive  
P.O. Box 2681, Grand Cayman KY1-1111  
Cayman Islands

## Principal Place of Business in Hong Kong

Unit A, 27/F, Tower A  
Billion Centre, 1 Wang Kwong Road  
Kowloon Bay, Kowloon, Hong Kong

## Head Office in the PRC

Xiamen Xtep Tower, No. 89 Jiayi Road  
Guanyinshan, Siming District, Xiamen  
Fujian Province, PRC  
Postal Code 361008

## Legal Adviser as to Hong Kong Laws

Loeb & Loeb LLP

## Auditor

Ernst & Young  
*Certified Public Accountants*  
*Registered Public Interest Entity Auditor*

## Cayman Islands Principal Share Registrar and Transfer Office

Suntera (Cayman) Limited  
Suite 3204, Unit 2A, Block 3  
Building D, P.O. Box 1586  
Gardenia Court, Camana Bay  
Grand Cayman, KY1-1100, Cayman Islands

## Hong Kong Branch Share Registrar and Transfer Office

Computershare Hong Kong Investor Services Limited  
Shops 1712-1716  
17/F, Hopewell Centre  
183 Queen's Road East  
Wanchai, Hong Kong

## Principal Bankers

Bank of China  
Bank of East Asia  
China Construction Bank  
China Minsheng Bank  
Hang Seng Bank  
HSBC  
Industrial Bank

## Company Website

[www.xtep.com.hk](http://www.xtep.com.hk)



# CHAIRMAN'S STATEMENT

With rising health consciousness and the country's support for the sports industry, the sportswear sector in Mainland China is looking at rosy long-term prospects.

## Dear Shareholders,

2021 marked the 20<sup>th</sup> anniversary of Xtep. Over the past two decades, the Group has weathered the ups and downs of the sportswear industry in Mainland China and evolved into a renowned global sportswear industry player priding tremendous success. The effective rollout of our “4<sup>th</sup> Five-Year Plan (2016-2020) Plan” had seen the Group transform from a domestic name into a full-fledged global enterprise. Embarking on the Group’s constructive three-year strategic transformation, which was completed in 2017, the core Xtep brand recorded impressive growth in 2018 and 2019, indicating that we have built a solid financial and operational foundation for achieving continuous success.

In 2019, we stepped up our efforts to attain long-term sustainable growth and took our business to the next level by forming a joint venture with Wolverine, adding Saucony and Merrell to our brand portfolio, followed by the acquisition of K-Swiss and Palladium. With a comprehensive brand portfolio, the Group is able to tap the mass market as well as the professional sports and athleisure segments, pointing to business growth more promising than ever.

In 2021, we unlocked another milestone by launching our “5<sup>th</sup> Five-Year Plan”. The Group achieved record-breaking revenue, exceeding RMB10.0 billion for the first time and doubling the revenue of RMB5.1 billion in 2017. Riding on its impressive growth trend ahead, the target revenue of the core Xtep brand would be RMB20.0 billion in 2025, while the four new brands will target to achieve a revenue of RMB4.0 billion.

## PERFORMANCE REVIEW

We are proud to wrap up 2021 with encouraging financial performance amid the COVID-19 pandemic and macro uncertainties. Revenue of the Group reached RMB10,013.2 million (2020: RMB8,171.9 million), climbed 22.5% year on year. The core Xtep brand posted a record revenue of RMB8,841.3 million (2020: RMB7,101.1 million), a strong 24.5% year-on-year increase mainly driven by a notable over 34% revenue growth in the second half of 2021 as compared to 12.4% in the first half of 2021. Gross profit margin of the Group lifted to 41.7% (2020: 39.1%). Operating profit of the Group surged 52.1% to RMB1,396.2 million (2020: RMB918.2 million). Profit attributable to ordinary equity holders of the Company rose by 77.1% to RMB908.3 million (2020: RMB513.0 million).

Basic earnings per Share was RMB36.4 cents (2020: RMB20.8 cents). The Board has proposed a final dividend of HK13.5 cents per Share, with an option to receive scrip shares in lieu of cash. Together with the interim dividend of HK11.5 cents per Share, the full year dividend payout ratio was approximately 60.0% (2020: 60.0%).



### DUAL STRATEGY TO MAINTAIN OUR "MOAT" IN RUNNING AND CAPTIVATE YOUNGER CONSUMERS

To tap the booming demand for a healthier lifestyle and increasing sports activities in Mainland China, we stayed agile in product innovation and actively promoted the Xtep Running Clubs. These dedicated efforts enabled us to build the largest running ecosystem in the community and to engage more than a million runners to maintain our "moat" in the running market.

The Group also embraced people's growing love of the nation and China chic that offer enormous growth potential particularly for Chinese sportswear brands. We upheld our customer-centric philosophy and boosted brand equity through retail channel upgrade and integrating Chinese cultural elements into our products to appeal to the younger generation.

Our signature "160X" professional running series and "XDNA" premium label launched and won acclaims in 2021 are perfect examples of the success of our dual strategy. We believe that strategy, coupled with strong interaction with and synergies from e-commerce and kids businesses following their respective strategic transformation will fuel and speed up growth of the core Xtep brand in the years to come.

### ELEVATE BRAND EQUITY TO ENGAGE SOPHISTICATED CONSUMERS

The Group places great emphasis on elevating its brand equity to help with delivering more sustainable growth. While focusing on growing the mass market segment, it has also directed immense effort on revitalizing the ambience and design of retail channels for the core Xtep brand and bolstering its presence in provincial and higher-tier cities of Mainland China. For Saucony and Merrell, we continued to expand their networks covering prime locations in higher-tier cities to offer consumers superior professional sportswear in 2021. The brands have received positive feedback and been successful in seizing the growth potential of the sophisticated customer group.

Business upgrade for K-Swiss and Palladium in the athleisure segment in Mainland China went full steam ahead during the year, although recovery of their overseas business was hindered to some extent by supply chain disruption in Southeast Asian countries and congestion at ports worldwide. For K-Swiss, its first physical appearance in Mainland China in January 2022 signaled the completion of the revamp of the brand and its business structure. We will swiftly adjust product assortment, store layout and supply chain and expect to open more stores in provincial cities in Mainland China for the brand in 2022. For Palladium, our top priority in 2021 was to optimize its retail network in higher-tier cities in Mainland China. The exercise will continue this year with the aim of enhancing brand awareness and paving the way for its long-term development.

### OUTLOOK

The COVID-19 pandemic has disrupted the global supply chain and continued to overshadow the macro-environment. The economic uncertainties in Mainland China that began in the second half of 2021 have also spilled over into 2022. However, with rising health consciousness as reflected in the exercise boom, plus the country's support for the sports industry, such as the pledge of the Chinese government to promote sports events, complemented by its "dual circulation" strategy and recent policy reforms to expand domestic demand and alleviate income inequality in the country, the sportswear sector that targets the mass market in Mainland China is looking at rosy long-term prospects.

We are optimistic about the Group's business development in 2022 and beyond. Our efforts to boost the core Xtep brand have borne fruit, with growth momentum gathering in the second half of 2021 and continuing into the opening months of 2022. It is expected to remain as the potent growth driver of the Group in the next few years. While the business scale of the new brands remains minimal, the Group will continue to invest in product development, network expansion and brand building in 2022 and beyond. We are well-positioned to capture the enormous business potential of the sophisticated consumer market with our comprehensive product portfolio across various market segments.

Last but not least, on behalf of the Board, I would like to extend my heartiest gratitude to our shareholders, investors, business partners and customers for their unwavering trust and support. My appreciation also goes to our Directors, management and staff for their tremendous effort and contribution. We are stepping into a new era of growth and are fully confident that our hard work will translate into handsome returns for our shareholders and build a sustainable future for the Group.

**Mr. Ding Shui Po**

*Chairman*

Hong Kong, 16 March 2022

# MANAGEMENT DISCUSSION AND ANALYSIS

## MARKET DEVELOPMENT

The rapidly spreading COVID-19 pandemic coupled with extreme weather conditions and supply chain disruptions across the world continued to trigger aftershocks that weighed on the global economic recovery in 2021. Notwithstanding these ongoing challenges, Mainland China was better positioned to buck the global trend with its effective pandemic containment measures and enjoyed steady growth. Its GDP growth surpassed the government's target and increased by 8.1% year-on-year<sup>1</sup>. Total retail sales of consumer goods registered a resilient growth of 12.5% year on year, demonstrating a turnaround from a 3.9% decline in 2020<sup>2</sup>. National policies such as the dual circulation strategy, which places domestic circulation in a dominant role are set to spur long-term domestic demand, releasing prodigious business opportunities from the mass market segment to the sophisticated high-end customer group in Mainland China.

### Prolonged growth momentum in the sportswear industry

The COVID-19 pandemic has abruptly upended every aspect of life, revolutionizing the way people work, live and consume. Over a year into the pandemic, exercise became an at-home activity where amateur athletes in Mainland China scrambled to engage in home-based workouts and online fitness, leading to surging demand for sportswear. Meanwhile, outdoor sporting events gradually resumed in 2021. A total of 11 World Athletics Label Road Races were held in Mainland China, including the World Athletics Elite Platinum Label Race 2021 Xiamen Marathon. In addition, the Winter Olympics and Asian Games held in 2022 would further boost sports participation in Mainland China.

The Chinese government's determination in promoting the well-being and healthy lifestyle of its citizens set forth in its 14th Five-Year Plan is poised to reshape the sportswear industry landscape. Its "National Fitness Program 2021–2025" set out the target of 38.5% of the population to exercise regularly and the sports industry to be worth RMB5 trillion by 2025. The increasing fitness facilities and initiatives to call for sports participation have further boosted the sportswear industry to reap the benefits of the long-term national goal.



### Stepping into a new era of consumption

With Generation Z and Millennials accounting for more than 40% of China's population<sup>3</sup>, they have turned into the next robust engine of domestic consumption growth in Mainland China. These younger generations spent their childhood during the fastest sustained expansion of China and are accustomed to constant rapid improvements in their standard of living. Their enthusiasm for Chinese brands was the logical consequence of profound pride in their national identity. In recent years, these new generations are spearheading a renaissance in the sportswear sector in Mainland China with their growing appetite for "China chic" products. They are also prone to give ethical value and uniqueness top priority when selecting products which best represent them. Brands that adhere to high ethical standards and are committed to environmentally-sustainable practices are more likely to capture the hearts of the younger generations. Understanding Generation Z and Millennials is imperative for brands that wish to play a pivotal part in China's future economic growth story.

<sup>1,2</sup> Source: National Bureau of Statistics of China

<sup>3</sup> Source: Euromonitor (Oct 2020) — 'How China's Urban Millennials and Gen Z Live and Spend'

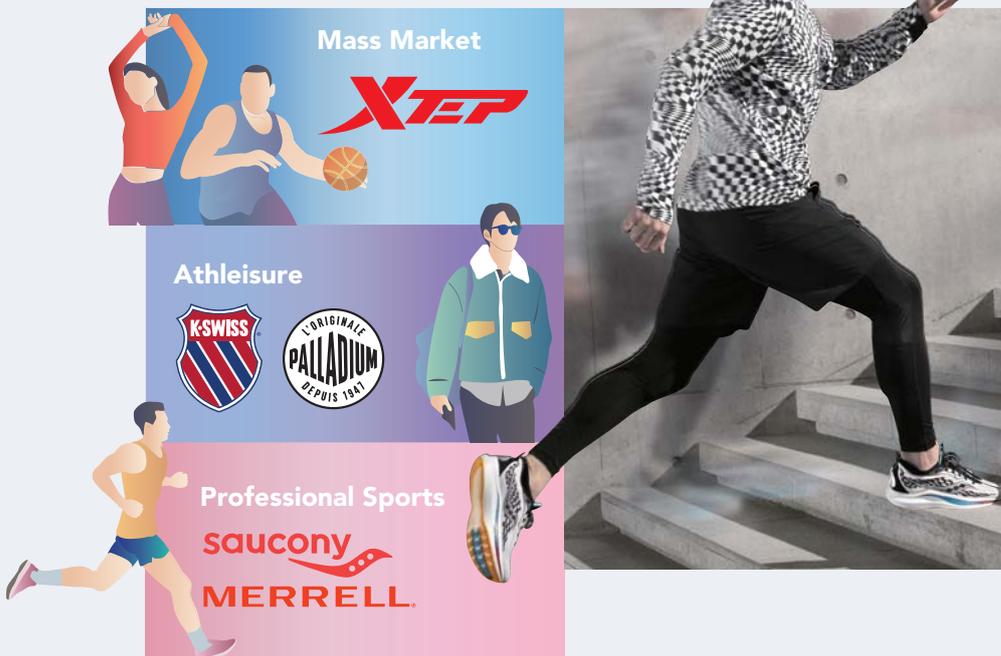
# MANAGEMENT DISCUSSION AND ANALYSIS

On the other hand, new trends in the digital ecosystem in Mainland China continued to emerge. The conventional retail experience has struggled to respond to the changes in consumer buying behavior during the pandemic, spurring retailers to evolve to create phygital interactions and environments which bridge the digital and physical worlds with the purpose of providing a one-of-a-kind interactive experience to consumers. For example, with CRM systems and AI technology, in-store retail staff are able to make precise recommendations based on customers' purchase history. Chinese consumers demand a seamless omnichannel shopping experience, including private traffic and live-streaming platforms. According to Tencent, the gross merchandise value (GMV) of WeChat mini-program commodity transactions doubled in 2020 compared with 2019. In this sophisticated digital ecosystem, brands that deliver frictionless and tech-enabled shopping experiences are in good shape to reinforce brand loyalty, amplify store productivity and realize business growth in the competitive market.

## BUSINESS REVIEW

### Multi-brand business model

As customers increasingly demand products that reflect their unique style, our multi-brand strategy can best serve a diverse customer base. The brand portfolio is segmented into the mass market that features the core Xtep brand, professional sports that features Saucony and Merrell, and athleisure that features K-Swiss and Palladium. The core Xtep brand offers consumers in the mass market economical sportswear that combines functionality and style, while Saucony and Merrell provide professional athletes with performance sportswear designed to enhance athletic results. Positioned as premium athleisure brands, K-Swiss and Palladium strive to assist younger consumers to fill their wardrobes with versatile athleisure wear.



# XTEP

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07000



## Mass market



As a leading domestic sportswear brand in Mainland China, the core Xtep brand offers value-for-money professional and stylish sportswear to consumers in the mass market. With running built into the fabric of the brand, our “160X” Series ranked first among all running shoe brands and surpassed international brands for the first time with a wear rate of over 50% in the World Platinum Label Race — the Xiamen Marathon in April 2021<sup>4</sup>. During the year, we maintained a successful track record of breakthrough innovation through our strong R&D competencies.

## Running

### Mainstream running products

<b>Elite series</b> Price range RMB900–1,200		<b>160X PRO</b> RMB1,199	<b>Professional series</b> Price range RMB500–800		<b>RC260</b> RMB699
		<b>160X 2.0</b> RMB999			<b>Xtep 100</b> RMB599
		<b>300X 2.0</b> RMB999			

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<b>Mass market series</b> Price range RMB300–500		<b>DYNAMIC FOAM</b> RMB499		<b>ENERGETEX</b> RMB439
		<b>REACTIVE COIL</b> RMB499		<b>AIR MEGA</b> RMB439
		<b>X-FLOW</b> RMB499		<b>COMFYCUBES</b> RMB339

<sup>4</sup> Source: Joyrun (Apr 2021) — footwear worn by participants who finished the 2021 Xiamen Marathon within three hours

# RUNNING ECOSYSTEM

Sports celebrities



Dong Guojian (董國建)



Yang Shaohui (楊紹輝)



Peng Jianhua (彭建華)

## XTEP RUNNING CLUB



Signature  
running  
shoes



RC260



160X 2.0

# MARATHON



**1,300,000+**

Xtep Runners  
Club members

## MANAGEMENT DISCUSSION AND ANALYSIS

### Product innovation

#### Award-winning professional running shoes — the 160X Series

Xtep's new professional carbon fiber-plated running 160X Series has captured the attention of the entire running community since its launch in March 2021. The series has garnered several prestigious awards from Runner's World, one of the most influential running magazines in the world, in Mainland China. The 160X 2.0 captured the Editors' Choice and Hot List awards, while the 160X PRO was honored with the Recommended award and the 300X 2.0 won the Best Debut award.



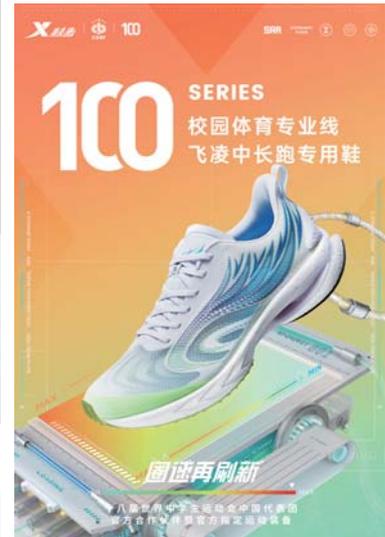
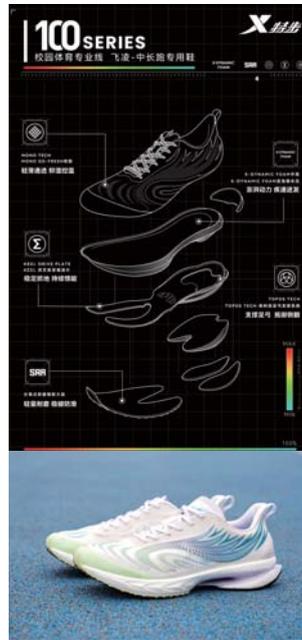
#### New signature running shoe — the Xtep RC260

Unveiled in October 2021, the Xtep RC260 running shoe broke the sales record for professional running shoes with more than 5,000 pairs sold within 24 hours, underscoring the strong demand for professional quality running shoes among runners. Continuing the technology of propulsive cushioning structure, the Xtep RC260 running shoe is equipped with a nylon fiberglass layer to aid runners to boost their performance and support their training.



## *The Xtep 100 Series for adolescents to engage in school sports*

Following the advocacy of the Chinese government for building China into sports leader, the Xtep 100 Series was launched in December 2021 for adolescents to engage in a wide range of school physical activities such as running, jumping, rope skipping, basketball, etc. "Fei Ling", as the first product under the Xtep 100 Series specially designed for track running on campus, is equipped with TOPOS TECH and a nylon plate to improve stability and provide exceptional arch support and anti-sprain functions. The use of the X-DYNAMIC FOAM midsole also enhances shock absorption and rebound capabilities.



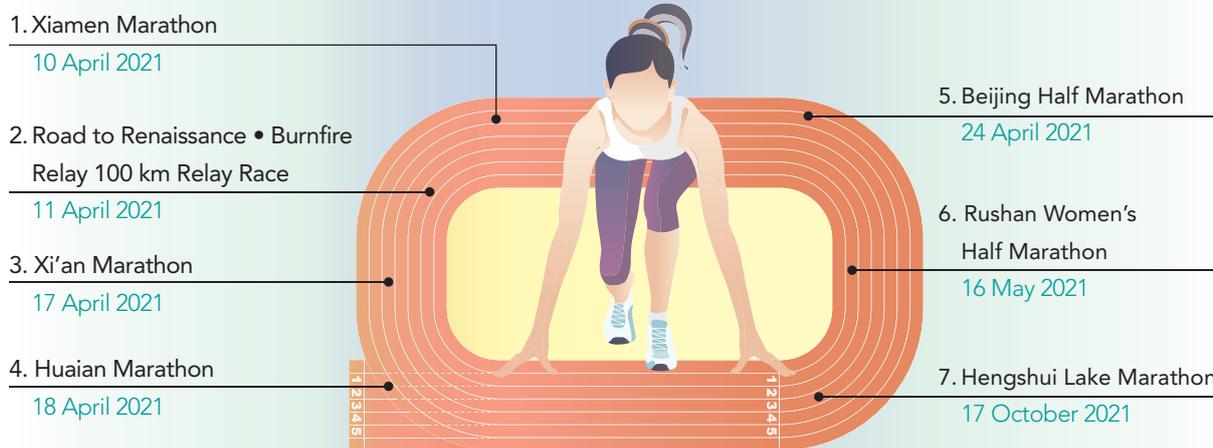
## **Marathon and running event sponsorship**

While selective physical marathons and running events were resumed in the first half of 2021, many international and large-scale sporting competitions were canceled or postponed amid a new surge in coronavirus cases in the second half of 2021 in Mainland China. During the year, Xtep sponsored seven marathons and running events to raise public health awareness and accelerate the sports development in the country. Among the events we sponsored, the 2021 Xiamen Marathon was one of the most prestigious marathons in Mainland China and was honored with the Road Race Elite Platinum Label by World Athletics.



# MANAGEMENT DISCUSSION AND ANALYSIS

## Marathons and running events sponsored by Xtep in 2021:



### Xtep Running Club

Echoing the rising health awareness, a further increase in the standard of living of the Chinese people as well as the growing popularity of running in Mainland China, we accelerated the opening of our Xtep Running Clubs ("XRC") during the year. To further strengthen Xtep's running ecosystem, one-stop professional running services, including running consultation, running group support, mobile device charging, bag storage and shower facilities, are available to the runners to make running accessible for all. XRC would also enable us to perform targeted selling of our products and gain valuable feedback from customers.

Number of XRC  
as at 31 December 2021:



Number of members of Xtep Runners Club:



**Sports celebrities**

We have sponsored 25 professional athletes engaging in various sports in Mainland China to strengthen our influence in the sports industry. In athletics, these include Olympic shot put gold medalist Gong Lijiao, Tokyo Olympic participation standards (marathon) achieving runners Dong Guojian, Peng Jianhua, Yang Shaohui and Bai Li (female), and women's 20km race walk world record breaker Yang Jiayu. These athletes were seen wearing professional Xtep sportswear when they won their championships and participated in global events, further solidifying our leading position in the sportswear industry in Mainland China.



**Basketball**

**Limited edition JLIN 2 basketball shoes**

We upgraded the entire JLIN 2 basketball collection with the addition of carbon fiber plates to optimize players' performance. On the occasion of Jeremy Lin's 33<sup>rd</sup> birthday, Xtep again collaborated with him to launch limited edition basketball shoes inspired by Jeremy's favorite whisky. The shoes sold out in a flash on the day of launch. With the return of Jeremy Lin to the CBA, we will advance bilateral cooperation to further promote basketball and sports in the world.



# FOOTWEAR TECHNOLOGY

## RUN FAST



**For Expert / Advanced Runners**

who participate competitively in marathons and seek high performance

### 160X Series

Adopts Dynamic Foam PB midsole, which has ultimate propulsion and excellent rebound capability. The curvature of the upgraded carbon plate helps reduce the dorsiflexion of the metatarsophalangeal joints; reducing the energy consumption of foot muscles, which in turn delays the occurrence of muscle fatigue and improves running speed. In addition, its CPU outsole is ultra-thin and lightweight with wear resistance and wet floor slip resistance functions, helping runners make breakthroughs in their top speed.

### RC260

Employs the X-Dynamic Foam midsole to provide sustained driving force and offer runners appropriate rebound performance. A nylon board that stores potential energy is utilized to improve propulsion during training. The anti-slip CPU outsole copes with different road surfaces and can easily deal with extreme road conditions during competition and training, helping runners fully devote themselves to every training session.

### Ultra Fast II

Uses midsole material from Xtep's feather foam technology. The outsole forms a sandwich-like structure. The upper and lower layers are made from an ultra-light and soft material, which, with TPU air midsole, deforms and absorbs shock experienced during running, improving energy return and responsiveness. The use of lightweight materials and full-foot palm rubber offer excellent anti-skid performance, helping runners run easily.

## RUN DYNAMIC



**For Intermediate Runners**

who seek a balance between performance and comfort

### X-DYNAMIC FORM

Compared with ETPU, ETPSIU is produced through a special foaming process, offering higher rebound and compression durability.

### REACTIVE COIL

Uses a unique hollow structuring design to provide cushioning effectively, and a flexible and comfortable sports experience.

## RUN FIT



**For Beginner Runners**

who prioritize comfort in their exercise experience

### ENERGETEX

The soft, elastic and comfortable midsole technology - marrying PTU foam particles, possesses a remarkably supple rebound capability and excellent compression durability, thereby giving a brand new exercise experience in terms of comfort, flexibility and dynamic rebound performance.

### Softpad™

Uses high-quality foam material that can flexibly adjust its shape under pressure, and fit the sole perfectly to evenly disperse pressure with soft and comfortable foot support. The shoe insole returns to its original shape once pressure is eliminated.

### COMFYURET

After conducting an in-depth study on the human gait and distribution of stress points, a collection of independent soft cube modules for the sole was developed, which can arrange flexibly according to the dynamic pressure distribution of the sole, providing a comfortable stepping experience.

### AIR MEGA

Features a cushioning system comprising single or multiple air cushion structures of varying shapes. Its assortment is based on dynamic pressure distribution on the sole during exercising, resulting in effective buffering and impact and pressure dispersion, and offers shock absorption.

# APPAREL TECHNOLOGY

**KEEP YOU DRY** XTEP – DRY



**XTEP-DRY**  
Instantly absorbs the sweat and transmits it to the outer layer of the fabric to evaporate, keeping the inner layer of the garment and the skin continuously dry



**Moisture Absorption and Quick Drying**  
Rapid sweat absorption and drying technology to keep dry and comfortable, thus enhancing athletic performance

**KEEP YOU COOL** XTEP – COOL



**Polar Ice Fiber**  
Innovative silk materials with rapid heat conduction and heat dissipation technologies to bring an upgraded refreshing experience



**Ice Fiber Family**  
Innovative silk material with rapid heat conduction and dissipation technologies to provide cool comfort

**KEEP YOU PROTECTED** XTEP – SHIELD



**Water-resistant**  
Water-resistant to offer dryness and comfort to athletes in wet conditions



**Antibacterial**  
Restrain bacteria growth on fabric, thus reducing odor and keeping activewear smelling fresher for a long period of time



**Anti-UV**  
Protect athletes from harmful ultraviolet rays when engaging in outdoor sports



**Easy to Clean**  
Not easy to be stained and stains can be washed off easily

**KEEP YOU COMFORTABLE** XTEP – COMFORT



**Smooth and skin-friendly fabric**  
Selectively adopts even and flat fiber, which is delicate and soft, smooth to touch, and reduces skin friction



**Distortion Resistance**  
Unique spatial 3D structure to maintain the shape of clothes



**X-SEAMLESS-TECH**  
Seamless and soft lightweight clothes to perfectly match body shape and bring comfortable experience



**Sports Elasticity - Basic**  
A special fiber and composition structure of weaving for natural comfort to enhance comfort in sports



**Sports Elasticity - Intermediate**  
A special material with enhanced woven elasticity to improve sports performance



**Sports Elasticity - Advanced**  
Utilizes the principle of human mechanics to enhance the protection and sports performance in multi-dimensions



**LYCRA**  
A Soft, smooth, delicate and comfortable material with excellent elasticity and can be stretched repeatedly without deformation



**Sorona**  
Unique and environmental-friendly plant fiber with excellent elasticity, natural moisture absorption, sweat-wicking and delicate feeling

**PROTECT THE WORLD** XTEP – ECO



**Degradable Polyactic Acid**  
Polyactic acid fiber made of raw materials including corn and can degrade quickly and be recycled



**Organic Cotton**  
All-natural, pollution-free and highly air-permeable organic cotton which is soft and warm to touch



**Recycled Synthetic Fiber**  
Made of recycled plastic bottles or waste materials to conserve energy and safeguard ecological balance

# MANAGEMENT DISCUSSION AND ANALYSIS



## Lifestyle



### Premium label "XDNA"

Since our partnership with Shaolin Temple in 2020, the "Xtep X Shaolin (少林)" collection has attracted widespread attention among the younger generation. Its recent pop-up stores in Shenzhen, Changsha in Hunan province and Fuzhou in Fujian province further opened a gateway for us to connect with Generation Z. Further riding a growing sense of national pride among the younger generation in Mainland China, we rolled out the new premium label "XDNA" which features high-end athleisure products to illustrate the beautiful spirit of Chinese culture. This premium label marks a bold move forward for us to redefine the "new China chic" era and resonate with customers who are not contented with simply going with the flow. As at 31 December 2021, "XDNA" had approximately 200 POS in Mainland China.

### "HALF-SUGAR" women's collection

Ever since Dilraba has become the latest spokesperson in August 2021, we have strengthened collaboration with her to fuel Xtep's popularity among younger female consumers through the launch of the new women's collection "HALF-SUGAR". Combining sports and aesthetics, the collection explores how sports fashion has evolved to adapt to various settings and gives a guidepost to today's young people to freely express their unique personalities.



## MANAGEMENT DISCUSSION AND ANALYSIS

### Celebrity spokespersons<sup>5</sup>

Engaging celebrity spokespersons remains a key marketing strategy, and we have continued to leverage the positive influence of our famous and energetic spokespersons to maintain our lustre among young consumers.



<sup>5</sup> Note: Photos of spokespersons are presented in reverse order according to contract signing time



## Sustainability

### Polylactic acid fiber T-shirt

As a socially responsible company, we are proactively enhancing sustainability efforts by incorporating more sustainable materials into our products. In response to the increasing public awareness of environmental protection, we created an environmentally-friendly technology platform “XTEP-ECO” and introduced Polylactic acid fiber (“PLA”) products in 2020. In 2021, we advanced the use of biodegradable materials in products and increased PLA content in our T-shirts from 19% to 60%. The PLA content can be naturally degraded within one year if buried under specific conditions, thus minimizing environmental impact.



### Award-winning — “Day and Night Runner” running suit

Xtep continued to leverage environmentally-friendly materials to produce innovative, fashionable, and functional products. The signature “Day and Night Runner” running suit, made of recycled plastic collected from oceans, such as PET bottles, helps reduce non-biodegradable virgin fiber through plastic recycling. The lightweight running suit is equipped with 360-degree light-sensing and temperature control features which enable night runners to experience the ultimate comfort and safety and a sustainable lifestyle brought by eco-friendly technologies. Having won multiple awards since its launch, “Day and Night Runner” earned another accolade in 2021. It garnered the Gold Award in the product category at the 4<sup>th</sup> China Design Awards among more than 12,000 entries.



## MANAGEMENT DISCUSSION AND ANALYSIS

### Xtep Kids

Building on a solid foundation supported by the successful restructuring from products to branding and retail network management, we have witnessed an accelerated growth in our Kids business since the partnership with Shaolin Temple to launch kids sportswear incorporating “China chic” elements. As at 31 December 2021, there were around 1,179 POS (31 December 2020: 800 POS) in Mainland China for Xtep Kids.

Tapping the enormous opportunities prompted by the Chinese government’s plan to improve school physical education and promote healthy growth of school-aged children, we continued to maximize our exposure among children through various marketing strategies. In October 2021, the new “Teenagers in a Big Country” Series debuted in the “KIDS WEAR — Xtep Kids Fashion Show” during the Shanghai Spring/Summer 2022 Fashion Week. The new series presented by young models who are great fans of Xtep Kids’ products and have grown up together with the brand enjoyed an enthusiastic response. In addition, Xtep Kids provided funding support and superior sportswear to empower youngsters to pursue their street dance dreams through the strategic partnership with the China Hip-Hop Union Committee (CHUC).



# MANAGEMENT DISCUSSION AND ANALYSIS



Ninth-generation store in Changchun, Jilin province (1,365 sqm)

## Retail management and branding

### Retail network

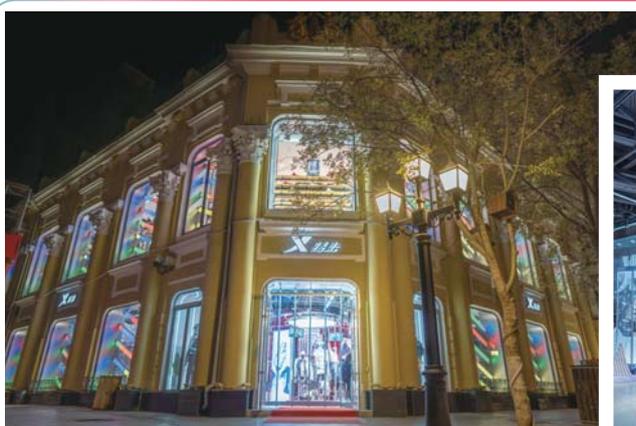
Number of Xtep branded stores in Mainland China and overseas as at 31 December 2021:



6,151

There were 6,151 Xtep branded stores mainly operated by authorized distributors in Mainland China and overseas as at 31 December 2021.

With the customer-centric philosophy in mind, we stepped up efforts to upgrade retail channels while more enlarged flagship stores in the ninth-generation format were also launched. The flagship stores embrace digital innovation such as lighting control, AI robots, digital signage and a rising stage to create a one-stop retail experience which integrates shopping, entertainment and leisure. The characteristics of our ninth-generation stores including a larger gross floor area on average, extensive product assortment and immersive design not only resonate well with the pursuit of young consumers for an irreplaceable customer experience that goes beyond traditional shopping, but also boost store productivity and brand equity.



Ninth-generation store in Harbin, Heilongjiang province (623 sqm)

## E-commerce

The digital shift in consumer behavior has accelerated during the pandemic. At a time when physical marathons were postponed or canceled due to the COVID surge in Mainland China, we swiftly diverted marketing and sales resources to social media platforms, such as Douyin and Xiaohongshu and harnessed the power of live commerce. Owing to the relentless efforts to scale up e-commerce business, we witnessed robust year-on-year growth and this business accounted for over 30% of the core Xtep brand's revenue in 2021.



saucony  
MERRELL



# MANAGEMENT DISCUSSION AND ANALYSIS

## Athleisure



Restoration of the overseas business operations of K-Swiss and Palladium was delayed by the circulation of the COVID-19 variants and global supply chain disruptions. In 2021, revenue from the athleisure segment amounted to RMB970.9 million, contributing to 9.7% of the Group's revenue. Nonetheless, it is expected that the overall performance of the athleisure segment will ameliorate in 2022 driven by the progressive mitigation of the negative impact of COVID-19 on our overseas business and the expansion of our footprint in Mainland China.

## Retail management

Throughout the year, K-Swiss continued to exert its utmost efforts into its business restructuring and brand repositioning to make a strong comeback in Mainland China. The completion of its brand revamp was signaled by the launch of the K-Swiss Tmall flagship store and its first physical presence in Mainland China in January 2022. In the first half of 2022, pilot stores occupying more than 200 square meters each were initially launched in provincial cities to gauge customer preferences for the new products and image, consequential adjustment of product assortment and design have been swiftly implemented in line with the big data analysis. More signature stores in the higher-tier cities in Mainland China are scheduled to open in the second half of 2022. As at 31 December 2021, there were 44 self-operated stores for K-Swiss in Asia-Pacific.

In 2021, we persisted in optimizing the product portfolio and modifying the retail network for Palladium in Mainland China. Image stores for Palladium will continue to be rolled out in 2022 as the brand further fine-tunes its product assortment and design to increase store productivity. As at 31 December 2021, there were 57 self-operated stores for Palladium in Asia-Pacific, of which 25 were in Mainland China.



Palladium store in Xi'an, Shaanxi province (137 sqm)



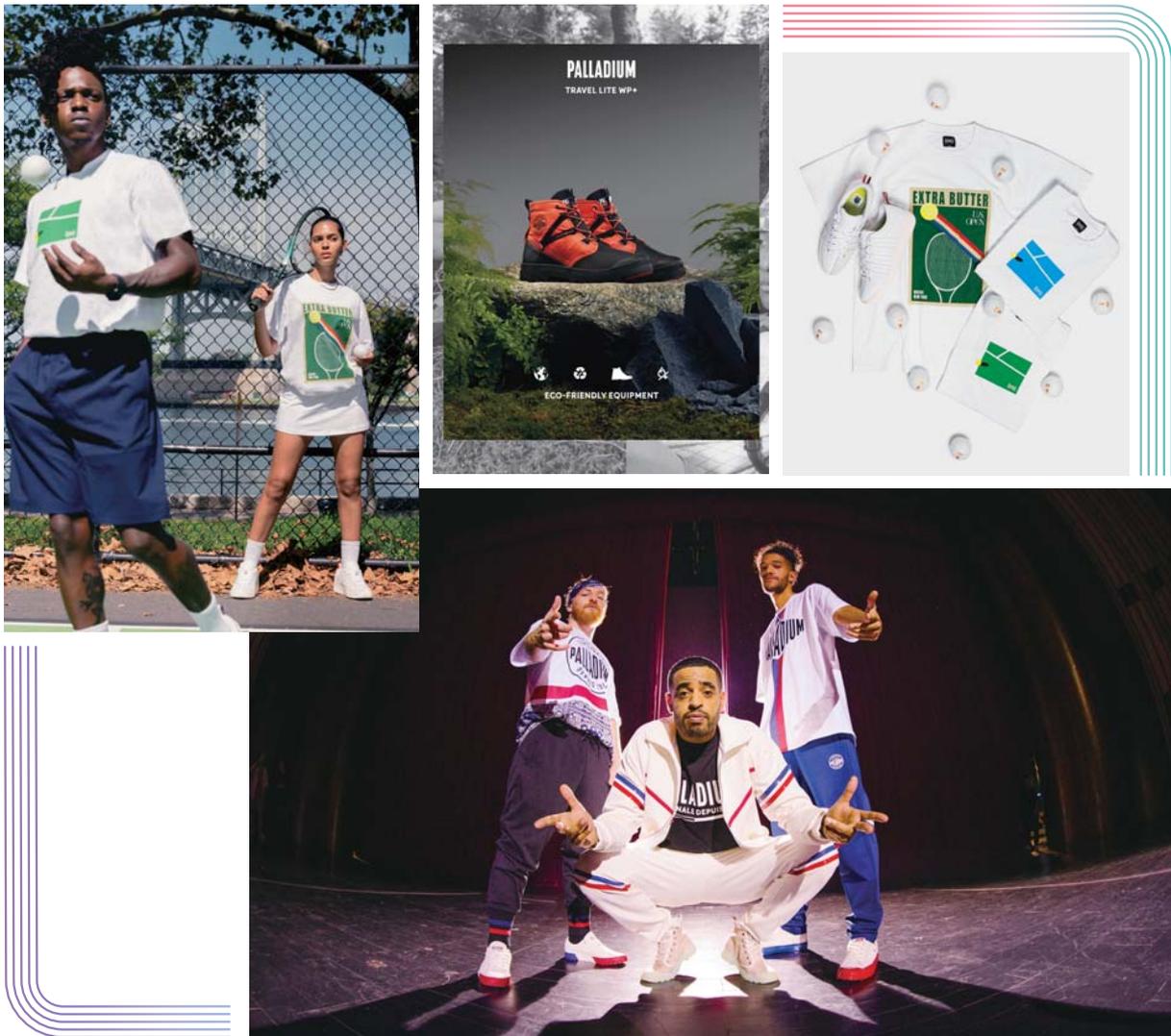
K-Swiss store in Harbin, Heilongjiang province (300 sqm)

# MANAGEMENT DISCUSSION AND ANALYSIS

## Product innovation

Founded in 1966, the heritage brand K-Swiss celebrated its 55<sup>th</sup> anniversary in 2021 and unveiled anniversary limited editions for its classic and recognizable silhouette, Ambassador Elite and Classic 66. In the US market, K-Swiss successfully optimized its distribution channel in 2021 and expanded into influential footwear boutiques such as Extra Butter, a premium New York boutique and independent lifestyle label. The brand further enriched collaboration with Extra Butter to launch a rare limited-edition tennis sneaker of the retro Classic LX model just in time for the US Open and New York Fashion Week.

On the other hand, Palladium continued to adopt sustainable initiatives as a call-to-action for consumers to embrace positive and eco-friendly changes. In the second half of 2021, the Re-Craft collection was launched, which contains certified sustainable materials, including organic cotton and recycled rubber. To inject new vitality into the brand, we teamed up with three globally renowned street dancers from China's popular street dance variety show to illustrate Palladium's street dance capsule collections.



# MANAGEMENT DISCUSSION AND ANALYSIS

## Professional sports



Revenue of the professional sports segment recorded a strong 180.2% year-on-year growth to RMB201.0 million. During the year, Saucony successfully demonstrated its growth potential in Mainland China with stunning store productivity and enhanced recognition among elite runners.

## Retail management

In 2021, Saucony continued to accelerate store openings in iconic and premium shopping malls in higher-tier cities in Mainland China. A portion of the newly opened stores in second-generation format adopted eye-catching visual merchandising with an extensive product portfolio to pique the curiosity of customers and uplift store productivity. On the other hand, Merrell also opened its first image store at HKRI Taikoo Hui, a new lifestyle destination and a premium business location in Shanghai. In 2022, more Saucony and Merrell stores will be rolled out in higher-tier cities in Mainland China. As at 31 December 2021, there were 44 and six self-operated stores for Saucony and Merrell in Mainland China, respectively.

During the year, Saucony strived to boost its e-commerce expansion and leverage various e-commerce platforms to engage with diversified customer groups. For instance, several lucky draw events were held on DeWu APP for customers to purchase limited-edition products. Aided by the expeditious growth of the emerging e-commerce platforms, Saucony and Merrell achieved approximately 140% and 138% year-on-year GMV growth, respectively.



Saucony store in Chengdu (160 sqm)



Merrell store in Shanghai (60 sqm)

# MANAGEMENT DISCUSSION AND ANALYSIS

## Product innovation and marketing

As a professional and loyal partner of global elite runners, Saucony served as the Gold Sponsor of the BMW Hood to Coast Relay in Zhangjiakou, Hebei province and Hainan province in Mainland China in 2021. Of the 35 teams sponsored by Saucony in the Zhangjiakou relay, three accomplished outstanding performance and ranked among the top five of all participating teams. To empower runners raring to push their limits, Saucony also released the tailored-for-speed running shoes, Endorphin Pro+. The release has become a great hit and contributed to the spike in the sell-through rate of our elite running shoes to approximately 55% in just two weeks. Moreover, the Shanghai edition and Chengdu edition of Endorphin Speed were rolled out during the year. These special editions integrated the cultural elements of each iconic city into the design and splendidly elevated the brand awareness.

Established in 1981, Merrell has been at the forefront of global outdoor sportswear for 40 years. In 2021, Merrell celebrated its 40<sup>th</sup> anniversary with the limited edition Funfetti Moab 2 Boot. Much as it looks like a sweet treat of birthday cake with rainbow sparkles, the boot bears the hallmarks of the regular Moab such as durable leather uppers and incredible on-trail traction.



Endorphin speed Chengdu edition



Moab 2



# MANAGEMENT DISCUSSION AND ANALYSIS

## Operations management

### Supply chain management

We continued to be fully committed to optimizing our supply chain management for seamless business operations.

### The Group's production capacity allocation



In early 2022, our intelligent in-house production facility in Shishi, Fujian province, was completed and put into operation. The facility occupied approximately 85,000 square meters and was equipped with advanced production lines, aiming to improve production efficiency.

The construction of the logistics park with a gross floor area of approximately 240,000 square meters in Jinjiang, Fujian province, was in full swing. With the completion of the first phase in 2021, sales fairs were held on-site to better showcase our products. Upon the full completion, the logistics park will serve as our central warehouse which delivers finished products directly to the branded retail stores and provide intelligent sorting for returned orders, significantly enhancing operational efficiency.

In addition, to accommodate the growing business and improve production flexibility, we also commenced construction of a new industrial park with a gross floor area of approximately 28,000 square meters in Bengbu, Anhui province in 2021. This industrial park will mainly be used for the manufacturing and delivery of our products upon completion.

### Human resources management

The Group regards employees as the most valuable assets and spared no effort in attracting, nurturing and retaining talent. The Xtep Talent Development Center continued to offer professional and systematic training and development programs for employees, ranging from professional skills, retail, and e-commerce to leadership. For example, in the two-year XMBA program, we have partnered with other famous companies to offer company visit opportunities and supported our employees to gain industry insights and expand their professional network. In 2021, the Xtep Talent Development Center provided over 230,000 hours of online and offline training to employees.

# MANAGEMENT DISCUSSION AND ANALYSIS

## Prospects

The national-level support for the sportswear sector and the widespread favoritism toward home-grown brands among the younger generations have fortified our confidence in the outlook for the Group's business in 2022 and beyond. Undaunted by the pandemic and economic uncertainties in Mainland China, the core Xtep brand will continue to fuel the growth of the Group in the coming years.

The initial success on enhancing brand awareness and diversifying our product offering has become a beacon of strength for the core Xtep brand. We will continue to progress steadily towards our long-term goal through solidifying our running ecosystem, from fostering R&D capabilities in running and revitalizing the product design to strengthening ties with professional marathoners and cultivating the running community in Mainland China. Optimization of the distribution channels and more openings of the "ninth-generation stores" with impeccable customer experience will be simultaneously executed to boost store productivity and increase market share. In addition to professional performance products, we will keep up with the prevailing "China chic" trend to offer more innovative lifestyle and athleisure products for the core Xtep brand and the new "XDNA" label.

The four new brands remain as the sustainable growth drivers of the Group. For Saucony and Merrell, we will continue to increase their brand recognition in Mainland China through expediting store openings in prime shopping malls in higher-tier cities and increasing apparel and localized product offerings. Sharing synergies with the core Xtep brand, Saucony is expected to enter into a new stage of development with promising growth in the near future.

Meanwhile, we anticipate that the rollout of pilot stores in provincial cities in the first half of 2022 for K-Swiss will serve as a stout pillar for its expansion in higher-tier cities in the future. While brand building will continue to be the focus, we will also strive to achieve continuous improvement in our assortment planning in accordance with the market response to fully unleash the DNA of K-Swiss. The optimization of Palladium's e-commerce business and retail network will be carried out uninterrupted to maximize O2O synergies, and together with image store launches with new product lines, is expected to yield a positive result.

Although the economic momentum was occasionally dampened by the sporadic outbreaks of COVID-19 in Mainland China, we remain optimistic about the long-term prospects of the sportswear sector in the country. Supported by our multi-brand strategy which caters to the diversified needs of customers from the mass market to professional segments, our solid and robust "5<sup>th</sup> Five-Year Plan" will lead us on the right track for enduring growth at an optimal pace in the long term.

## FINANCIAL REVIEW

### Group Revenue Breakdown by Product Category

The following table sets out the contributions to the Group's revenue by product category for the year:

For the year ended 31 December

	2021 Revenue		2020 Revenue		Change in revenue (%)
	(RMB Million)	(% of Revenue)	(RMB Million)	(% of Revenue)	
Footwear	5,928.2	59.2	5,046.7	61.7	17.5
Apparel	3,887.4	38.8	2,963.9	36.3	31.2
Accessories	197.6	2.0	161.3	2.0	22.5
<b>Total</b>	<b>10,013.2</b>	<b>100.0</b>	<b>8,171.9</b>	<b>100.0</b>	<b>22.5</b>

### Group Revenue Breakdown by Brand Nature

The following table sets out the contributions to the Group's revenue by brand nature for the year:

For the year ended 31 December

	2021 Revenue		2020 Revenue		Change in revenue (%)
	(RMB Million)	(% of Revenue)	(RMB Million)	(% of Revenue)	
Mass market	8,841.3	88.3	7,101.1	86.9	24.5
Athleisure	970.9	9.7	999.1	12.2	-2.8
Professional sports	201.0	2.0	71.7	0.9	180.2
<b>Total</b>	<b>10,013.2</b>	<b>100.0</b>	<b>8,171.9</b>	<b>100.0</b>	<b>22.5</b>

The Group's total revenue can be analysed into mass market, athleisure and professional sports. The signature brands are:

Brand Nature	Signature Brands
Mass market	Xtep
Athleisure	K-Swiss, Palladium
Professional sports	Saucony, Merrell

The Group's total revenue for the year ended 31 December 2021 increased to RMB10.0 billion (2020: RMB8.2 billion). Revenue of mass market exhibited a strong increase driven by robust sales orders from distributors following the successful launch of signature functional and lifestyle products and retail channel upgrade during the year, and the demand from mass market e-commerce and kid's businesses given their respective completed restructurings from branding, products to operations.

## MANAGEMENT DISCUSSION AND ANALYSIS

### Gross Profit and Gross Profit Margin Breakdown by Product Category

The following table sets out the gross profit and the gross profit margin by product category for the year:

For the year ended 31 December

	2021		2020		Change in gross profit (%)	Change in gross profit margin point (% point)
	Gross profit (RMB Million)	Gross profit margin (%)	Gross profit (RMB Million)	Gross profit margin (%)		
Footwear	2,538.3	42.8	1,998.5	39.6	27.0	3.2
Apparel	1,577.2	40.6	1,146.8	38.7	37.5	1.9
Accessories	62.4	31.6	53.1	32.9	17.4	-1.3
<b>Total</b>	<b>4,177.9</b>	<b>41.7</b>	<b>3,198.4</b>	<b>39.1</b>	<b>30.6</b>	<b>2.6</b>

The Group's overall gross profit margin increased by 2.6 percentage points to 41.7% (2020: 39.1%). The increase in the overall gross profit margin was mainly contributed by the margin contributions from product innovations and product offerings; and inventory buy-back of fourth-quarter 2019 and first-quarter 2020 products which were subsequently donated or resold at a lower gross profit margin during the first half of 2020 provided a lower base of comparison.

### Gross Profit and Gross Profit Margin Breakdown by Brand Nature

The following table sets out the gross profit and gross profit margin by brand nature for the year:

For the year ended 31 December

	2021		2020		Change in gross profit (%)	Change in gross profit margin point (% point)
	Gross profit (RMB Million)	Gross profit margin (%)	Gross profit (RMB Million)	Gross profit margin (%)		
Mass market	3,664.4	41.4	2,761.5	38.9	32.7	2.5
Athleisure	432.6	44.6	407.0	40.7	6.3	3.9
Professional sports	80.9	40.3	29.9	41.6	171.1	-1.3
<b>Total</b>	<b>4,177.9</b>	<b>41.7</b>	<b>3,198.4</b>	<b>39.1</b>	<b>30.6</b>	<b>2.6</b>

## MANAGEMENT DISCUSSION AND ANALYSIS

### Other Income and Gains, net

For the year ended 31 December 2021, other income and gains, net of the Group mainly represented the subsidy income from the PRC government, which amounted to approximately RMB170.7 million (2020: RMB170.5 million); the income derived from financial investments, term deposits and structured bank deposits was approximately RMB79.8 million (2020: RMB96.6 million), which was the interest income derived from treasury deposit products. The decrease of other income and gains, net of approximately RMB8.5 million, which was mainly due to the decrease in interest income of approximately RMB16.8 million, which primarily caused by the decrease in term deposits and structured bank deposits and offset by the increase of the dividend income from an equity investment designated at FVOCI approximately RMB9.5 million.

### Selling and Distribution Expenses

For the year ended 31 December 2021, the Group's selling and distribution expenses amounted to approximately RMB1,891.5 million (2020: RMB1,537.3 million), representing approximately 18.9% (2020: 18.8%) of the Group's total revenue. The increase in selling and distribution expenses of approximately RMB354.2 million, which was mainly arising from the increase in advertising and promotional costs and staff costs. The advertising and promotional costs for the year amounted to approximately RMB1,019.7 million (2020: RMB917.1 million), representing approximately 10.2% (2020: 11.2%) of the Group's total revenue. The increase in the advertising and promotional costs was mainly due to the brand promotion and increase in new celebrity spokespersons and professional athletes sponsorship.

### General and Administrative Expenses

For the year ended 31 December 2021, the Group's general and administrative expenses amounted to approximately RMB1,189.1 million (2020: RMB1,050.3 million), which represented approximately 11.9% (2020: 12.9%) of the Group's total revenue. The increase in general and administrative expenses was mainly attributed to:

- (1) an increase in staff costs and equity-settled share awards expense (2021: RMB461.2 million; 2020: RMB345.8 million); and
- (2) an increase in R&D cost — the R&D cost for the year amounted to approximately RMB252.2 million (2020: RMB223.5 million), representing approximately 2.5% (2020: 2.7%) of the Group's total revenue. The R&D cost was mainly related to the salary costs of the research and design team, material costs for research and development of new products and equipment costs for new production technology.

### Net Finance Costs

The total net finance cost of the Group for the year ended 31 December 2021 amounted to approximately RMB63.2 million (2020: RMB139.5 million). The decrease in net finance costs was mainly due to the fair value gain on interest rate swaps amounted to RMB12.4 million (2020: a fair value loss of RMB23.0 million) and an increase in bank interest income to RMB21.4 million (2020: RMB4.3 million) which was primarily caused by the increase in time deposits during the year, and the decrease in interest expenses on discounted bills receivables (2021: RMB33.4 million; 2020: RMB49.5 million) and on bank loans (2021: RMB40.5 million; 2020: RMB58.9 million).

## MANAGEMENT DISCUSSION AND ANALYSIS

### Operating Profit and Operating Profit Margin Breakdown

The following table sets out the contributions to the operating profit and operating profit margin for the year:

For the year ended 31 December

	2021		2020		Change in operating profit/(loss) (%)	Change in operating profit/(loss) margin (% point)
	Operating profit/(loss) (RMB Million)	Operating profit/(loss) margin (%)	Operating profit/(loss) (RMB Million)	Operating profit/(loss) margin (%)		
Mass market	1,607.6	18.2	1,106.3	15.6	45.3	2.6
Athleisure	(87.7)	(9.0)	(103.8)	(10.4)	-15.6	1.4
Professional sports	(40.2)	(20.0)	(30.0)	(41.7)	34.4	21.7
	1,479.7	14.8	972.5	11.9	52.2	2.9
Corporate	(83.5)	N/A	(54.3)	N/A	53.8	N/A
Total	1,396.2	13.9	918.2	11.2	52.1	2.7

The operating profit margin increased by 2.7 percentage points due to the increase in operating profit from mass market and the decrease in operating losses arising from athleisure during the year.

### Income Tax Expenses

Income tax provision of the Group for the year ended 31 December 2021 was approximately RMB397.4 million (2020: RMB256.6 million). The income tax provision included profit tax provision relating to operating companies, which amounted to approximately RMB377.8 million (2020: RMB254.6 million). Also, there were an over-provision of income tax of approximately RMB15.5 million (2020: RMB0.6 million), and a deferred tax amounting to RMB38.0 million (2020: RMB17.7 million) due to the provision of withholding tax as the Company holds certain PRC subsidiary companies which have retained profits that can be distributed to the Company in the future.

### Profit Attributable to Ordinary Equity Holders and Net Profit Margin

For the year ended 31 December 2021, the profit attributable to ordinary equity holders was approximately RMB908.3 million (2020: RMB513.0 million), representing an increase of 77.1% over last year. The increase was mainly due to the increase in operating profit during the year.

The Group's net profit margin amounted to 9.1% (2020: 6.3%).

# MANAGEMENT DISCUSSION AND ANALYSIS

## Dividend

The Group maintained a high level of cash and bank balances. The Board continued to maintain high shareholders' dividend return and therefore recommended a final dividend of HK13.5 cents per Share (2020: a final dividend of HK7.5 cents per Share). The proposed final dividend will be offered with a scrip dividend option to the Shareholders, which will allow them to receive new shares of the Company in lieu of cash. Participation in the scrip dividend scheme will be optional. The scrip dividend scheme is subject to the Hong Kong Stock Exchange's granting the listing of and permission to deal in the new Shares to be issued pursuant thereto. A circular containing details of this scrip dividend scheme will be dispatched to the Shareholders for the scrip dividend. Together with the interim dividend of HK11.5 cents (2020: HK6.5 cents) per Share payable in cash with a scrip dividend alternative, the total dividend for 2021 is HK25.0 cents (2020: HK14.0 cents), equivalent to a dividend payout ratio of 60.0% (2020: 60.0%).

## Working Capital Cycle

For the year ended 31 December 2021, the Group's overall working capital turnover days was 64 days (2020: 87 days).

### For the year ended 31 December

<b>WORKING CAPITAL TURNOVER DAYS</b>	<b>2021 Days</b>	<b>2020 Days</b>	<b>Changes Days</b>
Inventories	77	74	+3
Trade receivables	107	120	-13
Trade payables	120	107	+13
Overall working capital turnover days	64	87	-23

The turnover days for trade receivables decreased by 13 days, while the turnover days for inventories and trade payables increased by 3 days and 13 days respectively resulting in an decrease in overall working capital turnover days by 23 days.

## Bills Receivables

In order to have more flexibilities in utilising working capital facilities, the Group utilised the acceptance and usage of bills receivables. As of 31 December 2021, the bills receivables amounted to approximately RMB391.0 million (2020: RMB475.5 million). For the year ended 31 December 2021, the number of turnover days of bills receivables was 16 days (2020: 18 days).

## MANAGEMENT DISCUSSION AND ANALYSIS

### Liquidity and Capital Resources

As of 31 December 2021, the Group's cash and cash equivalents amounted to RMB3,929.8 million (2020: RMB3,471.9 million), representing an increase of RMB457.9 million. This was mainly attributable to:

- (a) net cash inflow from operating activities that amounted to RMB701.3 million, which was due to the cash generated from operations of RMB1,083.3 million, but offset by the payment of income and withholding tax amounting to RMB329.4 million and the payment of net interest expenses of RMB52.6 million;
- (b) net cash outflow from investing activities that amounted to RMB328.6 million, which was mainly due to the purchase of property, plant and equipment and leasehold land of RMB661.5 million and the increase in investment in associates of RMB154.7 million but partially offset by the decrease in pledged deposits of RMB404.0 million and the income from financial assets at fair value through profit or loss, term deposits and structured bank deposits of RMB79.8 million; and
- (c) net cash inflow from financing activities that amounted to RMB96.3 million, which was mainly due to the proceeds from issue of convertible bonds of RMB822.7 million but partially offset by the dividends paid amounting to RMB356.4 million and the net repayment of bank borrowings amounting to RMB311.6 million.

The net cash and cash equivalents (including pledged deposits and term deposits minus bank borrowings and convertible bonds) were approximately RMB1,925.4 million as at 31 December 2021 (2020: RMB2,251.4 million).

	2021 RMB million	2020 RMB million
Cash and cash equivalents	3,929.8	3,471.9
Bank deposits	533.3	937.3
Total bank deposits and bank balances	4,463.1	4,409.2
Less: Bank borrowings	(1,780.2)	(2,157.8)
Less: Convertible bonds	(757.5)	–
Net cash and cash equivalents	1,925.4	2,251.4

As of 31 December 2021, the Group's gearing ratio was 17.4% (2020: 17.2%), which is defined as the total bank borrowings and convertible bonds divided by the Group's total assets.

As of 31 December 2021, the total assets of the Group amounted to RMB14,615.4 million (2020: RMB12,571.7 million), represented by non-current assets of RMB4,183.0 million (2020: RMB3,544.4 million) and current assets of RMB10,432.4 million (2020: RMB9,027.3 million). The total liabilities of the Group amounted to RMB6,633.0 million (2020: RMB5,273.0 million), represented by non-current liabilities of RMB2,580.0 million (2020: RMB1,938.7 million) and current liabilities of RMB4,053.0 million (2020: RMB3,334.3 million). The total non-controlling interests of the Group amounted to RMB53.1 million (2020: RMB75.4 million). Hence, the total net assets of the Group amounted to RMB7,982.4 million (2020: RMB7,298.7 million), representing an increase of 9.4%. Net assets per Share as at 31 December 2021 were approximately RMB3.03 (2020: RMB2.87), representing an increase of 5.6%.



## MANAGEMENT DISCUSSION AND ANALYSIS

### Impairment for Trade Receivables

During the year ended 31 December 2021, the Group recorded an impairment for trade receivables amounted to RMB0.9 million (2020: RMB35.7 million).

### Impairment Provision for Inventories

During the year ended 31 December 2021, the Group recorded an write-back of provision for inventories amounted to RMB21.6 million (2020: an impairment provision for inventories amounted to RMB23.0 million).

### Commitments

Details of the Group's commitments are stated in note 38 of the financial statements.

### Contingent Liabilities

As of 31 December 2021, the Group did not have any material contingent liabilities.

### Charge of Assets

Save as disclosed in notes 13, 23 and 27 of the financial statements relating to certain amounts of properties and bank deposits pledged to secure certain bank loans, none of the Group's assets were pledged as at 31 December 2021.

### Foreign Currency Risks

The Group mainly operates in the PRC with most of its transactions settled in RMB. The Group's assets and liabilities, and transactions arising from operation are mainly denominated in RMB. Accordingly, it is believed that the Group does not have any material foreign currency risks that would affect its operation. However, the management team will continue to monitor foreign currency risks and adopt prudent measures as appropriate.

### Interest Rate Risks

Interest on bank borrowings is mainly charged at floating rates. To mitigate the exposures to floating interest rate risk, the Group in 2020 had entered into various interest rate swap contracts at an aggregate notional amount of HK\$1,440 million (equivalent to approximately RMB1,176.5 million) (2020: HK\$1,440 million) with fixed swap rates ranging from 0.88% to 1.18% per annum.

### Significant Investments and Material Acquisitions and Disposals of Subsidiaries

During the year, the Group did not have any significant investments or acquisitions or sales of subsidiaries. No plans have been authorized by the Board for any material investments or additions of capital assets as at the date of this annual report.

## MANAGEMENT DISCUSSION AND ANALYSIS

### Acquisition of Property by a wholly-owned Subsidiary

On 5 February 2021, Shanghai Xtep Sports Products Co., Ltd. (上海特步體育用品有限公司), a wholly-owned subsidiary of the Company, being the purchaser, and an independent third party, being the vendor, entered into the letter of intent in connection with the acquisition of the property situated at Tower E, Land Lot 19-02, Qibao Eco-commercial Park, Alley 1699, Xinzhen Road, Minxing District, Shanghai, PRC (上海市閔行區新鎮路1699弄七寶生態商務園區19-02地塊E棟) and the 80 parking spaces at the basement of the property at a total consideration of RMB463,600,000.

Formal sales agreements for the acquisition of all units of the property and the parking spaces were entered into between the parties on 16 August 2021 and 15 November 2021, respectively. For details, please refer to the announcements of the Company dated 5 February 2021, 9 February 2021, 16 August 2021 and 15 November 2021.

### Human Resources

As of 31 December 2021, the Group had approximately 8,500 employees (31 December 2020: 8,000 employees). The Group provides introductory orientation programs and continuous training to its employees. Topics covered included industry knowledge, technology and product knowledge, industry quality standards and work safety standards to enhance the service quality and standards of our staff. The Group will strive to strengthen human resources management to provide strong support for the development of its business through staff recruitment initiatives, optimization of the organizational structure and promotion of our corporate culture to ensure that it can maintain sustainable development in the future.

# INVESTOR RELATIONS REPORT

## Delivering long-term value to shareholders

We adhere to the highest standard of investor relations management and strive to maintain a long-term stable relationship with shareholders and investors. Through multiple physical and virtual channels, we timely disseminate accurate and comprehensive information about the Group to investors with the aim of engaging in an effective and bidirectional communication with them. Meanwhile, we uphold an open and candid attitude to listen to the views from the capital market and relay the feedback to our senior management and Board of Directors regularly. During the year, we successfully broadened the investor base and enhanced investors' understanding and recognition of our business strategies as reflected in the soaring share price to historical high, generating attractive returns for the shareholders.

The Board of Directors and senior management have shown tremendous support for the investor relations program. Together with the investor relations team, they have participated heavily in the communication with the capital market and have frequently attended investor events to maintain an open dialogue with both local and overseas investors.

## Adaptive measures to navigate through the prolonged pandemic

Physical events around the world continued to face severe disruption from the COVID-19 pandemic in 2021. Through the support of various digital platforms, we deployed alternative multichannel to maintain constant dialogue with investors when social distancing guidelines took hold while providing them with full, transparent and timely disclosure of information. For instance, the financial results announcements in March and August as well as the Group's first Investor Day in September were hosted through teleconference and live webcast. The Investor Day represented a huge step forward in our devotion to demonstrate the Group's investment value to investors, orchestrating a solid plan that leads to sustainable growth. Financial information, presentations, and webcasts were then updated and uploaded to our corporate website promptly to enable instant and easy access from any device.



In addition to attending virtual conferences and non-deal roadshows, we also fostered innovation in our investor relations program. A virtual reverse roadshow was held with our brokers in May via Zoom for European investors to visit Saucony's retail store and products in Shanghai, keeping foreign investors updated with the latest development of the new brand without traveling. The event received very positive feedback and we will continue to drive creativity in investor communication especially during the pandemic.

# INVESTOR RELATIONS REPORT

## Close engagement with institutional investors

**31** analyst coverage



**40** physical and virtual investor conferences



physical and virtual meetings **432**



physical and virtual non-deal roadshows **30**



**4** financial results briefings, annual general meeting and investor day



**28** physical and virtual reverse roadshows



## Investor conferences and non-deal roadshows

During the year, we participated in physical and virtual non-deal roadshows and investor conferences which covered the cities where majority of the institutional investors are located, such as North America, Europe and Asia-Pacific, including but not limited to Mainland China, Hong Kong, Japan, Korea, Singapore, Thailand and Taiwan.



**40**  
investor conferences



**30**  
non-deal roadshows

# INVESTOR RELATIONS REPORT

## List of investor conferences attended during the year:

Date	Event	Format
Jan 2021	Jefferies China Consumer Virtual Corporate Access Days 2021	Virtual
Jan 2021	Goldman Sachs Virtual Greater China Corporate Day 2021	Virtual
Jan 2021	Northeast Securities Strategy Summit	Virtual
Mar 2021	24 <sup>th</sup> Credit Suisse Asian Investment Conference	Virtual
May 2021	Daiwa Consumer & Gaming Conference	Virtual
May 2021	Guosen Securities Mid-Term Conference	Virtual
May 2021	JP Morgan's Asia Consumer 1x1 Forum 2021	Virtual
May 2021	Huatai USA China Sportswear and Apparel Corporate Access Day	Virtual
May 2021	BOCI Consumer Corporate Day	Virtual
May 2021	BofA 2021 Innovative China Conference	Virtual
Jun 2021	Credit Suisse Asia Consumer Corporate Day	Virtual
Jun 2021	CITICS Mid-Term Conference	Virtual
Jun 2021	Goldman Sachs Greater China Consumer Corporate Day	Virtual
Jun 2021	Everbright Zhixin 2021 Investment Exchange Conference	Virtual
Jun 2021	Industrial Securities Mid-Term Conference 2021	Virtual
Jun 2021	Citi China Consumer Corporate Day 2021	Virtual
Jun 2021	ICBCI China Investment Summit	Virtual
Jun 2021	Haitong Securities Strategy Summit	Virtual
Jul 2021	Guosheng Securities Mid-Term Strategy Summit	Virtual
Jul 2021	CICC 2021 Consumer Forum	Virtual
Aug 2021	Nomura China Investor Forum 2021	Virtual
Sep 2021	ICBCI 3 <sup>rd</sup> Consumer Corporate Day	Virtual
Sep 2021	28 <sup>th</sup> Annual CITIC CLSA Flagship Investors' Forum	Virtual
Oct 2021	CMBI Consumer Corporate Weeks	Virtual
Nov 2021	Goldman Sachs China Conference 2021	Virtual
Nov 2021	12 <sup>th</sup> Credit Suisse China Investment Conference	Virtual
Nov 2021	Everbright 2022 Investment Strategy Conference	Virtual
Nov 2021	BofA 2021 China Conference	Virtual
Nov 2021	CMS 2021 Consumer Corporate Day	Physical — Hong Kong
Nov 2021	CICC 2021 Investment Forum	Virtual
Nov 2021	Zheshang 2021 Strategy Summit	Virtual
Nov 2021	Guotai Junan Annual Capital Market Conference	Virtual
Nov 2021	Haitong Strategy Summit	Virtual
Dec 2021	Nomura Investment Forum 2021	Virtual
Dec 2021	TF Securities Annual Strategy Conference	Virtual
Dec 2021	BOCI China Annual Strategy Conference	Virtual
Dec 2021	Huatai 2021 Strategy Summit	Physical — Hong Kong
Dec 2021	GF Securities 2022 Annual Strategy Conference	Virtual
Dec 2021	Guosen Securities Shenzhen Annual Strategy Conference	Virtual
Dec 2021	Zheshang Beijing Strategy Conference	Virtual

## Reverse roadshows

During the year, we organized 28 reverse roadshows for our analysts and investors to deepen their understanding of the sales fair, Xiamen headquarters' operations, first running research laboratory in Mainland China and new retail experiences in the Run Clubs and retail stores.



Site visit to our running laboratory in Xiamen in May 2021



Site visit to our Running Club in Xiamen in March 2021

# INVESTOR RELATIONS REPORT

## Major awards and recognitions

### IR Magazine Forum & Awards Greater China



#### IR Magazine

- Best IR Company (Consumer Discretionary Sector)
- Best Annual Report (Mid-Cap)



### HKIRA 7<sup>th</sup> IR Awards 2021



#### Hong Kong Investor Relations Association

- Overall Best IR Company Award (Small Cap)
- Best IR by Chairman/CEO (Small Cap)
- Best IR by CFO (Small Cap)
- Best IRO (Small Cap)
- Best IR Team (Small Cap)
- Best Investor Meeting (Small Cap)
- Best Annual Report (Small Cap)



### Hong Kong Corporate Governance and ESG Excellence Awards 2021



#### The Chamber of Hong Kong Listed Companies and the Centre for Corporate Governance and Financial Policy, Hong Kong Baptist University

- Honorable Mention of ESG Excellence (Hang Seng Composite Index Constituent Companies)



### China Excellent IR Annual Selection



#### RoadShow China

- Best Information Disclosure Award

### Golden Hong Kong Stock Award 2020



#### Zhitong Finance and Hithink RoyalFlush Finance

- Best IR Team Award

## Information for Investors

### Share information

Company name: Xtep International Holdings Limited	Basic earnings per Share for 2021:
Listing: Hong Kong Stock Exchange	• Interim: RMB17.1 cents
Stock code: 1368	• Final: RMB36.4 cents
Listing date: 3 June 2008	Dividend per Share for 2021:
Board lot size: 500 shares	• Interim: HK11.5 cents
Number of issued shares as at 31 December 2021:	• Final: HK13.5 cents
2,630,318,746	• Full year total: HK25.0 cents
Market capitalization as at 31 December 2021:	
HK\$34,194,143,698	
Index constituent:	
• Hang Seng Composite Index Series	
• MSCI Emerging Market Small Cap Index	
• MSCI All Country Far East Ex Japan Small Cap Index	
• MSCI China Small Cap Index	

### Key dates for investors

16 March 2022	2021 annual results announcement
29 April to 6 May 2022	Closure of register of members (for determination of Shareholders who are entitled to attend and vote at annual general meeting) (both days inclusive)
6 May 2022	Annual general meeting
11 May 2022	Dividend ex-entitlement for Shares
13 May to 17 May 2022	Closure of register of members (for determination of final dividend entitlement) (both days inclusive)
30 June 2022	Proposed payment of 2021 final dividend

### Registrar & Transfer Offices

*Cayman Islands Principal*  
Suntera (Cayman) Limited  
Suite 3204, Unit 2A, Block 3  
Building D, P.O. Box 1586  
Gardenia Court, Camana Bay  
Grand Cayman, KY1-1100, Cayman Islands

*Hong Kong Branch*  
Computershare Hong Kong Investor Services Limited  
Shops 1712–1716  
17/F, Hopewell Centre  
183 Queen's Road East  
Wanchai, Hong Kong

### Enquiries

For information about the Group, please visit our corporate website:

[www.xtep.com.hk](http://www.xtep.com.hk)

or contact our Investor Relations and Corporate Communications Department:

Unit A, 27/F, Tower A  
Billion Centre, 1 Wang Kwong Road  
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Tel: (852) 2152 0333  
Fax: (852) 2153 0330  
Investors enquiries: [ir@xtep.com.hk](mailto:ir@xtep.com.hk)  
Media enquiries: [media@xtep.com.hk](mailto:media@xtep.com.hk)  
General enquiries: [general@xtep.com.hk](mailto:general@xtep.com.hk)

# DIRECTORS AND SENIOR MANAGEMENT



## Directors

### Executive Directors

**Mr. Ding Shui Po (丁水波)**, aged 51, is the founder, chairman and chief executive officer of the Group. Mr. Ding has over 30 years of experience in the sportswear industry and is primarily responsible for the overall corporate strategies, planning and business development of the Group. Mr. Ding founded the Group in 1999 and is currently also the chairman of the Board of Directors and the president of various subsidiaries of the Group.

Mr. Ding participated in entrepreneurship programs offered by Peking University (北京大學) and Tsinghua University (清華大學) in 2004 and 2006, respectively, and studied for the China CEO/Finance CEO Program offered by Cheung Kong Graduate School of Business (長江商學院) in 2011. He also completed the CEO Program of the China Europe International Business School (中歐國際工商學院) and the EMBA program offered by Xiamen University (廈門大學) in 2014 respectively. He started attending China Europe International Business School's Sport and Leisure Management Program in 2015, Shanghai Advanced Institute of Finance's "CEO Program: Leading the Future" in 2016, Harvard University's "Global CEO Program" in 2018 and Executive Education — SEM-Tsinghua University's "Seventh Class of Entrepreneur Scholar Program" in 2019. He is a brother of Ms. Ding Mei Qing and Mr. Ding Ming Zhong.

Mr. Ding personally obtained the following awards in the past 10 years:

Year	Award
2011	The "Seeding of Hope, Contribution to Brightness" medal, presented by All-China Federation of Returned Overseas Chinese
2011	Most Innovative Entrepreneur of Quanzhou City
2013	Quanzhou Top Talent
2013	Outstanding Contribution Award on Community Donation by a Businessman in the Private Sector in Fujian Province
2013	Outstanding Contribution Award on Western Taiwan Straits Economic Zone Construction
2013	Top Ten Outstanding Young Persons in Quanzhou
2015	2nd China Footwear Industry Ceremony — Annual Leading Figure of 2015
2016	Top Ten Teaching Entrepreneurs in China 2016 presented by Enterprise Education Top 100 in China Committee
2016	Outstanding Entrepreneur in China 2015–2016 presented by China Enterprise Confederation
2017	Next Generation Education and Charity Motivation Award 2017 by the China Next Generation Education Foundation
2018	China Footwear Grand Ceremony 2018, 40th anniversary of the Chinese Economic Reform — Ingenious Person Award
2019	2019 Outstanding Builder of Non-public Sector of Economy in Fujian Province
2019	Awarded the "Person of Year in Sportswear Industry" Award
2019	2019 Annual Charity Figure Award (the 9th China Philanthropy Festival)
2020	2020 Annual Charity Figure Award (the 10th China Philanthropy Festival)
2020	Enlisted in the 2020 China's Top 500 Brand figures
2020	Enlisted in the 2020 Forbes China Philanthropy List
2022	Awarded the 2021 Top Ten Person of the Economic Year in China (Sina Finance)

## DIRECTORS AND SENIOR MANAGEMENT

Mr. Ding held the following public offices in the past 10 years:

<b>Year</b>	<b>Public Office</b>
2011	Founding Chairman of the Hong Kong China Chamber of Commerce
2013	Committee Member of the 11th Fujian Provincial Committee of the Political Consultative Conference
2013	Executive Vice President of the 4th Congress of the China Federation of Overseas Chinese Entrepreneurs
2014	Chairman of the 2nd World Quanzhou Youth Friendship Association
2015	Committee Member of Marathon Committee of Chinese Athletic Association
2016	Chief Expert in the Sportswear Industry, for the Sports Economy Research Center of the Research Institute of Sports Science of the General Administration of Sport of China
2017	Deputy Director of Marathon Committee of Chinese Athletic Association
2017	Permanent Honorary Chairman of the Fourth Session of the Board of Education Fund Council of Quanzhou City
2018	Deputy President of the Seventh Session of the Board of the China National Garment Association
2018	Vice-Chairman of the China Next Generation Education Foundation
2019	Honorary President of Quanzhou Business Development Association
2019	Specially Invited Vice President of Chinese Athletic Association
2021	The Fourteenth Vice-chairman of Xiamen Industrial and Commercial Association (General Chamber of Commerce)

## DIRECTORS AND SENIOR MANAGEMENT



**Ms. Ding Mei Qing (丁美清)**, aged 49, is an executive Director of the Company and the group vice president of the Group. Ms. Ding has over 20 years of experience in the sportswear industry, and is primarily responsible for the management of the product design and development as well as supply chains business of the Group. She is mainly responsible for consolidating the position and reputation of the footwear category in the industry, and is directly responsible for product innovation, research and development of technical standards, flexible supply chain platforms, intelligent manufacturing, vertical auxiliary systems and information technology and intelligent management. She is also a deputy general manager, a director and a vice president of various subsidiaries. Ms. Ding is the sister of Mr. Ding Shui Po and Mr. Ding Ming Zhong.



**Mr. Ding Ming Zhong (丁明忠)**, aged 45, is an executive Director of the Company and the group vice president of the Group. He has over 20 years of experience in the sportswear industry and is primarily responsible for the management of the accessories business of the Group. Mr. Ding joined the Group in 1999 and is currently also a deputy general manager and a vice president of various subsidiaries of the Group. Mr. Ding participated in entrepreneurship programs offered by Peking University (北京大學) and Tsinghua University (清華大學) in 2004 and 2006, respectively. He is a brother of Mr. Ding Shui Po and Ms. Ding Mei Qing.

## DIRECTORS AND SENIOR MANAGEMENT



### Independent Non-executive Directors

**Mr. Tan Wee Seng (陳偉成)**, aged 66, is an independent non-executive Director and chairman of the audit committee and sustainability committee of the Company. He is an independent non-executive director and chairman of the audit committee of Sa Sa International Holdings Limited, an independent non-executive director and chairman of the remuneration committee of Health and Happiness (H&H) International Holdings Limited, an independent non-executive director and chairman of the audit committee of CIFI Holdings (Group) Company Limited, and an independent non-executive director, chairman of the audit committee and remuneration committee of Shineroad International Holdings Limited, all of these companies are listed on the Main Board of the Hong Kong Stock Exchange. He is also an independent director and chairman of the audit committee of ReneSola Ltd. whose shares are listed on the NYSE, and a board member of Beijing City International School, an academic institution in Beijing. Mr. Tan has been an independent director and chairman of audit committee for Sinopharm Group Company Limited from September 2014 to September 2020 listed on Hong Kong Stock Exchange Main Board and 7 Days Group Holdings Limited listed on the NYSE from November 2009 to July 2013 until it was privatized. Mr. Tan was also the chairman of special committee for privatization of the 7 Days Group Holdings Limited from October 2012 to July 2013.

Mr. Tan has over 40 years of experience in financial management, corporate finance, merger and acquisition, business management and strategy development. He has also held various management and senior management positions in a number of multi-national and Chinese corporations. From 2003 to 2008, he was an executive director, chief financial officer and company secretary of Li Ning Company Limited, the shares of which are listed on the Main Board of the Hong Kong Stock Exchange. From 1999 to 2002, he was the senior vice president of Reuters for China, Mongolia and North Korea regions, and the chief representative of Reuters in China. Prior to that, he had served as the managing director of AFE Computer Services Limited, a Reuters subsidiary in Hong Kong mainly engaged in domestic equity and financial information services, and as the director of Infocast Pty Limited, a Reuters subsidiary in Australia and as the regional finance manager of Reuters East Asia. Mr. Tan is a professional accountant and a fellow member of both the Chartered Institute of Management Accountants in the United Kingdom and the Hong Kong Institute of Directors.

## DIRECTORS AND SENIOR MANAGEMENT



**Dr. Bao Ming Xiao (鮑明曉)**, aged 60, has over 34 years of experience in physical education. Dr. Bao was a professor of physical education theory at the Capital Institute of Physical Education from 1998 to 2000. He has been a researcher and the chairman of the Research Center of Physical Education Sociology and Science at the Research Institute of Physical Education and Science (體育科學研究所體育社會科學研究中心) of the General Administration of Sport of China (國家體育總局) since 2001. In 2011, Dr. Bao was appointed as deputy chairman of the Second Sport Committee of China Sport Science Society (中國體育科學學會). Dr. Bao graduated from Anhui Normal University (安徽師範大學) with a bachelor's degree in physical education in 1983. Dr. Bao then obtained a master's degree in education and a doctoral degree in education from Shanghai University of Sport (上海體育學院) in 1988 and 2005, respectively. Dr. Bao was appointed as director of the China Sports Economy Research Center (中國體育經濟研究中心) in 2016 and was appointed as the head of China Sports Policy Research Institute (中國體育政策研究院) in 2018.



**Dr. Wu Ka Chee, Davy (胡家慈)**, aged 53, is an independent non-executive Director and chairman of the remuneration committee of the Company. He is currently a senior lecturer of the Department of Accountancy and Law at The Hong Kong Baptist University, where he has been employed since September 1999. Dr. Wu is an independent non-executive director and the chairman of each of the Nomination Committee and the Remuneration Committee of Goal Rise Logistics (China) Holdings Limited, a company listed on the Main Board of the Stock Exchange (stock code: 1529). Dr. Wu was an independent non-executive director of Wan Leader International Limited, a company listed on GEM of the Stock Exchange (stock code: 8482), from August 2018 to March 2021.

Dr. Wu attained a doctorate degree in law in December 2003, a postgraduate certificate in law in June 1994 and a bachelor's degree in law in November 1993, all from The University of Hong Kong. He also obtained a master's degree in business administration from The Hong Kong Polytechnic University in November 2013. He is a co-author of the Guide to Corporate Governance for Subvented Organisations, the second edition of which was published by the Hong Kong Government in June 2015.

From 2006 to 2012, he was a member of the Advisory Group on Share Capital, Distribution of Profits and Assets and Charges Provisions for the rewrite of the Companies Ordinance (Chapter 622 of the laws of Hong Kong), on appointment by the Financial Services and Treasury Bureau of the Hong Kong Government. From 2011 to 2016, he was a member of the Advisory Group on Modernisation of Corporate Insolvency Law, also on appointment by the Financial Services and Treasury Bureau. He has been serving the Hong Kong Institute of Certified Public Accountants as a director of a professional diploma programme in insolvency since 2012.

## DIRECTORS AND SENIOR MANAGEMENT

### Senior Management

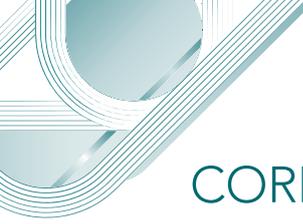
The senior management of the Company is composed of all the executive Directors of the Company, namely, Mr. Ding Shui Po, Ms. Ding Mei Qing and Mr. Ding Ming Zhong. Please refer to the above section headed “Executive Directors” for their biographical details.



### Company Secretary

**Mr. Yeung Lo Bun (楊鷺彬)**, aged 44, is the company secretary and authorized representative of the Company as well as the chief financial officer and group vice president of the Group. He is responsible for the overall financial and accounting affairs, treasury, merger and acquisition, investor relations and company secretarial matters of the Group. He has over 20 years of experience in the field of audit, corporate finance and financial management. Mr. Yeung joined the Group on 20 September 2010. Prior to joining the Group, Mr. Yeung worked in DaChan Food (Asia) Limited (stock code: 3999), a company listed on the Main Board of the Hong Kong Stock Exchange, from 2003 to 2010 and his last position was senior finance manager. Mr. Yeung also worked for an international audit firm from 2001 to 2003.

Mr. Yeung graduated from The University of Melbourne with a bachelor's degree in commerce in 2000. He is a fellow member of the Hong Kong Institute of Certified Public Accountants.



# CORPORATE GOVERNANCE REPORT

The Company is committed to the establishment of good corporate governance practices and procedures with a view to being a transparent and responsible organization that is open and accountable to the Shareholders. The Board strives to adhere to the principles of corporate governance and has adopted sound corporate governance practices to meet the legal and commercial standards, focusing on areas such as internal control, fair disclosure and accountability to all Shareholders to ensure the transparency and accountability of all operations of the Company. The Company believes that effective corporate governance is an essential factor for creating more value for its Shareholders. The Board will continue to review and improve the corporate governance practices of the Group from time to time to ensure that the Group is led by an effective Board, in order to optimize the returns for Shareholders.

## **Compliance with Corporate Governance Code**

Throughout the year ended 31 December 2021, the Company complied with all code provisions and, where appropriate, adopted the recommended best practices as set out in the Corporate Governance Code in force during the year, with the exception of code provision A.2.1 (chairman and chief executive).

Under code provision A.2.1 of the Corporate Governance Code, the roles of the chairman and chief executive should be separate and should not be performed by the same individual. The Group does not at present separate the roles of the chairman and the chief executive. Mr. Ding Shui Po is the chairman and chief executive officer of the Group. He has extensive experience in the sportswear industry and is responsible for the overall corporate strategies, planning and business management of the Group. The Board believes that vesting the roles of chairman and chief executive officer in the same individual is beneficial to the business prospects and management of the Group. The balance of power and authorities is ensured by the operation of the Board and the senior management, which is comprised of experienced and high caliber individuals. The Board currently consists of three executive Directors and three independent non-executive Directors and has a strong independence element in its composition.

## **Compliance with Model Code**

The Company has also adopted the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 of the Listing Rules as its code of conduct regarding securities transactions by the Directors. Having made specific enquiry with all Directors of the Company, all Directors have confirmed that they have complied with the required standards set out in the Model Code for the year ended 31 December 2021.

## **Board of Directors**

### **Board Composition**

As at 31 December 2021 and the date of this annual report, the Board is comprised of three executive Directors and three independent non-executive Directors.

# CORPORATE GOVERNANCE REPORT

The followings are the members of the Board:

## Executive Directors

Mr. Ding Shui Po (*Chairman and Chief Executive Officer*)

Ms. Ding Mei Qing

Mr. Ding Ming Zhong

## Independent Non-Executive Directors

Mr. Tan Wee Seng

Dr. Bao Ming Xiao

Dr. Wu Ka Chee, Davy

Among members of the Board, Mr. Ding Shui Po is the elder brother of Ms. Ding Mei Qing and Mr. Ding Ming Zhong. Save as disclosed herein, to the best knowledge of the Directors, there is no other financial, business or family relationship among the members of the Board.

All Directors have given sufficient time and attention to the affairs of the Group. Each executive Director is suitably qualified for his/her position, and has sufficient experience to hold the position so as to carry out his/her duties effectively and efficiently. Biographical information of the Directors is set out in the section headed "Directors and Senior Management" of this annual report.

## Meetings of the Board

Board meetings were held from time to time to discuss the business strategies of the Group, to monitor financial and operational performance, to approve the annual and interim results of the Group, and to discuss the corporate governance functions of the Board.

Directors may participate either in person or through electronic means of communications. The individual attendance record of each Director at the meetings of the Board and the general meetings during the year ended 31 December 2021 is set out below:

Name of Director	Attendance/Number of board meeting(s) held during a director's tenure	Attendance/Number of general meeting held during a director's tenure
<b>Executive Directors</b>		
Mr. Ding Shui Po	7/7	1/1
Ms. Ding Mei Qing	7/7	1/1
Mr. Ding Ming Zhong	7/7	1/1
<b>Independent Non-Executive Directors</b>		
Mr. Tan Wee Seng	7/7	1/1
Dr. Bao Ming Xiao	7/7	1/1
Dr. Wu Ka Chee, Davy (appointed on 7 May 2021)	4/4	0/0
Dr. Gao Xian Feng (retired on 7 May 2021)	3/3	1/1

All Directors are provided with relevant materials relating to the matters brought before the meetings. They have separate and independent access to the senior management and the company secretary of the Company at all times and may seek independent professional advice at the Company's expense. When queries are raised by Directors, steps would be taken to respond as promptly and as fully as possible. All Directors have the opportunity to include matters in the agenda of board meetings. Notices of at least 14 days of board meetings are given to the Directors and the board procedures comply with the articles of association of the Company, as well as relevant rules and regulations.

## Functions and Duties of the Board

The overall management of the Company's operations is vested in the Board. The Board carries out its functions according to the powers conferred upon it by the memorandum and articles of association of the Company which have been uploaded onto the websites of the Hong Kong Stock Exchange and the Company, and since the date of uploading, no significant change has been made.

The main functions and duties conferred on the Board include:

- management of the overall business and strategic development;
- deciding business plans and investment plans;
- convening general meetings and reporting to the Shareholders;
- exercising other powers, functions and duties conferred by the Shareholders in general meetings; and
- performing corporate governance duties in compliance with the terms of reference set out in the Corporate Governance Code.

The day-to-day management, administration and operations of the Company are delegated to the chief executive officer and the senior management of the Company. The delegated functions and work tasks are periodically reviewed. Approvals must be obtained from the Board prior to any significant transactions entered into by the aforesaid officers.

The Directors may have access to the advice and services of the company secretary of the Company to ensure that the board procedures, and all applicable rules and regulations, are followed. In addition, the Directors may, upon reasonable request, seek independent professional advice under appropriate circumstance at the Company's expenses. The Board shall resolve to provide separate, appropriate, independent and professional advice to the Directors to assist the relevant Directors in discharging their duties.

## Independent Non-Executive Directors

Independent non-executive Directors have played a significant role in the Board by bringing their independent judgement to the Board meeting and scrutinizing the Group's performance. Their views carry significant weight in the Board's decisions; in particular, they bring an impartial view to issues relating to the Group's strategy, performance and control. All independent non-executive Directors possess extensive academic, professional and industry expertise and management experience and have provided their professional advice to the Board. The independent non-executive Directors provide independent advice on the Group's business strategy, results and management to ensure that all interests of Shareholders are taken into account, and the interests of the Company and its Shareholders are protected.

The Board has three independent non-executive Directors in compliance with Rule 3.10(1) of the Listing Rules, which requires that every board of directors of a listed issuer must include at least three independent non-executive Directors. In addition, at least one independent non-executive Director, namely, Mr. Tan Wee Seng, possesses appropriate professional accounting qualifications or financial management expertise in accordance with Rule 3.10(2) of the Listing Rules. The Company has appointed three independent non-executive Directors, representing more than one-third of the Board, in compliance with Rule 3.10A of the Listing Rules.

# CORPORATE GOVERNANCE REPORT

The Company has received annual confirmations of independence from each of the existing independent non-executive Directors in accordance with Rule 3.13 of the Listing Rules. Based on the contents of such confirmations, the Company considers that all the independent non-executive Directors are independent and that they have met the specific independence guidelines as set out in Rule 3.13 of the Listing Rules.

## Training and Support for Directors

All Directors must keep abreast of their collective responsibilities. Any newly appointed Director would receive an induction package covering the Group's operations, businesses, governance policies and the statutory regulatory obligations and responsibilities of a director of a listed company.

The Directors have been informed of the requirement under code provision A.6.5 of the Corporate Governance Code regarding continuous professional development. According to the records maintained by the Company, the current Directors received the following trainings with an emphasis on the roles, functions and duties of a director of a listed company in compliance with the requirement of the Corporate Governance Code on continuous professional development during the year ended 31 December 2021:

Name of Director	Corporate Governance/Updates on laws, rules and regulations		Accounting/Financial/Management or other professional skills	
	Read materials	Attended seminars/briefings	Read materials	Attended seminars/briefings
<b>Executive Directors</b>				
Mr. Ding Shui Po	✓	✓	✓	✓
Ms. Ding Mei Qing	✓	✓	✓	✓
Mr. Ding Ming Zhong	✓	✓	✓	✓
<b>Independent Non-Executive Directors</b>				
Mr. Tan Wee Seng	✓	✓	✓	✓
Dr. Bao Ming Xiao	✓	✓	✓	✓
Dr. Wu Ka Chee, Davy	✓	✓	✓	✓

## Directors' and Officers' Insurance

The Company has arranged appropriate insurance cover in respect of potential legal actions against its Directors and officers.

## Appointments and Re-Election of Directors

Each of the executive Directors and independent non-executive Directors has entered into a service contract with the Company for a specific term, and is subject to retirement by rotation and re-election at an annual general meeting at least once every three years in accordance with the articles of association of the Company.

The articles of association of the Company provide that any Director appointed by the Board to fill a casual vacancy in the Board shall hold office until the first general meeting of the Company after his/her appointment and be subject to re-election at such meeting, and any Director appointed by the Board as an addition to the existing Board shall hold office only until the next following annual general meeting of the Company and shall then be eligible for re-election.

## Chairman and Chief Executive

Mr. Ding Shui Po is the chairman and chief executive officer of the Group. He has extensive experience in the sportswear industry and is responsible for the overall corporate strategies, planning and business management of the Group. The Board believes that vesting the roles of chairman and chief executive officer in the same individual is beneficial to the business prospects and management of the Group. The balance of power and authorities is ensured by the operation of the Board and the senior management, which is comprised of experienced and high caliber individuals. The Board currently consists of three executive Directors and three independent non-executive Directors and has a strong independence element in its composition.

## Term of Appointment of Independent Non-executive Directors

Mr. Tan Wee Seng had entered into a service contract with the Company for an initial term of three years commencing on 29 March 2010. Dr. Bao Ming Xiao had entered into a service contract with the Company for an initial term of two years commencing on 21 December 2012. Dr. Wu Ka Chee, Davy had been appointed as an independent non-executive Director effective from 7 May 2021 and had entered into a service contract with the Company for an initial term of two years commencing on the same date.

All the service contracts of independent non-executive Directors are automatically renewed upon expiration and may be terminated by either party with a three-month's prior written notice.

## Board Committees

The Board has established the (i) Audit Committee, (ii) Remuneration Committee, (iii) Nomination Committee, and (iv) Sustainability Committee with defined terms of reference. The terms of reference of the board committees, which explain their respective role and the authority delegated to them by the Board, are available on the websites of the Company and the Hong Kong Stock Exchange. The board committees are provided with sufficient resources to discharge their duties and, upon reasonable request, are able to seek independent professional advice and other assistance under appropriate circumstances, at the Company's expenses.

### Audit Committee

The Audit Committee was established on 7 May 2008, in compliance with Rules 3.21 and 3.22 of the Listing Rules and with written terms of reference in compliance with the Corporate Governance Code. The Audit Committee consists of three members, namely, Mr. Tan Wee Seng, Dr. Bao Ming Xiao and Dr. Wu Ka Chee, Davy, all of whom are independent non-executive Directors. Dr. Gao Xian Feng, a former independent non-executive Director, was a member of the Audit Committee prior to his retirement on 7 May 2021. Dr. Wu Ka Chee, Davy has become a member of the Audit Committee since his appointment as an independent non-executive Director on 7 May 2021. The chairman of the Audit Committee is Mr. Tan Wee Seng, who has appropriate professional qualifications and experience in accounting matters. None of the members of the Audit Committee have any financial interest in or is a former partner of the existing external auditor of the Company, Ernst & Young.

The primary duties of the Audit Committee are to make recommendation to the Board on the appointment, re-appointment and removal of external auditor, review the financial statements and material advice in respect of financial reporting, and oversee the risk management and internal control procedures of the Company.

# CORPORATE GOVERNANCE REPORT

During the year ended 31 December 2021, the Audit Committee mainly performed the following duties:

- reviewed the Group's audited annual results for the year ended 31 December 2020 and the unaudited interim results for the six months ended 30 June 2021, met with the external auditors to discuss such interim results and annual results without the presence of the Company's management, and was of the opinion that the preparation of the relevant financial statements complied with the applicable accounting standards and requirements and that adequate disclosure has been made;
- reviewed the accounting principles and practices adopted by the Group, and recommended the appointment of the external auditors; and
- assisted the Board in meeting its responsibilities for maintaining an effective system of internal control and risk management.

During the year ended 31 December 2021, two meetings were held by the Audit Committee. The attendance record of each member of the Audit Committee at the meetings of the Audit Committee is set out below:

<b>Name of Director</b>	<b>Attendance/Number of Audit Committee meeting(s) held during a director's tenure</b>
Mr. Tan Wee Seng	2/2
Dr. Bao Ming Xiao	2/2
Dr. Wu Ka Chee, Davy (appointed on 7 May 2021)	1/1
Dr. Gao Xian Feng (retired on 7 May 2021)	1/1

There had been no disagreement between the Board and the Audit Committee during the financial year ended 31 December 2021.

## Remuneration Committee

The Remuneration Committee was established on 7 May 2008, with written terms of reference in compliance with the Corporate Governance Code. The Remuneration Committee consists of three members, namely Dr. Wu Ka Chee, Davy, Ms. Ding Mei Qing and Dr. Bao Ming Xiao, the majority of whom are independent non-executive Directors. Dr. Wu Ka Chee, Davy is the chairman of the Remuneration Committee. Dr. Gao Xian Feng, a former independent non-executive Director, was the chairman of the Remuneration Committee prior to his retirement on 7 May 2021. Dr. Wu Ka Chee, Davy has become the chairman of the Remuneration Committee since his appointment as an independent non-executive Director on 7 May 2021.

The primary duties of the Remuneration Committee are to make recommendations to the Board on the remuneration packages of individual executive Directors and senior management, including benefits in kind, pension rights and compensation payments (including any compensation payable for loss or termination of their office or appointment), and make recommendations to the Board on the remuneration of non-executive Directors.

During the year ended 31 December 2021, the Remuneration Committee mainly performed the following duties:

- reviewed the Group's remuneration policy and reviewed the remuneration package of the executive Directors and senior management for the year of 2021.

# CORPORATE GOVERNANCE REPORT

During the year ended 31 December 2021, three meetings were held by the Remuneration Committee. The attendance record of each member of the Remuneration Committee at the meeting of the Remuneration Committee is set out below:

<b>Name of Director</b>	<b>Attendance/Number of Remuneration Committee meeting held during a director's tenure</b>
Dr. Wu Ka Chee, Davy (appointed on 7 May 2021)	0/0
Dr. Gao Xian Feng (retired on 7 May 2021)	3/3
Ms. Ding Mei Qing	3/3
Dr. Bao Ming Xiao	3/3

## Nomination Committee

The Nomination Committee was established on 7 May 2008, with written terms of reference in compliance with the Corporate Governance Code. The Nomination Committee consists of three members, namely, Mr. Ding Shui Po, an executive Director and the chairman of the Board, and two independent non-executive Directors, namely, Mr. Tan Wee Seng and Dr. Wu Ka Chee, Davy. Dr. Gao Xian Feng, a former independent non-executive Director, was a member of the Nomination Committee prior to his retirement on 7 May 2021. Dr. Wu Ka Chee, Davy has become a member of the Nomination Committee since his appointment as an independent non-executive Director on 7 May 2021. Mr. Ding Shui Po is the chairman of the Nomination Committee.

The primary duties of the Nomination Committee are to review the structure, size and composition of the Board at least once a year and to identify individuals suitably qualified to become Board members and select or make recommendations to the Board on the selection of individuals nominated for directorships. In identifying suitable director candidates and making such recommendations to the Board, the Nomination Committee would also take into account various aspects of a candidate, including but not limited to his/her education background, professional experience, experience with the relevant industry and past directorships.

During the year ended 31 December 2021, the Nomination Committee mainly performed the following duties:

- reviewed the annual confirmations of independence submitted by the independent non-executive Directors and assessed their independence; and
- reviewed the structure, size and composition of the Board during the year of 2021.

The Nomination Committee will also give consideration to the Board Diversity Policy when identifying suitably qualified candidates to become members of the Board, and the Board will review the Board Diversity Policy on a regular basis to ensure its effectiveness.

A "Nomination Policy" for Directors was formally adopted and this incorporated the nomination criteria and principles for Directors that are set out in the Nomination Committee's terms of reference. The Nomination Policy applies to the directors of the Company and where applicable, senior management prepared for Board positions under the succession planning of the Company.

The Nomination Policy aims to (i) set out the criteria and process in the nomination and appointment of directors of the Company; (ii) ensure that the Board of the Company has a balance of skills, experience and diversity of perspectives appropriate to the Company; and (iii) ensure the Board continuity and appropriate leadership at Board level.

# CORPORATE GOVERNANCE REPORT

In evaluating and selecting any candidate for directorship, the following criteria should be considered:

- character and integrity;
- qualifications including professional qualifications, skills, knowledge and experience and diversity aspects under the Board Diversity Policy that are relevant to the Company's business and corporate strategy;
- any measurable objectives adopted for achieving diversity on the Board;
- requirement for the Board to have independent directors in accordance with the Listing Rules and whether the candidate would be considered independent with reference to the independence guidelines set out in the Listing Rules;
- any potential contributions the candidate can bring to the Board in terms of qualifications, skills, experience, independence and gender diversity;
- willingness and ability to devote adequate time to discharge duties as a member of the Board and/or Board committee(s) of the Company; and
- such other perspectives that are appropriate to the Company's business and succession plan and where applicable, may be adopted and/or amended by the Board and/or the Nomination Committee from time to time for nomination of directors and succession planning.

## Nomination Process

### Appointment of New Director

- i. The Nomination Committee and/or the Board may select candidates for directorship from various channels, including but not limited to internal promotion, re-designation, referral by other member of the management and external recruitment agents.
- ii. The Nomination Committee and/or the Board should, upon receipt of the proposal on appointment of new director and the biographical information (or relevant details) of the candidate, evaluate such candidate based on the criteria as set out above to determine whether such candidate is qualified for directorship.
- iii. If the process yields one or more desirable candidates, the Nomination Committee and/or the Board should rank them by order of preference based on the needs of the Company and reference check of each candidate (where applicable).
- iv. The Nomination Committee should then recommend to the Board to appoint the appropriate candidate for directorship, as applicable.
- v. For any person that is nominated by a shareholder for election as a director at the general meeting of the Company, the Nomination Committee and/or the Board should evaluate such candidate based on the criteria as set out above to determine whether such candidate is qualified for directorship.

Where appropriate, the Nomination Committee and/or the Board should make recommendation to shareholders in respect of the proposed election of director at the general meeting.

# CORPORATE GOVERNANCE REPORT

## Re-election of Director at General Meeting

- i. The Nomination Committee and/or the Board should review the overall contribution and service to the Company of the retiring director and the level of participation and performance on the Board.
- ii. The Nomination Committee and/or the Board should also review and determine whether the retiring director continues to meet the criteria as set out above.
- iii. The Nomination Committee and/or the Board should then make recommendation to shareholders in respect of the proposed re-election of director at the general meeting.

Where the Board proposes a resolution to elect or re-elect a candidate as director at the general meeting, the relevant information of the candidate will be disclosed in the circular to shareholders and/or explanatory statement accompanying the notice of the relevant general meeting in accordance with the Listing Rules and/or applicable laws and regulations.

## Board Diversity Policy

Pursuant to code provisions of the Corporate Governance Code, the Board approved a new board diversity policy (the "Board Diversity Policy") in August 2013. The Company recognises and embraces the benefits of diversity of Board members. While all Board appointments will continue to be made on a merit basis, the Company will ensure that the Board has a balance of skills, experience and diversity of perspectives appropriate to the needs of the Company's business. Selection of candidates will be based on a range of diversity perspectives, including but not limited to gender, age, cultural and educational background, experience (professional or otherwise), skills and knowledge.

During the year ended 31 December 2021, two meetings were held by the Nomination Committee. The attendance record of each member of the Nomination Committee at the meeting of the Nomination Committee is set out below:

<b>Name of Director</b>	<b>Attendance/Number of Nomination Committee meeting held during a director's tenure</b>
Mr. Ding Shui Po	2/2
Mr. Tan Wee Seng	2/2
Dr. Wu Ka Chee, Davy (appointed on 7 May 2021)	0/0
Dr. Gao Xian Feng (retired on 7 May 2021)	2/2

# CORPORATE GOVERNANCE REPORT

## Sustainability Committee

The Sustainability Committee was established on 1 January 2021 and consists of three members, namely Mr. Tan Wee Seng, Mr. Ding Shui Po and Ms. Ding Mei Qing, the majority of whom are executive Directors. Mr. Tan Wee Seng is the chairman of the Sustainability Committee.

The primary duties of the Sustainability Committee are to assist the Board in overseeing the Company's Environmental, Social and Governance ("ESG") initiatives. Supported by the Sustainability Working Group which comprises the heads of various business and operations units, the Board-level Sustainability Committee oversees the ESG management approach, the implementation progress of the ESG initiatives, the achievement of the KPIs that are set out under our long-term sustainability plan and communicates all ESG-related issues to internal and external stakeholders. It also monitors the Company's sustainability and ESG information reporting and disclosure in annual ESG report and advises the Board on all the matters in the applicable code provision(s) of the ESG Reporting Guide (Appendix 27) of the Listing Rules.

During the year ended 31 December 2021, two meetings were held by the Sustainability Committee. The attendance record of each member of the Sustainability Committee at the meeting of the Sustainability Committee is set out below:

<b>Name of Director</b>	<b>Attendance/Number of Sustainability Committee meeting held during a director's tenure</b>
Mr. Tan Wee Seng	2/2
Mr. Ding Shui Po	2/2
Ms. Ding Mei Qing	2/2

## Auditor's Remuneration

The Company has re-appointed Ernst & Young as its external auditor during the year ended 31 December 2021. The external auditor is refrained from engaging in non-audit services except for specific approved items, such as review of interim results of the Group. The Audit Committee reviews the external auditor's statutory audit scope and non-audit services and approves its fees. Details of the fees paid/payable to Ernst & Young during the year are as follows:

	HK\$
Review of interim results	950,000
Annual audit services	7,457,000
Other non-audit services	48,000
<b>Total</b>	<b>8,455,000</b>

## Financial Reporting

The Board, supported by the chief financial officer and the finance department, is responsible for the preparation of the financial statements of the Company and the Group for each financial year which shall give a true and fair view of the financial position, performance and cash flows of the Company and its subsidiaries for that financial year. The Directors acknowledge their responsibilities for preparing the consolidated financial statements of the Group. As at 31 December 2021, the Board is not aware of any material uncertainties relating to events or conditions that may cast significant doubt upon the Group's ability to continue as a going concern.

The responsibilities of Ernst & Young, the Company's external auditor for the audit of the consolidated financial statements, are set out in the section headed "Independent Auditor's Report" in this annual report.

## Risk Management and Internal Control

The Board recognises its overall responsibility for the Group's risk management and internal control systems and reviewing their effectiveness on an ongoing basis.

The risk management and internal control systems of the Group are featured with a defined management structure with limits of authority and well-rounded policies and procedures, and are designed to facilitate effective and efficient operations, to ensure reliability of financial reporting and compliance with applicable laws and regulations, to identify and manage potential risks, and to safeguard assets of the Group. The Group's risk management and internal control system are designed to provide reasonable, though not absolute, assurance against material misstatement or loss and to manage rather than eliminate the risk of failure to achieve business objectives. The senior management reviews and evaluates the control process, monitors any risk factors on a regular basis, and reports to the Audit Committee on any findings and measures taken to address such variances and identified risks. The Company has established policies and procedures applicable to all operating units to ensure the effectiveness of risk management and internal controls systems. The Company also has a process for identifying, evaluating, and managing the significant risks associated with the achievement of its operational objective. This process is subject to continuous improvement and was in place throughout 2021. The day-to-day operations are entrusted to individual departments, which are accountable for their own conducts and performance, and are required to strictly adhere to the policies set by the Board. The Company carries out reviews of the effectiveness of the risk management and internal control systems from time to time in order to ensure that they are able to meet and deal with the dynamic and ever changing business environment.

In addition, the procedures on disclosure of inside information were in place to ensure that all relevant facts and circumstances that may have material effect on the share price of the Company is promptly assessed and that any material information which comes to the knowledge of any one or more officers of the Group be promptly identified, assessed and, if appropriate, escalated for the attention of the Board to determine whether a disclosure is required.

The Board and the Audit Committee considered that the key areas of the Group's risk management and internal control systems, including the adequacy of resources, qualifications and experience of our accounting, internal audit and financial reporting staff, and their training programs and budget, are reasonably implemented and the Group has fully complied with provisions of the Corporate Governance Code regarding risk management and internal control systems in general for the year ended 31 December 2021.

# CORPORATE GOVERNANCE REPORT

## Objectives

The Board acknowledges its overall responsibility for overseeing the Group's risk management and internal control systems and ensures that a review of their effectiveness on ongoing basis. The Board has delegated and authorized its responsibilities of risk management to the Audit Committee, which is responsible for assisting the Board to evaluate and determine the nature and extent of the risks that the Group is willing to take to achieve its business strategic objectives and to ensure that the Group establishes and maintains appropriate and effective risk management and internal control systems and oversees the design, implementation and supervision of risk management and internal control systems. The Group's risk management and internal control systems are designed to manage rather than eliminate the risk of failure to meet its business strategic objectives and to provide a reasonable, but not absolute, assurance against material misstatement or loss.

The management has confirmed to the Audit Committee and the Board that risk management and internal control systems were effective for the year ended 31 December 2021.

## Main Features of the Risk Management and Internal Control Systems

The Company has established a risk governance organization structure with clear responsibilities and authorities.

### Risk Governance Organization Structure



The primary responsibilities of each parties of the Group's risk governance structure are summarized as follows:

#### (a) Board

It determines the business strategic objectives of the Group, and evaluates the nature and extent of the risks that the Group is willing to take to achieve the strategic objectives of the Group. It also ensures that the Group appropriately and effectively establishes and maintains risk management and internal control systems and oversees the overall design, implementation and supervision of risk management and internal control systems.

## (b) Audit Committee

It is responsible for supervising and guiding the risk management and internal audit department and the management to establish and operate the internal control systems, regularly supervising the Group's risk management and internal control systems, and making recommendations to the Board. The risk management and internal control systems are reviewed, at least annually, for its effectiveness and the review includes all major aspects of control, including financial, operational and compliance controls.

During the annual review, it ensures the effective risk management and internal control systems have the adequacy of resources, budget, adequate staff qualifications and experience and staff training programs of the Group's accounting, internal audit and financial reporting functions.

## (c) Risk Management and Internal Audit Department

It assesses the effectiveness and adequacy of the Group's risk management and internal control systems and reports the findings to the Audit Committee for improvement of the identified control weaknesses or material systems deficiencies.

## (d) Management

It is delegated and authorized to (i) design, implement and maintain risk management and internal control systems appropriately and effectively; (ii) identify, evaluate, manage and control the risks that may have potential and material impacts on the processes of the operations; (iii) monitor risks and take appropriate methods to mitigate risks; (iv) respond promptly to and follow up the findings of the risk management and internal control issues raised by the risk management and internal audit department; and (v) provide confirmation to the Board and the Audit Committee on the effectiveness of the risk management and internal control systems.

## Process for Identification, Assessment and Management of Material Risks

The processes used by the Group for identification, assessment and management of material risks are summarized as follows:

**Risk Identification:** Identifies risks that may potentially and materially affect its strategies, business, operations and finance.

**Risk Evaluation:** Evaluates the identified risks by using the designated risk assessment criteria developed by the management; and evaluates the potential impacts and the likelihood of their occurrence.

**Risk Response:** Prioritizes the material risks by comparison of the risk assessment results; and determines the risk control strategies and internal control processes to avoid, prevent or mitigate the identified risks.

**Risk Reporting and Monitoring:** Discusses about the results of risk management to the Board, the Audit Committee and the management regularly; continuously monitors the identified risks and ensures that internal control system processes appropriately; and reassesses the risk control strategies and internal control processes in case of any material changes in business and the external environment.

## Process Used to Review the Effectiveness of the Risk Management and Internal Control Systems

During the year ended 31 December 2021, the Board and the Audit Committee have conducted annual review of the effectiveness of the Group's risk management and internal control systems on all major operations of the Group, with assistance from the Group's Audit Committee, risk management and internal audit department and the management. The Group's risk management and internal audit department has reported major risk management and internal control review findings to the Audit Committee. The Board considered that all recommendations from the Audit Committee will be properly followed up to ensure that the effectiveness of risks control and proper internal control systems.

# CORPORATE GOVERNANCE REPORT

## Annual Review

A comprehensive review on the effectiveness of the Group's risk management and internal control system is conducted by the Board and the Audit Committee annually, covering all material controls including financial, operational and compliance monitoring.

The Group has conducted regular review of the effectiveness of the risk management and internal control systems for the year ended 31 December 2021. The Board and the Audit Committee discussed the risk management and internal control systems with management, which includes the adequacy of resources, staff qualifications and experience, training programs and budget to the Group's accounting, internal audit and financial reporting function, to ensure that management has performed its duty to have effective systems. The Board and the Audit Committee also considered the scope and quality of management's ongoing monitoring of risks and of the internal control systems, and the work of the risk management and internal audit department.

During the year ended 31 December 2021, the Board and the Audit Committee considered that the adequacy of resources, qualifications and experience of our accounting, internal audit and financial reporting staff, and their training programs and budget, are reasonably implemented and considered that the risk management and internal audit department and the management are competent to carry out their roles and responsibilities. In accordance with such results, the Board and the Audit Committee are of the view that the Group has adequate workforce to satisfy with accounting and financial reporting duties and to comply with the Listing Rules. The Board and the Audit Committee also discussed the extent and communication of monitoring results annually to enables for the assessment of the Group's control and the effectiveness of risk management.

In the annual review, the Group's risk management and internal control system is subject to continuous review and improvement to enable timely responses to any changes of risks facing by the Group. The Board and the Audit Committee have considered major findings on risk management and internal control matters from the risk management and internal audit department and the management. No material control failure or weaknesses to the extent that have resulted in unforeseen outcomes or contingencies in the future which may have material impacts on the Group's financial performance or conditions have been identified by the Group.

The Board confirms that the Group has complied with provisions of the Corporate Governance Code regarding risk management and internal control systems for the year ended 31 December 2021. The Group therefore considers that the risk management and internal control systems are effective and adequate.

## Internal Audit Function

The Group's internal audit function is performed by its risk management and internal audit department, which plays an important role in the assessment of the effectiveness of the risk management and internal control systems of the Group and reports regularly. The Board and the Audit Committee considered that the risk management and internal audit department had been provided with adequate resources and budget and comprised qualified staff with sufficient experience and training programs to perform its internal audit function. For the year ended 31 December 2021, the risk management and internal audit department implemented the internal audit functions and reports findings regularly to the Audit Committee, which makes recommendations based on the findings to the Board.

## Whistle-blowing

The Group is committed to achieving and maintaining the highest possible standards of openness, integrity and accountability. To prevent as far as possible violations and ensure compliance and operation by the highest ethical standards, the Group has designated specific whistle-blowing policies to allow employees, business partners and other relevant stakeholders to report illegal or non-compliant activities involving the Group to the risk management and internal audit department and the Audit Committee confidentially. The identity of the whistle-blower and the relevant records of the whistle-blowing are treated with the strictest confidential.

## Inside Information and Information Disclosure

The Group has established a policy for ensuring that inside information is disclosed to the public in an equal and timely manner in compliance with the relevant laws and regulations. The policy regulates the handling and dissemination of inside information, including designates specific persons to be the main spokesperson of the Group to respond to external enquiries; designates reporting paths to facilitate each party to give an account of potential inside information to the designated responsible personnel; and designates responsible persons and departments to make decision about further actions to be taken and the ways to be disclosed.

## Company Secretary

The company secretary of the Company is Mr. Yeung Lo Bun, whose biography details are set out in the section headed "Directors and Senior Management" in this annual report.

Mr. Yeung has been informed of the requirement of the Rule 3.29 of the Listing Rules, and he has confirmed that he had attained no less than 15 hours of relevant professional training during the year ended 31 December 2021.

## Shareholders' Rights

### Procedures for Shareholders to Convene an Extraordinary General Meeting and to Put Forward Proposals at Shareholders' Meeting

Pursuant to the Article 58 of the articles of association of the Company, any one or more Shareholders holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company shall at all times have the right, by written requisition to the Board or the company secretary of the Company by mail at Unit A, 27/F, Tower A, Billion Centre, 1 Wang Kwong Road, Kowloon Bay, Kowloon, Hong Kong to require an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition, and such meeting shall be held within two months after the deposit of such requisition. If within 21 days of such deposit the Board fails to proceed to convene such meeting, the requisitionist(s) himself (themselves) may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed to the requisitionist(s) by the Company.

### Procedures by Which Enquiries May Be Put to the Board

Shareholders may send their enquiries and concerns to the Board by addressing them to the company secretary of the Company by mail at Unit A, 27/F, Tower A, Billion Centre, 1 Wang Kwong Road, Kowloon Bay, Kowloon, Hong Kong. The company secretary of the Company is responsible for forwarding communications relating to matters within the Board's direct responsibilities to the Board and communications relating to ordinary business matters, such as suggestions and inquiries, to the chief executive officer of the Company.

# CORPORATE GOVERNANCE REPORT

## Investor Relations

### Constitutional Documents

There has been no significant change in the Company's constitutional documents during the year ended 31 December 2021.

### Communication with Shareholders

The Board recognizes the importance of maintaining clear, timely and effective communication with Shareholders of the Company and its investors. Therefore, the Group is committed to maintaining a high degree of transparency to ensure that the investors and the Shareholders receive accurate, clear, comprehensive and timely information of the Group by the publication of annual reports, announcements and circular. The Company also publishes all corporate correspondence on the Company's website [www.xtep.com.hk](http://www.xtep.com.hk). The Board maintains regular dialogues with institutional investors and analysts to keep them informed of the Group's strategy, operations, management and plans. Members of the Board and of the various board committees will attend the annual general meeting of the Company and answer questions raised during the meeting. At the general meeting, separate resolutions are proposed to resolve each substantially separate issue.

The chairman of the general meetings of the Company would explain the procedures for conducting poll before putting a resolution to vote. The results of the voting by poll will be declared at the meeting and published on the websites of the Hong Kong Stock Exchange and the Company.

### Dividend Policy

On 19 February 2019, the Board has approved and adopted a dividend policy that, in recommending or declaring dividends, the Company shall maintain adequate cash reserves for meeting its working capital requirements, future business growth and its shareholding value.



# REPORT OF THE DIRECTORS

The Directors are pleased to present their report together with the audited financial statements for the year ended 31 December 2021.

## Principal Activities

The Company and its subsidiaries are principally engaged in the design, development, manufacturing and marketing of sportswear, including footwear, apparel and accessory products, sold mainly under the self-owned Xtep brand and four internationally acclaimed brands, namely K-Swiss, Palladium, Saucony and Merrell.

## Subsidiaries

Details of the principal subsidiaries of the Group as at 31 December 2021 are set out in note 1 to the financial statements.

## Financial Statements

The profit of the Group for the year ended 31 December 2021 and the Group's financial position as at that date are set out in the financial statements on pages 90 to 182 of this annual report.

## Dividends

An interim dividend of HK11.5 cents (equivalent to approximately RMB9.7 cents) per Share was declared and paid during the year, with an option to receive new fully paid shares of the Company in lieu of cash. The Board recommended a final dividend of HK13.5 cents (equivalent to approximately RMB11.0 cents) per Share for the year ended 31 December 2021, subject to approval by the Shareholders at the annual general meeting to be held on 6 May 2022. The proposed final dividend will be offered with a scrip dividend option to the Shareholders, which will allow them to receive new shares of the Company in lieu of cash. Participation in the scrip dividend scheme will be optional. The scrip dividend scheme is subject to the Hong Kong Stock Exchange's granting the listing of and permission to deal in the new Shares to be issued pursuant thereto. A circular containing details of this scrip dividend scheme will be dispatched to the Shareholders for the scrip dividend.

The total dividends for the year ended 31 December 2021, which included the interim dividend and final dividend, amount to HK25.0 cents (equivalent to approximately RMB20.7 cents) per Share and they represented a dividend payout ratio of approximately 60.0%. Details of the dividends for the year ended 31 December 2021 are set out in note 11 to the financial statements.

## Distributable Reserves of the Company

As at 31 December 2021, the Company's reserves available for distribution, calculated in accordance with the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands, amounted to approximately RMB1,506.5 million. Details of the reserves of the Company as at 31 December 2021 are set out in note 44 to the financial statements.

## Charitable Donations

Charitable donations made by the Group during the year ended 31 December 2021 amounted to approximately RMB71.4 million.

## Share Capital

Details of the movements in share capital of the Company during the year ended 31 December 2021 are set out in note 32 to the financial statements.

## Directors

The Directors during the year ended 31 December 2021 were:

### Executive Directors

Ding Shui Po (*Chairman*)

Ding Mei Qing

Ding Ming Zhong

### Independent Non-Executive Directors

Tan Wee Seng

Bao Ming Xiao

Wu Ka Chee, Davy (appointed on 7 May 2021)

Gao Xian Feng (retired on 7 May 2021)

The Company has received annual confirmations of independence from each of the existing independent non-executive Directors in accordance with Rule 3.13 of the Listing Rules. The Company considers that all the independent non-executive Directors are independent in accordance with the Listing Rules.

Each of the executive Directors on the Board had entered into a service contract with the Company for an initial term of three years commencing on 3 June 2008.

For the independent non-executive Directors. Mr. Tan Wee Seng had entered into a service contract with the Company for an initial term of three years commencing on 29 March 2010. Dr. Bao Ming Xiao had entered into a service contract with the Company for an initial term of two years commencing on 21 December 2012. Dr. Wu Ka Chee, Davy had been appointed as an independent non-executive Director effective from 7 May 2021 and had entered into a service contract with the Company for an initial term of two years commencing on the same date.

All the service contracts of Directors are automatically renewed upon expiration and may be terminated by either party with a three-month's prior written notice.

In accordance with article 87 of the Company's articles of association, Mr. Ding Shui Po and Mr. Tan Wee Seng will retire from the Board by rotation at the forthcoming annual general meeting. Mr. Ding Shui Po and Mr. Tan Wee Seng, being eligible, offer themselves for re-election. In accordance with article 86(3) of the Company's articles of association, Dr. Wu Ka Chee, Davy, who was appointed by the Board as an independent non-executive Director on 7 May 2021, shall hold office until the forthcoming annual general meeting and, being eligible, offer himself for re-election.

None of the Directors proposed for re-election at the forthcoming annual general meeting has an unexpired service contract which is not determinable by the Company or any of its subsidiaries within one year without payment of compensation, other than statutory compensation.

# REPORT OF THE DIRECTORS

## Directors' and Senior Management's Biographies

Biographical details of the Directors and senior management are set out on pages 50 to 55 of this annual report.

## Directors' Interests in Transactions, Arrangements or Contracts

Save as disclosed in the paragraphs headed "Continuing connected transactions" below, there was no transaction, arrangement or contract of significance to which the Company or any of its subsidiaries was a party, and in which a Director of the Company or an entity connected with a Director had a material interest, whether directly or indirectly, subsisted during or at the end of the year ended 31 December 2021.

## Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures

As at 31 December 2021, the Directors and the chief executive of the Company had the following interests or short positions in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) which have been notified to the Company and the Hong Kong Stock Exchange pursuant to Division 7 and 8 of Part XV of the SFO, including interests and short positions which the Directors and the chief executive of the Company are taken and deemed to have under such provisions of the SFO, or which are required to be and are recorded in the register required to be kept under section 352 of the SFO or as otherwise notified to the Company and the Hong Kong Stock Exchange pursuant to the Model Code:

### Long Positions in the Company

Name of Director	Nature of interest	Number of Shares interested	Approximate percentage of interest in the issued share capital of the Company <sup>(1)</sup>
Mr. Ding Shui Po	Founder and beneficiary of a discretionary trust <sup>(2)</sup> / Beneficial interests <sup>(3)</sup>	1,370,734,500	52.11%
Ms. Ding Mei Qing	Founder and beneficiary of a discretionary trust <sup>(2)</sup>	1,310,059,500	49.81%
Mr. Ding Ming Zhong	Founder and beneficiary of a discretionary trust <sup>(2)</sup>	1,310,059,500	49.81%
Mr. Tan Wee Seng	Beneficial interests	283,068 <sup>(4)</sup>	0.01%

Notes:

- (1) It was based on 2,630,318,746 issued Shares of the Company as at 31 December 2021.
- (2) Each of Mr. Ding Shui Po, Ms. Ding Mei Qing and Mr. Ding Ming Zhong established a family trust (each, a "Family Trust" and collectively, the "Family Trusts") for the benefit of himself/herself and their respective family members. UBS Trustees (BVI) Limited is the trustee of the Family Trusts.  
The Family Trusts (through their controlled companies) indirectly hold 1,310,059,500 Shares in aggregate and therefore each of Mr. Ding Shui Po, Ms. Ding Mei Qing and Mr. Ding Ming Zhong is deemed to be interested in 1,310,059,500 Shares of the Company.
- (3) Mr. Ding Shui Po was also beneficially interested in 60,675,000 Shares of the Company.
- (4) 100,000 of these shares were issued to Mr. Tan Wee Seng upon the exercise of options granted on 7 December 2011 under the Share Option Scheme. 180,000 of these shares were acquired by Mr. Tan Wee Seng on the Hong Kong Stock Exchange. The remaining 3,068 of these shares were received by Mr. Tan Wee Seng by way of scrip dividends for the 2020 final dividend.

## REPORT OF THE DIRECTORS

Save as disclosed above, as at 31 December 2021, none of the Directors or the chief executive of the Company had or was deemed to have any interests or short position in the shares, underlying shares or debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO), which had been recorded in the register maintained by the Company pursuant to section 352 of the SFO or which had been notified to the Company and the Hong Kong Stock Exchange pursuant to the Model Code.

At no time was the Company, or any of its holding companies and subsidiaries a party to any arrangements to enable the Directors and the chief executive of the Company (including their spouse and children under 18 years of age) to hold any interest or short positions in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the SFO).

### Continuing Connected Transactions

Certain related party transactions as disclosed in note 39 to the financial statements also constituted continuing connected transactions under the Listing Rules which are required to be disclosed in this report in accordance with Chapter 14A of the Listing Rules. The details of such continuing connected transactions are set out below.

During the year ended 31 December 2021, certain subsidiaries of the Company leased certain office units in Xiamen from Hu Du Century (Xiamen) Investment Management Co., Ltd. (“HD Century”, an indirect wholly-owned subsidiary of Wan Xing International Holdings Limited, a controlling shareholder of the Company and is therefore a connected person of the Company).

The rental amounts under the lease agreements were determined based on arm’s length negotiations between HD Century and the Group with reference to the prevailing market price of leases of comparable office buildings.

For details, please refer to the Company’s announcement dated 21 December 2018.

As the terms of certain existing leases with HD Century expired on 31 December 2021 and the Company expected that the number of premises to be leased by the Group from HD Century and the total amount of rent payable to HD Century will increase, the Company entered into a framework agreement (the “Lease Framework Agreement”) with HD Century on 8 December 2021 to govern the renewal of the existing leases and the entering into of new leases from time to time for the operations of the Group for the period from 1 January 2022 to 31 December 2024 (the “Term”). Under the Lease Framework Agreement, HD Century (as landlord) may, from time to time during the Term, enter into individual lease agreements with the Group (as tenant) to lease premises in the PRC to the Group for office or other uses for its operations. The Group shall determine the rent payable for each of the leases after arm’s length negotiations with HD Century based on normal commercial principles with reference to the prevailing market rent of leases of comparable premises, the historical quotation to other independent third parties by HD Century for similar leases, and other factors such as floor area, facilities and location.



## REPORT OF THE DIRECTORS

The proposed annual caps for the total value of right-of-use assets related to the leases to be entered into in the three years ending 31 December 2024 will be RMB20,000,000, RMB10,000,000 and RMB15,000,000, respectively. The connected transactions contemplated under the Lease Framework Agreement will be continuously carried out in the ordinary and usual course of business of the Group, thus constituting continuing connected transactions of the Company under the Listing Rules and are therefore subject to annual review by the independent non-executive directors and the auditors of the Company.

For details, please refer to the announcement of the Company dated 8 December 2021.

During the year ended 31 December 2021, the Group's rental payments to HD Century amounted to RMB11,814,000.

The Directors (including the independent non-executive Directors) have reviewed the above continuing connected transactions and confirmed that the transactions have been entered into:

- (1) in the ordinary and usual course of business of the Group;
- (2) on normal commercial terms or better; and
- (3) according to the agreements governing them on terms which are fair and reasonable and in the interests of the Company and the Shareholders as a whole.

The Company's auditor has been engaged to report on the Group's continuing connected transactions in accordance with Hong Kong Standard on Assurance Engagements 3000 (Revised) *Assurance Engagements Other Than Audits or Reviews of Historical Financial Information* and with reference to Practice Note 740 *Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules* issued by the Hong Kong Institute of Certified Public Accountants. The auditor has issued its unqualified letter containing its findings and conclusions in respect of the above continuing connected transactions disclosed by the Group in accordance with Rule 14A.56 of the Listing Rules. A copy of the auditor's letter has been provided by the Company to the Hong Kong Stock Exchange.

### **Arrangement for Directors to Purchase Shares or Debentures**

At no time during the year were rights to acquire benefits by means of the acquisition of shares in or debentures of the Company granted to any Director of the Company or their respective spouses or minor children, or were such rights exercised by them, or was the Company, or any of its holding companies and its subsidiaries a party to any arrangements to enable the Directors of the Company to acquire benefits by means of the acquisition of shares in, or debt securities (including debentures) of the Company or any other body corporate.

## Substantial Shareholders' Interests and Short Positions in Shares and Underlying Shares

So far as is known to any Director or chief executive of the Company, as at 31 December 2021, the persons or corporations (other than Directors or chief executive of the Company) who had interest or short positions in the shares and underlying shares of the Company which were required to be disclosed to the Company under the provisions of Division 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept under section 336 of the SFO were as follows:

Name of Shareholders	Nature of interest	Number of Shares interested	Approximate percentage of interest in the issued share capital of the Company <sup>(1)</sup>
Group Success	Beneficial interests	1,310,059,500	49.81%
Wan Xing International Holdings Limited	Interests of controlled corporation <sup>(2)</sup>	1,310,059,500	49.81%
Ding Wang Fortune Limited	Interests of controlled corporation <sup>(3)</sup>	1,310,059,500	49.81%
Guan Hong Development Limited	Interests of controlled corporation <sup>(3)</sup>	1,310,059,500	49.81%
Ming Zhong Family Limited	Interests of controlled corporation <sup>(3)</sup>	1,310,059,500	49.81%
UBS Trustees (BVI) Limited	Trustee <sup>(3)</sup>	1,310,059,500	49.81%

Notes:

- (1) It was based on 2,630,318,746 issued Shares of the Company as at 31 December 2021.
- (2) Wan Xing International Holdings Limited is deemed to be interested in shares held by Group Success by virtue of Group Success being 100% held by Wan Xing International Holdings Limited.
- (3) Each of Mr. Ding Shui Po, Ms. Ding Mei Qing and Mr. Ding Ming Zhong established a family trust (each, a "Family Trust" and collectively, the "Family Trusts") for the benefit of himself/herself and their respective family members. UBS Trustees (BVI) Limited is the trustee of the Family Trusts and, through its nominee UBS Nominees Limited, holds the entire issued share capital of each of Ding Wang Fortune Limited, Guan Hong Development Limited and Ming Zhong Family Limited as the respective trust assets under the Family Trusts.

Each of Ding Wang Fortune Limited, Guan Hong Development Limited and Ming Zhong Family Limited is deemed to be interested in shares held by Group Success by virtue of Group Success being 100% held by Wan Xing International Holdings Limited, which is in turn held as to 67%, 21% and 12% by Ding Wang Fortune Limited, Guan Hong Development Limited and Ming Zhong Family Limited, respectively.

Save as disclosed above, as at 31 December 2021, the Directors and the chief executive of the Company are not aware of any other person or corporation having an interest or short position in the shares and underlying shares of the Company which would require to be disclosed to the Company under the provisions of Division 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company pursuant to section 336 of the SFO.

# REPORT OF THE DIRECTORS

## Share Award Scheme

On 1 August 2014, the Company adopted the Share Award Scheme (the "Share Award Scheme") in which the Group's employees, executives, officers or directors will be entitled to participate. Details of the Share Award Scheme are set out in the Company's announcement dated 1 August 2014.

On 15 May 2015, the Company paid HK\$160,000,000 to the trust established for the Share Award Scheme, and HK\$152,600,000 of which was used to purchase 50,000,000 Shares as part of the trust fund and such Shares are held by the trustee for the benefit of the eligible participants under the trust. Details of the purchase are set out in the Company's announcement dated 15 May 2015.

On 10 January 2017, the Board resolved to grant a total of 50,000,000 Shares to employees of the Group at nil consideration. These 50,000,000 Shares granted under the Share Award Scheme represent approximately 2.25% of the issued share capital of the Company as at the date of grant.

On 19 March 2021, the Board resolved to grant 75,000,000 Shares to certain selected participants, who are not a director, chief executive or substantial shareholder of the Company, nor an associate as defined under the Listing Rules, of any of them at nil consideration subject to vesting conditions. These 75,000,000 Shares granted under the Share Award Scheme represent approximately 2.94% of the issued share capital of the Company as at the date of grant, and were satisfied by the allotment and issue of the same number of Shares pursuant to the general issue mandate granted by the Shareholders at the annual general meeting held on 8 May 2020.

As of 31 December 2021, there were a total of 89,790,000 outstanding Awarded Shares granted to certain employees of the Group, details of which are as follows:

### Number of Awarded Shares

Name	Date of grant	As at 1 January 2021	Granted during the year	Vested during the year	Forfeited during the year	As at 31 December 2021	Vesting period
Employees	10 January 2017	24,950,000	–	(10,160,000)	–	14,790,000	10 January 2018 to 10 January 2022
Employees	19 March 2021	–	75,000,000	–	–	75,000,000	31 March 2023 to 31 March 2027
Total		24,950,000	75,000,000	(10,160,000)	–	89,790,000	

Further details of the Share Award Scheme are set out in note 35 to the financial statements.

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

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities during the year ended 31 December 2021 and up to the date of this annual report.

## Issue of Convertible Bonds

On 9 September 2021, the Company issued convertible bonds in the aggregate principal amount of HK\$500,000,000 to an investor pursuant to the general mandate. The ultimate beneficial owner of the investor was a third party independent of the Company and its connected persons. The convertible bonds bear interest from and including the issue date at 1.8% per annum, and the interest shall be accrued quarterly and payable in kind and accumulate as additional principal amount of the convertible bonds. The convertible bonds will mature on the sixth anniversary of the date of issue. For details, please refer to the announcements of the Company dated 15 June 2021 and 9 September 2021.

Upon full conversion of the convertible bonds at the initial conversion price of HK\$10.244 per conversion share, a maximum of 54,362,449 conversion shares will be issued (based on the maximum quarterly accrued interest of 1.8% interest per annum at the maturity date) representing approximately 2.07% of the issued share capital of the Company on 31 December 2021 and approximately 2.02% of the issued share capital of the Company enlarged by the shares issued upon conversion of outstanding convertible bonds.

The gross proceeds and net proceeds from the issue of the convertible bonds were HK\$500,000,000 and approximately HK\$499,000,000, respectively. The Group intended to apply the net proceeds from the issue of the convertible bonds for the refinancing of existing debts, working capital and other general corporate purposes. As at 31 December 2021, the net proceeds have been fully utilised as intended.

On 9 December 2021, the principal amount has been adjusted to HK\$502,250,000, the additional amount being the 1.8% interest per annum accrued quarterly on 9 December 2021 and payable in kind as additional principal amount.

Further details of the convertible bonds are set out in note 28 to the financial statements.

## Contracts with Controlling Shareholders

No contract of significance has been entered into between the Company or any of its subsidiaries and the controlling shareholders during the year ended 31 December 2021.

## Specific Performance Obligations on Certain Controlling Shareholders

On 2 September 2019, the Company as borrower entered into a facility agreement (the "Facility Agreement") with a consortium of nine banks which is arranged by Hang Seng Bank Limited ("HASE"), The Hongkong and Shanghai Banking Corporation Limited, Bank of China (Hong Kong) Limited and CTBC Bank Co., Ltd. as mandated lead arrangers and bookrunners and HASE as facility agent, pursuant to which a 4-year term loan facility in the principal amount of HK\$1,800,000,000 (the "Facility") was made available to the Company on the terms and conditions stated therein.



## REPORT OF THE DIRECTORS

The Facility is guaranteed by certain subsidiaries of the Company.

It is provided in the Facility Agreement, among other things, that an event of default will occur if the following undertakings are not complied with and not remedied within 20 days of the earlier of (i) HASE, as the facility agent, giving notice to the Company and (ii) any of the Company or the guarantors named therein becoming aware of the failure to comply:

- (a) Mr. Ding Shui Po will remain as the chairman of the Board;
- (b) Mr. Ding Shui Po will maintain control over the management and business of the Group;
- (c) Mr. Ding Shui Po and Ms. Ding Mei Qing (the "Majority Shareholders") collectively will continue to own, directly or indirectly, at least 40% of the beneficial shareholding, carrying at least 40% of the voting rights in the Company, free from any security; or
- (d) the Majority Shareholders collectively will remain to be the single largest shareholder of the Company.

In case of occurrence of an event of default which is continuing, HASE, as the facility agent, may by notice to the Company (a) cancel the whole or any part of the Facility whereupon the whole or relevant part of the Facility shall immediately be cancelled; (b) declare that all or part of the Facility, together with accrued interest, and all other amounts accrued or outstanding under the Facility Agreement and related documents be immediately due and payable, whereupon they shall become immediately due and payable; and/or (c) declare that all or part of the Facility be payable on demand, whereupon they shall immediately become payable on demand by HASE on the instructions of the majority lenders.

As at 31 December 2021 and as at the date of this report, Mr. Ding Shui Po was an executive Director, the chairman and a controlling shareholder of the Company. Ms. Ding Mei Qing was an executive Director and a controlling shareholder of the Company. Mr. Ding Shui Po and Ms. Ding Mei Qing collectively held indirectly approximately 49.81% of the issued share capital of the Company. Mr. Ding Shui Po also had personal beneficial interests in approximately 2.30% of the issued share capital of the Company.

### **Non-Compete Undertakings**

Each of the controlling shareholders of the Company, who is an obligor under the Deed of Non-compete (as defined in the prospectus of the Company dated 21 May 2008), has confirmed to the Company of his/her compliance with the non-compete undertakings provided to the Company thereunder. The independent non-executive Directors of the Company have reviewed the status of compliance and confirmed that all the undertakings under the Deed of Non-compete have been complied with by such controlling shareholders of the Company.

## Directors' Interest in Competing Business

None of the Directors is or was interested in any business, apart from the Group's business, that competes or competed or is or was likely to compete, either directly or indirectly, with the Group's business at any time during the year ended 31 December 2021 and up to and including the date of this annual report.

## Management Contracts

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the year ended 31 December 2021.

## Pre-Emptive Rights

There are no provisions for pre-emptive rights under the Company's articles of association or the laws of Cayman Islands where the Company is incorporated applicable to the Company.

## Emolument Policy

The Group's emolument policies are based on the merit, qualifications and competence of individual employees and are reviewed by the remuneration committee periodically.

The emoluments of the Directors are recommended by the remuneration committee and are decided by the Board, having regard to the Group's operating results, individual performance and comparable market statistics.

The Company has adopted a share award scheme in which the Group's employees, executives, officers or Directors will be entitled to participate. Details of this scheme are set out in this paragraph headed "Share Award Scheme" above and note 35 to the financial statements.

None of the Directors waived any emoluments during the year.

## Pension Scheme

The Group operates a defined contribution mandatory provident fund scheme (the "MPF Scheme") under the Mandatory Provident Fund Schemes Ordinance for eligible employees. Contributions are made based on a percentage of the employees' basic salaries and are charged to the consolidated income statements as they become payable in accordance with the rules of the MPF Scheme. The assets of the MPF Scheme are held separately from those of the Group in an independently administered fund. The Group's employer contributions vest fully with the employees when contributed into the MPF Scheme.

The employees of the Group's subsidiaries which operate in China are required to participate in defined contribution central pension schemes operated by the local municipal government. The subsidiaries of the Group are required to contribute certain percentages of its payroll costs to the central pension schemes. The contributions are charged to the consolidated income statements as they become payable in accordance with the rules of the central pension scheme.

The Group has no other material obligation for the payment of pension benefits beyond the annual contributions described above.



# REPORT OF THE DIRECTORS

## Business Review

A business review of the Group for the year ended 31 December 2021 is shown on pages 12 to 43.

There is no important event affecting the Group that had occurred since the end of the year up to the date of this annual report.

## Permitted Indemnity Provision

Article 167 of the Company's articles of association provides that every Director, secretary and other officers shall be indemnified out of the assets and profits of the Company against all actions, costs, losses and damages which he shall or may incur or sustain by or by reason of any act done, concurred in or omitted in or about the execution of his duty, or supposed duty, in his office, provided that the indemnity shall not extend to any matter in respect of any fraud or dishonesty which may attach to him.

## Tax Relief and Exemption

The Company is not aware of any tax relief or exemption available to the shareholders of the Company by reason of their holding of the Company's securities.

## Major Customers and Suppliers

Aggregate sales attributable to the Group's largest and five largest customers were 3.1% (2020: 3.4%) and 13.7% (2020: 14.3%) of the Group's total sales respectively.

Aggregate purchases attributable to the Group's largest and five largest suppliers were 5.3% (2020: 4.8%) and 20.0% (2020: 20.1%) of the Group's total purchases respectively.

At no time during the year ended 31 December 2021, did a Director, his/her close associate(s) or a Shareholder which to the knowledge of the Director owns more than 5% of the Company's share capital have an interest in any of the Group's five largest customers and suppliers.

## Auditor

Ernst & Young will retire and, being eligible, offer themselves for reappointment. A resolution for their re-appointment as auditor of the Company will be proposed at the forthcoming annual general meeting of the Company.

## Compliance with Laws and Regulations

During the year ended 31 December 2021, the Company was not aware of any non-compliance with any relevant laws and regulations that had a significant impact on the Group.

# REPORT OF THE DIRECTORS

## Sufficiency of Public Float

Based on information that is publicly available to the Company and within the knowledge of the Directors as at the date of this annual report, the Company has maintained the prescribed public float of not less than 25% of the Company's issued Shares as required under the Listing Rules for the year ended 31 December 2021.

## Bank Loans

Details of bank loans of the Company and the Group as at 31 December 2021 are set out in note 27 to the financial statements.

## Five-Year Summary

A summary of the results and of the assets and liabilities of the Group for the last five financial years is set out on page 6 of this annual report.

On behalf of the Board

**Ding Shui Po**  
*Chairman*

Hong Kong, 16 March 2022

# INDEPENDENT AUDITOR'S REPORT



**To the shareholders of Xtep International Holdings Limited**  
(Incorporated in the Cayman Islands with limited liability)

## Opinion

We have audited the consolidated financial statements of Xtep International Holdings Limited (the "Company") and its subsidiaries (the "Group") set out on pages 90 to 182, which comprise the consolidated statement of financial position as at 31 December 2021, and the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2021, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

## Basis for Opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSA") issued by the HKICPA. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report. We are independent of the Group in accordance with the HKICPA's *Code of Ethics for Professional Accountants* (the "Code"), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

# INDEPENDENT AUDITOR'S REPORT

## Key Audit Matters (Continued)

### Key audit matter

### How our audit addressed the key audit matter

#### *Impairment assessment of trade receivables*

As at 31 December 2021, the Group had gross trade receivables of RMB3,521 million, after netting off the impairment provision of RMB384 million, resulted in net trade receivables of RMB3,137 million. Significant judgement and estimation by management are involved in the assessment of impairment, based on the lifetime expected credit loss to be incurred, by taking into account the ageing of trade receivable balances, the credit quality and credit loss history of debtors, and the prevailing sportswear market conditions. Both current and future general economic conditions are also taken into consideration by management in the estimation. Where the expectation is different from the original estimate, such difference will impact the carrying value of the trade receivables and the loss allowance for trade receivables in the year in which such estimate has been changed.

The significant judgement and estimates and disclosures for the recognition of impairment of trade receivables are included in notes 3 and 21 to the consolidated financial statements.

#### *Provision for inventories*

As at 31 December 2021, the Group had gross inventories of RMB1,556 million, after netting off the provision of RMB59 million, resulted in net inventories of RMB1,497 million. Because of the fast changing market conditions, significant judgement and estimation by management are involved in identifying inventories with net realisable values that are lower than their costs, and obsolescence, with reference to the selling prices and salability of inventories, and the prevailing sportswear sales trend in markets.

The related judgement and estimates and the provision for inventories are disclosed in notes 3 and 20 to the consolidated financial statements.

Our procedures included, among others, reviewing management's assessment on the recoverability of the trade receivable balances with reference to various factors such as historical settlement and settlement received from customers subsequent to the end of the reporting period. We test checked the accuracy of the ageing classification of these balances. We also evaluated management's assessment of the credit quality of customers based on the sales and repayment history. In addition, we examined the information used by management to estimate the loss allowance for trade receivables, including testing of the historical default data, evaluating adjustments made to the historical loss rates based on current economic conditions and forward-looking information by checking to the published macroeconomics factors, and examining the actual losses recorded during the current financial year.

Our procedures included, among others, selecting samples of inventories and reviewing their net realisable values with reference to their selling prices subsequent to the end of the reporting period and the Group's pricing strategy, including any management's plan for significant discounts to be offered which may affect the net realisable values of these inventory items. We evaluated management's assessment of obsolescence of inventories with reference to their ageing, the condition of inventories during our observation of physical inventory count, and the historical sales trend of sportswear products.

# INDEPENDENT AUDITOR'S REPORT

## Key Audit Matters (Continued)

### Key audit matter

### How our audit addressed the key audit matter

#### *Impairment assessment of goodwill and intangible assets*

As at 31 December 2021, the goodwill and intangible assets amounted to RMB756 million and RMB660 million, respectively, which arose from the business combination in 2019.

The Group is required to, at least annually, perform impairment assessments of goodwill and intangible assets that have indefinite useful lives. For intangible assets with finite useful lives, the Group is required to review these for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable.

For the purpose of performing impairment assessments, the goodwill and intangible assets have been allocated to the relevant cash-generating unit ("CGU"). The recoverable amount of the underlying CGUs is determined by its fair value less cost of disposal ("FVLCD") based on discounted cash flow projections.

The assumptions used in the discounted cash flow projections requires significant judgement and estimates by management, particularly management's view of key internal inputs and external market conditions which impact the forecasted revenue growth rates, the discount rate and the long term growth rate.

Disclosures of the related judgement and estimates and information about the impairment assessment are included in notes 3, 16 and 17 to the consolidated financial statements.

Our procedures included, among others, reviewing management's method in the determination of the CGUs and the recoverable amounts

With the assistance of our internal valuation specialists, we assessed the appropriateness of the valuation methodology and reviewed the key assumptions used in the FVLCD which related to the forecasted revenue growth rates, discount rate and long term growth rate taking into consideration external data as well as our knowledge and experience. We reviewed the calculation of FVLCD prepared by management and reperformed the calculations to check their arithmetic accuracy.

We reviewed the discounted cash flow projections used, by comparing them to historical performance of market players and current actual performance of the CGUs. We also assessed the adequacy of the disclosures made in the financial statements on the impairment assessment.

# INDEPENDENT AUDITOR'S REPORT

## Other Information Included in the Annual Report

The directors of the Company are responsible for the other information. The other information comprises the information included in the Annual Report, other than the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of the Directors for the Consolidated Financial Statements

The directors of the Company are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with HKFRSs issued by the HKICPA and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors of the Company are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors of the Company either intend to liquidate the Group or to cease operations or have no realistic alternative but to do so.

The directors of the Company are assisted by the Audit Committee in discharging their responsibilities for overseeing the Group's financial reporting process.

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Our report is made solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSAAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

# INDEPENDENT AUDITOR'S REPORT

## **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements (Continued)**

As part of an audit in accordance with HKSAAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

# INDEPENDENT AUDITOR'S REPORT

## **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements (Continued)**

We communicate with the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the Audit Committee, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Chung Yuk Man.

### **Ernst & Young**

*Certified Public Accountants*

27/F, One Taikoo Place

979 King's Road

Quarry Bay

Hong Kong

16 March 2022

# CONSOLIDATED INCOME STATEMENT

Year ended 31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>REVENUE</b>	5	<b>10,013,239</b>	8,171,923
Cost of sales		<b>(5,835,321)</b>	(4,973,498)
Gross profit		<b>4,177,918</b>	3,198,425
Other income and gains, net	5	<b>298,828</b>	307,346
Selling and distribution expenses		<b>(1,891,461)</b>	(1,537,304)
General and administrative expenses		<b>(1,189,119)</b>	(1,050,281)
Operating profit		<b>1,396,166</b>	918,186
Net finance costs	7	<b>(63,184)</b>	(139,540)
Share of losses of associates		<b>(46,162)</b>	(17,004)
<b>PROFIT BEFORE TAX</b>	6	<b>1,286,820</b>	761,642
Income tax expense	10	<b>(397,433)</b>	(256,620)
<b>PROFIT FOR THE YEAR</b>		<b>889,387</b>	505,022
Attributable to:			
Ordinary equity holders of the Company		<b>908,339</b>	513,030
Non-controlling interests		<b>(18,952)</b>	(8,008)
		<b>889,387</b>	505,022
<b>EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE COMPANY</b>	12		
— Basic		<b>RMB36.35 cents</b>	RMB20.83 cents
— Diluted		<b>RMB35.51 cents</b>	RMB20.64 cents

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Year ended 31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>PROFIT FOR THE YEAR</b>		<b>889,387</b>	505,022
<b>OTHER COMPREHENSIVE INCOME/(EXPENSE)</b>			
Other comprehensive income that may be reclassified to profit or loss in subsequent periods:			
Exchange differences on translation of financial statements of operations outside Mainland China		<b>108,590</b>	125,605
Other comprehensive income/(expense) that will not be reclassified to profit or loss in subsequent periods:			
Exchange difference on translation of financial statements of the Company		<b>(68,031)</b>	(95,633)
Equity investments designated at fair value through other comprehensive income:			
Changes in fair value	19	<b>36,400</b>	6,500
Income tax effect	30	<b>(5,460)</b>	(975)
		<b>30,940</b>	5,525
Net other comprehensive expense that will not be reclassified to profit or loss in subsequent periods		<b>(37,091)</b>	(90,108)
Other comprehensive income for the year, net of tax		<b>71,499</b>	35,497
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>960,886</b>	540,519
Attributable to:			
Ordinary equity holders of the Company		<b>979,820</b>	548,904
Non-controlling interests		<b>(18,934)</b>	(8,385)
		<b>960,886</b>	540,519

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	13	1,118,777	796,230
Investment properties	14	28,355	31,170
Right-of-use assets	15(a)	668,025	429,283
Goodwill	16	756,275	787,112
Intangible assets	17	671,348	709,415
Investments in associates	18	143,631	33,691
Equity investments designated at fair value through other comprehensive income	19	220,965	184,565
Deposits and other assets	22	75,713	72,931
Term deposits	23	500,000	500,000
<b>Total non-current assets</b>		<b>4,183,089</b>	<b>3,544,397</b>
<b>CURRENT ASSETS</b>			
Inventories	20	1,497,414	974,803
Trade receivables	21	3,137,244	2,760,306
Bills receivable	21	391,000	475,500
Prepayments, other receivables and other assets	22	1,442,576	898,937
Tax recoverable		1,034	8,498
Pledged bank deposits	23	33,347	437,297
Cash and cash equivalents	23	3,929,792	3,471,951
<b>Total current assets</b>		<b>10,432,407</b>	<b>9,027,292</b>
<b>CURRENT LIABILITIES</b>			
Trade payables	24	2,352,394	1,478,866
Other payables and accruals	25	1,071,000	1,051,972
Interest-bearing bank borrowings	27	405,080	642,335
Lease liabilities	15(b)	98,212	74,845
Deferred subsidies	31	577	577
Derivative financial instruments	26	2,737	–
Tax payable		123,031	85,719
<b>Total current liabilities</b>		<b>4,053,031</b>	<b>3,334,314</b>
<b>NET CURRENT ASSETS</b>		<b>6,379,376</b>	<b>5,692,978</b>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>10,562,465</b>	<b>9,237,375</b>
<b>NON-CURRENT LIABILITIES</b>			
Interest-bearing bank borrowings	27	1,375,082	1,515,507
Xtep Convertible Bonds	28	341,048	–
K-Swiss Convertible Bonds	29	416,499	–
Derivative financial instruments	26	56,269	21,912
Lease liabilities	15(b)	102,155	130,858
Deferred tax liabilities	30	253,420	237,027
Deferred subsidies	31	19,918	20,495
Other liabilities		15,635	12,851
<b>Total non-current liabilities</b>		<b>2,580,026</b>	<b>1,938,650</b>
<b>NET ASSETS</b>		<b>7,982,439</b>	<b>7,298,725</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>EQUITY</b>			
<b>Equity attributable to ordinary equity holders of the Company</b>			
Share capital	32	23,092	22,395
Reserves	33	7,906,198	7,200,938
		<b>7,929,290</b>	7,223,333
<b>Non-controlling interests</b>		<b>53,149</b>	75,392
Total equity		<b>7,982,439</b>	7,298,725

**Ding Shui Po**  
Director

**Ding Mei Qing**  
Director

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Year ended 31 December 2021

		Attributable to ordinary equity holders of the Company													
		Reserves													
		Share capital	Share premium account	Capital reserve	Statutory surplus fund	Treasury shares	Share award reserve	Share option reserve	Exchange fluctuation reserve	Fair value reserve	Retained profits	Total reserves	Total	Non-controlling interests	Total equity
Notes		RMB'000 (note 32)	RMB'000 (note 44)	RMB'000 (note 33(i))	RMB'000 (note 33(ii))	RMB'000 (note 33(v))	RMB'000 (note 33(vi))	RMB'000 (note 44)	RMB'000 (note 33(iii))	RMB'000 (note 33(iv))	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	<b>At 1 January 2020</b>	22,093	1,570,728	118,615	873,408	(118,860)	4,460	68,031	(81,843)	26,065	4,407,777	6,868,381	6,890,474	69,764	6,960,238
	Profit/(loss) for the year	-	-	-	-	-	-	-	-	-	513,030	513,030	513,030	(8,008)	505,022
	Other comprehensive income/(expense) for the year	-	-	-	-	-	-	-	30,349	5,525	-	35,874	35,874	(377)	35,497
	Total comprehensive income for the year	-	-	-	-	-	-	-	30,349	5,525	513,030	548,904	548,904	(8,385)	540,519
	Equity-settled share award arrangement	35	-	-	-	15,922	-	-	-	-	-	15,922	15,922	-	15,922
	Awarded shares vested	35	-	-	-	-	(1,286)	-	-	-	1,286	-	-	-	-
	2019 final dividend declared and paid	11	-	-	-	-	-	-	-	-	(169,312)	(169,312)	(169,312)	-	(169,312)
	2020 interim dividend declared and paid	11	-	-	-	-	-	-	-	-	(139,917)	(139,917)	(139,917)	-	(139,917)
	Placing of shares	32	44	10,804	-	-	-	-	-	-	10,804	10,848	10,848	-	10,848
	Exercise of share options	32	110	33,576	-	-	-	(7,798)	-	-	25,778	25,888	25,888	-	25,888
	Shares issued in lieu of cash dividend	32	148	37,394	-	(7,398)	-	-	-	-	29,996	30,144	30,144	-	30,144
	Lapse of share options	-	-	-	-	-	-	(60,233)	-	-	60,233	-	-	-	-
	Repurchase of shares	33	-	-	-	(5,985)	-	-	-	-	-	(5,985)	(5,985)	-	(5,985)
	Capital contribution from non-controlling interest	1	-	-	-	-	-	-	-	-	-	-	-	24,902	24,902
	Deemed acquisition of a non-controlling interest	1	-	-	-	-	-	-	-	-	10,889	10,889	10,889	(10,889)	-
	Transfer to statutory surplus fund	-	-	-	18,623	-	-	-	-	-	(18,623)	-	-	-	-
	Dividends for treasury shares	-	-	-	-	-	-	-	-	-	5,478	5,478	5,478	-	5,478
	<b>At 31 December 2020</b>	22,395	1,652,502	118,615	892,031	(116,321)	3,174	-	(51,494)	31,590	4,670,841	7,200,938	7,223,333	75,392	7,298,725

		Attributable to ordinary equity holders of the Company													
		Reserves													
		Share capital	Share premium account	Capital reserve	Statutory surplus fund	Treasury shares	Share award reserve	Equity component of convertible bonds	Exchange fluctuation reserve	Fair value reserve	Retained profits	Total reserves	Total	Non-controlling interests	Total equity
Notes		RMB'000 (note 32)	RMB'000 (note 44)	RMB'000 (note 33(i))	RMB'000 (note 33(ii))	RMB'000 (note 33(v))	RMB'000 (note 33(vi))	RMB'000 (note 28)	RMB'000 (note 33(iii))	RMB'000 (note 33(iv))	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	<b>At 1 January 2021</b>	22,395	1,652,502	118,615	892,031	(116,321)	3,174	-	(51,494)	31,590	4,670,841	7,200,938	7,223,333	75,392	7,298,725
	Profit/(loss) for the year	-	-	-	-	-	-	-	-	-	908,339	908,339	908,339	(18,952)	889,387
	Other comprehensive income for the year	-	-	-	-	-	-	-	40,541	30,940	-	71,481	71,481	18	71,499
	Total comprehensive income for the year	-	-	-	-	-	-	-	40,541	30,940	908,339	979,820	979,820	(18,934)	960,886
	Equity-settled share award arrangement	35	-	-	-	49,230	-	-	-	-	-	49,230	49,230	-	49,230
	Awarded shares vested	35	-	-	-	-	(1,334)	-	-	-	1,334	-	-	-	-
	2020 final dividend declared and paid	11	-	-	-	-	-	-	-	-	(153,202)	(153,202)	(153,202)	-	(153,202)
	2021 interim dividend declared and paid	11	-	-	-	-	-	-	-	-	(238,734)	(238,734)	(238,734)	-	(238,734)
	Shares issued in lieu of cash dividend	32	68	55,435	-	(20,000)	-	-	-	-	35,435	35,503	35,503	-	35,503
	Issuance of shares for share award scheme	32	629	250,861	-	(251,490)	-	-	-	-	(629)	-	-	-	-
	Issuance of Xtep Convertible Bonds	28	-	-	-	-	-	26,460	-	-	-	26,460	26,460	-	26,460
	Deemed acquisition of a non-controlling interest	1	-	-	-	-	-	-	-	-	3,309	3,309	3,309	(3,309)	-
	Transfer to statutory surplus fund	-	-	-	175,720	-	-	-	-	-	(175,720)	-	-	-	-
	Dividends for treasury shares	-	-	-	-	-	-	-	-	-	3,571	3,571	3,571	-	3,571
	<b>At 31 December 2021</b>	23,092	1,958,798	118,615	1,067,751	(338,581)	1,840	26,460	(10,953)	62,530	5,019,738	7,906,198	7,929,290	53,149	7,982,439

# CONSOLIDATED STATEMENT OF CASH FLOWS

Year ended 31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before tax		<b>1,286,820</b>	761,642
Adjustments for:			
Depreciation of property, plant and equipment and investment properties	6	<b>73,423</b>	66,613
Depreciation of right-of-use assets	15(a)	<b>82,855</b>	84,849
Share of losses of associates	18	<b>46,162</b>	17,004
Amortisation of intangible assets	17	<b>13,123</b>	14,158
Covid-19-related rent concession	15(b)	<b>–</b>	(2,869)
Loss/(gain) on termination of lease	6	<b>18</b>	(117)
Impairment of right-of-use assets	15(a)	<b>3,149</b>	11,769
Loss on write-off of items of property, plant and equipment	6	<b>16,450</b>	715
Gain on disposal of intangible assets	5	<b>–</b>	(3,051)
Bank interest income	7	<b>(21,351)</b>	(4,292)
Interest expense on bank loans	7	<b>40,492</b>	58,912
Interest expense on discounted bills receivable	7	<b>33,408</b>	49,497
Interest expense on lease liabilities	7	<b>9,886</b>	8,183
Interest expense on Xtep Convertible Bonds	7	<b>5,835</b>	–
Amortisation of bank charges on syndicated loans	7	<b>7,336</b>	4,246
Dividend income derived from an equity investment designated at fair value through other comprehensive income	5	<b>(9,500)</b>	–
Fair value loss on the derivative component of Xtep Convertible Bonds	5	<b>3,042</b>	–
Fair value loss on K-Swiss Convertible Bonds	5	<b>2,320</b>	–
Fair value loss/(gain), net:			
Derivative financial instruments — transactions not qualified as hedges	7	<b>(12,422)</b>	22,994
Equity-settled share awards expense	6	<b>49,230</b>	15,922
Impairment of trade receivables, net	6	<b>945</b>	35,709
Provision/(write-back of provision) for inventories	6	<b>(21,615)</b>	23,044
Income derived from financial assets at fair value through profit or loss, term deposits and structured bank deposits	5	<b>(79,773)</b>	(96,604)
		<b>1,529,833</b>	1,068,324
Decrease/(increase) in inventories		<b>(509,268)</b>	35,807
Increase in trade and bills receivables		<b>(298,306)</b>	(368,676)
Increase in prepayments, other receivables and other assets		<b>(546,982)</b>	(134,363)
Increase in trade payables		<b>877,513</b>	63,461
Increase in other payables and accruals		<b>30,486</b>	84,219
Cash generated from operations		<b>1,083,276</b>	748,772
Interest received		<b>21,351</b>	4,292
Interest paid		<b>(73,900)</b>	(108,409)
Overseas taxes paid		<b>(329,380)</b>	(324,548)
<b>Net cash flows from operating activities</b>		<b>701,347</b>	320,107

# CONSOLIDATED STATEMENT OF CASH FLOWS

Year ended 31 December 2021

	Notes	2021 RMB'000	2020 RMB'000
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchases of items of property, plant and equipment	13	(414,372)	(206,632)
Purchase of leasehold land	15(a)	(247,116)	–
Additions of intangible assets	17	(3,115)	(4,409)
Decrease/(increase) in deposits for purchase of items of property, plant and equipment		(2,782)	30,626
Additions of investments in associates		(154,689)	(12,442)
Proceeds from disposal of intangible assets		220	49,850
Decrease in pledged deposits		403,950	279,737
Decrease in structured bank deposits		–	800,000
Increase in term deposits		–	(500,000)
Capital injection in an equity investment designated at fair value through other comprehensive income	19	–	(19,965)
Income derived from financial assets at fair value through profit or loss, term deposits and structured bank deposits	5	79,773	96,604
Settlement of loan to a then investee company		–	60,000
Dividend income from an equity investment designated at fair value through other comprehensive income	5	9,500	–
<b>Net cash flows from/(used in) investing activities</b>		<b>(328,631)</b>	573,369
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
New bank loans, net of bank charges on syndicated loans		336,210	433,469
Repayment of bank loans		(647,814)	(510,182)
Net proceeds from issue of ordinary shares	32	–	25,888
Net proceeds from placing of shares	32	–	10,848
Proceeds from issue of convertible bonds		822,719	–
Lease payments		(96,022)	(83,616)
Capital contribution from a non-controlling interest		–	24,902
Repurchase of shares under share award scheme	33(v)	–	(5,985)
Dividends paid		(356,433)	(279,085)
Exchange realignment		37,596	3,401
<b>Net cash flows from/(used in) financing activities</b>		<b>96,256</b>	(380,360)
<b>INCREASE IN CASH AND CASH EQUIVALENTS</b>			
Cash and cash equivalents at beginning of year		3,471,951	2,969,504
Effect of foreign exchange rate changes, net		(11,131)	(10,669)
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>		<b>3,929,792</b>	3,471,951
<b>ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS</b>			
Cash and cash equivalents as stated in the consolidated statement of financial position and the consolidated statement of cash flows		3,929,792	3,471,951

# NOTES TO FINANCIAL STATEMENTS

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## 1. Corporate and Group Information

Xtep International Holdings Limited (the "Company") is a limited liability company incorporated in the Cayman Islands. The Company's principal place of business in Hong Kong is located at Unit A, 27/F, Tower A, Billion Centre, 1 Wang Kwong Road, Kowloon Bay, Kowloon, Hong Kong.

During the year, the Company and its subsidiaries (collectively referred to as the "Group") were engaged in the design, development, manufacture and marketing of sportswear, including footwear, apparel and accessory products. There were no significant changes in the nature of the Group's principal activities during the year.

In the opinion of the directors, the ultimate holding company of the Company is Wan Xing International Holdings Limited ("Wan Xing"), which is a limited liability company incorporated in the British Virgin Islands ("BVI").

### Information about subsidiaries

Particulars of the Company's principal subsidiaries are as follows:

Name	Place of incorporation or establishment/ business	Issued ordinary share/ registered and paid-up capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
Xtep International Development Limited	BVI	US\$10,000	100	–	Investment holding
Xtep International E-Commerce Investment Limited	BVI	US\$50,000	100	–	Investment holding
Xtep (Hong Kong) Enterprise Limited	Hong Kong	HK\$1,000	–	100	Investment holding
Xtep Global Limited	Hong Kong	HK\$10,000	–	100	Investment holding
特步集團有限公司 (notes (b) and (c))	People's Republic of China ("PRC")/ Mainland China	HK\$1,324 million	–	100	Investment holding
特步中國有限公司 ("Xtep China") (notes (b) and (c))	PRC/Mainland China	HK\$830 million	–	100	Manufacture and trading of sportswear
Koling (Fujian) Garment Co., Ltd. (notes (b) and (c))	PRC/Mainland China	HK\$158 million	–	100	Manufacture and trading of sportswear
Xtep Sports Goods Co., Ltd. Jinjiang (notes (b) and (c))	PRC/Mainland China	US\$6 million	–	100	Manufacture and trading of sportswear
Xiamen Xtep Investment Company Limited (notes (a) and (c))	PRC/Mainland China	RMB50 million	–	100	Trading of sportswear
特步(安徽)有限公司 ("Xtep Anhui") (notes (b) and (c))	PRC/Mainland China	RMB450 million	–	100	Manufacture and trading of sportswear

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 1. Corporate and Group Information (Continued)

### Information about subsidiaries (Continued)

Name	Place of incorporation or establishment/ business	Issued ordinary share/ registered and paid-up capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
特步湖南體育用品有限公司 (notes (b) and (c))	PRC/Mainland China	RMB50 million	–	100	Manufacture of sportswear
晉江特步貿易有限公司 (notes (b) and (c))	PRC/Mainland China	RMB10 million	–	100	Trading of sportswear
廈門市特步兒童用品有限公司 ("特步兒童") (notes (b), (c) and (h))	PRC/Mainland China	RMB510.9 million	–	99 (2020: 96)	Trading of sportswear
廈門特興貿易有限公司 (notes (b) and (c))	PRC/Mainland China	RMB30 million	–	100	Trading of sportswear
廈門天鄰緣電子商務有限公司 (notes (a) and (c))	PRC/Mainland China	HK\$20 million	–	100	Trading of sportswear
福建省特步一名服飾有限公司 ("Xtep YiMing") (notes (b) and (c))	PRC/Mainland China	RMB10 million	–	100	Trading of sportswear
K-Swiss Holdings, Inc ("K-Swiss Holdings") (notes (c) and (d))	United States ("U.S.")	US\$212	–	100	Investment holding
K-Swiss Inc. (notes (c) and (d))	U.S.	US\$60	–	100	Trading of sportswear
KSGB Europe SAS (notes (c) and (f))	France	Euro2.6 million	–	100	Trading of sportswear
K-Swiss (Hong Kong) Ltd. (notes (c) and (e))	Bermuda/Hong Kong	US\$10,000	–	100	Trading of sportswear
Merrell Distribution Operations Limited (notes (c) and (g))	BVI	US\$100	–	51	Investment holding
Saucony Distribution Operations Limited (notes (c) and (g))	BVI	US\$100	–	51	Investment holding

## 1. Corporate and Group Information (Continued)

### Information about subsidiaries (Continued)

Notes:

- (a) The entities are wholly-foreign-owned enterprises and limited liability companies established in the PRC.
- (b) The entities are registered as limited liability companies in the PRC.
- (c) The registered capital of these entities was fully paid up as at 31 December 2021.
- (d) These entities are registered under the laws of the State of Delaware, the United States.
- (e) This entity is incorporated in Bermuda with limited liability under the Companies Act 1981 of Bermuda.
- (f) The entity is incorporated in France with limited liability under the Commercial Code of France.
- (g) These entities together with certain associates detailed in note 18 were established for holding the subsidiaries carrying out the development, marketing and distribution of footwear, apparel and accessories under the Merrell and Saucony brands in Mainland China, Hong Kong and Macau. Investment costs of RMB24.9 million were contributed from a non-controlling interest during the year ended 31 December 2020.
- (h) During the year ended 31 December 2021, the Group contributed RMB400.0 million (2020: RMB91.0 million) into 特步兒童 while no further contribution was made by the non-controlling shareholder. Accordingly, the equity interest of the non-controlling shareholder was diluted from 4% to 1% (2020: 18% to 4%), which constituted a deemed acquisition of non-controlling interest. The difference of RMB3,309,000 (2020: RMB10,889,000) between the net asset value of 特步兒童 owned by the non-controlling shareholder before and after the deemed acquisition, was transferred from non-controlling interest to retained profits.

The above table lists the subsidiaries of the Company which, in the opinion of the directors, principally affected the results for the year or formed a substantial portion of the net assets of the Group. To give details of other subsidiaries would, in the opinion of the directors, result in particulars of excessive length.

### 2.1 Basis of Preparation

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") (which include all Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations) issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention, except for bills receivables, financial assets at fair value through profit or loss and financial assets at fair value through other comprehensive income, structured bank deposits, derivative financial instruments and financial liability at fair value through profit or loss which have been measured at fair value. These financial statements are presented in Renminbi ("RMB") and all values are rounded to the nearest thousand except when otherwise indicated.

#### Basis of consolidation

The consolidated financial statements include the financial statements of the Company and its subsidiaries for the year ended 31 December 2021. A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 2.1 Basis of Preparation (Continued)

### Basis of consolidation (Continued)

When the Company has, directly or indirectly, less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- (a) the contractual arrangement with the other vote holders of the investee;
- (b) rights arising from other contractual arrangements; and
- (c) the Group's voting rights and potential voting rights.

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described above. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises (i) the assets (including goodwill) and liabilities of the subsidiary, (ii) the carrying amount of any non-controlling interest and (iii) the cumulative translation differences recorded in equity; and recognises (i) the fair value of the consideration received, (ii) the fair value of any investment retained and (iii) any resulting surplus or deficit in the income statement. The Group's share of components previously recognised in other comprehensive income is reclassified to the income statement or retained profits, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.

## 2.2 Changes in Accounting Policies and Disclosures

The Group has adopted the following revised HKFRSs for the first time for the current year's financial statements.

Amendments to HKFRS 9, HKAS 39, HKFRS 7 HKFRS 4 and HKFRS 16	<i>Interest Rate Benchmark Reform — Phase 2</i>
Amendment to HKFRS 16	<i>Covid-19-Related Rent Concessions beyond 30 June 2021 (early adopted)</i>

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

- (a) Amendments to HKFRS 9, HKAS 39, HKFRS 7, HKFRS 4 and HKFRS 16 address issues not dealt with in the previous amendments which affect financial reporting when an existing interest rate benchmark is replaced with an alternative risk-free rate ("RFR"). The amendments provide a practical expedient to allow the effective interest rate to be updated without adjusting the carrying amount of financial assets and liabilities when accounting for changes in the basis for determining the contractual cash flows of financial assets and liabilities, if the change is a direct consequence of the interest rate benchmark reform and the new basis for determining the contractual cash flows is economically equivalent to the previous basis immediately preceding the change. In addition, the amendments permit changes required by the interest rate benchmark reform to be made to hedge designations and hedge documentation without the hedging relationship being discontinued. Any gains or losses that could arise on transition are dealt with through the normal requirements of HKFRS 9 to measure and recognise hedge ineffectiveness. The amendments also provide a temporary relief to entities from having to meet the separately identifiable requirement when an RFR is designated as a risk component. The relief allows an entity, upon designation of the hedge, to assume that the separately identifiable requirement is met, provided the entity reasonably expects the RFR risk component to become separately identifiable within the next 24 months. Furthermore, the amendments require an entity to disclose additional information to enable users of financial statements to understand the effect of interest rate benchmark reform on an entity's financial instruments and risk management strategy.

# NOTES TO FINANCIAL STATEMENTS

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## 2.2 Changes in Accounting Policies and Disclosures (Continued)

(a) (Continued)

The Group had certain interest-bearing bank borrowings denominated in Hong Kong dollars based on the Hong Kong Interbank Offered Rate ("HIBOR") as at 31 December 2021. The Group also had an interest rate swap whereby the Group pays interest at fixed rates of 1.18% per annum and 0.88% per annum and receives interest at a variable rate based on HIBOR on the notional amount. The Group expects that HIBOR will continue to exist and the interest rate benchmark reform has not had an impact on the Group's HIBOR-based borrowings. For the HIBOR-based borrowings and interest rate swap, since the interest rates of these instruments were not replaced by RFRs during the year, the amendments did not have any impact on the financial position and performance of the Group. If the interest rates of these borrowings and interest rate swap are replaced by RFRs in a future period, the Group will apply the above-mentioned practical expedient upon the modification of these instruments provided that the "economically equivalent" criterion is met. Additional information about the transition and the associated risks is disclosed in note 43 to the financial statements.

- (b) Amendment to HKFRS 16 issued in April 2021 extends the availability of the practical expedient for lessees to elect not to apply lease modification accounting for rent concessions arising as a direct consequence of the covid-19 pandemic by 12 months. Accordingly, the practical expedient applies to rent concessions for which any reduction in lease payments affects only payments originally due on or before 30 June 2022, provided the other conditions for applying the practical expedient are met. The amendment is effective retrospectively for annual periods beginning on or after 1 April 2021 with any cumulative effect of initially applying the amendment recognised as an adjustment to the opening balance of retained profits at the beginning of the current accounting period. Earlier application is permitted. The adoption has had no significant financial effect on these financial statements.

## 2.3 Issued but not yet Effective Hong Kong Financial Reporting Standards

The Group has not applied the following new and revised HKFRSs, that have been issued but are not yet effective, in these financial statements.

Amendments to HKFRS 3	<i>Reference to the Conceptual Framework</i> <sup>1</sup>
Amendments to HKFRS 10 and HKAS 28 (2011)	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture</i> <sup>3</sup>
HKFRS 17	<i>Insurance Contracts</i> <sup>2</sup>
Amendments to HKFRS 17	<i>Insurance Contracts</i> <sup>2,5</sup>
Amendments to HKFRS 17	<i>Initial Application of HKFRS 17 and HKFRS 9 — Comparative Information</i> <sup>2</sup>
Amendments to HKAS 1	<i>Classification of Liabilities as Current or Non-current</i> <sup>2,4</sup>
Amendments to HKAS 1 and HKFRS Practice Statement 2	<i>Disclosure of Accounting Policies</i> <sup>2</sup>
Amendments to HKAS 8	<i>Definition of Accounting Estimates</i> <sup>2</sup>
Amendments to HKAS 12	<i>Deferred Tax related to Assets and Liabilities arising from a Single Transaction</i> <sup>2</sup>
Amendments to HKAS 16	<i>Property, Plant and Equipment: Proceeds before Intended Use</i> <sup>1</sup>
Amendments to HKAS 37	<i>Onerous Contracts — Cost of Fulfilling a Contract</i> <sup>1</sup>
Annual Improvements to HKFRSs 2018–2020	Amendments to HKFRS 1, HKFRS 9, Illustrative Examples accompanying HKFRS 16, and HKAS 41 <sup>1</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2022

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2023

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

<sup>4</sup> As a consequence of the amendments to HKAS 1, Hong Kong Interpretation 5 *Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause* was revised in October 2020 to align the corresponding wording with no change in conclusion

<sup>5</sup> As a consequence of the amendments to HKFRS 17 issued in October 2020, HKFRS 4 was amended to extend the temporary exemption that permits insurers to apply HKAS 39 rather than HKFRS 9 for annual periods beginning before 1 January 2023

Further information about those HKFRSs that are expected to be applicable to the Group is described below.

Amendments to HKFRS 3 are intended to replace a reference to the previous *Framework for the Preparation and Presentation of Financial Statements* with a reference to the *Conceptual Framework for Financial Reporting* issued in June 2018 without significantly changing its requirements. The amendments also add to HKFRS 3 an exception to its recognition principle for an entity to refer to the Conceptual Framework to determine what constitutes an asset or a liability. The exception specifies that, for liabilities and contingent liabilities that would be within the scope of HKAS 37 or HK(IFRIC)-Int 21 if they were incurred separately rather than assumed in a business combination, an entity applying HKFRS 3 should refer to HKAS 37 or HK(IFRIC)-Int 21 respectively instead of the Conceptual Framework. Furthermore, the amendments clarify that contingent assets do not qualify for recognition at the acquisition date. The Group expects to adopt the amendments prospectively from 1 January 2022. Since the amendments apply prospectively to business combinations for which the acquisition date is on or after the date of first application, the Group will not be affected by these amendments on the date of transition.

# NOTES TO FINANCIAL STATEMENTS

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## 2.3 Issued but not yet Effective Hong Kong Financial Reporting Standards (Continued)

Amendments to HKFRS 10 and HKAS 28 (2011) address an inconsistency between the requirements in HKFRS 10 and in HKAS 28 (2011) in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require a full recognition of a gain or loss resulting from a downstream transaction when the sale or contribution of assets between an investor and its associate or joint venture constitutes a business. For a transaction involving assets that do not constitute a business, a gain or loss resulting from the transaction is recognised in the investor's profit or loss only to the extent of the unrelated investor's interest in that associate or joint venture. The amendments are to be applied prospectively. The previous mandatory effective date of amendments to HKFRS 10 and HKAS 28 (2011) was removed by the HKICPA in January 2016 and a new mandatory effective date will be determined after the completion of a broader review of accounting for associates and joint ventures. However, the amendments are available for adoption now.

Amendments to HKAS 1 *Classification of Liabilities as Current or Non-current* clarify the requirements for classifying liabilities as current or non-current. The amendments specify that if an entity's right to defer settlement of a liability is subject to the entity complying with specified conditions, the entity has a right to defer settlement of the liability at the end of the reporting period if it complies with those conditions at that date. Classification of a liability is unaffected by the likelihood that the entity will exercise its right to defer settlement of the liability. The amendments also clarify the situations that are considered a settlement of a liability. The amendments are effective for annual periods beginning on or after 1 January 2023 and shall be applied retrospectively. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to HKAS 1 *Disclosure of Accounting Policies* require entities to disclose their material accounting policy information rather than their significant accounting policies. Accounting policy information is material if, when considered together with other information included in an entity's financial statements, it can reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements. Amendments to HKFRS Practice Statement 2 provide non-mandatory guidance on how to apply the concept of materiality to accounting policy disclosures. Amendments to HKAS 1 are effective for annual periods beginning on or after 1 January 2023 and earlier application is permitted. Since the guidance provided in the amendments to HKFRS Practice Statement 2 is non-mandatory, an effective date for these amendments is not necessary. The Group is currently assessing the impact of the amendments on the Group's accounting policy disclosures.

Amendments to HKAS 8 clarify the distinction between changes in accounting estimates and changes in accounting policies. Accounting estimates are defined as monetary amounts in financial statements that are subject to measurement uncertainty. The amendments also clarify how entities use measurement techniques and inputs to develop accounting estimates. The amendments are effective for annual reporting periods beginning on or after 1 January 2023 and apply to changes in accounting policies and changes in accounting estimates that occur on or after the start of that period. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

## 2.3 Issued but not yet Effective Hong Kong Financial Reporting Standards (Continued)

Amendments to HKAS 12 narrow the scope of the initial recognition exception so that it no longer applies to transactions that give rise to equal taxable and deductible temporary differences, such as leases and decommissioning obligations. Therefore, entities are required to recognise a deferred tax asset and a deferred tax liability for temporary differences arising from these transactions. The amendments are effective for annual reporting periods beginning on or after 1 January 2023 and shall be applied to transactions related to leases and decommissioning obligations at the beginning of the earliest comparative period presented, with any cumulative effect recognised as an adjustment to the opening balance of retained profits or other component of equity as appropriate at that date. In addition, the amendments shall be applied prospectively to transactions other than leases and decommissioning obligations. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to HKAS 16 prohibit an entity from deducting from the cost of an item of property, plant and equipment any proceeds from selling items produced while bringing that asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Instead, an entity recognises the proceeds from selling any such items, and the cost of those items, in profit or loss. The amendments are effective for annual periods beginning on or after 1 January 2022 and shall be applied retrospectively only to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented in the financial statements in which the entity first applies the amendments. Earlier application is permitted. The amendments are not expected to have any significant impact on the Group's financial statements.

Amendments to HKAS 37 clarify that for the purpose of assessing whether a contract is onerous under HKAS 37, the cost of fulfilling the contract comprises the costs that relate directly to the contract. Costs that relate directly to a contract include both the incremental costs of fulfilling that contract (e.g., direct labour and materials) and an allocation of other costs that relate directly to fulfilling that contract (e.g., an allocation of the depreciation charge for an item of property, plant and equipment used in fulfilling the contract as well as contract management and supervision costs). General and administrative costs do not relate directly to a contract and are excluded unless they are explicitly chargeable to the counterparty under the contract. The amendments are effective for annual periods beginning on or after 1 January 2022 and shall be applied to contracts for which an entity has not yet fulfilled all its obligations at the beginning of the annual reporting period in which it first applies the amendments. Earlier application is permitted. Any cumulative effect of initially applying the amendments shall be recognised as an adjustment to the opening equity at the date of initial application without restating the comparative information. The amendments are not expected to have any significant impact on the Group's financial statements.

*Annual Improvements to HKFRSs 2018–2020* sets out amendments to HKFRS 1, HKFRS 9, Illustrative Examples accompanying HKFRS 16, and HKAS 41. Details of the amendments that are expected to be applicable to the Group are as follows:

- HKFRS 9 *Financial Instruments*: clarifies the fees that an entity includes when assessing whether the terms of a new or modified financial liability are substantially different from the terms of the original financial liability. These fees include only those paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf. An entity applies the amendment to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendment. The amendment is effective for annual periods beginning on or after 1 January 2022. Earlier application is permitted. The amendment is not expected to have a significant impact on the Group's financial statements.

# NOTES TO FINANCIAL STATEMENTS

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## 2.3 Issued but not yet Effective Hong Kong Financial Reporting Standards (Continued)

*Annual Improvements to HKFRSs 2018–2020* sets out amendments to HKFRS 1, HKFRS 9, Illustrative Examples accompanying HKFRS 16, and HKAS 41. Details of the amendments that are expected to be applicable to the Group are as follows: (Continued)

- HKFRS 16 *Leases*: removes the illustration of payments from the lessor relating to leasehold improvements in Illustrative Example 13 accompanying HKFRS 16. This removes potential confusion regarding the treatment of lease incentives when applying HKFRS 16.

## 2.4 Summary of Significant Accounting Policies

### Investments in associates

An associate is an entity in which the Group has a long term interest of generally not less than 20% of the equity voting rights and over which it is in a position to exercise significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.

The Group's investments in associates are stated in the consolidated statement of financial position at the Group's share of net assets under the equity method of accounting, less any impairment losses. The Group's share of the post-acquisition results and other comprehensive income of associates is included in the consolidated income statement and consolidated other comprehensive income, respectively. In addition, when there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and its associates are eliminated to the extent of the Group's investments in the associates, except where unrealised losses provide evidence of an impairment of the assets transferred.

If an investment in an associate becomes an investment in a joint venture, the retained interest is not remeasured. Instead, the investment continues to be accounted for under the equity method. In all other cases, upon loss of significant influence over the associate or joint control over the joint venture, the Group measures and recognises any retained investment at its fair value. Any difference between the carrying amount of the associate or joint venture upon loss of significant influence or joint control and the fair value of the retained investment and proceeds from disposal is recognised in profit or loss.

When an investment in an associate or a joint venture is classified as held for sale, it is accounted for in accordance with HKFRS 5 *Non-current Assets Held for Sale and Discontinued Operations*.

### Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The consideration transferred is measured at the acquisition date fair value which is the sum of the acquisition date fair values of assets transferred by the Group, liabilities assumed by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. For each business combination, the Group elects whether to measure the non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of net assets in the event of liquidation at fair value or at the proportionate share of the acquiree's identifiable net assets. All other components of non-controlling interests are measured at fair value. Acquisition-related costs are expensed as incurred.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Business combinations and goodwill (Continued)

The Group determines that it has acquired a business when the acquired set of activities and assets includes an input and a substantive process that together significantly contribute to the ability to create outputs.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts of the acquiree.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognised in profit or loss.

Any contingent consideration to be transferred by the acquirer is recognised at fair value at the acquisition date. Contingent consideration classified as an asset or liability is measured at fair value with changes in fair value recognised in profit or loss. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred, the amount recognised for non-controlling interests and any fair value of the Group's previously held equity interests in the acquiree over the identifiable net assets acquired and liabilities assumed. If the sum of this consideration and other items is lower than the fair value of the net assets acquired, the difference is, after reassessment, recognised in profit or loss as a gain on bargain purchase.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired. The Group performs its annual impairment test of goodwill as at 31 December. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the Group are assigned to those units or groups of units.

Impairment is determined by assessing the recoverable amount of the cash-generating unit to which the goodwill relates. Where the recoverable amount of the cash-generating unit is less than the carrying amount, an impairment loss is recognised. An impairment loss recognised for goodwill is not reversed in a subsequent period.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Business combinations and goodwill (Continued)

Where goodwill has been allocated to a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on the disposal. Goodwill disposed of in these circumstances is measured based on the relative value of the operation disposed of and the portion of the cash-generating unit retained.

### Related parties

A party is considered to be related to the Group if:

- (a) the party is a person or a close member of that person's family and that person
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

- (b) the party is an entity where any of the following conditions applies:
  - (i) the entity and the Group are members of the same group;
  - (ii) one entity is an associate or joint venture of the other entity (or of a parent, subsidiary or fellow subsidiary of the other entity);
  - (iii) the entity and the Group are joint ventures of the same third party;
  - (iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
  - (v) the entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group;
  - (vi) the entity is controlled or jointly controlled by a person identified in (a);
  - (vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity); and
  - (viii) the entity, or any member of a group of which it is a part, provides key management personnel services to the Group or to the parent of the Group.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Fair value measurement

The Group measures its financial assets at fair value through other comprehensive income and financial assets at fair value through profit or loss and derivative financial instruments at fair value at the end of each reporting period. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or in the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

Level 1	—	based on quoted prices (unadjusted) in active markets for identical assets or liabilities
Level 2	—	based on valuation techniques for which the lowest level input that is significant to the fair value measurement is observable, either directly or indirectly
Level 3	—	based on valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

### Property, plant and equipment and depreciation

Property, plant and equipment, other than construction in progress, are stated at cost less accumulated depreciation and any impairment losses.

The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the assets to its working condition and location for its intended use. Expenditure incurred after the items of property, plant and equipment have been put into operation, such as repairs and maintenance, is normally charged to the income statement in the period in which it is incurred. In situations where the recognition criteria are satisfied, the expenditure for a major inspection is capitalised in the carrying amount of the asset as a replacement. Where significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognises such parts as individual assets with specific useful lives and depreciates them accordingly.

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Property, plant and equipment and depreciation (Continued)

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment to its residual value over its estimated useful life. The estimated useful lives used for this purpose are as follows:

Buildings	Over the shorter of lease terms and 20 years
Leasehold improvements	Over the shorter of lease terms and 5 years
Moulds, plant and machinery	3 to 10 years
Motor vehicles	5 years
Furniture, fixtures and office equipment	3 to 10 years

Where parts of an item of property, plant and equipment have different useful lives, the cost of that item is allocated on a reasonable basis among the parts and each part is depreciated separately. Residual values, useful lives and the depreciation method are reviewed, and adjusted if appropriate, at least at each financial year end.

An item of property, plant and equipment including any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on disposal or retirement recognised in the income statement in the year the asset is derecognised is the difference between the net sales proceeds and the carrying amount of the relevant asset.

Construction in progress represents a building under construction, which is stated at cost less any impairment losses, and is not depreciated. Cost comprises the direct costs of construction during the period of construction. Construction in progress is reclassified to the appropriate category of property, plant and equipment when completed and ready for use.

### Investment properties

Investment properties are land and buildings which are owned or held under a leasehold interest to earn rental income and/or for capital appreciation. These include land and buildings held for a currently undetermined future use. Such properties are stated at cost less accumulated depreciation and any impairment losses.

Any gains or losses on the retirement or disposal of an investment property are recognised in the income statement in the year of the retirement or disposal.

Depreciation is calculated on the straight-line basis to depreciate the cost of each item of investment properties over the estimated useful life of 20 years.

### Intangible assets (other than goodwill)

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are subsequently amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year end.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Intangible assets (other than goodwill) (Continued)

#### Brand names

Brand names acquired through business combination with indefinite useful lives are tested for impairment annually either individually or at the cash-generating unit level. Such intangible assets are not amortised. The useful lives of brand names with indefinite lives are reviewed annually to determine whether the indefinite life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is accounted for on a prospective basis.

#### Business relationship

Business relationship are stated at cost less any impairment losses and are amortised on the straight-line basis over their estimated useful lives from 7 years to 15 years.

#### Patents and trademarks

Purchased patents and trademarks are stated at cost less any impairment losses and are amortised on the straight-line basis over their estimated useful lives of 5 years.

#### Research and development costs

All research costs are charged to the income statement as incurred.

Expenditure incurred on projects to develop new products is capitalised and deferred only when the Group can demonstrate the technical feasibility of completing the product so that it will be available for use or sale, its intention to complete and its ability to use or sell the asset, how the asset will generate future economic benefits, the availability of resources to complete the project and the ability to measure reliably the expenditure during the development. Product development expenditure which does not meet these criteria is expensed when incurred.

### Impairment of non-financial assets

Where an indication of impairment exists, or when annual impairment testing for an asset is required (other than inventories and financial assets), the asset's recoverable amount is estimated. An asset's recoverable amount is the higher of the asset's or cash-generating unit's value in use and its fair value less costs of disposal, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the cash-generating unit to which the asset belongs. In testing a cash-generating unit for impairment, a portion of the carrying amount of a corporate asset (e.g., a headquarters building) is allocated to an individual cash-generating unit if it can be allocated on a reasonable and consistent basis or, otherwise, to the smallest group of cash-generating units.

An impairment loss is recognised only if the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. An impairment loss is charged to the income statement in the period in which it arises in those expense categories consistent with the function of the impaired asset.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Impairment of non-financial assets (Continued)

An assessment is made at the end of each reporting period as to whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the recoverable amount is estimated. A previously recognised impairment loss of an asset is reversed only if there has been a change in the estimates used to determine the recoverable amount of that asset, but not to an amount higher than the carrying amount that would have been determined (net of any depreciation/amortisation) had no impairment loss been recognised for the asset in prior years. A reversal of such an impairment loss is credited to the income statement in the period in which it arises.

### Investments and other financial assets

#### Initial recognition and measurement

Financial assets are classified, at initial recognition, as subsequently measured at amortised cost, fair value through other comprehensive income, and fair value through profit or loss.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Group's business model for managing them. With the exception of trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient of not adjusting the effect of a significant financing component, the Group initially measures a financial asset at its fair value, plus in the case of a financial asset not at fair value through profit or loss, transaction costs. Trade receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price determined under HKFRS 15 in accordance with the policies set out for "Revenue recognition" below.

In order for a financial asset to be classified and measured at amortised cost or fair value through other comprehensive income, it needs to give rise to cash flows that are solely payments of principal and interest ("SPPI") on the principal amount outstanding. Financial assets with cash flows that are not SPPI are classified and measured at fair value through profit or loss, irrespective of the business model.

The Group's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Financial assets classified and measured at amortised cost are held within a business model with the objective to hold financial assets in order to collect contractual cash flows, while financial assets classified and measured at fair value through other comprehensive income are held within a business model with the objective of both holding to collect contractual cash flows and selling. Financial assets which are not held within the aforementioned business models are classified and measured at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date, that is, the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Investments and other financial assets (Continued)

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as follows:

#### *Financial assets at amortised cost (debt instruments)*

Financial assets at amortised cost are subsequently measured using the effective interest method and are subject to impairment. Gains and losses are recognised in the income statement when the asset is derecognised, modified or impaired.

#### *Financial assets at fair value through other comprehensive income (debt instruments)*

For debt instruments at fair value through other comprehensive income, interest income, foreign exchange revaluation and impairment losses or reversals are recognised in the income statement and computed in the same manner as for financial assets measured at amortised cost. The remaining fair value changes are recognised in other comprehensive income. Upon derecognition, the cumulative fair value change recognised in other comprehensive income is recycled to the income statement.

#### *Financial assets at fair value through other comprehensive income (equity investments)*

Upon initial recognition, the Group can elect to classify irrevocably its equity investments as equity investments designated at fair value through other comprehensive income when they meet the definition of equity under HKAS 32 *Financial Instruments: Presentation* and are not held for trading. The classification is determined on an instrument-by-instrument basis.

Gains and losses on these financial assets are never recycled to the income statement. Dividends are recognised as other income in the income statement when the right of payment has been established, it is probable that the economic benefits associated with the dividend will flow to the Group and the amount of the dividend can be measured reliably, except when the Group benefits from such proceeds as a recovery of part of the cost of the financial asset, in which case, such gains are recorded in other comprehensive income. Equity investments designated at fair value through other comprehensive income are not subject to impairment assessment.

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

Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value recognised in the income statement. This category includes derivative financial instruments and structured bank deposits.

A derivative embedded in a hybrid contract, with a financial liability or non-financial host, is separated from the host and accounted for as a separate derivative if the economic characteristics and risks are not closely related to the host; a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and the hybrid contract is not measured at fair value through profit or loss. Embedded derivatives are measured at fair value with changes in fair value recognised in the income statement. Reassessment only occurs if there is either a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required or a reclassification of a financial asset out of the fair value through profit or loss category.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Investments and other financial assets (Continued)

#### Subsequent measurement (Continued)

##### *Financial assets at fair value through profit or loss (Continued)*

A derivative embedded within a hybrid contract containing a financial asset host is not accounted for separately. The financial asset host together with the embedded derivative is required to be classified in its entirety as a financial asset at fair value through profit or loss.

### Impairment of financial assets

The Group recognises an allowance for expected credit loss ("ECLs") for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

#### General approach

ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12 months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

At each reporting date, the Group assesses whether the credit risk on a financial instrument has increased significantly since initial recognition. When making the assessment, the Group compares the risk of a default occurring on the financial instrument as at the reporting date with the risk of a default occurring on the financial instrument as at the date of initial recognition and considers reasonable and supportable information that is available without undue cost or effort, including historical and forward-looking information.

The Group considers a financial asset in default when contractual payments are 90 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

Debt instruments at fair value through other comprehensive income and financial assets at amortised cost are subject to impairment under the general approach and they are classified within the following stages for measurement of ECLs except for trade receivables which apply the simplified approach as detailed below.

Stage 1	—	Financial instruments for which credit risk has not increased significantly since initial recognition and for which the loss allowance is measured at an amount equal to 12-month ECLs
Stage 2	—	Financial instruments for which credit risk has increased significantly since initial recognition but that are not credit-impaired financial assets and for which the loss allowance is measured at an amount equal to lifetime ECLs
Stage 3	—	Financial assets that are credit-impaired at the reporting date (but that are not purchased or originated credit-impaired) and for which the loss allowance is measured at an amount equal to lifetime ECLs

## 2.4 Summary of Significant Accounting Policies (Continued)

### Impairment of financial assets (Continued)

#### Simplified approach

For trade receivables that do not contain a significant financing component or when the Group applies the practical expedient of not adjusting the effect of a significant financing component, the Group applies the simplified approach in calculating ECLs. Under the simplified approach, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

For trade receivables that contain a significant financing component and lease receivables, the Group chooses as its accounting policy to adopt the simplified approach in calculating ECLs with policies as described above.

#### Derecognition of financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

- the rights to receive cash flows from the asset have expired; or
- the Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent, it has retained the risk and rewards of ownership of the asset. When it has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original amount of the asset and the maximum amount of consideration that the Group could be required to repay.

### Financial liabilities

#### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs. The Group's financial liabilities include trade payables, other payables, financial liabilities included in accruals, derivative financial instruments and interest-bearing bank borrowings.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Financial liabilities (Continued)

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as follows:

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

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Group that are not designated as hedging instruments in hedge relationships as defined by HKFRS 9. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on liabilities held for trading are recognised in the income statement. The net fair value gain or loss recognised in the income statement does not include any interest charged on these financial liabilities.

Financial liabilities designated upon initial recognition as at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in HKFRS 9 are satisfied. Gains or losses on liabilities designated at fair value through profit or loss are recognised in the income statement, except for the gains or losses arising from the Group's own credit risk which are presented in other comprehensive income with no subsequent reclassification to the income statement. The net fair value gain or loss recognised in the income statement does not include any interest charged on these financial liabilities.

#### *Financial liabilities at amortised cost (loans and borrowings)*

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost, using the effective interest rate method unless the effect of discounting would be immaterial, in which case they are stated at cost. Gains and losses are recognised in the income statement when the liabilities are derecognised as well as through the effective interest rate amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in the income statement.

#### *Convertible bonds*

The component of convertible bonds that exhibits characteristics of a liability is recognised as a liability in the statement of financial position, net of transaction costs. On issuance of convertible bonds, the fair value of the liability component is determined using a market rate for an equivalent non-convertible bond; and this amount is carried as a long term liability on the amortised cost basis until extinguished on conversion or redemption. The remainder of the proceeds is allocated to the conversion option that is recognised and included in shareholders' equity, net of transaction costs. The carrying amount of the conversion option is not remeasured in subsequent years. Transaction costs are apportioned between the liability and equity components of the convertible bonds based on the allocation of proceeds to the liability and equity components when the instruments are first recognised.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Financial liabilities (Continued)

#### Subsequent measurement (Continued)

##### *Convertible bonds (Continued)*

If the conversion option of convertible bonds exhibits characteristics of an embedded derivative, it is separated from its liability component. On initial recognition, the derivative component of the convertible bonds is measured at fair value and presented as part of derivative financial instruments. Any excess of proceeds over the amount initially recognised as the derivative component is recognised as the liability component. Transaction costs are apportioned between the liability and derivative components of the convertible bonds based on the allocation of proceeds to the liability and derivative components when the instruments are initially recognised. The portion of the transaction costs relating to the liability component is recognised initially as part of the liability. The portion relating to the derivative component is recognised immediately in the income statement.

#### Derecognition of financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and a recognition of a new liability, and the difference between the respective carrying amounts is recognised in the income statement.

#### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

#### Derivative financial instruments

##### Initial recognition and subsequent measurement

The Group uses derivative financial instruments, such as interest rate swaps, to hedge its interest rate risk. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

Any gains or losses arising from changes in fair value of derivatives are taken directly to the income statement, except for the effective position of cash flow hedges, which is recognised in other comprehensive income and later reclassified to the income statement when the hedged item affects the income statement.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Derivative financial instruments (Continued)

#### Current versus non-current classification

Derivative instruments that are not designated as effective hedging instruments are classified as current or non-current or separated into current and non-current portions based on an assessment of the facts and circumstances (i.e., the underlying contracted cash flows).

- Where the Group expects to hold a derivative as an economic hedge (and does not apply hedge accounting) for a period beyond 12 months after the end of the reporting period, the derivative is classified as non-current (or separated into current and non-current portions) consistently with the classification of the underlying item.
- Embedded derivatives that are not closely related to the host contract are classified consistently with the cash flows of the host contract.
- Derivative instruments that are designated as, and are effective hedging instruments, are classified consistently with the classification of the underlying hedged item. The derivative instruments are separated into current and non-current portions only if a reliable allocation can be made.

### Treasury shares

Own equity instruments which are reacquired and held by the Company (treasury shares) are recognised directly in equity at cost. No gain or loss is recognised in the income statement on the purchase, sale, issue or cancellation of the Group's own equity instruments.

### Inventories

Inventories are stated at the lower of cost and net realisable value after making due allowances for obsolete or slow-moving items. Cost is determined on a weighted average basis and, in the case of work in progress and finished goods, comprises direct materials, direct labour and an appropriate proportion of overheads. Net realisable value is based on the estimated selling prices less any estimated costs to be incurred to completion and disposal.

### Other asset

Other asset is the right to receive the new properties under a disposal arrangement. Such asset, being the partial consideration to be received upon disposal of a subsidiary, is initially recognised at its fair value. Subsequent to the initial recognition, other asset is stated at cost less any impairment losses.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Leases

The Group assesses at contract inception whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

### Group as a lessee

The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. The Group recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

#### (a) *Right-of-use assets*

Right-of-use assets are recognised at the commencement date of the lease (that is the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and any impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognised, initial direct costs incurred, and lease payments made at or before the commencement date less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease terms and the estimated useful lives of the assets as follows:

Plant	2 to 10 years
Buildings	24 to 120 months
Leasehold land	40 to 51 years

If ownership of the leased asset transfers to the Group by the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset.

#### (b) *Lease liabilities*

Lease liabilities are recognised at the commencement date of the lease at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Group and payments of penalties for termination of a lease, if the lease term reflects the Group exercising the option to terminate the lease. The variable lease payments that do not depend on an index or a rate are recognised as an expense in the period in which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Group uses its incremental borrowing rate at the lease commencement date because the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in lease payments (e.g., a change to future lease payments resulting from a change in an index or rate) or a change in assessment of an option to purchase the underlying asset.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Leases (Continued)

#### Group as a lessee (Continued)

##### (c) *Short-term leases and leases of low-value assets*

The Group applies the short-term lease recognition exemption to its short-term leases of machinery and equipment (that is those leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option). It also applies the recognition exemption for leases of low-value assets to leases of office equipment that is considered to be of low value.

Lease payments on short-term leases and leases of low-value assets are recognised as an expense on a straight-line basis over the lease term.

#### Group as a lessor

When the Group acts as a lessor, it classifies at lease inception (or when there is a lease modification) each of its leases as either an operating lease or a finance lease.

Leases in which the Group does not transfer substantially all the risks and rewards incidental to ownership of an asset are classified as operating leases. When a contract contains lease and non-lease components, the Group allocates the consideration in the contract to each component on a relative stand-alone selling price basis. Rental income is accounted for on a straight-line basis over the lease terms and is included in revenue in the income statement due to its operating nature. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised over the lease term on the same basis as rental income. Contingent rents are recognised as revenue in the period in which they are earned.

Leases that transfer substantially all the risks and rewards incidental to ownership of an underlying asset to the lessee are accounted for as finance leases.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits, and short-term highly liquid investments which are readily convertible into known amounts of cash, are subject to an insignificant risk of changes in value, and have a short maturity of generally within three months when acquired, less bank overdrafts which are repayable on demand and form an integral part of the Group's cash management.

#### Provisions

A provision is recognised when a present obligation (legal or constructive) has arisen as a result of a past event and it is probable that a future outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation.

When the effect of discounting is material, the amount recognised for a provision is the present value at the end of the reporting period of the future expenditures expected to be required to settle the obligation. The increase in the discounted present value amount arising from the passage of time is included in finance costs in the income statement.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Income tax

Income tax comprises current and deferred tax. Income tax relating to items recognised outside income statement is recognised either in other comprehensive income or directly in equity.

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period, taking into consideration interpretations and practices prevailing in the countries in which the Group operates.

Deferred tax is provided, using the liability method, on all temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries and associates, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, and the carryforward of unused tax credits and any unused tax losses. Deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carryforward of unused tax credits and unused tax losses can be utilised, except:

- when the deferred tax asset relating to the deductible temporary differences arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries and associates, deferred tax assets are only recognised to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

# NOTES TO FINANCIAL STATEMENTS

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## 2.4 Summary of Significant Accounting Policies (Continued)

### Income tax (Continued)

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets and deferred tax liabilities are offset if and only if the Group has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

### Revenue recognition

#### Revenue from contracts with customers

Revenue from contracts with customers is recognised when control of goods or services is transferred to the customers at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services.

When the consideration in a contract includes a variable amount, the amount of consideration is estimated to which the Group will be entitled in exchange for transferring the goods or services to the customer. The variable consideration is estimated at contract inception and constrained until it is highly probable that a significant revenue reversal in the amount of cumulative revenue recognised will not occur when the associated uncertainty with the variable consideration is subsequently resolved.

When the contract contains a financing component which provides the customer with a significant benefit of financing the transfer of goods or services to the customer for more than one year, revenue is measured at the present value of the amount receivable, discounted using the discount rate that would be reflected in a separate financing transaction between the Group and the customer at contract inception. When the contract contains a financing component which provides the Group with a significant financial benefit for more than one year, revenue recognised under the contract includes the interest expense accreted on the contract liability under the effective interest method. For a contract where the period between the payment by the customer and the transfer of the promised goods or services is one year or less, the transaction price is not adjusted for the effects of a significant financing component, using the practical expedient in HKFRS 15.

Revenue from the sale of sportswear goods is recognised at the point in time when control of the asset is transferred to the customer, generally on delivery of the sportswear goods.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Revenue recognition (Continued)

#### Revenue from contracts with customers (Continued)

Some contracts for the sale of sportswear provide customers with rights of return. The rights of return give rise to variable consideration.

#### *Rights of return*

For contracts which provide a customer with a right to return the goods within a specified period, the expected value method is used to estimate the goods that will not be returned because this method best predicts the amount of variable consideration to which the Group will be entitled. The requirements in HKFRS 15 on constraining estimates of variable consideration are applied in order to determine the amount of variable consideration that can be included in the transaction price. For goods that are expected to be returned, instead of revenue, a refund liability is recognised. A right-of-return asset (and the corresponding adjustment to cost of sales) is also recognised for the right to recover products from a customer.

#### Other income

Interest income is recognised on an accrual basis using the effective interest method by applying the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or a shorter period, when appropriate, to the net carrying amount of the financial asset.

Rental income is recognised on a time proportion basis over the lease terms. Variable lease payments that do not depend on an index or a rate are recognised as income in the accounting period in which they are incurred.

Dividend income is recognised when the shareholders' right to receive payment has been established, it is probable that the economic benefits associated with the dividend will flow to the Group and the amount of the dividend can be measured reliably.

Royalty income is recognised on an accrual basis based on the agreement terms and correspondence with the licensees regarding actual sales.

#### Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, i.e., assets that necessarily take a substantial period of time to get ready for their intended use or sale, are capitalised as part of the cost of those assets. The capitalisation of such borrowing costs ceases when the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs capitalised. All other borrowing costs are expensed in the period in which they are incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

#### Contract liabilities

A contract liability is recognised when a payment is received or a payment is due (whichever is earlier) from a customer before the Group transfers the related goods. Contract liabilities are recognised as revenue when the Group performs under the contract (i.e., transfers control of the related goods to the customer).

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 2.4 Summary of Significant Accounting Policies (Continued)

### Right-of-return assets

A right-of-return asset is recognised for the right to recover the goods expected to be returned by customers. The asset is measured at the former carrying amount of the goods to be returned, less any expected costs to recover the goods and any potential decreases in the value of the returned goods. The Group updates the measurement of the asset for any revisions to the expected level of returns, and any additional decreases in the value of the returned goods.

### Refund liabilities

A refund liability is recognised for the obligation to refund some or all of the consideration received (or receivable) from a customer and is measured at the amount the Group ultimately expects it will have to return to the customer. The Group updates its estimates of refund liabilities (and the corresponding change in the transaction price) at the end of each reporting period.

### Government grants

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the costs, for which it is intended to compensate, are expensed. Where the grant relates to an asset, the fair value is deducted from the carrying amount of the asset and released to the income statement by way of a reduced depreciation charge.

### Share-based payments

The Company operates a share option scheme and a share award scheme for the purpose of providing incentives and rewards to eligible participants who contribute to the success of the Group's operations. Employees (including directors) of the Group receive remuneration in the form of share-based payments, whereby employees render services as consideration for equity instruments ("equity-settled transactions").

The cost of equity-settled transactions is recognised in employee benefit expense, together with a corresponding increase in equity, over the period in which the performance and/or service conditions are fulfilled. The cumulative expense recognised for equity-settled transactions at the end of each reporting period until the vesting date reflects the extent to which the vesting period has expired and the Group's best estimate of the number of equity instruments that will ultimately vest. The charge or credit to the income statement for a period represents the movement in the cumulative expense recognised as at the beginning and end of that period.

Service and non-market performance conditions are not taken into account when determining the grant date fair value of awards, but the likelihood of the conditions being met is assessed as part of the Group's best estimate of the number of equity instruments that will ultimately vest. Market performance conditions are reflected within the grant date fair value. Any other conditions attached to an award, but without an associated service requirement, are considered to be non-vesting conditions. Non-vesting conditions are reflected in the fair value of an award and lead to an immediate expensing of an award unless there are also service and/or performance conditions.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Share-based payments (Continued)

For awards that do not ultimately vest because non-market performance and/or service conditions have not been met, no expense is recognised. Where awards include a market or non-vesting condition, the transactions are treated as vesting irrespective of whether the market or non-vesting condition is satisfied, provided that all other performance and/or service conditions are satisfied.

Where the terms of an equity-settled award are modified, as a minimum an expense is recognised as if the terms had not been modified, if the original terms of the award are met. In addition, an expense is recognised for any modification that increases the total fair value of the share-based payments, or is otherwise beneficial to the employee as measured at the date of modification.

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any expense not yet recognised for the award is recognised immediately. This includes any award where non-vesting conditions within the control of either the Group or the employee are not met. However, if a new award is substituted for the cancelled award, and is designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of earnings per share.

### Other employee benefits

#### Pension schemes

The Group operates a defined contribution Mandatory Provident Fund retirement benefit scheme (the "MPF Scheme") under the Mandatory Provident Fund Schemes Ordinance for those employees who are eligible to participate in the MPF Scheme. Contributions are made based on a percentage of the employees' basic salaries and are charged to the income statement as they become payable in accordance with the rules of the MPF Scheme. The assets of the MPF Scheme are held separately from those of the Group in an independently administered fund. The Group's employer contributions vest fully with the employees when contributed into the MPF Scheme.

The employees of the Group's subsidiaries which operate in Mainland China are required to participate in central pension schemes operated by the local municipal government. The subsidiaries are required to contribute certain percentages of their payroll costs to the central pension schemes. The contributions are charged to the income statement as they become payable in accordance with the rules of the central pension schemes.

#### Other benefits

The Group contributes on a monthly basis to defined contribution housing, medical and other benefit plans organised by the government of the PRC. The PRC government undertakes to assume the benefit obligations of all existing and retired employees under these plans. Contributions to these plans by the Group are expensed as incurred. The Group has no further obligations for the benefits for their qualified employees under these plans.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 2.4 Summary of Significant Accounting Policies (Continued)

### Dividends

Final dividends are recognised as a liability when they are approved by the shareholders in a general meeting. Proposed final dividends are disclosed in note 11 to the financial statements.

Interim dividends are simultaneously proposed and declared, because the Company's memorandum and articles of association grant the directors the authority to declare interim dividends. Consequently, interim dividends are recognised immediately as a liability when they are proposed and declared.

### Foreign currencies

These financial statements are presented in RMB, which is the Company's presentation currency. The functional currency of the Company is the Hong Kong dollar which is the currency of the primary environment in which the Company operates. Since the Company does not conduct any substantive operations of its own and conducts its primary business operations through its subsidiaries in Mainland China, the Company adopts RMB as the presentation currency of the Group. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Foreign currency transactions recorded by the entities in the Group are initially recorded using their respective functional currency rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency rates of exchange ruling at the end of the reporting period. Differences arising on settlement or translation of monetary items are recognised in the income statement.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured. The gain or loss arising on translation of a non-monetary item measured at fair value is treated in line with the recognition of the gain or loss on change in fair value of the item (i.e., translation difference on the item whose fair value gain or loss is recognised in other comprehensive income or income statement is also recognised in other comprehensive income or income statement, respectively).

In determining the exchange rate on initial recognition of the related asset, expense or income on the derecognition of a non-monetary asset or non-monetary liability relating to an advance consideration, the date of initial transaction is the date on which the Group initially recognises the non-monetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, the Group determines the transaction date for each payment or receipt of the advance consideration.

The functional currencies of the Company and certain subsidiaries and associates operating outside Mainland China are currencies other than RMB. As at the end of the reporting period, the assets and liabilities of these entities are translated into RMB at exchange rates prevailing at the end of the reporting period and their income statements are translated into RMB at the exchange rates that approximate to those prevailing at the dates of the transactions.

## 2.4 Summary of Significant Accounting Policies (Continued)

### Foreign currencies (Continued)

The resulting exchange differences are recognised in other comprehensive income and accumulated in the exchange fluctuation reserve. On disposal of an operation outside Mainland China, the component of other comprehensive income relating to that particular operation is recognised in the income statement.

For the purpose of the consolidated statement of cash flows, the cash flows of the Company and its subsidiaries operating outside Mainland China are translated into RMB at the exchange rates ruling at the dates of the cash flows. Frequently recurring cash flows of the Company and its subsidiaries operating outside Mainland China which arise throughout the year are translated into RMB at the weighted average exchange rates for the year.

## 3. Significant Accounting Judgement and Estimates

The preparation of the Group's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and their accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amounts of the assets or liabilities affected in the future.

### Judgement

In the process of applying the Group's accounting policies, management has made the following judgement, apart from those involving estimations, which has an effect on the amounts recognised in the financial statements.

### Classification between investment properties and owner-occupied properties

The Group determines whether a property qualifies as an investment property, and has developed criteria in making that judgement. Investment property is a property held to earn rentals or for capital appreciation or both. Therefore, the Group considers whether a property generates cash flows largely independently of the other assets held by the Group.

Some properties comprise a portion that is held to earn rentals or for capital appreciation and another portion that is held for use in the supply of goods or services or for administrative purposes. If these portions could be sold separately (or leased out separately under a finance lease), the Group accounts for the portions separately. If the portions could not be sold separately, the property is an investment property only if an insignificant portion is held for use in the supply of goods or services or for administrative purposes.

Judgement is made on an individual property basis to determine whether ancillary services are so significant that a property does not qualify as an investment property.

# NOTES TO FINANCIAL STATEMENTS

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## 3. Significant Accounting Judgement and Estimates (Continued)

### Estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

### Provision for inventories

Net realisable value of inventories is the estimated selling price in the ordinary course of business less estimated selling expenses. These estimates are based on the current market conditions and the historical experience of selling merchandise of similar nature. It could change significantly as a result of changes in customer taste or competitor actions. The Group reassesses these estimates at the end of each reporting period. As at 31 December 2021, the provision for inventories was RMB58,517,000 (2020: RMB80,133,000). The related disclosures are included in note 20 to the financial statements.

### Provision for expected credit losses on trade receivables and other receivables

The Group uses a provision matrix to calculate ECLs for trade receivables and other receivables. The provision rates are based on days past due for groupings of various customer segments that have similar loss patterns (i.e., by product type and customer type).

The provision matrix is initially based on the Group's historical observed default rates. The Group will calibrate the matrix to adjust the historical credit loss experience with forward-looking information. For instance, if forecast economic conditions (i.e., gross domestic product and inflation) are expected to deteriorate over the next year which can lead to an increased number of defaults in the retail and manufacturing sectors, the historical default rates are adjusted. At each reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analysed.

The assessment of the correlation among historical observed default rates, forecast economic conditions and ECLs is a significant estimate. The amount of ECLs is sensitive to changes in circumstances and forecast economic conditions. The Group's historical credit loss experience and forecast of economic conditions may also not be representative of a customer's actual default in the future. As at 31 December 2021, the impairment of trade receivables was RMB383,927,000 (2020: RMB383,542,000). The information about the ECLs on the Group's trade receivables and other receivables is disclosed in notes 21 and 22 to the financial statements, respectively.

### Deferred tax assets

Deferred tax assets are recognised for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The amount of unrecognised tax losses at 31 December 2021 was RMB322,664,000 (2020: RMB185,892,000). The related disclosures are included in note 30 to the financial statements.

### 3. Significant Accounting Judgement and Estimates (Continued)

#### Estimation uncertainty (Continued)

##### Fair value measurement of financial instruments

When the fair values of financial assets and financial liabilities recorded in the statement of financial position cannot be measured based on quoted prices in active markets, their fair value is measured using valuation techniques, e.g. the discounted cash flow ("DCF") model, binomial model, etc. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair values. Judgements include considerations of inputs such as liquidity risk, credit risk, equity value and volatility. Changes in assumptions relating to these factors could affect the reported fair value of financial instruments. The fair values of the Group's financial instruments stated at fair value through other comprehensive income, derivative financial instruments and K-Swiss Convertible Bonds are disclosed in notes 19, 26, 29 and 42 to the financial statements.

##### Withholding taxes arising from the distributions of dividends

In estimating the withholding taxes on dividends expected to be distributed by those subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008, the directors have made an assessment based on factors including future profitability, the dividend policy and the level of capital and working capital required for the Group's operations in the foreseeable future. The related disclosures are included in note 30 to the financial statements.

##### Impairment of goodwill

The Group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the recoverable amount of the cash-generating unit to which the goodwill is allocated. Estimating the recoverable amount requires the Group to make an estimate of the expected future cash flows from the cash-generating unit and also to choose a suitable discount rate in order to calculate the present value of those cash flows. The carrying amount of goodwill at 31 December 2021 was RMB756,275,000 (2020: RMB787,112,000). The related disclosures are included in note 16 to the financial statements.

##### Impairment of non-financial assets (other than goodwill)

The Group assesses whether there are any indicators of impairment for all non-financial assets (including the right-of-use assets) at the end of each reporting period. Indefinite life intangible assets are tested for impairment annually and at other times when such an indicator exists. Other non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable. An impairment exists when the carrying value of an asset or a cash-generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use. The calculation of the fair value less costs of disposal is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. If no such transactions can be identified, an appropriate valuation model is used. When value in use calculations or fair value less costs of disposal calculation under income approach are undertaken, management must estimate the expected future cash flows from the asset or cash-generating unit and choose a suitable discount rate in order to calculate the present value of those cash flows. The related disclosures are included in notes 15 and 17 to the financial statements.

# NOTES TO FINANCIAL STATEMENTS

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## 4. Operating Segment Information

The Group is principally engaged in the manufacture and sale of sportswear, including footwear, apparel and accessories. For management purposes, the Group is organised into business units based on market segmentation and has three reportable operating segments as follows:

- (a) mass market segment, including signature brand, Xtep;
- (b) athleisure segment, including signature brands, mainly K-Swiss and Palladium; and
- (c) professional sports segment, including signature brands, Saucony and Merrell.

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on reportable segment profit/loss, which is a measure of adjusted profit/loss before tax. The adjusted profit/loss before tax is measured consistently with the Group's profit before tax except that bank interest income, finance costs as well as corporate and other unallocated expenses are excluded from such measurement.

Segment assets exclude tax recoverable, pledged bank deposits, term deposits, equity investments designated at fair value through other comprehensive income and other unallocated corporate assets as these assets are managed on a group basis.

Segment liabilities exclude derivative financial instruments, interest-bearing bank borrowings, convertible bonds, tax payable, deferred tax liabilities and other unallocated corporate liabilities as these liabilities are managed on a group basis.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 4. Operating Segment Information (Continued)

For the year ended 31 December 2021

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
<b>Segment revenue</b> (note 5)				
Sales to external customers	8,841,266	970,957	201,016	10,013,239
<b>Segment results</b>	1,607,586	(87,652)	(40,240)	1,479,694
Share of losses of associates	(24,607)	–	(21,555)	(46,162)
Bank interest income				21,351
Finance costs				(84,535)
Corporate and other unallocated expenses				(83,528)
<b>Profit before tax</b>				<b>1,286,820</b>

For the year ended 31 December 2020

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
<b>Segment revenue</b> (note 5)				
Sales to external customers	7,101,106	999,073	71,744	8,171,923
<b>Segment results</b>	1,106,345	(103,882)	(29,950)	972,513
Share of losses of associates	–	–	(17,004)	(17,004)
Bank interest income				4,292
Finance costs				(143,832)
Corporate and other unallocated expenses				(54,327)
<b>Profit before tax</b>				<b>761,642</b>

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 4. Operating Segment Information (Continued)

For the year ended 31 December 2021

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
Segment assets	11,094,761	2,379,102	161,826	13,635,689
Corporate and other unallocated assets				979,807
				<u>14,615,496</u>
Segment liabilities	3,201,872	355,010	54,116	3,610,998
Corporate and other unallocated liabilities				3,022,059
				<u>6,633,057</u>

For the year ended 31 December 2020

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
Segment assets	8,854,838	2,225,994	207,589	11,288,421
Corporate and other unallocated assets				1,283,268
				<u>12,571,689</u>
Segment liabilities	2,318,883	358,540	36,380	2,713,803
Corporate and other unallocated liabilities				2,559,161
				<u>5,272,964</u>

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 4. Operating Segment Information (Continued)

For the year ended 31 December 2021

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
<b>Other segment information:</b>				
Depreciation of property, plant and equipment and investment properties	56,387	12,358	4,678	73,423
Depreciation of right-of-use assets	39,846	29,926	13,083	82,855
Impairment of right-of-use assets	–	3,149	–	3,149
Impairment/(write-back of impairment) of trade receivables, net	(10,483)	11,428	–	945
Provision/(write-back of provision) for inventories, net	(30,057)	4,968	3,474	(21,615)
Capital expenditure	640,425	13,283	7,780	661,488

For the year ended 31 December 2020

	Mass market RMB'000	Athleisure RMB'000	Professional sports RMB'000	Total RMB'000
<b>Other segment information:</b>				
Depreciation of property, plant and equipment and investment properties	54,128	10,175	2,310	66,613
Depreciation of right-of-use assets	34,930	43,937	5,982	84,849
Impairment of right-of-use assets	–	11,769	–	11,769
Impairment of trade receivables, net	27,053	8,656	–	35,709
Provision for inventories	11,637	11,407	–	23,044
Capital expenditure	178,840	16,809	10,983	206,632

### Information about major customers

For the years ended 31 December 2021 and 2020, no revenue derived from a single customer of the Group accounted for over 10% of the Group's total revenue.

The Group's revenue, expenses, results, assets and liabilities are predominantly attributable to a single geographical region, which is Mainland China. Therefore, no analysis by geographical regions is presented.

# NOTES TO FINANCIAL STATEMENTS

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## 5. Revenue, Other Income and Gains, net

An analysis of revenue is as follows:

### (i) Revenue

Revenue represents the net invoiced value of goods sold during the year, after allowances for returns and trade discounts. The performance obligation is satisfied upon delivery of the sportswear goods and the payment is generally due within 90 to 120 days from delivery, except for new customers, where payment in advance is normally required. Disaggregation of revenue from contracts with customers by product categories is as follows:

	2021 RMB'000	2020 RMB'000
<b>Product categories</b>		
Footwear	5,928,167	5,046,754
Apparel	3,887,404	2,963,854
Accessories	197,668	161,315
	<b>10,013,239</b>	<b>8,171,923</b>

### (ii) Other income and gains, net

	2021 RMB'000	2020 RMB'000
Subsidy income <sup>1</sup>	170,681	170,519
Rental income	7,479	13,149
Royalty income	24,395	19,870
Income derived from financial assets at fair value through profit or loss ("FVPL"), term deposits and structured bank deposits	79,773	96,604
Dividend income derived from an equity investment designated at fair value through other comprehensive income ("FVOCI")	9,500	–
Fair value loss on the derivative component of Xtep Convertible Bonds	(3,042)	–
Fair value loss on K-Swiss Convertible Bonds	(2,320)	–
Gain on disposal of intangible assets	–	3,051
Write off of property, plant and equipment <sup>2</sup>	(13,701)	–
Write off of inventory <sup>2</sup>	(6,860)	–
Insurance claims <sup>2</sup>	14,996	–
Others	17,927	4,153
	<b>298,828</b>	<b>307,346</b>

<sup>1</sup> There are no unfulfilled conditions or contingencies relating to these subsidies.

<sup>2</sup> These were associated with a fire incident during the year.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 6. Profit before Tax

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

	Notes	2021 RMB'000	2020 RMB'000
Cost of inventories sold <sup>1</sup>		<b>5,835,321</b>	4,973,498
Depreciation of property, plant and equipment and investment properties	13, 14	<b>73,423</b>	66,613
Depreciation of right-of-use assets	15(a)	<b>82,855</b>	84,849
Amortisation of intangible assets <sup>2</sup>	17	<b>13,123</b>	14,158
Advertising and promotional costs		<b>1,019,655</b>	917,093
Employee benefit expenses (including directors' remuneration — note 8):			
Wages and salaries		<b>971,422</b>	892,049
Other allowances and benefits		<b>53,338</b>	60,108
Pension scheme contributions <sup>3</sup>		<b>34,319</b>	21,917
Equity-settled share awards expense <sup>2</sup>	35	<b>49,230</b>	15,922
		<b>1,108,309</b>	989,996
Auditor's remuneration		<b>6,415</b>	5,325
Loss on write-off of items of property, plant and equipment	13	<b>16,450</b>	715
Lease payments not included in the measurement of lease liabilities	15(c)	<b>8,816</b>	10,712
Loss/(gain) on termination of lease	15(c)	<b>18</b>	(117)
Covid-19-related rent concession	15(b)	<b>–</b>	(2,869)
Impairment of trade receivables, net <sup>2</sup>	21	<b>945</b>	35,709
Provision/(write-back of provision) for inventories <sup>2</sup>		<b>(21,615)</b>	23,044
Impairment of right-of-use assets	15(a)	<b>3,149</b>	11,769
Research and development costs <sup>4</sup>		<b>252,218</b>	223,491
Foreign exchange differences, net <sup>2</sup>		<b>(2,389)</b>	6,669
Fair value loss/(gain), net:			
Derivative financial instruments – transactions not qualified as hedges	7, 26	<b>(12,422)</b>	22,994

<sup>1</sup> The cost of inventories sold for the year includes RMB327,961,000 (2020: RMB323,785,000) relating to staff costs, depreciation of manufacturing facilities, depreciation of right-of-use assets and lease payments not included in the measurement of lease liabilities, which are also included in the respective total amounts disclosed above for each of these types of expenses.

<sup>2</sup> The depreciation of investment properties and right-of-use assets, amortisation of intangible assets, equity-settled share awards expense, impairment of trade receivables, net, provision/(write-back of provision) for inventories and foreign exchange differences, net for the year are included in "General and administrative expenses" in the consolidated income statement.

<sup>3</sup> As at 31 December 2021, the Group had no forfeited contributions available to reduce its contributions to the pension schemes in future years (2020: Nil).

<sup>4</sup> The research and development costs for the year include RMB141,173,000 (2020: RMB121,564,000) relating to depreciation of research and development centres and staff costs for research and development activities, which are also included in the total amounts disclosed above for each of these types of expenses.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 7. Net Finance Costs

An analysis of net finance costs is as follows:

	2021 RMB'000	2020 RMB'000
Interest expense on bank loans	(40,492)	(58,912)
Interest expense on discounted bills receivable	(33,408)	(49,497)
Interest expense on Xtep Convertible Bonds	(5,835)	–
Interest on lease liabilities	(9,886)	(8,183)
Amortisation of bank charges on syndicated loans	(7,336)	(4,246)
Bank interest income	21,351	4,292
Fair value gain/(loss), net:		
Derivative instruments — transactions not qualified as hedges	12,422	(22,994)
	<b>(63,184)</b>	<b>(139,540)</b>

## 8. Directors' Remuneration

Directors' remuneration for the year, disclosed pursuant to the Rules Governing the Listing of Securities (the "Listing Rules"), section 383(1)(a), (b), (c) and (f) of the Hong Kong Companies Ordinance and Part 2 of the Companies (Disclosure of Information about Benefits of Directors) Regulation, is as follows:

	2021 RMB'000	2020 RMB'000
Fees:		
Executive directors	–	–
Non-executive director	–	–
Independent non-executive directors	926	1,009
	<b>926</b>	<b>1,009</b>
Other emoluments of executive directors:		
Salaries, other allowances and benefits in kind	9,396	3,331
Performance-related bonuses	2,160	1,080
Pension scheme contributions	74	76
	<b>11,630</b>	<b>4,487</b>
Other emoluments of a non-executive director:		
Salaries, other allowances and benefits in kind	–	–
	<b>12,556</b>	<b>5,496</b>

# NOTES TO FINANCIAL STATEMENTS

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## 8. Directors' Remuneration (Continued)

There was no arrangement under which a director waived or agreed to waive any remuneration during the year.

	Fees RMB'000	Salaries, other allowances and benefits in kind RMB'000	Performance- related bonuses RMB'000	Pension scheme contributions RMB'000	Total remuneration RMB'000
<b>2021</b>					
a) <i>Executive directors</i>					
Ding Shui Po <sup>1</sup>	–	4,218	960	18	5,196
Ding Mei Qing	–	3,069	720	26	3,815
Ding Ming Zhong	–	2,109	480	30	2,619
	–	9,396	2,160	74	11,630
b) <i>Independent non-executive directors</i>					
Tan Wee Seng	549	–	–	–	549
Gao Xian Feng <sup>2</sup>	80	–	–	–	80
Bao Ming Xiao	180	–	–	–	180
Wu Ka Chee, Davy <sup>3</sup>	117	–	–	–	117
	926	–	–	–	926
	926	9,396	2,160	74	12,556

# NOTES TO FINANCIAL STATEMENTS

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## 8. Directors' Remuneration (Continued)

	Fees RMB'000	Salaries, other allowances and benefits in kind RMB'000	Performance- related bonuses RMB'000	Pension scheme contributions RMB'000	Total remuneration RMB'000
<b>2020</b>					
a) <i>Executive directors</i>					
Ding Shui Po <sup>1</sup>	–	1,245	360	23	1,628
Ding Mei Qing	–	1,043	360	25	1,428
Ding Ming Zhong	–	1,043	360	28	1,431
	–	3,331	1,080	76	4,487
b) <i>Independent non-executive directors</i>					
Tan Wee Seng	589	–	–	–	589
Gao Xian Feng	240	–	–	–	240
Bao Ming Xiao	180	–	–	–	180
	1,009	–	–	–	1,009
	1,009	3,331	1,080	76	5,496

<sup>1</sup> Mr. Ding Shui Po is also the chief executive officer of the Group.

<sup>2</sup> Dr. Gao Xian Feng retired on 7 May 2021.

<sup>3</sup> Dr. Wu Ka Chee, Davy had been appointed as an independent non-executive director on 7 May 2021.

# NOTES TO FINANCIAL STATEMENTS

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## 9. Five Highest Paid Employees

During the years ended 31 December 2021 and 31 December 2020, there was no director included in the five highest paid employees.

Details of the remuneration for the year of the five (2020: five) highest paid employees who are neither a director nor chief executive of the Company are as follows:

	2021 RMB'000	2020 RMB'000
Salaries, other allowances and benefits in kind	10,235	10,280
Performance-related bonuses	4,099	4,589
Pension scheme contributions	102	80
Equity-settled share awards expense	4,539	4,539
	<b>18,975</b>	19,488

The number of non-director and non-chief executive highest paid employees whose remuneration fell within the following bands is as follows:

	Number of employees	
	2021	2020
HK\$2,500,001 — HK\$3,000,000	1	–
HK\$3,000,001 — HK\$3,500,000	1	2
HK\$3,500,001 — HK\$4,000,000	1	1
HK\$4,000,001 — HK\$4,500,000	1	1
HK\$4,500,001 — HK\$5,000,000	–	–
HK\$5,000,001 — HK\$5,500,000	1	1
	<b>5</b>	5

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 10. Income Tax

No provision for Hong Kong profits tax has been made as the Group did not generate any assessable profits arising in Hong Kong during the year (2020: Nil). Taxes on profits assessable elsewhere have been calculated at the rates of tax prevailing in the jurisdictions in which the Group operates.

	2021 RMB'000	2020 RMB'000
Current tax — Overseas		
Charge for the year	377,834	254,585
Over-provision in prior years	(15,502)	(599)
	<b>362,332</b>	253,986
Deferred tax (note 30)	35,101	2,634
	<b>397,433</b>	256,620

Xtep China, a wholly-owned subsidiary of the Company, was taxed at a preferential 15% tax rate for the years ended 31 December 2021 and 2020 as Xtep China was qualified as a High-New Technology Enterprise (the "HNTE") in the PRC and obtained the relevant HNTE certificates in 2019.

A reconciliation of the tax expense applicable to profit before tax at the applicable statutory rates for the jurisdictions in which the Company and the majority of its subsidiaries operate to the tax expense at the effective tax rate is as follows:

	2021 RMB'000	2020 RMB'000
Profit before tax	1,286,820	761,642
Tax at the applicable tax rates	318,015	193,558
Effect of tax concessions	(26,830)	(15,772)
Adjustments in respect of current tax of previous years	(15,502)	(599)
Income not subject to tax	(40,472)	(22,100)
Expenses not deductible for tax	69,272	51,648
Effect of withholding tax on the distributable profits of the Group's PRC subsidiaries	38,000	17,651
Tax losses not recognised	54,950	32,234
Tax charge at the Group's effective rate	<b>397,433</b>	256,620

# NOTES TO FINANCIAL STATEMENTS

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## 11. Dividends

	2021 RMB'000	2020 RMB'000
Dividends paid during the year:		
Final — HK7.5 cents (2020: HK7.5 cents) per ordinary share	153,202 <sup>(ii)</sup>	169,312 <sup>(i)</sup>
Interim — HK11.5 cents (2020: HK6.5 cents) per ordinary share	238,734 <sup>(iii)</sup>	139,917 <sup>(ii)</sup>
	391,936	309,229
Proposed final dividend:		
HK13.5 cents (2020: HK7.5 cents) per ordinary share	289,046	159,185 <sup>(iii)</sup>

(i) In respect of the financial year ended 31 December 2019

(ii) In respect of the financial year ended 31 December 2020

(iii) In respect of the financial year ended 31 December 2021

Scrip dividend election was offered to shareholders for the final dividend for the year ended 31 December 2020 and the interim dividends for the years ended 31 December 2020 and 2021 (note 32(iii)).

The proposed final dividend for the year is subject to the approval of the Company's shareholders at the forthcoming annual general meeting. These financial statements do not reflect it as dividend payable.

## 12. Earnings per Share Attributable to Ordinary Equity Holders of the Company

### (a) Basic earnings per share

The calculation of basic earnings per share is based on the profit for the year attributable to ordinary equity holders of the Company of RMB908,339,000 (2020: RMB513,030,000) and the weighted average number of 2,498,526,563 (2020: 2,462,616,569) ordinary shares in issue during the year as adjusted to reflect the number of shares held under the share award scheme of the Company.

### (b) Diluted earnings per share

The calculation of diluted earnings per share is based on the profit for the year attributable to ordinary equity holders of the Company, adjusted to reflect the interest and other related profit or loss effect on the convertible bonds, where applicable. The weighted average number of ordinary shares in issue during the year, as used in the basic earnings 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.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 12. Earnings per Share Attributable to Ordinary Equity Holders of the Company (Continued)

### (b) Diluted earnings per share (Continued)

The K-Swiss Convertible Bonds and Xtep Convertible Bonds have an anti-dilutive effect on the basic earnings per share amounts presented during the year ended 31 December 2021 because the diluted earnings per share increased when convertible bonds were taken into considerations.

The calculation of diluted earnings per share are based on:

	2021 RMB	2020 RMB
Profit attributable to ordinary equity holders of the parents used in the basic earnings per share calculation	<b>908,339,000</b>	513,030,000
	Number of shares	
	2021	2020
Weighted average number of ordinary shares as used in the basic earnings per share calculation	<b>2,498,526,563</b>	2,462,616,569
Effect of dilution — weighted average number of ordinary shares		
— Share award	<b>59,145,009</b>	21,551,115
— Share option	—	1,893,035
Weighted average number of ordinary shares	<b>2,557,671,572</b>	2,486,060,719

# NOTES TO FINANCIAL STATEMENTS

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## 13. Property, Plant and Equipment

	Buildings RMB'000	Leasehold improvements RMB'000	Moulds, plant and machinery RMB'000	Motor vehicles RMB'000	Furniture, fixtures and office equipment RMB'000	Construction in progress RMB'000	Total RMB'000
<b>31 December 2021</b>							
Cost:							
At beginning of year	650,334	61,450	165,251	69,943	252,579	151,865	1,351,422
Additions	162,715	11,745	7,734	3,919	21,652	206,607	414,372
Transfer	189,094	–	–	–	–	(189,094)	–
Write-off	(16,791)	(1,858)	(3,664)	(1,946)	(1,740)	–	(25,999)
Exchange realignment	(3,280)	(1,036)	(946)	(18)	(799)	–	(6,079)
At 31 December 2021	982,072	70,301	168,375	71,898	271,692	169,378	1,733,716
Accumulated depreciation:							
At beginning of year	175,045	35,028	108,351	63,406	173,362	–	555,192
Provided during the year	30,261	10,323	8,571	734	20,719	–	70,608
Write-off	(4,988)	–	(1,387)	(1,795)	(1,379)	–	(9,549)
Exchange realignment	(516)	(31)	(445)	(11)	(309)	–	(1,312)
At 31 December 2021	199,802	45,320	115,090	62,334	192,393	–	614,939
Net carrying amount: At 31 December 2021	782,270	24,981	53,285	9,564	79,299	169,378	1,118,777
<b>31 December 2020</b>							
Cost:							
At beginning of year	621,445	50,553	149,331	69,951	231,523	37,937	1,160,740
Additions	33,315	14,042	17,231	268	26,716	115,060	206,632
Transfer	558	–	574	–	–	(1,132)	–
Write-off	–	(547)	(1,815)	(194)	(4,444)	–	(7,000)
Exchange realignment	(4,984)	(2,598)	(70)	(82)	(1,216)	–	(8,950)
At 31 December 2020	650,334	61,450	165,251	69,943	252,579	151,865	1,351,422
Accumulated depreciation:							
At beginning of year	146,778	31,064	99,850	63,246	158,070	–	499,008
Provided during the year	28,900	4,770	10,208	166	19,754	–	63,798
Write-off	–	(515)	(1,703)	(4)	(4,063)	–	(6,285)
Exchange realignment	(633)	(291)	(4)	(2)	(399)	–	(1,329)
At 31 December 2020	175,045	35,028	108,351	63,406	173,362	–	555,192
Net carrying amount: At 31 December 2020	475,289	26,422	56,900	6,537	79,217	151,865	796,230

Included in "Buildings" are certain self-used properties with a net carrying amount of approximately RMB366,445,000 at 31 December 2021 (2020: RMB5,391,000), for which the Group has not obtained the building ownership certificates. Approximately RMB361,973,000 (2020: Nil) of which the Group is in the process of obtaining the building ownership certificates.

As at 31 December 2021, certain buildings and respective leasehold land under right-of-use assets was pledged to a bank to secure banking facilities granted to the Group (note 27).

# NOTES TO FINANCIAL STATEMENTS

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## 14. Investment Properties

	2021 RMB'000	2020 RMB'000
Carrying amount at 1 January	31,170	33,985
Depreciation provided during the year	(2,815)	(2,815)
Carrying amount at 31 December	28,355	31,170

The Group's investment properties are commercial properties situated at certain floors of a building located at No. 168, Tabu East Road, Siming District, Xiamen City, Fujian Province, the PRC. These investment properties are stated at cost less accumulated depreciation and less any impairment losses.

As at 31 December 2021, the fair value of the Group's investment properties was RMB102,000,000 (2020: RMB104,000,000), based on a valuation performed by Knight Frank Petty Limited, a firm of independent and professionally qualified valuers.

The investment properties were valued by the sales comparison approach with reference to comparable market transactions. This approach rests on the wide acceptance of the market transactions as the best indicator and pre-supposes that evidence of relevant transactions in the market place can be extrapolated to similar properties, subject to allowances for variable factors. The fair value of these properties falls into the category of fair value measurements using significant unobservable inputs (Level 3) including adjusted comparable prices in the market.

The investment properties are leased to third parties under operating leases, further summary details of which are included in note 15 to the financial statements.

## 15. Leases

### The Group as a lessee

The Group has lease contracts for various items of plant and buildings used in its operations. Lump sum payments were made upfront to acquire the leased land from the owners with lease periods of 40 to 51 years, and no ongoing payments will be made under the terms of these land leases. Leases of buildings generally have lease terms between 24 and 120 months, while plant generally has lease terms between 2 and 10 years.

#### (a) Right-of-use assets

The carrying amounts of the Group's right-of-use assets and the movements during the year are as follows:

	Plant RMB'000	Buildings RMB'000	Leasehold land RMB'000	Total RMB'000
As at 1 January 2020	15,722	138,800	201,720	356,242
Termination of lease	–	(2,920)	–	(2,920)
Impairment charge	–	(11,769)	–	(11,769)
Release of subsidy (note 31)	–	–	(579)	(579)
Depreciation charge	(6,393)	(72,092)	(6,364)	(84,849)
Exchange realignment	–	1,627	–	1,627
As at 31 December 2020 and 1 January 2021	16,435	157,965	254,883	429,283
Additions	–	87,397	247,116	334,513
Termination of lease	–	(6,211)	–	(6,211)
Impairment charge	–	(3,149)	–	(3,149)
Release of subsidy (note 31)	–	–	(577)	(577)
Depreciation charge	(6,393)	(70,093)	(6,369)	(82,855)
Exchange realignment	–	(2,979)	–	(2,979)
As at 31 December 2021	10,042	162,930	495,053	668,025

As at 31 December 2021, the Group's management identified certain loss making stores which indicated that impairment of their right-of-use assets may exist and estimated the corresponding recoverable amounts of their right-of-use assets. Each of these stores is a separate cash-generating unit. Based on the assessment performed by the Group's management, an impairment loss of RMB3,149,000 (2020: RMB11,769,000) was recognised to write down the carrying amounts of these right-of-use assets to their recoverable amounts as at 31 December 2021. The estimates of the recoverable amounts of these right-of-use assets were determined based on a value in use calculation by using a pre-tax discount rate of 16.2% (2020: 16.3%).

# NOTES TO FINANCIAL STATEMENTS

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## 15. Leases (Continued)

### The Group as a lessee (Continued)

#### (b) Lease liabilities

The carrying amount of lease liabilities and the movements during the year are as follows:

	Note	2021 RMB'000	2020 RMB'000
As at 1 January		205,703	176,158
New leases		87,397	111,425
Covid-19-related rent concession		–	(2,869)
Termination of lease		(6,193)	(3,037)
Accretion of interest recognised during the year	7	9,886	8,183
Payments		(96,022)	(83,616)
Exchange realignment		(404)	(541)
As at 31 December		200,367	205,703
Analysed into:			
Current portion		98,212	74,845
Non-current portion		102,155	130,858

The maturity analysis of lease liabilities is disclosed in note 43 to the financial statements.

#### (c) The amounts charged/(credited) in income statement in relation to leases are as follow:

	2021 RMB'000	2020 RMB'000
Interest on lease liabilities	9,886	8,183
Depreciation charge of right-of-use assets	82,855	84,849
Expenses relating to short-term leases	8,816	10,712
Loss/(gain) on termination of lease	18	(117)
Covid-19-related rent concession	–	(2,869)
Impairment of right-of-use assets	3,149	11,769
	104,724	112,527

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 15. Leases (Continued)

### The Group as a lessor

The Group leases its investment properties (note 14) representing commercial properties situated at certain floors of a building located at No. 168, Tabu East Road, Siming District, Xiamen City, Fujian Province, the PRC under operating lease arrangements. Rental income recognised by the Group during the year was RMB7,479,000 (2020: RMB13,149,000), details of which are included in note 5 to the financial statements.

At the end of the reporting period, the Group had total future minimum lease receivables under non-cancellable operating leases with its tenants falling due as follows:

	2021 RMB'000	2020 RMB'000
Within one year	2,408	2,872
After one year but within two years	1,835	2,432
After two years but within three years	1,720	1,839
Over three years	1,003	2,724
	<b>6,966</b>	9,867

# NOTES TO FINANCIAL STATEMENTS

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## 16. Goodwill

	2021 RMB'000	2020 RMB'000
Cost at 1 January	787,112	833,938
Exchange realignment	(30,837)	(46,826)
Cost at 31 December	756,275	787,112
As at 31 December		
Cost	756,275	787,112
Accumulated impairment	–	–
Net carrying amount	756,275	787,112

### Impairment testing of goodwill and intangible assets with indefinite useful lives

Goodwill and brand names have been allocated to the cash-generating unit of K-Swiss Group (the "K-Swiss CGU") for impairment testing.

	2021 RMB'000	2020 RMB'000
Carrying amount of goodwill	756,275	787,112
Carrying amount of brand names with indefinite useful lives (note 17)	595,282	620,153

The recoverable amount of the K-Swiss CGU has been determined based on fair value less cost of disposal calculation under income approach by using cash flow projections based on financial budgets covering a five-year period approved by management. The financial budget was based on expectations of future outcomes taking into account past experiences, market conditions, adjusted for anticipated revenue growth of compound annual growth rate of 26.9% (2020: 32.8%) for the next five years with reference to the sportswear market development. The pre-tax discount rate applied to the cash flow projections is 14.6% (2020: 16.3%). The growth rate used to extrapolate the cash flow of K-Swiss CGU beyond the five-year period is 3% (2020: 3%) which did not exceed the long-term growth rate for the footwear business in which it operates.

No impairment loss is recognised at the end of reporting period based on the impairment assessment performed.

If the discount rate rose to 17.6% (2020: 18.1%), the recoverable amount of the CGU would be approximately equal to its carrying amount. Except this, any reasonably possible changes in the other key assumptions used in the value in use calculation would not affect management's view on impairment test result as at 31 December 2021.

# NOTES TO FINANCIAL STATEMENTS

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## 17. Intangible Assets

	Brand names RMB'000	Business relationship RMB'000	Patents and trademarks RMB'000	Total RMB'000
<b>31 December 2021</b>				
Cost at 1 January 2021, net of accumulated amortisation	620,153	79,718	9,544	709,415
Additions	–	–	3,115	3,115
Disposal	–	–	(220)	(220)
Amortisation provided during the year	–	(11,595)	(1,528)	(13,123)
Exchange realignment	(24,871)	(2,920)	(48)	(27,839)
As at 31 December 2021	595,282	65,203	10,863	671,348
As at 31 December 2021:				
Cost	595,282	92,734	21,894	709,910
Accumulated amortisation	–	(27,531)	(11,031)	(38,562)
Net carrying amount	595,282	65,203	10,863	671,348
<b>31 December 2020</b>				
Cost at 1 January 2020, net of accumulated amortisation	703,814	97,023	9,055	809,892
Additions	–	–	4,409	4,409
Disposal (note)	(46,799)	–	–	(46,799)
Amortisation provided during the year	–	(12,442)	(1,716)	(14,158)
Exchange realignment	(36,862)	(4,863)	(2,204)	(43,929)
As at 31 December 2020	620,153	79,718	9,544	709,415
As at 31 December 2020:				
Cost	620,153	96,514	19,009	735,676
Accumulated amortisation	–	(16,796)	(9,465)	(26,261)
Net carrying amount	620,153	79,718	9,544	709,415

Note: During the year ended 31 December 2020, the Group and an independent third party entered into an asset sale agreement relating to the disposal of a brand name at a cash consideration of USD7,200,000 (equivalent to RMB49,850,000). A gain of RMB3,051,000 represented the difference between the consideration and the carrying amount of the brand name of RMB46,799,000 was credited to the consolidated income statement.

Brand names acquired in the business combination are identified and recognised as intangible assets with indefinite useful lives and carried at historical cost without amortisation for the following reasons:

- they are capable of being renewed indefinitely at insignificant cost; and
- there is no foreseeable limit to the period over which the asset is expected to generate net cash inflows based on the brand names widely used by the K-Swiss CGU.

Brand names and goodwill have been allocated to the K-Swiss CGU for impairment testing as disclosed in note 16 to the financial statements.

# NOTES TO FINANCIAL STATEMENTS

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## 18. Investments in Associates

	2021 RMB'000	2020 RMB'000
Share of net assets	143,631	33,691

Particulars of associates are as follows:

Name	Place of incorporation or establishment/ business	Percentage of ownership interest attributable to the Group	Principal activities
Saucony Brand Operations Limited	BVI	49%	Investment holding
Merrell Brand Operations Limited	BVI	49%	Investment holding
Saucony Brand Operations (HK) Limited	Hong Kong	49%	Trading of sportswear
Merrell Brand Operations (HK) Limited	Hong Kong	49%	Trading of sportswear
廈門聖康尼品牌運營有限公司	PRC/Mainland China	49%	Trading of sportswear
廈門邁倫品牌運營有限公司	PRC/Mainland China	49%	Trading of sportswear
四川省唯品富邦消費金融有限公司	PRC/Mainland China	25.1%	Consumer loan service

The Group's other receivables and trade and other payables balances with the associates are disclosed in notes 22, 24 and 25 to the financial statements, respectively.

The Group's shareholdings in the associates are held through subsidiaries of the Company.

The following table illustrates the aggregate financial information of the Group's associates that are not individually material:

	2021 RMB'000	2020 RMB'000
Share of the associates' losses and total comprehensive expense for the year	(46,162)	(17,004)
Net carrying amount of the Group's investments in associates	143,631	33,691

# NOTES TO FINANCIAL STATEMENTS

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## 19. Equity Investments Designated at Fair Value through Other Comprehensive Income

	Notes	2021 RMB'000	2020 RMB'000
At 1 January		184,565	158,100
Addition	(a)	–	19,965
Changes in fair values	(b)	36,400	6,500
At 31 December		220,965	184,565

As at 31 December 2021, the Group held three (2020: three) unlisted investments with fair values of RMB181,000,000 (2020: RMB142,500,000), RMB20,000,000 (2020: RMB22,100,000) and RMB19,965,000 (2020: RMB19,965,000), representing 5%, 11% and 0.3% (2020: 5%, 11% and 0.3%) equity interests in three corporate entities, which were established in the PRC on 22 December 2014, 22 October 2012 and 28 August 1998 with paid-up capital of RMB1,900,000,000, RMB300,000,000 and RMB1,047,000,000, respectively. During the year ended 31 December 2021, the Group received dividend from the unlisted investments of RMB9,500,000 (2020: Nil).

The above unlisted equity investments were irrevocably designated at FVOCI as the Group considers these investments to be strategic in nature.

Notes:

- (a) During the year ended 31 December 2020, the Group invested RMB19,965,000 as capital into an investee company.
- (b) During the year ended 31 December 2021, fair value gains of RMB36,400,000 (2020: RMB6,500,000) in respect of the Group's equity investments designated at FVOCI were recognised in the consolidated statement of comprehensive income.

## 20. Inventories

	2021 RMB'000	2020 RMB'000
Raw materials	102,287	72,509
Work in progress	149,286	106,658
Finished goods	1,304,358	875,769
	1,555,931	1,054,936
Less: Provision for inventories	(58,517)	(80,133)
	1,497,414	974,803

# NOTES TO FINANCIAL STATEMENTS

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## 21. Trade and Bills Receivables

	Notes	2021 RMB'000	2020 RMB'000
Trade receivables		3,521,171	3,143,848
Less: Impairment of trade receivables	(a)	(383,927)	(383,542)
	(b)	3,137,244	2,760,306
Bills receivable	(c)	391,000	475,500

The Group's trading terms with its customers are mainly on credit, except for new customers, where payment in advance is normally required. The credit period is generally three to four months. Each customer has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables and has a credit control department to minimise credit risk. Overdue balances are reviewed regularly by senior management. The Group's trade receivables relate to a number of diversified customers and there is certain concentration of credit risk. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

Notes:

(a) The movements in impairment of trade receivables are as follows:

	2021 RMB'000	2020 RMB'000
At 1 January	383,542	407,637
Impairment of trade receivables, net	945	35,709
Amounts write-off	–	(59,494)
Exchange realignment	(560)	(310)
At 31 December	383,927	383,542

An impairment analysis is performed at each reporting date using a provision matrix to measure expected credit losses. The provision rates are based on days past due for groupings of various customer segments with similar loss patterns (i.e., by product type and customer type), adjusted for factors that are specific to debtors. The calculation reflects the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions.

Set out below is the information about the credit risk exposure on the Group's trade receivables using a provision matrix:

As at 31 December 2021

	Expected credit loss rate	Gross carrying amount excluding specific trade receivables RMB'000	Loss allowance excluding specific trade receivables RMB'000	Gross carrying amount of specific trade receivables RMB'000	Loss allowance for specific trade receivables RMB'000	Total loss allowance RMB'000
Current	3.7%	2,041,277	(75,625)	–	–	(75,625)
Less than 3 months past due	8.1%	686,831	(55,311)	–	–	(55,311)
Past due over 3 to 6 months	13.0%	216,864	(28,205)	–	–	(28,205)
Past due over 6 to 9 months	17.1%	132,661	(22,653)	–	–	(22,653)
Past due over 9 months	31.3%	351,171	(109,766)	92,367	(92,367)	(202,133)
		3,428,804	(291,560)	92,367	(92,367)	(383,927)

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 21. Trade and Bills Receivables (Continued)

Notes: (Continued)

(a) (Continued)

As at 31 December 2020

	Expected credit loss rate	Gross carrying amount excluding specific trade receivables RMB'000	Loss allowance excluding specific trade receivables RMB'000	Gross carrying amount of specific trade receivables RMB'000	Loss allowance for specific trade receivables RMB'000	Total loss allowance RMB'000
Current	4.3%	1,688,652	(72,418)	–	–	(72,418)
Less than 3 months past due	8.7%	664,655	(57,928)	–	–	(57,928)
Past due over 3 to 6 months	16.4%	249,597	(41,035)	–	–	(41,035)
Past due over 6 to 9 months	24.9%	111,544	(27,813)	–	–	(27,813)
Past due over 9 months	32.5%	363,215	(118,163)	66,185	(66,185)	(184,348)
		3,077,663	(317,357)	66,185	(66,185)	(383,542)

The impairment included the amount of specific trade receivables which were considered in default due to indicators which showed that the Group was unlikely to receive the outstanding contractual amount in full.

(b) An ageing analysis of the trade receivables as at the end of the reporting period, based on the invoice date and net of impairment, is as follows:

	2021 RMB'000	2020 RMB'000
Within 3 months	1,989,456	1,666,910
3 to 6 months	615,050	556,122
6 to 9 months	183,214	292,274
Over 9 months	349,524	245,000
	3,137,244	2,760,306

(c) The maturity of the Group's bills receivable as at the end of the reporting period is as follows:

	2021 RMB'000	2020 RMB'000
Within 3 months	220,000	105,500
3 to 6 months	47,000	320,000
6 to 9 months	124,000	–
Over 9 months	–	50,000
	391,000	475,500

# NOTES TO FINANCIAL STATEMENTS

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## 22. Prepayments, Other Receivables and Other Assets

	Notes	2021 RMB'000	2020 RMB'000
Prepayments to contracted manufacturers		102,561	76,203
Deposits and advance payments to suppliers		611,893	383,531
Deposits and advance payments to subcontractors		199,910	112,971
Right-of-return assets		4,914	4,545
Other Asset	(a)	65,010	65,010
Other deposits		20,985	16,632
Value added tax ("VAT") recoverable		369,879	260,690
Other receivables	(b)	143,137	52,286
		<b>1,518,289</b>	971,868
Less: Non-current portion of deposits and other assets		<b>(75,713)</b>	(72,931)
		<b>1,442,576</b>	898,937

Notes:

- (a) On 6 June 2019, the Group entered into an agreement (the "Disposal Agreement") with an independent third party (the "Buyer") to dispose of its entire interests in a wholly-owned subsidiary, which mainly held a parcel of land in Fujian, the PRC. According to the Disposal Agreement, the total consideration would be settled by: (i) a cash consideration of RMB59,665,000; and (ii) certain areas of the building and car parks to be constructed on the land of this disposed subsidiary (the "New Properties"). To the best of the knowledge, information and belief of the Company's directors, having made all reasonable enquiry, the Group does not expect any obstacles to receive the New Properties from the Buyer upon the completion of the construction. The fair value of the New Properties on the disposal date was estimated by management at RMB65,010,000 and was recognised by the Group as the right to receive the New Properties ("Other Asset"). To the best estimation of the directors, the construction of the New Properties is expected to be completed in 2023.

As at 31 December 2021, the recoverable amount of the Other Asset has been determined based on fair value according to the valuation performed by Knight Frank Petty Limited, a firm of independent and professionally qualified valuers and best estimated from management. The valuation was dependent on certain significant inputs including gross unit rate per square metre and a discount rate.

- (b) Included in the Group's other receivables are amounts due from the Group's associates of RMB14,678,000 (2020: RMB8,719,000), which are repayable on demand.

These financial assets included in the above balances relate to receivables for which there was no recent history of default and past due amounts. As at 31 December 2021 and 2020, the loss allowance was assessed to be minimal.

# NOTES TO FINANCIAL STATEMENTS

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## 23. Term Deposits, Cash and Cash Equivalents and Pledged Bank Deposits

	Note	2021 RMB'000	2020 RMB'000
Term deposits		500,000	500,000
Cash and bank balances		3,963,139	3,909,248
		<b>4,463,139</b>	4,409,248
Less: Pledged deposits for short-term bank loans	27	(33,347)	(437,297)
Non-current term deposits		(500,000)	(500,000)
Cash and cash equivalents		<b>3,929,792</b>	3,471,951

At the end of the reporting period, the cash and bank balances and term deposits of the Group denominated in RMB amounted to RMB3,640,060,000 (2020: RMB3,677,036,000). RMB is not freely convertible into other currencies, however, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business.

Cash at banks earns interest at floating rates based on daily bank deposit rates. Except for the term deposits of RMB500,000,000 (2020: RMB500,000,000) which are made for 1,080 days and earn interest at a rate of 3.84% per annum, the time deposits are made for one day (2020: one day) depending on the immediate cash requirements of the Group, and earn interest at the respective deposit rates. The bank balances, term deposits and pledged deposits are deposited with creditworthy banks with no recent history of default.

## 24. Trade Payables

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

	2021 RMB'000	2020 RMB'000
Within 3 months	2,194,296	1,268,177
3 to 6 months	55,120	132,659
Over 6 months	102,978	78,030
	<b>2,352,394</b>	1,478,866

Notes:

- The trade payables are non-interest-bearing and are normally settled within 60 to 120 days.
- Included in trade payables are amounts due to associates of RMB10,573,117 (2020: RMB4,497,000) which were repayable on demand.

# NOTES TO FINANCIAL STATEMENTS

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## 25. Other Payables and Accruals

### Other payables and accruals

	Notes	2021 RMB'000	2020 RMB'000
Contract liabilities	(a)	91,414	134,154
Refund liabilities		8,459	7,529
Other payables	(b)	240,083	219,489
VAT payables		3,416	6,738
Accruals		727,628	684,062
		<b>1,071,000</b>	1,051,972

All these balances are non-interest-bearing and other payables have an average term of three months.

Notes:

- (a) Contract liabilities represented short-term advances received before delivery of sportswear goods to customers. Revenue that was included in the contract liabilities at the beginning of the reporting period amounting to RMB134,154,000 (2020: RMB99,426,000) was recognised during the year ended 31 December 2021. The decrease in contract liabilities in 2021, was mainly due to the decrease in short-term advances received from customers in relation to the sales orders of sportswear goods at the end of the reporting period. The increase in contract liabilities in 2020 was mainly due to the increase in short-term advances received from customers in relation to the sales orders of sportswear goods at the end of the reporting period.
- (b) Included in the other payables are amounts due to associates of RMB8,926,000 (2020: RMB1,807,000) which were repayable on demand.

## 26. Derivative Financial Instruments

	Notes	2021 RMB'000	2020 RMB'000
Derivative financial instruments:			
— Interest rate swap	(i)	8,848	21,912
— Xtep Convertible Bonds early redemption options	28	50,158	—
		<b>59,006</b>	21,912
Less: Non-current portion		<b>(56,269)</b>	(21,912)
Current portion		<b>2,737</b>	—

Note:

- (i) During the year ended 31 December 2020, the Group entered into various interest rate swap ("IRS") contracts with one creditworthy financial institution with an aggregate notional amount of HK\$1,440,000,000 (equivalent to RMB1,324,800,000) for certain of its floating-interest rate loans denominated in Hong Kong dollars to manage its exposure to interest rate fluctuations for the period from 2020 to 2023.

The IRS contracts are not designated for hedging purposes and are measured at fair value through profit or loss. Changes in the fair value of the IRS contracts amounting to RMB12,422,000 were credited (2020: RMB22,994,000 were debited) to the consolidated income statement during the year (note 7).



# NOTES TO FINANCIAL STATEMENTS

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## 28. Xtep Convertible Bonds

Pursuant to a subscription agreement entered into between GSUM IV Holdings Limited (an independent third party, "GSUM IV") and the Company, among others, the Company conditionally agreed to issue, and GSUM IV conditionally agreed to subscribe for the 6-year convertible bonds with interest at 1.8% per annum in an aggregate principal amount of HK\$500,000,000 (the "Xtep Convertible Bonds"), which are convertible at the option of the holder into the Company's ordinary shares at any time on or after the date falling on the secondary anniversary up to the close of business on the maturity date, which is the sixth anniversary of the issue date. The interest and the default interest shall be accrued quarterly and payable in kind and accumulated as additional principal amount. Unless previously redeemed, converted or purchased and cancelled, the Company will redeem each convertible bond at an amount equal to the principal amount, or such other amount in accordance with the terms of the bond instrument, together with accrued interest and all other amounts accrued or outstanding under the convertible bond which remain unpaid on the maturity date.

The Xtep Convertible Bonds were issued on 9 September 2021. The Xtep Convertible Bonds carry the conversion right entitling GSUM IV to subscribe for a total of 54,362,449 shares of HK\$0.01 each of the Company at a conversion price of HK\$10.244 per share which are subject to change under the terms and conditions of the subscription agreement.

In connection with the issuance of the Xtep Convertible Bonds, early redemption options were also given to the bondholder.

Subject to the redemption on a major event or certain event of default under the terms of the Xtep Convertible Bonds, the bondholder may request the Company to redeem the Xtep Convertible Bonds at any time on or after the date falling on the secondary anniversary of the issuance date, in whole or in part, the bond at an amount as follows:

- (a) at an amount equal to 100%, if the redemption date is between the date falling on the issue date and the date before the third anniversary of the issue date, of the principal amount together with accrued interest and all other amounts accrued or outstanding under the bond which remain unpaid on the date fixed for redemption;
- (b) at an amount equal to 103%, if the redemption date is between the date falling on the third anniversary of the issue date and the date before the fourth anniversary of the issue date, of the principal amount together with accrued interest and all other amounts accrued or outstanding under the bond which remain unpaid on the date fixed for redemption;
- (c) at an amount equal to 104%, if the redemption date is between the date falling on the fourth anniversary of the issue date and the date before the fifth anniversary of the issue date, of the principal amount together with accrued interest and all other amounts accrued or outstanding under the bond which remain unpaid on the date fixed for redemption;
- (d) at an amount equal to 105%, if the redemption date is between the date falling on the fifth anniversary of the issue date and the date before the maturity date, of the principal amount together with accrued interest and all other amounts accrued or outstanding under the bond which remain unpaid on the date fixed for redemption.

## 28. Xtep Convertible Bonds (Continued)

For details of Xtep Convertible Bonds, please refer to the Company's announcement dated 15 June 2021, 13 August 2021 and 9 September 2021.

The component of the Xtep Convertible Bonds that exhibits characteristics of a liability is recognised as a liability. On issuance of the Xtep Convertible Bonds, the fair value of the liability component is determined using a market interest rate for a similar loan without derivatives; and this amount is carried as a long term liability on the amortised cost basis until extinguished on conversion or redemption. The liability also included the embedded non-equity derivative feature that is the holder's right to receive early redemption of the bonds. The fair value of the early redemption options is determined by an external valuer using the Binomial model. The fair value of the early redemption options is recognised as embedded derivative as detailed in note 26. During the year ended 31 December 2021, fair value loss for the early redemption options of RMB3,042,000 was recognised in the consolidated income statement.

The Xtep Convertible Bonds issued during the year has been split into the liability component, equity component and embedded derivative as follows:

	2021 RMB'000
Nominal value of convertible bonds issued during the year	408,500
Equity component	(26,460)
Embedded derivative	(47,169)
Liability component at the issuance date	334,871
Interest expense	5,835
Exchange difference	342
Liability component as at 31 December	341,048

## 29. K-Swiss Convertible Bonds

Pursuant to a subscription agreement entered into between GSUM VII and Xtep Global Investment Limited ("Xtep Global"), a wholly-owned subsidiary of the Company, among others, Xtep Global conditionally agreed to issue, and GSUM VII conditionally agreed to subscribe for the convertible bonds in an aggregate principal amount of US\$65,000,000 with zero coupon (the "K-Swiss Convertible Bonds"), which are convertible at the option of the holder into Xtep Global's ordinary shares at any time on or after the issuance date. There is no fixed redemption date. Xtep Global may, at any time and from time to time, by notice to GSUM VII make an offer to redeem the K-Swiss Convertible Bonds. GSUM VII may accept such offer in whole or in part. Xtep Global shall have the right to call and redeem all the outstanding K-Swiss Convertible Bonds as at the tenth anniversary of the issue date.

The K-Swiss Convertible Bonds were issued on 9 September 2021. The K-Swiss Convertible Bonds carry the conversion right entitling GSUM VII to subscribe for a total of 15,000 shares of US\$1 each in Xtep Global at a conversion price of US\$4,333.33 per share which are subject to changes under different situations pursuant to the subscription agreement. If any of the redemption trigger events as stated in the terms and conditions of the subscription agreement has occurred, GSUM VII at its discretion may at any time thereafter give notice to Xtep Global that the convertible bonds are, and they shall immediately become, due and repayable, at a corresponding redemption price under the terms and conditions of the subscription agreement. For details of K-Swiss Convertible Bonds, please refer to the Company's announcement dated 15 June 2021, 13 August 2021 and 9 September 2021.

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## 29. K-Swiss Convertible Bonds (Continued)

Upon initial recognition on issue date, the K-Swiss Convertible Bonds is designated as financial liability at fair value through profit or loss. The carrying value of the financial liability at fair value through profit or loss at 31 December 2021 amounted to RMB416,499,000 which is determined by an external valuer using Binomial model. During the year ended 31 December 2021, fair value loss of RMB2,320,000 was recognised in the consolidated income statement.

## 30. Deferred Tax Liabilities

The movements in deferred tax liabilities during the year were as follows:

	Fair value changes on equity investments designated at fair value through other comprehensive income RMB'000	Withholding tax levied on dividend RMB'000	Fair value adjustments arising from acquisition of subsidiaries RMB'000	Total RMB'000
Deferred tax liabilities at 1 January 2020	4,035	97,484	178,874	280,393
Withholding tax paid on repatriation of earnings from PRC subsidiaries	–	(37,651)	–	(37,651)
Deferred tax charged/(credited) to the consolidated income statement during the year	–	17,651	(15,017)	2,634
Deferred tax charged to the fair value reserve during the year	975	–	–	975
Exchange realignment	–	–	(9,324)	(9,324)
Deferred tax liabilities at 31 December 2020 and 1 January 2021	<b>5,010</b>	<b>77,484</b>	<b>154,533</b>	<b>237,027</b>
Withholding tax paid on repatriation of earnings from PRC subsidiaries	–	(11,658)	–	(11,658)
Deferred tax charged/(credited) to the consolidated income statement during the year	–	38,000	(2,899)	35,101
Deferred tax charged to the fair value reserve during the year	5,460	–	–	5,460
Exchange realignment	–	–	(12,510)	(12,510)
Deferred tax liabilities at 31 December 2021	<b>10,470</b>	<b>103,826</b>	<b>139,124</b>	<b>253,420</b>

The Group has tax losses arising in Hong Kong of RMB160,819,000 (2020: RMB102,771,000) that are available indefinitely for offsetting against future taxable profits of the companies in which the losses arose.

The Group also has tax losses arising in Mainland China of RMB161,845,000 (2020: RMB83,121,000) that will expire in one to five years for offsetting against future taxable profits.

Deferred tax assets are recognised for the tax losses carried forward to the extent that realisation of the related tax benefits through taxable profit is probable. The Group did not recognise deferred tax assets in respect of these losses.

# NOTES TO FINANCIAL STATEMENTS

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## 30. Deferred Tax Liabilities (Continued)

Pursuant to the income tax law of the PRC, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings accrued after 31 December 2007. A lower withholding tax rate may be applied if there is a tax treaty between Mainland China and the jurisdiction of the foreign investors. For the Group, the applicable rate for the withholding tax is 5%. In estimating the withholding taxes on dividends expected to be distributed by those subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008, the directors have made an assessment based on factors which included the dividend policy and the level of capital and working capital required for the Group's operations in the foreseeable future.

In the opinion of the directors, it is not probable that those subsidiaries will distribute all earnings after 31 December 2007 in the foreseeable future. The aggregate withholding tax amount arising from temporary differences associated with investments in subsidiaries in Mainland China for which deferred tax liabilities have not been recognised totalled approximately RMB196,270,000 as at 31 December 2021 (31 December 2020: RMB164,683,000).

The Company has no significant unprovided deferred tax in respect of the reporting period and at the end of the reporting period. There are no income tax consequences attaching to the payment of dividends by the Company to its shareholders.

## 31. Deferred Subsidies

	2021 RMB'000	2020 RMB'000
Carrying amount at 1 January	21,072	21,651
Released to/resumed as prepaid land lease payments (note 15)	(577)	(579)
Carrying amount at 31 December	20,495	21,072
Less: Current portion	(577)	(577)
Non-current portion	19,918	20,495

A subsidy of RMB22,805,000 was received by the Group in 2018 from the local government for the acquisition of a parcel of land in Jinjiang, Fujian, the PRC. The deferred subsidy is offset with prepaid land lease payments over the life of the land use rights of this parcel of land.

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## 32. Share Capital

### At 31 December 2021

	HK\$'000	RMB'000
Authorised: 100,000,000,000 ordinary shares of HK\$0.01 each	1,000,000	935,629
Issued and fully paid: 2,630,318,746 ordinary shares of HK\$0.01 each	26,304	23,092

### At 31 December 2020

	HK\$'000	RMB'000
Authorised: 100,000,000,000 ordinary shares of HK\$0.01 each	1,000,000	935,629
Issued and fully paid: 2,546,965,472 ordinary shares of HK\$0.01 each	25,470	22,395

The following changes in the Company's share capital took place during the current and last years:

	Notes	Number of ordinary shares of HK\$0.01 each	Share capital HK\$'000	Share capital RMB'000
At 1 January 2020		2,512,444,722	25,125	22,093
Exercise of share options	(i)	12,955,000	129	110
Share placing	(ii)	5,000,000	50	44
Shares issued in lieu of cash dividend	(iii)	16,565,750	166	148
At 31 December 2020 and 1 January 2021		<b>2,546,965,472</b>	<b>25,470</b>	<b>22,395</b>
Shares issued in lieu of cash dividend	(iii)	<b>8,353,274</b>	<b>84</b>	<b>68</b>
Issuance of shares for share award scheme	(iv)	<b>75,000,000</b>	<b>750</b>	<b>629</b>
At 31 December 2021		<b>2,630,318,746</b>	<b>26,304</b>	<b>23,092</b>

## 32. Share Capital (Continued)

Notes:

- (i) During the year ended 31 December 2020, 12,955,000 share options granted under the Share Option Scheme (as defined in note 34) were exercised at the subscription price of HK\$2.35 per share.

The exercise of these share options resulted in the issue of a total of 12,955,000 shares of HK\$0.01 each for a total cash consideration before expenses of approximately HK\$30,444,000 (equivalent to approximately RMB25,888,000), representing the nominal value of ordinary shares of RMB110,000 and share premium of RMB25,778,000.

An amount of HK\$8,476,000 (equivalent to approximately RMB7,798,000) was transferred from the share option reserve to the share premium account upon the exercise of the share options.

- (ii) During the year ended 31 December 2020, the Company completed the placing of 5,000,000 ordinary shares of HK\$0.01 each at a subscription price of HK\$2.48 per share. The placing resulted in the net proceeds of HK\$12,400,000 (equivalent to approximately RMB10,848,000), representing the addition of nominal value of ordinary shares of HK\$50,000 (equivalent to approximately RMB44,000) and share premium of HK\$12,350,000 (equivalent to approximately RMB10,804,000).

- (iii) On 18 March 2021, the board of directors proposed a final dividend of HK7.5 cents (equivalent to approximately RMB6.2 cents) (year ended 31 December 2019: HK7.5 cents (equivalent to approximately RMB6.4 cents)) per ordinary share for the year ended 31 December 2020. The shareholders were provided with an option to receive the final dividend in form of scrip dividend. The proposed final dividend was approved by shareholders during the annual general meeting held on 7 May 2021. On 25 June 2021, 6,877,597 (year ended 31 December 2019: 6,995,779) shares were issued at HK\$6.843 (year ended 31 December 2019: HK\$2.763) per share in respect of the final dividend for the year ended 31 December 2020.

On 23 August 2021, the board of directors declared an interim dividend of HK11.5 cents (equivalent to approximately RMB9.7 cents) (year ended 31 December 2020: HK6.5 cents (equivalent to approximately RMB5.5 cents)) per ordinary share for the year ended 31 December 2021. The shareholders were provided with an option to receive the interim dividend in form of scrip dividend. On 29 October 2021, 1,475,677 (year ended 31 December 2020: 9,569,971) shares were issued at HK\$13.847 (year ended 31 December 2020: HK\$2.360) per share in respect of the interim dividend for the year ended 31 December 2021.

An amount of HK\$24,000 (equivalent to approximately RMB20,000) (2020: RMB29,000) and an amount of HK\$24,201,000 (equivalent to approximately RMB19,980,000) (2020: RMB7,369,000) were transferred from the share capital and share premium reserve to treasury share reserve upon the issuance of scrip shares.

- (iv) During the year ended 31 December 2021, 75,000,000 ordinary shares have been allotted and issued to the trustee of the share award scheme of the Company for the share awards granted to employees under the share award scheme as detailed in note 35 at the market price of HK\$4 per share. The share capital and share premium were increased by HK\$750,000 (equivalent to approximately RMB629,000) and HK\$299,250,000 (equivalent to approximately RMB250,861,000), respectively.

### Share option scheme

Details of the Company's share option scheme and the share options issued under the scheme are included in note 34 to the financial statements.

# NOTES TO FINANCIAL STATEMENTS

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## 33. Reserves

The amounts of the Group's reserves and movements therein for the current and prior years are presented in the consolidated statement of changes in equity.

### (i) Capital reserve

The capital reserve represents the excess of the nominal value of the paid-in capital of the subsidiaries acquired pursuant to the group reorganisation prior to the listing of the Company's shares over the consideration paid for acquiring these subsidiaries.

### (ii) Statutory surplus fund

In accordance with the relevant regulations applicable in the PRC, subsidiaries established in the PRC are required to transfer a certain percentage of their statutory annual profits after tax (after offsetting any prior year's losses), if any, to the statutory surplus fund until the balance of the fund reaches 50% of their respective registered capital. Subject to certain restrictions as set out in the relevant PRC regulations, the statutory surplus fund may be used to offset against accumulated losses of the respective PRC subsidiaries. The amount of the transfer is subject to the approval of the board of directors of the respective PRC subsidiaries.

### (iii) Exchange fluctuation reserve

The exchange fluctuation reserve comprises all foreign exchange differences arising from the translation of the financial statements of operations outside the PRC, which is dealt with in accordance with the accounting policy set out in note 2.4 to the financial statements.

### (iv) Fair value reserve

The fair value reserve represents the subsequent changes in fair value of the equity investments designated at fair value through other comprehensive income since their initial measurement. With the exception of dividends received, the associated gains and losses are recognised in the fair value reserve. Amounts presented in the fair value reserve are transferred to retained profits upon derecognition of the financial assets.

### (v) Treasury shares

Treasury shares reacquired and held by the Company are recognised directly in equity at cost. During the year ended 31 December 2020, 3,000,000 ordinary shares of HK\$0.10 each were purchased by the trustee at an average price of HK\$2.23 per share at a total consideration of HK\$6,685,000 (equivalent to approximately RMB5,985,000). The shares have been recognised as Treasury shares. During the year ended 31 December 2021, 75,000,000 ordinary shares have been allotted and issued to the Trustee as defined in note 35 amounting to RMB251,490,000 (2020: Nil). During the year ended 31 December 2021, 2,441,239 (2020: 3,218,704) treasury shares amounting to RMB20,000,000 (2020: RMB7,398,000) in form of scrip dividend were received by the Company. As at 31 December 2021, the Group had 128,563,261 (2020: 61,282,022) treasury shares out of which 89,790,000 (2020: 24,950,000) treasury shares were granted to certain participants of the Share Award Scheme as Awarded Shares but remained unvested. Movements in the number of Awarded Shares are disclosed in note 35 to the financial statements. Treasury shares reserve represented the acquisition cost of treasury shares less accumulated expense of unvested share awards.

### (vi) Share award reserve

The share award reserve represents the remaining differences between the cost of repurchase of shares and the fair value of awarded shares granted on 10 January 2017.

### 34. Share Option Scheme

The Company has adopted a share option scheme (the "Share Option Scheme") pursuant to the shareholders' written resolution passed on 7 May 2008. The purposes of the Share Option Scheme are to motivate the eligible persons to optimise their future contributions to the Group and/or to reward them for their past contributions; to attract and retain or otherwise maintain ongoing relationships with such eligible persons who are significant to the Group and/or whose contributions are or will be beneficial to the performance, growth or success of the Group; and to attract and retain individuals with experience and ability.

Eligible persons include the Group's directors, proposed directors, employees, direct or indirect shareholders, suppliers, customers, consultants, business or joint venture partners, franchisees, contractors, any person or entity that provides design, research, development or other supporting services to the Group; and any associate of the aforementioned eligible persons.

The maximum number of shares that may be granted under the Share Option Scheme and other share option schemes shall not exceed 30% of the number of issued shares of the Company from time to time. No option may be granted to any person such that the total number of shares of the Company issued and to be issued upon exercise of all options granted and to be granted to each participant in any 12-month period up to the date of the latest grant exceeds 1% of the number of shares of the Company in issue.

An option under the Share Option Scheme may be exercised in accordance with the terms of the Share Option Scheme at any time during a period as determined by the board of directors of the Company, which must not be more than 10 years from the date of the grant.

The offer of a grant of share options may be accepted within 30 days from the date of offer, upon payment of a nominal consideration of HK\$1 in total by the grantee. The exercise period of the share options granted is determinable by the directors or up to the expiry date of the Share Option Scheme, if earlier.

The exercise price of the share options is determinable by the directors in their absolute discretion, but in any event shall not be less than the highest of (1) the nominal value of an ordinary share of the Company; (2) the closing price of the Company's shares as stated in the Hong Kong Stock Exchange daily quotation sheet issued on the date of grant of the share options; and (3) the average of the closing prices of the Company's shares stated in the Hong Kong Stock Exchange daily quotation sheets for the five business days immediately preceding the date of grant of share options.

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## 34. Share Option Scheme (Continued)

Share options do not confer rights on the holders to dividends or to vote at shareholders' meetings.

The movements of share options under the Share Option Scheme during the years were as follows:

	2021		2020	
	Weighted average exercise price HK\$ per share	Number of options '000	Weighted average exercise price HK\$ per share	Number of options '000
At 1 January	–	–	3.93	23,055
Exercised during the year	–	–	2.35	(12,955)
Lapsed during the year	–	–	5.96	(10,100)
At 31 December	–	–	–	–

The weighted average share price at the date of exercise for share options exercised during the year ended 31 December 2020 was HK\$3.42 per share.

The subscription rights attaching to 12,955,000 share options granted under the Share Option Scheme were exercised at the subscription price of HK\$2.35 per share during the year ended 31 December 2020, resulting in the issue of 12,955,000 shares and additional share capital of approximately HK\$129,000 (equivalent to approximately RMB110,000) and share premium of approximately HK\$30,315,000 (equivalent to approximately RMB25,778,000), before related issuance expenses.

No share options were outstanding as at 31 December 2021.

### 35. Share Award Scheme

On 1 August 2014, the board of directors of the Company (the "Board") has adopted a share award scheme as a mean to recognise the contributions by the key management personnel and to give incentives in order to retain them for their continual operation and development and to attract suitable personnel for further development of the Group (the "Share Award Scheme").

The Share Award Scheme is valid and effective for a period of 10 years from 1 August 2014 (the "Adoption Date"). The shares to be awarded under the Share Award Scheme (the "Awarded Shares") will either be acquired by the trustee of the Share Award Scheme (the "Trustee") from the open market or be new shares allotted and issued to the Trustee under general mandates granted by shareholders of the Company to the directors at general meetings of the Company from time to time, both of which will be settled by cash contributed by the Group. The Trustee will hold the Awarded Shares in trust for the awardees until such shares are vested with the awardees in accordance with the provisions of the Share Award Scheme. The Trustee shall not exercise the voting rights in respect of any shares held under the trust.

The Board shall not make any further award of Awarded Shares which will result in the nominal value of the shares awarded by the Board under the scheme exceeding 5% of the issued share capital of the Company from time to time. The maximum number of shares which may be awarded to a selected participant under the scheme shall not exceed 1% of the issued share capital of the Company from time to time.

The vesting of shares awarded to the awardees is subject to conditions and vesting schedules as determined by the Board in its sole discretion.

The shares granted will be vested in the respective proportions in accordance with the vesting schedule. The Trustee shall cause the Awarded Shares to be transferred to such selected participant on the vesting date. Vested shares will be transferred to the selected participants at no cost save that transaction fees and expenses will be payable by the selected participants as transferees.

On 10 January 2017, the Board resolved to grant 50,000,000 Awarded Shares to certain selected participants, who are not a director, chief executive or substantial shareholder of the Company, nor an associate (as defined under the Listing Rules) of any of them, at nil consideration.

On 19 March 2021, the Board resolved to grant 75,000,000 Awarded Shares to certain selected participants, who are not a director, chief executive or substantial shareholder of the Company, nor an associate (as defined under the Listing Rules) of any of them at nil consideration.

# NOTES TO FINANCIAL STATEMENTS

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## 35. Share Award Scheme (Continued)

Details of each category of Awarded Shares granted on 10 January 2017 and 19 March 2021 that are unvested under the Share Award Scheme are as follows:

Grant date	Number of Awarded Shares to vest	Vesting period	Fair value at grant date HK\$ per share
10 January 2017	17,500,000	10 January 2017 to 10 January 2022	3.21
19 March 2021	7,500,000	19 March 2021 to 31 March 2023	3.71
19 March 2021	11,250,000	19 March 2021 to 31 March 2024	3.55
19 March 2021	15,000,000	19 March 2021 to 31 March 2025	3.39
19 March 2021	15,000,000	19 March 2021 to 31 March 2026	3.23
19 March 2021	26,250,000	19 March 2021 to 31 March 2027	3.06

The Group measured the fair value of the Awarded Shares at grant date during the year ended 31 December 2021 with reference to the binomial model carried out by an independent professional valuer with input of Share's spot price of HK\$4 per share, dividend yield of 4%, expected volatility of 42.6%–51.8%, etc. The market price of the Share of the Company at grant date during the year ended 31 December 2021 is HK\$4.

Movements in the number of Awarded Shares were as follows:

	Number of Awarded Shares	
	2021	2020
Outstanding at 1 January	24,950,000	34,070,000
Awarded Shares granted	75,000,000	–
Awarded Shares vested	(10,160,000)	(9,120,000)
Outstanding at 31 December	89,790,000	24,950,000

During the year ended 31 December 2021, share awards expense of RMB49,230,000 (2020: RMB15,922,000) was charged to the consolidated income statement and an amount of HK\$1,605,000 (equivalent to approximately RMB1,334,000) (2020: HK\$1,441,000 (equivalent to approximately RMB1,286,000)) was transferred from share award reserve to retained profits in respect of vesting of 10,160,000 (2020: 9,120,000) Awarded Shares.

# NOTES TO FINANCIAL STATEMENTS

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## 36. Notes to the Consolidated Statement of Cash Flows

### (a) Major non-cash transactions

During the year, the Group had non-cash additions to right-of-use assets and lease liabilities of RMB87,397,000 (2020: RMB111,425,000) and RMB87,397,000 (2020: RMB111,425,000), respectively, in respect of lease arrangements for plant and buildings.

During the year ended 31 December 2020, the Group obtained the land use right certificate in connection with the acquisition of a parcel of land in Fujian Province, the PRC. The related deposit of RMB60,105,000 was transferred to right-of-use assets.

### (b) Changes in liabilities arising from financing activities 2021

	Bank borrowings RMB'000	Lease liabilities RMB'000	Xtep Convertible Bonds RMB'000	K-Swiss Convertible Bonds RMB'000
At 1 January 2021	2,157,842	205,703	–	–
Changes from financing cash flows	(311,604)	(96,022)	408,500	414,219
Equity component of convertible bonds	–	–	(26,460)	–
Embedded derivative of convertible bonds	–	–	(47,169)	–
Amortisation of bank charges on syndicated loans	7,336	–	–	–
Termination of lease	–	(6,193)	–	–
New leases	–	87,397	–	–
Interest expenses	–	9,886	5,835	–
Fair value loss for the year	–	–	–	2,320
Foreign exchange movement	(73,412)	(404)	342	(40)
At 31 December 2021	1,780,162	200,367	341,048	416,499

2020

	Bank borrowings RMB'000	Lease liabilities RMB'000
At 1 January 2020	2,354,865	176,158
Changes from financing cash flows	(76,713)	(83,616)
Amortisation of bank charges on syndicated loans	4,246	–
Covid-19-related rent concession	–	(2,869)
Termination of lease	–	(3,037)
New leases	–	111,425
Interest expenses	–	8,183
Foreign exchange movement	(124,556)	(541)
At 31 December 2020	2,157,842	205,703

# NOTES TO FINANCIAL STATEMENTS

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## 36. Notes to the Consolidated Statement of Cash Flows (Continued)

### (c) Total cash outflow for leases

The total cash outflow for leases included in the statement of cash flows is as follows:

	2021 RMB'000	2020 RMB'000
Within operating activities	18,702	18,895
Within financing activities	96,022	83,616
	<b>114,724</b>	102,511

## 37. Contingent Liabilities

At the end of the reporting period, the Group had no significant contingent liabilities (2020: Nil).

## 38. Commitments

The Group had the following commitments at the end of the reporting period:

	2021 RMB'000	2020 RMB'000
Contracted for commitments in respect of:		
— construction of new buildings	120,017	233,932
— construction of new manufacturing facilities	20,708	20,708
— advertising and promotional expenses	253,140	211,069
	<b>393,865</b>	465,709

# NOTES TO FINANCIAL STATEMENTS

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## 39. Related Party Transactions

- (a) In addition to the transactions detailed elsewhere in these financial statements, the Group had the following material transactions with related parties during the year:
- (i) The Group entered into several lease arrangements for the period from 2021 to 2023 with Hu Du Century (Xiamen) Investment Management Co., Ltd., a company established in the PRC and a wholly-owned subsidiary of Wan Xing, the ultimate holding company of the Company. The lease arrangements were accounted for under HKFRS 16 Leases.

The associated transactions and balances are disclosed below:

	Year ended 31 December 2021 RMB'000	Year ended 31 December 2020 RMB'000
Rental payment	11,814	10,276
Depreciation of right-of-use assets	10,287	9,795
Interest expenses on lease liabilities	627	891
	<b>As of 31 December 2021 RMB'000</b>	<b>As of 31 December 2020 RMB'000</b>
Right-of-use assets	11,051	13,565
Lease liabilities	11,828	14,761

These lease arrangements also constitute continuing connected transactions as defined in Chapter 14A of the Listing Rules.

- (ii) During the year ended 31 December 2021, purchases of finished goods amounting to RMB122,215,000 (2020: RMB61,900,000) were made by the Group from associates of the Group according to the published prices and conditions offered by the associates to their major customers.

These transactions were entered into by the Group and its related companies in accordance with the terms of the respective agreements.

- (b) Outstanding balances with related parties:

Details of the Group's other receivable and trade and other payables balances with the associates are disclosed in notes 22, 24 and 25 to the financial statements, respectively.

- (c) Compensation of key management personnel of the Group, including directors' remuneration as detailed in note 8 to the financial statements, is as follows:

	2021 RMB'000	2020 RMB'000
Short-term employee benefits	11,556	4,411
Post-employment benefits	74	76
Total compensation paid to key management personnel	11,630	4,487

# NOTES TO FINANCIAL STATEMENTS

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## 40. Financial Instruments by Category

The carrying amounts of each of the categories of financial instruments at the end of the reporting period were as follows:

### Financial assets

	2021 RMB'000	2020 RMB'000
Financial assets at FVOCI:		
Equity investments designated at FVOCI	220,965	184,565
Bills receivable	391,000	475,500
	<b>611,965</b>	660,065
Financial assets at amortised cost:		
Trade receivables	3,137,244	2,760,306
Other receivables	143,137	52,286
Pledged bank deposits	33,347	437,297
Term deposits	500,000	500,000
Cash and cash equivalents	3,929,792	3,471,951
	<b>7,743,520</b>	7,221,840
Total	<b>8,355,485</b>	7,881,905

### Financial liabilities

	2021 RMB'000	2020 RMB'000
Financial liabilities at amortised cost:		
Trade payables	2,352,394	1,478,866
Financial liabilities included in other payables and accruals	455,580	421,765
Interest-bearing bank borrowings	1,780,162	2,157,842
Xtep Convertible Bonds	341,048	–
	<b>4,929,184</b>	4,058,473
Financial liabilities at FVPL:		
Derivative financial instruments, held for trading	59,006	21,912
K-Swiss Convertible Bonds, designated as such upon initial recognition	416,499	–
	<b>475,505</b>	21,912
Total	<b>5,404,689</b>	4,080,385

#### 41. Financial Assets That are Derecognised in Their Entirety

At 31 December 2021, the Group discounted certain commercial bills receivable with a carrying amount in aggregate of approximately RMB939,000,000 (2020: RMB1,313,500,000) to a bank in the PRC (the "Derecognised Bills") for cash. The Derecognised Bills had a remaining maturity from 79 days to 203 days (2020: 26 days to 257 days) at the end of the reporting period. In accordance with the Law of Negotiable Instruments in the PRC, the holders of the Derecognised Bills have a right of recourse against the Group if the PRC bank and/or the issuers of bills receivable default (the "Continuing Involvement"). According to the bank discounting agreements, the bank has waived the right of recourse against the Group and such that the Group has transferred substantially all risks and rewards relating to the Derecognised Bills. Accordingly, the Group has derecognised the full carrying amounts of the Derecognised Bills. The maximum exposure to loss from the Group's Continuing Involvement in the Derecognised Bills and the undiscounted cash flows to repurchase these Derecognised Bills is equal to their carrying amounts. In the opinion of the directors, the fair value of the Group's Continuing Involvement in the Derecognised Bills is not significant.

During the year ended 31 December 2021, the Group has not recognised any gain or loss on the date of transfer of the Derecognised Bills (2020: Nil). No gains or losses were recognised from the Continuing Involvement, both during the year or cumulatively. The amount of bills receivable of RMB1,761,000,000 (2020: RMB2,254,000,000) has been discounted during the year ended 31 December 2021.

#### 42. Fair Value and Fair Value Hierarchy of Financial Instruments

Management has assessed that the fair values of cash and cash equivalents, pledged bank deposits, trade and bills receivables, trade payables, financial assets included in other receivables, financial liabilities included in other payables and accruals and the current portion of interest-bearing bank borrowings approximate to their carrying amounts largely due to the short-term maturities of these instruments.

The fair values of non-current term deposits and non-current portion of interest-bearing bank borrowings and Xtep Convertible Bonds have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities. The changes in fair value as a result of the Group's own non-performance risk for interest-bearing bank borrowings and Xtep Convertible Bonds as at 31 December 2021 were assessed to be insignificant. The fair values of non-current term deposits, and non-current portion of interest-bearing bank borrowings and Xtep Convertible Bonds approximate to their carrying amounts at the end of the reporting period.

The Group's finance department is responsible for determining the policies and procedures for the fair value measurement of financial instruments. At each reporting date, the finance department analyses the movements in the values of financial instruments and determines the major inputs applied in the valuation. The valuation is reviewed and approved by the chief financial officer. The valuation process and results are discussed with the audit committee twice a year for interim and annual financial reporting.

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. The following methods and assumptions were used to estimate the fair values:

# NOTES TO FINANCIAL STATEMENTS

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## 42. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

The fair value of bills receivable have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities, the key observable inputs in the valuation are time to expiration and risk-free rate. The fair values of bills receivable approximate to their carrying amounts as at the end of the reporting period. In respect of the interest rate swap, the Group relies on bank valuations to determine the fair value of the instruments, these valuations maximise the use of observable market data. Key observable inputs in the valuations are floating rates, fixed rates, time to expiration and discount rate. The fair value of Xtep Convertible Bonds early redemption options and K-Swiss Convertible Bonds have been estimated using Binomial models of which key observable inputs is risk free rate. The valuation required the directors to determine the equity value based on discounted cash flow and the discount rate. The fair value of the unlisted equity investments designated at fair value through other comprehensive income have been estimated using the quoted price of the latest transactions or a market-based valuation technique based on assumptions that are not supported by observable market prices or rates. The valuation requires the directors to determine comparable public companies (peers) based on industry and geography, and to calculate an appropriate price multiple, such as price to net book value ("P/B") multiple, for each comparable company identified. The multiple is calculated by dividing the net book value per share of the comparable company by the market price per share. The trading multiple is then discounted for considerations such as marketability between the comparable companies based on company-specific facts and circumstances.

The discounted multiple is applied to the corresponding P/B multiple of the unlisted equity investments to measure the fair value. The directors believe that the estimated fair values resulting from the valuation technique, which are recorded in the consolidated statement of financial position, and the related changes in fair values, which are recorded in other comprehensive income, are reasonable, and that they were the most appropriate values at the end of the reporting period.

Below is a summary of significant unobservable inputs to the valuation of the financial instruments together with a quantitative sensitivity analysis as at 31 December 2021 and 2020:

Description	Valuation technique	Unobservable inputs	Range of unobservable inputs	Relationship of unobservable inputs to fair value
Unlisted equity investments	Market multiples	P/B multiple of peers	0.20x to 1.15x (2020: 0.21x to 1.36x)	5% (2020: 5%) increase/decrease in multiple would result in increase/decrease in fair value by RMB10.0 million (2020: RMB8.2 million)
		Discount for lack of marketability ("DLOM")	20% (2020: 20%)	2.5% (2020: 2.5%) increase/decrease in DLOM would result in decrease/increase in fair value by RMB6.3 million (2020: RMB5.1 million)
K-Swiss Convertible Bonds	Binomial model	Weighted average cost of capital	12.3%	0.5% increase/decrease in multiple would result in decrease in fair value by RMB17.3 million/ increase in fair value by RMB19.5 million
		Volatility	38.7%	0.5% increase/decrease in multiple would result in increase/decrease in fair value by RMB0.7 million
		Discount rate	9.9%	0.5% increase/decrease in multiple would result in decrease in fair value by RMB6.7 million/ increase in fair value by RMB8.5 million
Xtep Convertible Bonds early redemption option	Binomial model	Discount rate	5.4%	0.5% increase/decrease in multiple would result in increase in fair value by RMB6.0 million/ decrease in fair value by RMB6.1 million

# NOTES TO FINANCIAL STATEMENTS

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## 42. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

### Fair value hierarchy

The following tables illustrate the fair value measurement hierarchy of the Group's financial instruments:

#### Assets measured at fair value:

As at 31 December 2021

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Equity investments designated at FVOCI	–	–	220,965	220,965
Bills receivable	–	391,000	–	391,000
	–	391,000	220,965	611,965

As at 31 December 2020

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Equity investments designated at FVOCI	–	–	184,565	184,565
Bills receivable	–	475,500	–	475,500
	–	475,500	184,565	660,065

#### Liabilities measured at fair value:

As at 31 December 2021

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Derivative financial instruments	–	8,848	50,158	59,006
K-Swiss Convertible Bonds	–	–	416,499	416,499
	–	8,848	466,657	475,505

# NOTES TO FINANCIAL STATEMENTS

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## 42. Fair Value and Fair Value Hierarchy of Financial Instruments (Continued)

### Fair value hierarchy (Continued)

#### Liabilities measured at fair value: (Continued)

As at 31 December 2020

	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	Total RMB'000
Derivative financial instruments	–	21,912	–	21,912

During the year ended 31 December 2021, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3 for both financial assets and financial liabilities (2020: Nil).

## 43. Financial Risk Management Objectives and Policies

The Group's principal financial instruments comprise equity investments designated at fair value through other comprehensive income, interest-bearing bank borrowings and cash and bank balances. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various financial assets and liabilities such as trade and bills receivables, other receivables, trade payables and financial liabilities included in other payables and accruals, which arise directly from its operations.

The main risks arising from the Group's financial instruments are foreign currency risk, credit risk, interest rate risk, liquidity risk and commodity price risk. The board of directors reviews and agrees policies for managing each of these risks and they are summarised below:

### Foreign currency risk

The Group mainly operates in Mainland China with most of the transactions settled in RMB. Most of the Group's financial instruments such as trade and bills receivables and cash and bank balances are denominated in the same currency or a currency that is pegged to the functional currency of the operations to which the transactions relate. In addition, the Group has currency exposures from its interest-bearing bank borrowings.

### Credit risk

The Group trades only with recognised and creditworthy customers. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis and at the end of each reporting period, the Group reviews the recoverable amount of each individual trade debt to ensure that adequate impairment losses are made.

Since the Group trades only with recognised and creditworthy third parties, there is no requirement for collateral.

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 43. Financial Risk Management Objectives and Policies (Continued)

### Maximum exposure and year-end staging

The tables below show the credit quality and the maximum exposure to credit risk based on the Group's credit policy, which is mainly based on past due information unless other information is available without undue cost or effort, and year-end staging classification as at 31 December. The amounts presented are gross carrying amounts for financial assets and the exposure to credit risk.

	12-month	Lifetime ECLs			Total
	ECLs	ECLs			
	Stage 1	Stage 2	Stage 3	Simplified	
	RMB'000	RMB'000	RMB'000	approach	RMB'000
				RMB'000	RMB'000
<b>31 December 2021</b>					
Trade receivables*	–	–	–	3,521,171	3,521,171
Other receivables**	143,137	–	–	–	143,137
Term deposits**	500,000	–	–	–	500,000
Pledged bank deposits**	33,347	–	–	–	33,347
Cash and cash equivalents**	3,929,792	–	–	–	3,929,792
<b>Total</b>	<b>4,606,276</b>	<b>–</b>	<b>–</b>	<b>3,521,171</b>	<b>8,127,447</b>
<b>31 December 2020</b>					
Trade receivables*	–	–	–	3,143,848	3,143,848
Other receivables**	52,286	–	–	–	52,286
Term deposits**	500,000	–	–	–	500,000
Pledged bank deposits**	437,297	–	–	–	437,297
Cash and cash equivalents**	3,471,951	–	–	–	3,471,951
<b>Total</b>	<b>4,461,534</b>	<b>–</b>	<b>–</b>	<b>3,143,848</b>	<b>7,605,382</b>

\* For trade receivables to which the Group applies the simplified approach for impairment, information based on the provision matrix is disclosed in note 21 to the financial statements.

\*\* The expected credit losses of the financial assets included in other receivables, pledged bank deposits and cash and cash equivalents are considered to be minimal because the balances are not yet past due.

# NOTES TO FINANCIAL STATEMENTS

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## 43. Financial Risk Management Objectives and Policies (Continued)

### Interest rate risk

The Group's exposure to the risk of changes in market interest rates relates primarily to the Group's debt obligations with floating interest rates.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, of the Group's profit before tax (through the impact on floating rate borrowings).

	Increase/ (decrease) in basis points	Increase/ (decrease) in profit before tax RMB'000
<b>2021</b>		
Hong Kong dollar	100	(15,686)
Hong Kong dollar	(100)	15,686
<b>2020</b>		
Hong Kong dollar	100	(17,572)
Hong Kong dollar	(100)	17,572

### Liquidity risk

The Group monitors its risk to a shortage of funds by considering the maturity of both its financial assets and projected cash flows from operations. The Group's objective is to maintain a balance between continuity of funding and flexibility through use of bank borrowings and other borrowings to meet its working capital requirements.

The tables below summarise the maturity profile of the financial liabilities of the Group at the end of the reporting period, based on the contractual undiscounted payments:

	2021		
	On demand and within 1 year RMB'000	Over 1 year RMB'000	Total RMB'000
Trade payables	2,352,394	–	2,352,394
Lease liabilities	99,755	129,911	229,666
Financial liabilities included in other payables and accruals	455,580	–	455,580
Interest-bearing bank borrowings	421,892	1,631,551	2,053,443
Xtep Convertible Bonds	–	450,167	450,167
K-Swiss Convertible Bonds	–	416,499	416,499
	<b>3,329,621</b>	<b>2,628,128</b>	<b>5,957,749</b>

# NOTES TO FINANCIAL STATEMENTS

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## 43. Financial Risk Management Objectives and Policies (Continued)

### Liquidity risk (Continued)

	2020		
	On demand and within 1 year RMB'000	Over 1 year RMB'000	Total RMB'000
Trade payables	1,478,866	–	1,478,866
Lease liabilities	88,896	142,559	231,455
Financial liabilities included in other payables and accruals	421,765	–	421,765
Interest-bearing bank borrowings	577,918	1,565,870	2,143,788
	2,567,445	1,708,429	4,275,874

### Commodity price risk

The major raw materials used in the production of the Group's products include cotton, rubber and plastics. The Group is exposed to fluctuations in the prices of these raw materials which are influenced by global as well as regional supply and demand conditions. Fluctuations in the prices of raw materials could adversely affect the Group's financial performance. The Group historically has not entered into any commodity derivative instruments to hedge the potential commodity price changes.

### Capital management

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 ratio in order to support its business and maximise shareholders' value. The Group sets the amount of capital in proportion to risk. The Group manages its capital structure and makes adjustment to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes for managing capital during the years ended 31 December 2021 and 31 December 2020.

The Group monitors capital on the basis of the net cash-to-capital ratio, which is calculated as the net cash divided by total equity. The net cash-to-capital ratios as at the end of the reporting periods were as follows:

	2021 RMB'000	2020 RMB'000
Cash and cash equivalents	3,929,792	3,471,951
Less: Interest-bearing bank borrowings	(1,780,162)	(2,157,842)
Xtep Convertible Bonds	(341,048)	–
K-Swiss Convertible Bonds	(416,499)	–
Net cash	1,392,083	1,314,109
Total equity	7,982,439	7,298,725
Net cash-to-capital ratio	0.174	0.180

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 44. Statement of Financial Position of the Company

Information about the statement of financial position of the Company at the end of the reporting period is as follows:

	2021 RMB'000	2020 RMB'000
<b>NON-CURRENT ASSETS</b>		
Investments in subsidiaries	3,098,349	1,649,924
<b>CURRENT ASSETS</b>		
Due from subsidiaries	517,288	2,240,739
Prepayments	8,904	11,886
Cash and cash equivalents	2,767	61,976
Total current assets	528,959	2,314,601
<b>CURRENT LIABILITIES</b>		
Due to subsidiaries	90,255	93,951
Other payables and accruals	45,186	51,949
Interest-bearing bank borrowings	386,849	539,090
Derivative financial instruments	2,737	–
Total current liabilities	525,027	684,990
<b>NET CURRENT ASSETS</b>	3,932	1,629,611
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	3,102,281	3,279,535
<b>NON-CURRENT LIABILITIES</b>		
Xtep Convertible Bonds	341,048	–
Derivative financial instruments	56,269	21,912
Interest-bearing bank borrowings	1,173,512	1,514,422
Total non-current liabilities	1,570,829	1,536,334
<b>NET ASSETS</b>	1,531,452	1,743,201
<b>EQUITY</b>		
Share capital	23,092	22,395
Reserves (note)	1,508,360	1,720,806
Total equity	1,531,452	1,743,201

# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## 44. Statement of Financial Position of the Company (Continued)

Note:

A summary of the Company's reserves is as follows:

	Share premium account RMB'000	Capital reserve RMB'000	Treasury shares RMB'000 (note 33(v))	Share award reserve RMB'000	Share option reserve RMB'000	Equity component of convertible bonds RMB'000 (note 28)	Exchange fluctuation reserve RMB'000	Retained profits/ (Accumulated losses) RMB'000	Total RMB'000
At 1 January 2020	1,570,728	15	(118,860)	4,460	68,031	-	(22,369)	(106,268)	1,395,737
Profit for the year	-	-	-	-	-	-	-	647,938*	647,938
Other comprehensive income:									
Exchange realignment	-	-	-	-	-	-	(95,633)	-	(95,633)
Total comprehensive income for the year	-	-	-	-	-	-	(95,633)	647,938	552,305
Equity-settled share award arrangement	-	-	15,922	-	-	-	-	-	15,922
Awarded shares vested	-	-	-	(1,286)	-	-	-	1,286	-
2019 final dividend declared and paid	-	-	-	-	-	-	-	(169,312)	(169,312)
2020 interim dividend declared and paid	-	-	-	-	-	-	-	(139,917)	(139,917)
Issue of shares	10,804	-	-	-	-	-	-	-	10,804
Exercise of share options	33,576	-	-	-	(7,798)	-	-	-	25,778
Shares issued in lieu of cash dividend	37,394	-	(7,398)	-	-	-	-	-	29,996
Lapse of share options	-	-	-	-	(60,233)	-	-	60,233	-
Repurchase of shares	-	-	(5,985)	-	-	-	-	-	(5,985)
Dividends for treasury shares	-	-	-	-	-	-	-	5,478	5,478
At 31 December 2020 and 1 January 2021	<b>1,652,502</b>	<b>15</b>	<b>(116,321)</b>	<b>3,174</b>	<b>-</b>	<b>-</b>	<b>(118,002)</b>	<b>299,438</b>	<b>1,720,806</b>
Profit for the year	-	-	-	-	-	-	-	133,454*	133,454
Other comprehensive income:									
Exchange realignment	-	-	-	-	-	-	(68,031)	-	(68,031)
Total comprehensive income for the year	-	-	-	-	-	-	(68,031)	133,454	65,423
Equity-settled share award arrangement	-	-	49,230	-	-	-	-	-	49,230
Awarded shares vested	-	-	-	(1,334)	-	-	-	1,334	-
2020 final dividend declared and paid	-	-	-	-	-	-	-	(153,202)	(153,202)
2021 interim dividend declared and paid	-	-	-	-	-	-	-	(238,734)	(238,734)
Shares issued in lieu of cash dividend	55,435	-	(20,000)	-	-	-	-	-	35,435
Issue of share for share award scheme	250,861	-	(251,490)	-	-	-	-	-	(629)
Issue of Xtep Convertible Bonds	-	-	-	-	-	26,460	-	-	26,460
Dividends for treasury shares	-	-	-	-	-	-	-	3,571	3,571
At 31 December 2021	<b>1,958,798</b>	<b>15</b>	<b>(338,581)</b>	<b>1,840</b>	<b>-</b>	<b>26,460</b>	<b>(186,033)</b>	<b>45,861</b>	<b>1,508,360</b>

\* The balance as at 31 December 2021 included a dividend from a subsidiary of RMB221,506,000 (2020: RMB741,740,000).

Any excess of the appropriation over the retained profits of the Company will be replenished by dividends declared by its subsidiaries to the Company when they are approved subsequent to the end of the reporting period. The directors of the Company anticipate that the approval of such dividends from subsidiaries will be obtained in the near future.

Under the Companies Law of the Cayman Islands, the share premium account of the Company may be applied for the payment of distributions or dividends to shareholders provided that immediately following the date on which the distribution or dividend is proposed to be paid, the Company is able to pay its debts as they fall due in the ordinary course of business.

The share option reserve comprises the fair value of share options granted which are yet to be exercised, as further explained in the accounting policy for share-based payments in note 2.4 to the financial statements. The amount will either be transferred to the share premium account when the related options are exercised, or be transferred to retained profits should the related options expire or be forfeited.



# NOTES TO FINANCIAL STATEMENTS

31 December 2021

## **45. Approval of the Financial Statements**

The financial statements were approved and authorised for issue by the board of directors on 16 March 2022.

## GLOSSARY

In this annual report, unless the context otherwise requires, the following terms shall have the following meanings:

“App”	A software program for download onto mobile devices
“Board”	The Board of Directors of the Company
“Company”	Xtep International Holdings Limited
“Corporate Governance Code”	The Corporate Governance Code as set out in Appendix 14 to the Listing Rules
“Director(s)”	The director(s) of the Company
“GDP”	Gross domestic product
“Group”	The Company and its subsidiaries
“Group Success”	Group Success Investments Limited, a company incorporated in the British Virgin Islands with limited liability on 23 February 2007, and is wholly owned by Wan Xing International Holdings Limited, which is in turn ultimately owned as to 67% by Mr. Ding Shui Po’s family trust, 21% by Ms. Ding Mei Qing’s family trust and 12% by Mr. Ding Ming Zhong’s family trust
“HK\$” and “HK cents”	Hong Kong dollars and cents respectively, the lawful currency of Hong Kong
“Hong Kong”	The Hong Kong Special Administrative Region of the PRC
“Hong Kong Stock Exchange” and “Stock Exchange”	The Stock Exchange of Hong Kong Limited
“Joyrun”	A leading Chinese App for runners
“Listing Rules”	The Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited
“Model Code”	The Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules
“O2O”	Online to Offline
“POS”	Points of sale
“PRC” or “China” or “Mainland China”	The People’s Republic of China excluding, for the purpose of this annual report, Hong Kong, Macau and Taiwan
“R&D”	Research and development
“RMB”	Renminbi, the lawful currency of the PRC



## GLOSSARY

“SFO”	Securities and Futures Ordinance, Chapter 571 of the Laws of Hong Kong
“Share(s)”	Ordinary share(s) of HK\$0.01 each in the share capital of the Company
“Share Option Scheme”	The share option scheme adopted by the Company on 7 May 2008, the principal terms of which are summarized under the paragraph headed “Share Option Scheme” in Appendix VI to the prospectus of the Company dated 21 May 2008
“Shareholder(s)”	Shareholder(s) of the Company
“U.S.”	United States of America
“US\$”	U.S. dollars, the lawful currency of the U.S.
“Xtep”	Xtep brand
“Xtep Kids”	The children’s sportswear business of the Group

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