明源雲

Ming Yuan Cloud Group Holdings Limited
明源雲集團控股有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 909)

ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2024

The Board hereby announces the consolidated annual results of the Group for the year ended 31 December 2024 together with the comparative figures for the year ended 31 December 2023. The consolidated annual results of the Group for the Reporting Period have been audited by the Company's auditor and reviewed by the Audit Committee.

FINANCIAL HIGHLIGHTS

	Year ended 31 December		
	2024	2023	Change %
	(RMB'000, unless otherwise specified)		
Revenues	**1,434,818**	1,639,644	(12.5)
Gross profit	**1,102,719**	1,303,227	(15.4)
Operating loss	**(376,283)**	(763,220)	(50.7)
Loss before income tax	**(197,397)**	(589,423)	(66.5)
Loss for the year	**(189,546)**	(587,043)	(67.7)
Adjusted net loss	**(43,964)**	(169,721)	(74.1)

Overall financial data

Revenue was RMB1,434.8 million in 2024, representing a year-on-year decrease of 12.5%.

Total expenses were RMB1,483.8 million in 2024, representing a year-on-year decrease of 28.8%.

Adjusted net loss was RMB44.0 million in 2024, representing a year-on-year decrease of 74.1%.

BUSINESS REVIEW AND OUTLOOK

I. Industry Status and Trends

1. With the policy-driven stabilization in the residential market, digital demand continued to recover

In 2024, China's cumulative sales area of commercial housing was 970 million square meters, representing a year-on-year decrease of 12.9%, and China's cumulative sales were RMB9,700 billion, representing a year-on-year decrease of 17.1%. China's newly started area of houses was 740 million square meters, representing a year-on-year decrease of 23.0%. In terms of policies, the central government activated market liquidity through measures such as reducing transaction costs and lifting restrictions on purchases and loans. At the meeting of the Political Bureau of the CPC Central Committee in September 2024, it was proposed to "reverse the downturn of and stabilize the real estate market", which effectively boosted market confidence. Influenced by the policies, China's cumulative sales of commercial housing in the fourth quarter of 2024 amounted to RMB2,800 billion, representing a year-on-year increase of 1.1%, and the market has shown signals of phased stabilization.

2025 is the final year of the "14th Five-Year Plan", and the policies on the real estate industry are expected to remain loose. With continuous implementation of policies and measures such as monetized resettlement compensation and the renovation of 1 million units in urban villages, the data of new home sales are expected to further recover. For residential property developers, the policy window period will become an important opportunity to accelerate sales and will stimulate the recovery of digital demand in related sectors as well.

2. With the era of existing real estate coming, digital demand remained strong

After three decades of rapid development, China's real estate market is making a historic leap from new real estate development to existing real estate operation & management. At the meeting of the Political Bureau of the CPC Central Committee in April 2024, it was proposed to "coordinate research on policies and measures to reduce existing housing inventory and optimize supply of new housing". Local governments then immediately introduced revitalization plans for existing assets and proposed various revitalization measures focusing on areas including renovation of old communities, reshaping of inefficient commercial space, and upgrading of smart industrial parks. In July 2024, the National Development and Reform Commission issued the "Notice on Comprehensively Promoting the Normalized Issuance of Real Estate Investment Trusts (REITs) Projects in the Infrastructure Sector" (《關於全面推動基礎設施領域不動產投資信託基金(REITs)項目常態化發行的通知》), which expanded the types of real estate and provided a more flexible regime on initial public offering and follow-on offerings, giving financial supports for the renovation, transformation or reuse of more existing real estate.

With continuous empowerment of policies, China's urbanization development in the future will rely more on the renovation and transformation of existing real estate, bringing potential growth space for transactions and operation & management of existing real estate. Property developers in China will place greater emphasis on real estate operation & management capability to ensure the value preservation and appreciation of real estate projects, and as digital tools is powerful in enhancing such operation & management capability, it is expected that demand for relevant digital tools will continue to grow in the future.

3. The wider market overseas provided more growth opportunities

As a pillar industry of the national economy, the real estate industry shows significant differences in different economies in terms of development stages. In developed countries, the real estate industry has entered the stage focusing on transactions and operation & management of real estate, while in most of the developing countries, the real estate market is still in the stage focusing on development, primarily focused on construction of new houses.

Taking Japan as an example, the added value of the real estate industry accounted for about 11% of its GDP in 2023, and the added value mainly came from transactions and leasing business of existing real estate. According to statistics from the Ministry of Land, Infrastructure, Transport and Tourism of Japan, there were approximately 368,000 real estate enterprises in Japan in 2021, of which intermediary and rental management companies accounted for more than 75%. With implementation of the digital transformation (DX) strategy by the Japanese government and recognition of the validity of electronic contracts by the Electronic Contract Laws (《電子契約法》), coupled with the rising labor costs driven by the aging population, the demand for digital tools among Japanese real estate enterprises continued to grow.

By contrast, developing countries represented by Indonesia are currently in the stage of real estate development and construction, with "two wheels" of the urbanization process and demographic dividend driving the rapid development of the real estate market. It was stated in a CICC report that as the world's fourth most populous country, Indonesia's urbanization rate was only 21.7% in 2023, leaving huge room for improvement in the future. Benefiting from its economic and population growth, investment in Indonesia real estate development continued to grow, and real estate scale developed and managed by enterprises expanded quickly. Under such circumstances, traditional management models were unable to cope with challenges arising from extensive scale, and the demand for digital management systems is gradually being released.

Facing the development opportunities in overseas real estate markets, the Company will capitalize on the technical capabilities accumulated from deep cultivation of real estate digitalization in China as well as our all-scenario product matrix to actively explore more market opportunities based on the differentiated needs of overseas markets.

4. *SaaS product upgrading driven by AI technology brought more growth opportunities*

In January 2025, DeepSeek, a Chinese technology company, launched the open-source large model of DeepSeek-R1. With its characteristics of high inference performance and low calling costs, DeepSeek-R1 has set off a wave of productivity reconstruction among global developer communities and promoted the accelerated popularization of AI technology. For the SaaS industry, as the intelligence level of SaaS products can be significantly enhanced by AI large models, SaaS products will be able to deliver more diversified interaction modes and functions through capabilities like automated data analysis and natural language processing, and consequently can provide corporate customers with deeper business insights. Traditional tool-based SaaS products, which are expected to be gradually upgraded to AI agents with comprehensive functions such as voice control, intelligent customer services and predictive decision-making capabilities, will enhance user stickiness and added value, and create more business value and growth opportunities for SaaS vendors.

Compared with general-purpose SaaS vendors, vertical-based SaaS vendors, who have deeper understanding on the pain points of specific industries, can accurately locate and explore high-value business scenarios and have large amounts of industry-specific data assets. After being cleaned, labeled and trained, these data assets can be integrated with basic large models to form the industry-specific solution of "basic large model + domain knowhow", thus providing customers with more targeted and practical services. In the future, companies that can take the lead in developing "human-machine collaboration capabilities" and focus on the knowhow of vertical industries will gain structural growth opportunities in this transformation.

In this context, in 2024, the Company developed proprietary large models based on big data of the real estate industry and launched a variety of commercialized AI products focusing on real estate marketing, making the contract values grow rapidly. The Company will expedite the expansion of AI-based applications in various real estate business scenarios, upgrade the functions and services of SaaS products, and provide more comprehensive intelligent solutions, so as to continuously promote business development.

II. BUSINESS REVIEW

1. Products and Services

We specialize in providing Cloud Services and On-premise Software and Services for major participants in the real estate ecological chain, helping customers to better achieve their strategic goals through digital upgrades.

1.1 Cloud Services

Our Cloud Services consist of four product lines, namely Customer Relationship Management SaaS (CRM SaaS), Construction Management SaaS, Property Management & Operation SaaS and Skyline PaaS Platform, which fully cover real estate development, construction, operation, services and other core business areas.

During the Reporting Period, China's real estate industry was undergoing the business model transformation from "new real estate development" to "both new real estate development and existing real estate operation & management", with the number of new construction projects in the industry continuing to decline and the real estate developers strictly controlling IT budgets, which led to delay in order signing for certain product lines of Cloud Services and an adverse effect on the revenue. In this context, the Company increased resource investment in the sector of existing real estate management. During the Reporting Period, the product line of Property Management & Operation SaaS attained satisfactory expansion and achieved a year-on-year increase in revenue.

In 2024, the revenue from Cloud Services was RMB1,195.1 million, representing a year-on-year decrease of 10.7% (same period in 2023: RMB1,338.7 million), accounting for 83.3% of the total revenue.

(1) CRM SaaS

The product line of CRM SaaS mainly helps participants along the real estate ecological chain digitalize their marketing business, which can enhance the overall marketing efficiency of customers and reduce marketing expenses. This product line mainly comprises CRM Cloud and other products involving real estate digital marketing sectors.

In 2024, short video platforms have become an important source of customer acquisition for real estate developers. Leveraging on its broad digital product matrix in the real estate marketing field, CRM Cloud has integrated the capabilities of some well-known domestic and foreign large models such as DeepSeek, Zhipu GLM and Qwen, and accelerated the launching of smart applications for real estate video marketing sectors.

Since March 2024, CRM Cloud has successively released a number of AI-enabled digital products, namely "AI Creative Factory (AI創意工廠)", "AI Salesman (AI銷售員)", "Video Marketing Risk Control (視頻營銷風控)", and "AI Real Estate Live Streaming Player (AI地產直播機)", covering multiple business scenarios of real estate video marketing. In the traffic generation scenario, the content generation capability of "AI Creative Factory" can help customer companies realize the automation of all processes of "finding inspiration – creating scripts – video editing – platform distribution", greatly improving work efficiency and content quality. The short video content generated by most of the contracted customer companies using "AI Creation Factory" has accounted for more than 50% of the views. In the traffic conversion scenario, the "AI Salesman", which can capture homebuyer groups with strong intention in real time online and replace manual work to identify and follow up buyer groups, answer inquiries, and guide them to leave their personal information, has become a means for customer companies to develop the capability of providing "24-hour online service" on short video platforms. Compared with the past, the rate of leaving private messages and telephone numbers has increased by more than 55% after such product was used by most of the customer companies, promoting the rapid transformation of traffic into sales. In the traffic management scenario, "Video Marketing Assistant (視頻營銷助手)" relies on AI algorithms to build an intelligent diagnosis and analysis system, which can analyze the video marketing performance data of the customer companies to help them adjust their strategies in a timely manner and achieve lean management.

During the Reporting Period, the cumulative end customers contractual amount of CRM Cloud's AI products was close to RMB28 million, with products accessible to nearly 1,000 property sales offices of leading domestic residential developers such as Poly Developments, China Overseas, China Resources Land, Yuexiu Property and Longfor Group. In terms of technology, the proportion of domestic large models integrated with AI products of CRM Cloud continued to increase, and about 30% of the core function points involved the DeepSeek series of large models.

With the official establishment of the brand of "Chengguo Technology (橙果科技)" in November 2024, CRM Cloud extended its "AI + video marketing" capability to other industries such as real estate agencies, automobile, and home renovation and furnishing, to provide its customer companies with more digital products and services in the areas of "AI + creative production", "AI + intelligent operation" and "AI + transformation management".

In 2024, the product line of CRM SaaS recorded a total revenue of RMB858.9 million, representing a year-on-year decrease of 9.2% (same period in 2023: RMB945.9 million). In particular, the products of CRM Cloud recorded a total revenue of RMB811.4 million, representing a year-on-year decrease of 6.6% (same period in 2023: RMB868.7 million). Due to the impact of new construction projects in the residential market in China, the number of property sales offices covered by CRM Cloud in China was 10,563 during the Reporting Period, representing a year-on-year decrease of 8.9%. The average revenue per unit for CRM Cloud in a single property sales office during the Reporting Period was RMB77,000, representing a year-on-year increase of 2.7% (same period in 2023: RMB75,000), primarily due to the increase in purchase of AI products of CRM Cloud by some existing customers. The annual customer account retention rate of CRM Cloud was 78% (same period in 2023: 80%).

(2) Construction Management SaaS

The product line of Construction Management SaaS mainly helps residential, industrial and infrastructure real estate developers achieve digital management of all processes and scenarios of project construction, achieve efficient management of construction projects in terms of schedule, cost, quality and safety, etc, and enhance the operational efficiency of major upstream and downstream participants through multi-party collaboration to achieve win-win results.

In 2024, the Company actively adjusted the customer structure of this product line and focused on providing "Construction Project Management (工程項目管理)" products to state-owned platform companies. The Company provided digital products and services for state-owned enterprise customers in scenarios of rigid demands such as cost management, planning and operation, and procurement bidding of construction in progress, as well as safety production, on-site inspections, and treatment of defects in site management of projects. In addition, the product line of Construction Management SaaS actively promoted the integration with AI technology, and used AI in business scenarios such as project workload lists, contract review, security monitoring and quality assessment to improve efficiency and cut costs. For example, in the scenario of contract review, AI can realize automatic judgment and review of risks of non-standard project contracts, which can effectively reduce the costs of contract review and the risks of business documents as well as enhance technological competitiveness of project management products.

In 2024, due to the prolonged downturn in China's real estate market as well as the impact of the slower growth of investment in infrastructure construction, the commencement rate of projects of real estate developers continued to decline, which resulted in a longer period of order signing for the product line of Construction Management SaaS and the adverse effects on the revenue. During the Reporting Period, the product line of Construction Management SaaS recorded a total revenue of RMB124.2 million, representing a year-on-year decrease of 20.7% (same period in 2023: RMB156.5 million). The number of construction sites covered by Construction Management SaaS in China was 5,257, representing a year-on-year decrease of 23.5% (same period in 2023: 6,876). In particular, the number of industrial and infrastructure construction sites was 2,052, representing a year-on-year increase of 40.9% (same period in 2023: 1,456). The average revenue per unit in a single construction site was RMB24,000, representing a year-on-year increase of approximately 4.3% (same period in 2023: RMB23,000). The annual customer account retention rate of Construction Management SaaS was 68% (same period in 2023: 80%).

(3) Property Management & Operation SaaS

The product line of Property Management & Operation SaaS mainly helps holders and operators of existing real estate achieve digital management on their asset and multi-business space operations & services, with products covering business areas of asset management, investment attraction, leasing, space operations, property services, etc., so as to enhance the asset operation efficiency, and promote the value preservation and appreciation of assets.

In 2024, a large number of local urban construction investment companies have been renamed as industrial investment or operation companies, gradually transforming from traditional development and construction entities to comprehensive urban operation service providers and focusing on the revitalization of existing real estate to generate more operating income. Against this background, customer companies have continuously increased their procurement of "Asset Management Cloud (雲資管)" and "Cloud Lease (雲租賃)" in our product lines. The product of "Asset Management Cloud (雲資管)" helps customer companies build digital asset archives, improve asset classification planning and dynamic inspection mechanisms, comprehensively sort out assets, and enhance asset management capabilities; while the product of "Cloud Lease (雲租賃)" focuses on core businesses such as leasing, investment attraction and property management, which enables customer companies to achieve digital operations and enhance the asset operation efficiency. As of the end of 2024, there were more than 8,000 state-owned asset management platform companies nationwide, of which more than 230 state-owned asset management platform companies were equipped with products related to Property Management & Operation SaaS. The product penetration rate has increased steadily, and the market potential is huge.

In addition, the Company successfully signed contracts with several state-owned enterprise customers that had the nature of vertical business operation. Particularly, the Company provided proprietary solutions for two major customer groups, namely industrial park operation companies and affordable housing operation companies, helping customer companies achieve digital management, intelligent operation and ecosystem-based service.

In 2024, the product line of Property Management & Operation SaaS recorded a total revenue of RMB99.8 million, representing a year-on-year increase of 14.2% (same period in 2023: RMB87.4 million). The customer account retention rate of Property Management & Operation SaaS for the year was 90% (same period in 2023: 88%).

(4) Skyline PaaS Platform

Since Skyline PaaS Platform was launched in November 2020, it has been focusing on developing five major independent capacities of “aPaaS Capacity, iPaaS Capacity, bpmPaaS Capacity, DaaS Capacity and Technology Innovation”. Based on the openness and scalability of the technology platform, it supports the rapid development and integration of all products from Ming Yuan Cloud and ecological applications from third parties, so as to ensure the stable operation of the Company’s core business.

Domestically, Skyline PaaS Platform completed the adaptation with mainstream China-made servers, operating systems, databases, middleware and browser in 2024. Internationally, Skyline PaaS Platform possesses multi-language, multi-time zone architecture capacities, and its localization adaptation packages for Southeast Asia, Hong Kong China and other regions have been released.

In terms of AI technology application, in 2024, Skyline AI development platform integrated with domestic and foreign mainstream large models such as OpenAI, Qwen, Kimi, Zhipu GLM, DeepSeek, ERNIE Bot, developed the product of Skyline AI assistant targeting developers and front-line delivery consultants, and achieved prompt building and skill orchestration through zero code, so as to improve the work efficiency of developers in areas such as data modeling, page modeling, process design and data analysis.

In 2024, as China’s residential market is in a stage of adjustment, residential property developers reduced the procurement of Skyline products and services. The product line of Skyline PaaS Platform recorded a total revenue of RMB112.3 million, representing a year-on-year decrease of 24.6% (same period in 2023: RMB148.9 million). Skyline PaaS Platform has maintained cooperation with approximately 1,300 customers, empowered approximately 3,500 certified zero-code/low-code/data developers, and accumulated over 90 connectors from technology partners in the real estate industry.

1.2 On-premise Software and Services

Our on-premise ERP software and services mainly provide residential property developers with real estate products covering sales, cost, procurement, planning, expenses and budgeting. Apart from the sales of software licensing, we also offer related implementation services, product support services and value-added services.

In 2024, China's residential market is still in a stage of adjustment. Residential property developers exercised strict control over IT expenditure. Except for product support and special value-added services that address the necessary demands of existing customers, sales of new product licenses and contract amount of delivery contracts have both declined year-on-year. In 2024, the revenue from On-premise Software and Services was RMB239.7 million, representing a year-on-year decrease of 20.4% (same period in 2023: RMB301.0 million).

2. Sales and Distribution Network

We sell and deliver Cloud Services and On-premise Software and Services through our direct sales force and a nationwide network of regional channel partners. Our sales team is organized by geographic region and divided into different teams targeting different types of customers and offerings, which results in a higher level understanding of customers' varying needs. We conduct direct sales through our sales teams in Beijing, Shanghai, Guangzhou and Shenzhen, and closely work with our regional channel partners to market our Cloud Services and On-premise Software and Services to customers in the rest of China for greater cost efficiency.

In 2024, the Company initiated the overseas market strategy and built new direct sales force in Hong Kong China, Japan, Singapore, Malaysia and Indonesia. As of 31 December 2024, the direct sales force of the Company consisted of more than 300 employees with good knowledge about products, technology and the real estate industry and extensive professional experience.

3. Management and Operation

In 2024, the Company actively adjusted its business strategies. At the product level, the Company optimized the product matrix, determined the intensity of resource input according to the product life cycle, and reduced the expenditure on inefficient businesses. At the organizational management level, the Company strictly controlled the staff size, optimized the staff structure, and enhanced organizational effectiveness. At the research and development level, the research and development team used tools such as Skyline AI assistant to assist in programming and testing, which effectively replaced the investment in human resources. During the Reporting Period, the Company's costs and expenses were significantly controlled, laying a better foundation for the Company to achieve its efficiency-based goal.

In 2024, the Company's selling and marketing expenses were RMB757.7 million, representing a year-on-year decrease of 17.8% (same period in 2023: RMB921.7 million). Our general and administrative expenses were RMB244.0 million, representing a year-on-year decrease of 53.0% (same period in 2023: RMB519.5 million). Our research and development expenses were RMB482.1 million, representing a year-on-year decrease of 25.0% (same period in 2023: RMB643.0 million). The Company's per capita output was RMB639,000, representing a year-on-year increase of 14.7% (same period in 2023: RMB557,000).

III. BUSINESS OUTLOOK

China's sales of commercial housing continued to decline from RMB18.2 trillion in 2021 to RMB9.7 trillion in 2024, and the Company's business has been significantly impacted by this drastic change. In the past three years, the Company has adopted a series of active measures to quickly respond to the changes in the industry, which has led to a significant enhancement in operating loss in 2024 and continuous improvement of human efficiency, successfully overcoming the most difficult time. Meanwhile, in the past two years, the Company has made substantial breakthroughs in overseas business planning and AI product innovation. Looking forward, on the basis of consolidating the domestic market and restoring reasonable profitability, the Company will continue to increase innovation in the field of AI and actively expand overseas markets with great potential, so as to promote a new round of sustainable business growth and large-scale profitability of the Company's business. In 2025, the Company will focus on the implementation of the following strategies:

1. *Strategic focus in domestic market to improve the Company's profitability*

1.1 We will focus on developing core products and improving product yields. The Company will streamline product lines of On-premise Software and Construction Management SaaS in terms of key dimensions such as market revenue and product maturity, etc. According to the domestic product strategy of the Company for 2025, it will give priority to focusing on high potential areas such as "AI+ real estate marketing" and "Property Management & Operation SaaS", so as to ensure that the resource input is highly consistent with the strategic objectives, and comprehensively optimize and improve the yield of product lines.

1.2 We will focus on state-owned enterprise and high-quality private enterprise customers, and provide differentiated solutions. For example, we provide state-owned enterprise customers with solutions covering investment, construction and operation based on the IT application innovation system, to help them achieve domestic substitution of business management systems; and for state-owned platform company customers with different business focuses, we provide solutions covering vertical operation to help customers realize business goals and build a healthy cooperation model. Through in-depth service to high-quality customers, we will continue to improve customer service satisfaction and increase the average revenue per unit, reduce marginal service costs, and ultimately improve the overall profit level of the Company.

2. *Increasing investment in marketing and research and development to achieve comprehensive breakthroughs in the international market*

2.1 On the basis of the establishment of the Singapore branch, in 2024, the Company established its overseas subsidiaries and built localized teams successively in Malaysia and Japan. At the same time, the Company successfully developed a number of local marketing and delivery partners in the above-mentioned regions, and signed contracts with a number of local real estate customers with an accumulated contract amount of nearly RMB10 million. Some projects have been successfully delivered.

2.2 Currently, the Company has built localized teams covering three regions, namely Southeast Asia, Japan and Hong Kong China. In 2025, the Company will actively expand markets and develop various partners in these three regions, continue with the iteration of products based on the digital needs of respective regions, and focus on the development of AI+/AIOT SaaS products. In addition, the Company will actively explore development opportunities in overseas markets such as the Middle East and North America, and seek potential cooperation and breakthroughs, so as to steadily expand the Company's presence in the international market.

3. Accelerating the innovation of "AI+SaaS" products to open up room for business growth

3.1 We will prioritize the promotion of "AI + marketing" products. The Company currently has launched a number of commercial AI products applied in the real estate marketing field, to help customers cut costs and improve efficiency in marketing business. As marketing business is directly related to revenue growth of customers, product effects and return on investment can be easily quantified. Customers are more willing to pay for AI products of real estate marketing. In the next step, the Company will give priority to making plans for the "AI + marketing" field, and promote the research and development of related innovative products, so as to achieve rapid growth in revenue from business lines.

3.2 We will explore the commercial opportunities of "AI + management". The Company has successfully applied AI technology to management business scenarios such as contract entry, contract review and price approval, to help company customers cut costs and improve efficiency. In the next step, the Company will deeply explore the application value of AI in the fields of real estate construction and asset management, and promote the commercialization of products in the scenario of "AI + management", so as to secure more room for business growth of the Company.

3.3 We will promote AI products to enter overseas markets first. Leveraging the knowledge barrier formed in the practice of domestic real estate industry and combining with the mature engineering capabilities and marginal cost advantages of domestic large models, the Company can provide customers in overseas markets with more cost-effective AI products and services. In 2025, the Company will give priority to promoting AI products to enter overseas markets, and focus on the launch of AI+/AIOT SaaS products, so as to expand its international market share.

4. Optimizing the allocation of resources and talents to improve operational efficiency

4.1 We will make full use of research and development resources. The Company will adopt more stringent project management measures and establish a refined system of resource allocation and supervision, so as to ensure that research and development resources are concentrated in areas that have high growth potential and broad market prospects and are highly compatible with the Company in terms of medium and long-term strategies, avoid decentralized or inefficient use of resources and maximize the output benefits of resource inputs.

4.2 We will continue to optimize the talent structure. Through expanding campus recruitment and building an inter-disciplinary talent pool, we will introduce and cultivate more young, versatile and professional talents with high quality. Meanwhile, the Company will improve the internal talent flow system, encourage employees to communicate and cooperate with different departments, fully tap the potential of talents, and enhance the professional competence and overall effectiveness of the organization, so as to provide strong talent support for the long-term development of the Company.

4.3 We will promote the in-depth application of AI tools. All departments will make full use of AI tools and regard them as the basic norm for daily work. The Company will regularly hold training workshops on the use of AI tools to help employees quickly master AI technology and enhance their professional capabilities. At the same time, we will establish an inter-departmental communication mechanism, promote the sharing and implementation of user experience of AI tools, and achieve the in-depth integration of AI technology with specific business scenarios. Through the popularization and standardized use of AI technology, we will drive the future development of the Company in a more digital and efficient way.

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Revenues	**1,434,818**	1,639,644
Cost of sales	**(332,099)**	(336,417)
Gross profit	**1,102,719**	1,303,227
Selling and marketing expenses	**(757,712)**	(921,689)
General and administrative expenses	**(244,033)**	(519,506)
Research and development expenses	**(482,050)**	(643,033)
Net impairment losses on financial assets and contract assets	**(44,849)**	(46,091)
Other income	**85,198**	66,250
Other losses, net	**(35,556)**	(2,378)
Operating loss	**(376,283)**	(763,220)
Finance income	**183,713**	182,592
Finance costs	**(4,418)**	(7,104)
Finance income, net	**179,295**	175,488
Share of losses of investments accounted for using the equity method	**(409)**	(1,691)
Loss before income tax	**(197,397)**	(589,423)
Income tax credit	**7,851**	2,380
Loss for the year	**(189,546)**	(587,043)
Loss attributable to:		
Owners of the Company	**(189,546)**	(585,634)
Non-controlling interests	**–**	(1,409)
	(189,546)	(587,043)

Revenues

During the Reporting Period, our total revenue was RMB1,434.8 million, representing a year-on-year decrease of 12.5% (same period in 2023: RMB1,639.6 million). The following table sets forth a breakdown of our revenue by business segment for the years indicated.

	Year ended 31 December		
	2024	2023	Change
	RMB	*RMB*	*%*
	(RMB in thousand, except percentage)		
Cloud Services	**1,195,093**	1,338,663	(10.7)
– CRM SaaS	**858,912**	945,904	(9.2)
– Construction Management SaaS	**124,161**	156,506	(20.7)
– Property Management & Operation SaaS	**99,751**	87,385	14.2
– Skyline PaaS Platform	**112,269**	148,868	(24.6)
On-premise Software and Services	**239,725**	300,981	(20.4)
Total	**1,434,818**	1,639,644	(12.5)

During the Reporting Period, the revenue from Cloud Services was RMB1,195.1 million, representing a year-on-year decrease of 10.7%, accounting for 83.3% of the total revenue (same period in 2023: 81.6%). The decrease in the revenue from Cloud Services was mainly due to the impact of the decline in the scale of new construction projects in the real estate industry, and the decline in demand for the Company's products from real estate developers as well as their budgets, which led to a decrease in the overall revenue from Cloud Services. In particular, the Company increased resources investment in the existing real estate management sector and realized growth in the revenue from Property Management & Operation SaaS. During the Reporting Period, the revenue from Property Management & Operation SaaS was RMB99.8 million, representing a year-on-year increase of 14.2%.

The revenue from On-premise Software and Services was RMB239.7 million, representing a year-on-year decrease of 20.4%. It was mainly affected by the residential market, residential property developers remained prudent about investments in new products and implementations in addition to retaining the necessary demands for product support services and special value-added services, which contributed to a decrease in revenue from On-premise Software and Services.

Gross Profit

During the Reporting Period, the Group's overall gross profit was RMB1,102.7 million, representing a year-on-year decrease of 15.4% (same period in 2023: RMB1,303.2 million). Gross profit from our Cloud Services was RMB1,032.1 million, representing a year-on-year decrease of 12.6% (same period in 2023: RMB1,181.1 million). The gross profit margin of Cloud Services decreased from 88.2% in 2023 to 86.4% in 2024, mainly due to the increase in the proportion of revenue derived from third-party external procurement within the Cloud Services segment. Gross profit from On-premise Software and Services was RMB70.6 million, representing a year-on-year decrease of 42.2% (same period in 2023: RMB122.1 million). The gross profit margin of On-premise Software and Services decreased from 40.6% in 2023 to 29.4% in 2024, mainly due to the impact of the industry, which resulted in a significant decrease in orders for On-premise Software and Services and the adjustment for related implementation and delivery personnel required a certain period of time.

Selling and Marketing Expenses

During the Reporting Period, our selling and marketing expenses were RMB757.7 million, representing a year-on-year decrease of 17.8% (same period in 2023: RMB921.7 million). Our selling and marketing expenses after excluding the share-based compensation were RMB736.6 million, representing a year-on-year decrease of 15.7% (same period in 2023: RMB874.3 million).

General and Administrative Expenses

During the Reporting Period, our general and administrative expenses were RMB244.0 million, representing a year-on-year decrease of 53.0% (same period in 2023: RMB519.5 million). Our general and administrative expenses after excluding the share-based compensation were RMB135.0 million, representing a year-on-year decrease of 19.2% (same period in 2023: RMB167.0 million).

Research and Development Expenses

During the Reporting Period, our research and development expenses were RMB482.1 million, representing a year-on-year decrease of 25.0% (same period in 2023: RMB643.0 million). Our research and development expenses after excluding the share-based compensation were RMB466.5 million, representing a year-on-year decrease of 25.4% (same period in 2023: RMB625.6 million).

Net Impairment Losses on Financial Assets and Contract Assets

During the Reporting Period, our net impairment losses were RMB44.8 million, representing a year-on-year decrease of 2.8% (same period in 2023: RMB46.1 million).

Other Income

During the Reporting Period, our other income was RMB85.2 million, representing a year-on-year increase of 28.6% (same period in 2023: RMB66.3 million).

Other Losses, Net

During the Reporting Period, our other losses, net amounted to RMB35.6 million, representing a year-on-year increase of 1,383.3% (other losses, net for the same period in 2023: RMB2.4 million), mainly due to exchange rate fluctuations, resulting in foreign exchange losses on the foreign currency assets held by the Company. During the Reporting Period, our foreign exchange losses amounted to RMB18.4 million (foreign exchange gains for the same period in 2023: RMB14.1 million).

Operating Loss

During the Reporting Period, our operating loss amounted to RMB376.3 million, representing a year-on-year decrease of 50.7% (operating loss for the same period in 2023: RMB763.2 million).

Finance Income

During the Reporting Period, our finance income amounted to RMB183.7 million, representing a year-on-year increase of 0.6% (same period in 2023: RMB182.6 million), primarily due to an increase in interest income from bank deposits.

Finance Costs

During the Reporting Period, our finance costs amounted to RMB4.4 million, representing a year-on-year decrease of 38.0% (same period in 2023: RMB7.1 million).

Loss Before Income Tax

As a result of the foregoing, we had a loss before income tax of RMB197.4 million for the year ended 31 December 2024, representing a year-on-year decrease of 66.5% (loss before income tax for the same period in 2023: RMB589.4 million).

Income Tax Credit

During the Reporting Period, our income tax credit amounted to RMB7.9 million, representing a year-on-year increase of 229.2% (income tax credit for the same period in 2023: RMB2.4 million).

Loss for the Year

As a result of the foregoing, during the Reporting Period, we recorded a loss for the year of approximately RMB189.5 million, representing a year-on-year decrease of 67.7% (loss for the same period in 2023: RMB587.0 million).

Non-IFRS Measures

To supplement our consolidated annual results that are presented in accordance with IFRS, we also use adjusted net loss as additional financial measures, which are not required by, or presented in accordance with IFRS. We believe that these non-IFRS measures facilitate comparisons of operating performance from year to year and company to company by eliminating potential impacts of items that our management does not consider indicative of our operating performance. We believe that these measures provide useful information to investors and others in understanding and evaluating our consolidated results of operations in the same manner as they help our management. However, our presentation of the adjusted net loss may not be comparable to similarly titled measures presented by other companies. The use of these non-IFRS measures has limitations as an analytical tool, and you should not consider them in isolation from, or as substitute for analysis of, our results of operations or financial condition as reported under IFRS.

Adjusted Net Loss

We define adjusted net loss as net loss for the year adjusted by adding back share-based compensation expenses.

The following table reconciles our adjusted net loss for the years presented to the most directly comparable financial measure calculated and presented in accordance with IFRS, which is loss for the year.

	Year ended 31 December		
	2024	2023	Change
	RMB'000	*RMB'000*	*%*
Reconciliation of loss and adjusted net loss			
Loss for the year	**(189,546)**	(587,043)	(67.7)
Share-based compensation expenses	**145,582**	417,322	(65.1)
Adjusted net loss	**(43,964)**	(169,721)	(74.1)

Liquidity and capital resources

We have historically funded our cash requirements principally from cash generated from our business operations and shareholder equity contributions. To manage the liquidity risk, we monitor and maintain a level of cash and cash equivalents deemed adequate by our senior management to finance our operations and mitigate the effects of fluctuations in cash flows.

Cash and Cash Equivalents and Term Deposits

As at 31 December 2024, cash and cash equivalents and term deposits of the Group recorded a total of approximately RMB4,042.4 million (31 December 2023: RMB4,392.0 million), and the Group did not have any banking facilities. Most of the cash and cash equivalents of the Group were denominated in RMB and USD. The term deposits of the Group were denominated in RMB and USD.

Current Ratio

As at 31 December 2024, net current assets of the Group were approximately RMB3,429.0 million (31 December 2023: RMB3,947.2 million). As at 31 December 2024, the current ratio of current assets to current liabilities was approximately 6.01, up from 5.96 as at 31 December 2023.

Capital management and gearing ratio

In order to maintain or adjust the capital structure, we may adjust the amount of dividends paid to shareholders, issue new shares or sell assets to reduce debt. We monitor capital on basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as liquid liabilities, which are lease liabilities, less cash and cash equivalents, restricted cash, term deposits and liquid investments which are investments in wealth management products included in financial assets at fair value through profit or loss. Total capital is calculated as "equity" as shown in the consolidated statement of financial position plus net debts. As at 31 December 2024 and 2023, the Group has a net cash position.

Capital commitments

As at 31 December 2024, we did not have any capital commitments with respect to assets under construction (31 December 2023: nil).

Contingent liabilities

As at 31 December 2024, we did not have any material contingent liabilities.

Foreign exchange risk management

The Company's functional currency is HK dollars, but some of its assets are denominated in US dollars and fluctuations in HK dollars against such currencies expose us to foreign exchange risk. During the Reporting Period, we did not adopt any long-term contracts, currency borrowings or other means to hedge our foreign currency exposure. However, management of our Group will monitor foreign exchange risks, and hedge the major foreign exchange risks when necessary.

Credit risk

For cash and cash equivalents and restricted cash, management of the Group manages the credit risk by placing deposits in state-owned financial institutions in the PRC or reputable banks and financial institutions having high-credit-quality in the PRC and Hong Kong.

For term deposits, management places the deposits in banks through a reputable financial institution with acceptable credit rating.

For trade receivables and contract assets, the Group has policies in place to ensure that sale of product and service are made to customers with an appropriate credit history. It also has other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group's management divides customers into different categories based on their financial position, the availability of guarantees from third parties, past experience and other factors, and reviews regularly the recoverable amount of each individual receivable to ensure that adequate impairment losses are made for irrecoverable amounts. The debtors mainly provide buildings as collateral to the Group's trade receivables and contract assets. The credit periods granted to customers in different categories differ from 0 to 90 days.

For other receivables, the Group assesses the nature of the financial assets and the financial condition of the counterparties. Management has closely monitored the credit qualities and the collectability of these financial assets.

The carrying amounts of cash and cash equivalents, restricted cash, term deposits, trade and other receivables and contract assets represent the Group's maximum exposure to credit risk in relation to the assets.

Fund and working capital management

Our funds and liquidity management are centrally carried out by our finance department. Our finance department is generally responsible for overall management and implementation of funds, including formulating the capital management policy for our Group, guiding, coordinating and standardizing the fund management of regional companies, making annual funding plans, reviewing and summarizing annual capital budget, overseeing and assessing fund management of each regional company. We have also adopted sophisticated fund management policies and implemented a set of rules and guidelines on fund management to enhance the effectiveness and efficiency of fund management, thereby ensuring our financial security and reducing cost of capital.

To manage our idle cash on hand, we purchase and redeem wealth management products using them as our "cash pool" from which we could readily access cash as needed and generate higher yield than bank deposits. The underlying financial assets of the wealth management products in which we invested primarily consist of the low-risk wealth management products issued by financial institutions. The amount of the purchase will be determined based on our surplus funds. We consistently comply with our treasury policy during the procedures of purchasing the wealth management products and managing the relevant departments, as well as in conducting business, accounting and filing.

We are committed to safeguarding overall financial security and maintaining strong cash position and a healthy debt profile with strong repayment ability. By adopting a full, reasonable and professional assessment mechanism, preparing annual and monthly funding plans, we have established prudent fund management principle, which allows us to efficiently manage market risks.

For budget management, we have established a monthly, quarterly and annual budget management system, and then seek approval from our head of budget management committee. The capital budget plans should be made based on the Group's business plans, project schedules and contractual payment terms to ensure that the plan accurately matches the actual business needs.

Pledge of assets

As at 31 December 2024, we did not pledge any of our assets.

Material acquisitions, disposals and significant investments

As at 31 December 2024, we did not hold any significant investments.

The financial assets that we invested mainly include investments in wealth management products. The Board confirmed that the transactions in these financial assets on standalone and aggregate basis during the Reporting Period did not constitute notifiable transactions under Chapter 14 of the Listing Rules.

During the year ended 31 December 2024, there were no material acquisitions, disposals of subsidiaries, associates and joint ventures.

Future plans for material investments and capital assets

During the year ended and as of 31 December 2024, the Group did not have plans for material investments and capital assets.

Subsequent Event

Since 31 December 2024 and up to the date of this announcement, there were no other significant events affecting the Group.

FINANCIAL INFORMATION

CONSOLIDATED STATEMENT OF PROFIT OR LOSS
FOR THE YEAR ENDED 31 DECEMBER 2024

	Note	Year ended 31 December 2024 RMB'000	2023 RMB'000
Revenues	4	**1,434,818**	1,639,644
Cost of sales	5	**(332,099)**	(336,417)
Gross profit		**1,102,719**	1,303,227
Selling and marketing expenses	5	**(757,712)**	(921,689)
General and administrative expenses	5	**(244,033)**	(519,506)
Research and development expenses	5	**(482,050)**	(643,033)
Net impairment losses on financial assets and contract assets		**44,849**	(46,091)
Other income	6	**85,198**	66,250
Other losses, net	7	**(35,556)**	(2,378)
Operating loss		**(376,283)**	(763,220)
Finance income	8	**183,713**	182,592
Finance costs	8	**(4,418)**	(7,104)
Finance income, net		**179,295**	175,488
Share of losses of investments accounted for using the equity method		**(409)**	(1,691)
Loss before income tax		**(197,397)**	(589,423)
Income tax credit	9	**7,851**	2,380
Loss for the year		**(189,546)**	(587,043)
Loss attributable to:			
Owners of the Company		**(189,546)**	(585,634)
Non-controlling interests		**–**	(1,409)
		(189,546)	(587,043)
Loss per share attributable to ordinary equity holders of the Company (expressed in RMB per share)			
Basic	10	**(0.10)**	(0.32)
Diluted	10	**(0.10)**	(0.32)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2024

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Loss for the year	**(189,546)**	(587,043)
Other comprehensive loss, net of tax		
Items that may be reclassified to profit or loss		
Currency translation differences from foreign operations	**(111,617)**	(42,772)
Losses on dilution of equity interests in associate	**(946)**	–
Items that will not be reclassified to profit or loss		
Currency translation differences from the Company	**174,721**	59,408
Changes in fair value of financial assets at fair value through other comprehensive loss, net of tax	**(139)**	(5,259)
Total comprehensive loss for the year	**(127,527)**	(575,666)
Total comprehensive loss attributable to:		
Owners of the Company	**(127,527)**	(574,257)
Non-controlling interests	**–**	(1,409)
	(127,527)	(575,666)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2024

	Note	**As at 31 December** **2024** ***RMB'000***	2023 *RMB'000*
ASSETS			
Non-current assets			
Property, plant and equipment		**162,569**	224,713
Investment properties		**210,056**	178,646
Right-of-use assets		**247,605**	304,981
Intangible assets		**918**	1,996
Financial assets at fair value through profit or loss		**49,147**	77,222
Financial assets at fair value through other comprehensive income		**196**	360
Contract acquisition costs	*4*	**3,744**	7,639
Prepayments and other receivables	*12*	**26,019**	32,477
Deferred income tax assets		**30,886**	23,033
Investments accounted for using the equity method		**12,061**	19,184
Term deposit with original maturity over three months		**590,940**	237,792
Restricted cash		**719**	745
Total non-current assets		**1,334,860**	1,108,788
Current assets			
Inventories		**3,527**	9,536
Contract assets	*4*	**84,659**	80,663
Contract acquisition costs	*4*	**212,351**	255,337
Trade receivables	*12*	**78,303**	66,168
Prepayments and other receivables	*12*	**41,974**	55,767
Financial assets at fair value through profit or loss		**226,333**	111,257
Term deposit with original maturity over three months		**1,506,240**	181,290
Restricted cash		**245**	260
Cash and cash equivalents		**1,945,220**	3,972,900
		4,098,852	4,733,178
Assets classified as held for sale		**14,780**	10,252
Total current assets		**4,113,632**	4,743,430
Total assets		**5,448,492**	5,852,218

	Note	As at 31 December 2024 RMB'000	2023 RMB'000
EQUITY			
Share capital		**170**	170
Treasury shares		**(25,814)**	(4,492)
Reserves		**7,388,782**	7,408,985
Accumulated losses		**(2,660,252)**	(2,470,706)
Total equity		**4,702,886**	4,933,957
LIABILITIES			
Non-current liabilities			
Contract liabilities	*4*	**17,332**	32,013
Lease liabilities		**43,552**	89,919
Deferred income tax liabilities		**79**	102
Total non-current liabilities		**60,963**	122,034
Current liabilities			
Trade payables	*13*	**24,518**	23,762
Other payables and accruals	*14*	**193,378**	214,970
Contract liabilities	*4*	**432,906**	514,861
Lease liabilities	*4*	**33,841**	42,634
Total current liabilities		**684,643**	796,227
Total liabilities		**745,606**	918,261
Total equity and liabilities		**5,448,492**	5,852,218

1 GENERAL INFORMATION

Ming Yuan Cloud Group Holdings Limited (the "**Company**") was incorporated in the Cayman Islands on 3 July 2019 as an exempted company with limited liability under the Companies Act (As Revised) of the Cayman Islands. The address of the Company's registered office is Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman KY1-1111, Cayman Islands. The Company's shares have been listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "**Listing**") on 25 September 2020 (the "**Listing Date**").

The Company is an investment holding company. The Company and its subsidiaries (collectively, the "**Group**") are principally engaged in the provision of cloud services, on-premise software and services for property developers and other industry participants along the real estate value chain in the People's Republic of China (the "**PRC**") (collectively, the "**Business**"), which enable property developers and other real estate industry participants to streamline and digitalise their business operations.

The financial statements are presented in Renminbi ("**RMB**").

2 BASIS OF PREPARATION

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("**IFRSs**"), which comprise all standards and interpretations approved by the International Accounting Standards Board ("**IASB**") and the disclosure requirements of the Hong Kong Companies Ordinance. All values in the consolidated financial statements are rounded to the nearest thousand except when otherwise indicated.

The consolidated financial statements have been prepared under the historical cost convention, except for financial asset at fair value through profit or loss and financial asset at fair value through other comprehensive income, which have been measured at fair value.

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

(a) Amended standards adopted by the Group

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

Amendments to IFRS 16	*Liability in a Sale and Leaseback*
Amendments to IAS 1	*Classification of Liabilities as Current or Non-current (the "**2020 Amendments**")*
Amendments to IAS 1	*Non-current Liabilities with Covenants (the "**2022 Amendments**")*
Amendments to IFRS 7 and IAS 7	*Supplier finance arrangements*

The nature and the impact of the revised IFRSs that are applicable to the Group are described below:

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

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

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

Amendments to IAS 7 and IFRS 7 clarify the characteristics of supplier finance arrangements and require additional disclosure of such arrangements. The disclosure requirements in the amendments are intended to assist users of financial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk. As the Group does not have supplier finance arrangements, the amendments did not have any impact on the Group's financial statements.

(b) New and amended standards and interpretations not yet effective

The Group has not applied the following new and revised IFRSs, that have been issued but are not yet effective, in these financial statements. The Group intends to apply these new and revised IFRSs, if applicable, when they become effective.

IFRS 18	*Presentation and Disclosure in Financial Statements*[3]
IFRS 19	*Subsidiaries without Public Accountability: Disclosures*[3]
Amendments to IFRS 9 and IFRS 7	*Amendments to Classification and Measurement of Financial Instruments*[2]
Amendments to IFRS 10 and IAS 28	*Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*[4]
Amendments to IAS 21	*Lack of Exchangeability*[1]
Annual Improvements to IFRS Accounting Standards – Volume 11	*Amendments to IFRS 1, IFRS 7, IFRS 9, IFRS 10 and IAS 7*[2]

1 Effective for annual periods beginning on or after 1 January 2025
2 Effective for annual periods beginning on or after 1 January 2026
3 Effective for annual/reporting periods beginning on or after 1 January 2027
4 No mandatory effective date yet determined but available for adoption

The Group is in the process of making an assessment of the impact of these new and amended standards upon initial application. IFRS 18 introduces new requirements for presentation within the statement of profit or loss, including specified totals and subtotals. Entities are required to classify all income and expenses within the statement of profit or loss into one of the five categories: operating, investing, financing, income taxes and discontinued operations and to present two new defined subtotals. It also requires disclosure of management-defined performance measures in a note and introduces new requirements for aggregation and disaggregation of financial information. The new requirements are expected to impact the Group's presentation of the statement of profit or loss and disclosures of the Group's financial performance. So far, the Group considers that the new and revised standards are unlikely to have a significant impact on the Group's results of operations and financial position.

3 SEGMENT INFORMATION

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker ("**CODM**"). The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive directors of the Company that make strategic decisions. The executive directors review the Group's internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports.

The executive directors consider the business from product perspective. The Group has identified the following operating segments:

Cloud services	Including software as a service and platform as a service, along with related implementation services, value-added services and other support services.
On-premise software and services	On-premise software and services, a business process management software and related services that allow an organisation to use a system of integrated applications to manage the business and automate back-office functions relating to technology, services, and human resources.

There was no information by segment about total assets, total liabilities, inter-segment revenue, interest revenue, interest expense and other profit and loss items, such as depreciation, amortisation and income tax provided to the CODM, as the CODM does not use this information to allocate resources or to evaluate the performance of the operating segments.

Substantially all of the revenue from external customers and the non-current assets (excluding financial instruments and deferred tax assets) of the Group were generated/located in the PRC. The geographical information of revenue from external customers is based on the locations of the customers.

The segment information for the year ended 31 December 2024 is as follows:

	Cloud services *RMB'000*	**On-premise software and services** *RMB'000*	**Total** *RMB'000*
Revenues	**1,195,093**	**239,725**	**1,434,818**
Cost of sales	**(162,935)**	**(169,164)**	**(332,099)**
Gross profit	**1,032,158**	**70,561**	**1,102,719**

The segment information for the year ended 31 December 2023 is as follows:

	Cloud services *RMB'000*	On-premise software and services *RMB'000*	Total *RMB'000*
Revenues	1,338,663	300,981	1,639,644
Cost of sales	(157,551)	(178,866)	(336,417)
Gross profit	1,181,112	122,115	1,303,227

4 REVENUES

The Group's revenues include revenues from cloud services and on-premise software and services. The Group acts as the principal to end customers for sales of cloud services and on-premise product support services. In respect of on-premise software licensing, implementation and value-added services, the Group acts as the principal to end customers in the model of direct sales whereas the Group acts as the principal to regional channel partners in the model of sales through them. Revenue is stated net of value added tax ("**VAT**") in the PRC and comprises the following:

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Cloud services	**1,195,093**	1,338,663
On-premise software and services	**239,725**	300,981
	1,434,818	1,639,644

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Cloud services		
– Revenues over time	**1,113,174**	1,268,087
– Revenues at a point in time	**81,919**	70,576
On-premise software and services		
– Revenues over time	**210,842**	239,010
– Revenues at a point in time	**28,883**	61,971
	1,434,818	1,639,644

Revenue from each individual customer is lower than 10% of the Group's total revenue for the year ended 31 December 2024 and 2023.

(a) Assets and liabilities related to contracts with customers

The Group has recognised the following assets and liabilities related to contracts with customers:

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Contract assets	**137,811**	120,152
Less: Loss allowance	**(53,152)**	(39,489)
Total contract assets	**84,659**	80,663
Contract acquisition costs (ii)	**216,095**	262,976
Less: non-current portion	**(3,744)**	(7,639)
	212,351	255,337
Contract liabilities (iii)	**450,238**	546,874
Less: non-current portion	**(17,332)**	(32,013)
	432,906	514,861

(i) Significant changes in contract assets, contract acquisition costs and contract liabilities

Contract assets are the Group's right to consideration in exchange for goods and services that the Group has transferred to a customer. Such assets increased as a result of the increase of non-completed contracts.

Contract acquisition costs represent the differences between the gross amount billed to the end customers by the regional channel partners and the amount billed to regional channel partners by the Group, where the regional channel partners are the agents of the Group. Such assets decreased as a result of the decline of the average commission rate.

Contract liabilities of the Group mainly arise from the non-refundable advance payments made by customers while the underlying services are yet to be provided. Such liabilities decreased mainly as a result of the decline of the Group's revenues from on-premise software and services and decrease of advance payments from customers.

(ii) Assets recognised from costs to obtain a contract

Management expects the incremental costs, only including sale commissions, as a result of obtaining the contracts are recoverable. The Group has capitalised the amounts and amortised when the related revenue is recognised. For the year ended 31 December 2024, the amount of amortisation was RMB142,585,000 (2023: RMB180,384,000). There was no impairment loss in relation to the costs capitalised.

(iii) Revenue recognised in relation to contract liabilities

The following table shows the amount of revenue recognised in the current year relating to carried-forward contract liabilities.

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Revenue recognised in relation to contract liabilities	**411,199**	478,170

(iv) Unsatisfied long-term contracts

The following table shows unsatisfied performance obligations resulting from fixed-price long-term contracts:

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Unsatisfied long-term contracts		
– On-premise software and services	**132,537**	169,460
– Cloud services	**678,706**	818,827
	811,243	988,287

The management expects that unsatisfied performance obligations of approximately RMB726,183,000 as at 31 December 2024 (2023: RMB889,324,000) will be recognised as revenue within 1 year. The remaining unsatisfied performance obligations of approximately RMB85,060,000 (2023: RMB98,963,000) will be recognised as revenue in 1 to 2 years.

All other contracts are for periods of one year or less. As permitted under IFRS 15, the transaction price allocated to these unsatisfied contracts was not disclosed.

5 EXPENSES BY NATURE

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Employee benefit expenses	**952,476**	1,182,525
Commission expenses	**334,052**	418,047
Share-based compensation expenses	**145,582**	417,322
Outsourcing expenses	**80,625**	58,432
Professional and technical service fees	**53,489**	57,086
IT and communication charges	**43,105**	48,225
Depreciation of right-of-use assets	**40,345**	52,563
Depreciation of property, plant and equipment	**37,285**	38,077
Exhibition and promotion charges	**31,055**	27,764
Travelling and entertainment expenses	**27,971**	31,252
Costs of inventories sold	**24,448**	35,835
Utilities expenses	**12,950**	15,898
Office expenses	**11,477**	12,221
Taxes and surcharges	**9,821**	10,362
Auditor's remuneration	**4,858**	6,845
– Audit services	**4,080**	4,200
– Non-audit services	**778**	2,645
Depreciation of investment properties	**3,773**	3,715
Amortisation of intangible assets	**988**	2,599
Others	**1,594**	1,877
	1,815,894	2,420,645

No research and development expenses had been capitalised during the years ended 31 December 2024 and 2023.

6 OTHER INCOME

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Government grants	**46,496**	20,432
Dividend from investments in unlisted funds	**10**	46
VAT refund (a)	**9,187**	7,354
Rental income	**12,929**	13,172
Income from wealth management products (b)	**16,563**	20,855
Others	**13**	4,391
	85,198	66,250

(a) According to the circular "Announcement of the Ministry of Finance, the General Administration of Taxation and the General Administration of Customs on deepening policies related to VAT reformation" (Announcement of the Ministry of Finance, the General Administration of Taxation and the General Administration of Customs [2019] No.39 財政部稅務總局海關總署公告2019年第39號), the application VAT rate for sales of computer software was 13%.

According to the circular Cai Shui [2011] No.100, software enterprises which engage in the sales of self-developed software in the PRC are entitled to VAT refund to the extent that the effective VAT rate of the sales of the software in the PRC exceeds 3%.

(b) It represented realised income or gains and unrealised fair value changes from wealth management products that are measured at fair value through profit or loss.

7 OTHER LOSSES, NET

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Net (losses)/gains on disposal of property, plant and equipment	**(1,406)**	238
Termination of leases	**(2,626)**	(7,661)
Net losses on disposal of assets held for sale	**(271)**	(202)
Fair value losses on investments in unlisted securities and funds included in financial assets at FVPL	**(4,909)**	(7,980)
Write-down of inventories to net realisable value	**(7,059)**	–
Foreign exchange (losses)/gains	**(18,416)**	14,141
Disposal of a subsidiary	**–**	124
Others	**(869)**	(1,038)
	(35,556)	(2,378)

8 FINANCE INCOME, NET

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Finance income		
– Interest income from bank deposits	**183,713**	182,592
Finance costs		
– Interest expenses on lease liabilities	**(4,418)**	(7,104)
Finance income, net	**179,295**	175,488

9 INCOME TAX

	Year ended 31 December	
	2024	2023
	RMB'000	*RMB'000*
Current income tax	**–**	–
Deferred income tax	**(7,851)**	(2,380)
Income tax	**(7,851)**	(2,380)

10 LOSS PER SHARE

(a) Basic loss per share

Basic loss per share is calculated by dividing the loss attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the years ended 31 December 2024 and 2023.

	Year ended 31 December	
	2024	2023
Loss attributable to owners of the Company (RMB'000)	**(189,546)**	(585,634)
Weighted average number of ordinary shares outstanding (thousand) (Note)	**1,840,860**	1,837,277
Basic loss per share (in RMB)	**(0.10)**	(0.32)

Note: The weighted average number of ordinary shares outstanding for the year ended 31 December 2024 and 2023 has been determined based on the number of shares in issue, shares transfer of vested restricted share units from treasury shares and shares repurchased.

(b) Diluted loss per share

Diluted loss per share is calculated by adjusting the weighted average number of shares outstanding to assume conversion of all dilutive potential shares.

For the years ended 31 December 2024 and 2023, as the Group incurred losses, the potential ordinary shares of restricted share units were not included in the calculation of diluted loss per share, as their inclusion would be anti-dilutive. Accordingly, the diluted loss per share amounts for the years ended 31 December 2024 and 2023 are the same as the basic loss per share amounts.

11 DIVIDENDS

The Board has recommended the declaration and payment of the special dividend of HK$0.1 (equivalent to RMB0.092) per Share out of the share premium, subject to the approval of the shareholders of the Company at the forthcoming annual general meeting. The special dividend proposed has not been recognised as liability in these consolidated financial statements.

A special dividend of HKD0.1 (equivalent to approximately RMB0.091) per Share was approved by the shareholders of the Company at the 2023 annual general meeting of the Company held on 10 May 2024, amounting to RMB167,522,000 and was paid on 5 July 2024.

12 TRADE RECEIVABLES, PREPAYMENTS AND OTHER RECEIVABLES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Trade receivables from contracts with customers (a)	**184,722**	140,353
Less: Loss allowance	**(106,419)**	(74,185)
Trade receivables, net	**78,303**	66,168
Prepayments to suppliers	**11,898**	32,727
Prepayments for property, plant and equipment	**12,161**	12,161
Prepayments for employee benefits	**5,732**	5,231
Total prepayments	**29,791**	50,119
Rental and other deposits	**18,476**	21,814
Others	**19,787**	16,348
Less: Loss allowance	**(61)**	(37)
Other receivables, net	**38,202**	38,125
Total trade receivables, prepayments and other receivables	**146,296**	154,412
Less: Non-current deposits and prepayments	**(26,019)**	(32,477)
Current portion	**120,277**	121,935

(a) Trade receivables

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Trade receivables from contracts with customers	**184,722**	140,353
Less: Loss allowance	**(106,419)**	(74,185)
	78,303	66,168

The Group normally allows 0 to 90 days credit period to its customers. An ageing analysis of the trade receivables as at 31 December 2024 and 2023, based on date of recognition, is as follows:

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Ageing:		
Up to 3 months	**48,798**	37,344
3 to 6 months	**17,583**	16,356
6 months to 1 year	**28,036**	22,995
1 to 2 years	**38,436**	36,670
Over 2 years	**51,869**	26,988
	184,722	140,353

13 TRADE PAYABLES

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Trade payables to third parties	**24,518**	23,762

As at 31 December 2024 and 2023, the ageing analysis of the trade payables based on the date of recognition is as follows:

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Ageing:		
Up to 3 months	**15,832**	15,509
3 to 6 months	**1,988**	473
6 months to 1 year	**1,146**	2,141
Over 1 year	**5,552**	5,639
	24,518	23,762

14 OTHER PAYABLES AND ACCRUALS

	As at 31 December	
	2024	2023
	RMB'000	*RMB'000*
Accrued payroll and employee benefit expenses	**168,564**	187,764
VAT and surcharges payable	**4,106**	5,487
Commissions payable to regional channel partners	**7,486**	7,144
Accrued auditor's remuneration	**2,980**	4,200
Deposits from regional channel partners	**1,597**	1,652
Others	**8,645**	8,723
	193,378	214,970

OTHER INFORMATION

Purchase, Sale or Redemption of the Company's Shares

During the year ended 31 December 2024, the Company has repurchased a total of 34,466,000 Shares (the "**Share Repurchased**"), out of which a total of 12,316,000 Shares were held as treasury shares as of 31 December 2024, on the Stock Exchange at an aggregate consideration of approximately HK$66.54 million before expenses. Subject to compliance with the Listing Rules, the Company may consider applying such treasury shares for resale, consideration of future acquisitions, or funding existing share schemes of the Company. The Company cancelled a total of 8,311,000 Shares on 6 June 2024 and a total of 14,899,000 Shares on 6 December 2024, respectively. As at 31 December 2024, no Shares Repurchased (excluding treasury shares) remained outstanding and had not been cancelled. Subsequent to the Reporting Period, the Company has repurchased a total of 1,466,000 Shares on the market at the aggregate consideration of approximately HK$3.49 million including expenses in January 2025. Details of the Shares Repurchased by the Company during the Reporting Period are as follows:

Month of repurchase in 2024	Total number of Shares Repurchased	Purchase price paid per Share Highest	Purchase price paid per Share Lowest	Aggregate consideration paid
		HK$	*HK$*	*HK$*
January	2,020,000	2.15	2.05	4,219,048.81
February	4,351,000	2.15	1.92	8,916,048.93
March	880,000	2.50	2.37	2,136,942.69
July	7,233,000	2.14	1.98	14,921,000.87
August	9,508,000	1.95	1.74	17,653,918.32
September	10,474,000	1.95	1.64	18,692,099.68
Total	34,466,000			66,539,059.30

The Directors were of the view that the Share Repurchases would reflect the Board and the management team's confidence in the Company's business development prospects. Therefore, the Directors believed that the Share Repurchases were in the best interests of the Company and the Shareholders as a whole.

Save as disclosed above and except for the on-market purchase by MYC Marvellous of 1,110,000 Shares on the Stock Exchange for the sole purpose of satisfying the awards granted under the Share Award Scheme upon vesting thereof, neither the Company nor any of its subsidiaries or the Consolidated Affiliated Entity had purchased, sold or redeemed any of the Company's listed securities (including sale of treasury shares) during the Reporting Period.

Employees

As of 31 December 2024, we had 1,912 employees in total (31 December 2023: 2,577).

Our success depends on our ability to attract, retain and incentivize qualified personnel. We provide various incentives and benefits for our employees. We offer competitive salaries, bonuses and share-based compensation to our employees, especially key employees.

As required under PRC regulations, we participate in various employee social security plans that are organized by applicable local municipal and provincial governments, including housing, pension, medical, work-related injury, maternity, and unemployment benefit plans.

To maintain the quality, knowledge and skill levels of our employees, we provide continuing education and training programs, including internal and external training, for our employees to improve their technical, professional or management skills. We also provide trainings programs to our employees from time to time to ensure their awareness and compliance with our policies and procedures in various aspects.

We have granted and planned to continue to grant share-based incentive awards to our employees in the future to incentivize their contributions to our growth and development.

Dividends

A special dividend of HK$0.1 (equivalent to approximately RMB0.091) per Share was approved by the Shareholders at the 2023 annual general meeting of the Company held on 10 May 2024, amounting to RMB167,522,000, and was paid on 5 July 2024.

The Board has recommended the declaration and payment of the Special Dividend of HK$0.1 (equivalent to RMB0.092) per Share out of the Share Premium Account, subject to the approval of the Shareholders at the Forthcoming Annual General Meeting. The payment of the Special Dividend out of the Share Premium Account is conditional upon the satisfaction of the following conditions:

(a) the passing of an ordinary resolution by the Shareholders at the Forthcoming Annual General Meeting approving the declaration and payment of the Special Dividend out of the Share Premium Account pursuant to Articles 133 and 134 of the Company's articles of association;

(b) the Directors being satisfied that, immediately following the payment of the Special Dividend, the Company shall be able to pay its debts as they fall due in the ordinary course of business; and

(c) the Company having complied with all requirements under the laws of the Cayman Islands regarding the payment of the Special Dividend out of the Share Premium Account.

The conditions set out above cannot be waived. If the conditions set out above are not satisfied, the Special Dividend will not be paid. Subject to the fulfilment of the above conditions, it is expected that the Special Dividend will be paid in cash on or about Tuesday, 8 July 2025 to the qualifying Shareholders whose names appear on the register of members of the Company at close of business on Tuesday, 27 May 2025, being the record date for determination of entitlements of the qualifying Shareholders to the Special Dividend. Further details regarding the Special Dividend will be set forth in a circular (together with a notice of the Forthcoming Annual General Meeting) to be dispatched to the Shareholders and/or made electronically available on the respective websites of the Stock Exchange and the Company in due course.

As at the date of this announcement, a total of 12,316,000 Shares were held by the Company as treasury shares (whether held or deposited in the Central Clearing and Settlement System, or otherwise) and such treasury shares would not receive the Special Dividend.

The Board did not recommend the distribution of a final dividend for the year ended 31 December 2024.

Closure of Register of Members

For determining the entitlement to attend and vote at the Forthcoming Annual General Meeting, the register of members of the Company will be closed from Thursday, 15 May 2025 to Tuesday, 20 May 2025, both days inclusive, during which period no transfer of Shares will be registered. In order to be eligible to attend and vote at the Forthcoming Annual General Meeting, all transfer forms accompanied by the relevant share certificates must be lodged with the Hong Kong share registrar of the Company, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration no later than 4:30 p.m. on Wednesday, 14 May 2025.

For determining the entitlement to the Special Dividend (subject to approval by the Shareholders at the Forthcoming Annual General Meeting), the register of members of the Company will be closed from Tuesday, 27 May 2025 to Friday, 30 May 2025, both days inclusive, during which period no transfer of Shares will be registered. In order to be eligible for the above proposed Special Dividend, all transfer forms accompanied by the relevant share certificates must be lodged with the Hong Kong share registrar of the Company, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration no later than 4:30 p.m. on Monday, 26 May 2025.

Audit Committee

The Board has established the Audit Committee which comprises three independent non-executive Directors, namely Ms. WEN Hongmei (溫紅梅) (Chairperson), Mr. LI Hanhui (李漢輝) and Mr. ZHAO Liang (趙亮). Ms. WEN Hongmei, being the chairperson of the Audit Committee, is appropriately qualified as required under Rules 3.10(2) and 3.21 of the Listing Rules. The Audit Committee has also adopted written terms of reference which clearly set out its duties and obligations (the terms of reference are available on the websites of the Company and Stock Exchange).

The Audit Committee has jointly reviewed with the management of the Company the accounting principles and policies adopted by the Company and discussed internal control and financial reporting matters (including the review of the audited consolidated financial statements of the Group for the year ended 31 December 2024 of the Group). The Audit Committee considered that the annual financial information is in compliance with the applicable accounting standards, laws and regulations.

Scope of Work of Auditors

The figures in respect of the Group's consolidated statement of financial position as at 31 December 2024, consolidated statement of profit or loss, consolidated statement of comprehensive income and the related notes thereto for the year ended 31 December 2024 as set out in the preliminary results announcement have been compared by the Company's auditor, Ernst & Young, to the amounts set out in the Group's audited consolidated financial statements for the year ended 31 December 2024 and the amounts were found to be in agreement. The work performed by the Company's auditor in this respect did not constitute an audit, review or other assurance engagement and consequently no assurance has been expressed by the Company's auditor on this announcement.

Corporate Governance

The Board is committed to achieving good corporate governance standards.

The Board believes that good corporate governance standards are essential in providing a framework for the Company to safeguard the interests of Shareholders, enhance corporate value, formulate our business strategies and policies, and enhance its transparency and accountability.

The Company has adopted the principles and code provisions of the Corporate Governance Code (the "**CG Code**") contained in Appendix C1 to the Listing Rules as the basis of the Company's corporate governance practices.

In the opinion of the Directors, during the year ended 31 December 2024, the Company has complied with all the code provisions as set out in the CG Code.

Social Responsibilities

Since 2021, with a deep sense of giving back to the society, Ming Yuan Cloud has established its own public welfare brand, Yuan Public Welfare, focusing on key areas such as education inclusion and rural revitalisation. We went deep into poverty-stricken areas, conducted detailed research on the actual needs of local education, accurately matched resources, and strove to improve the children's learning environment in every public welfare activity. Meanwhile, we explored sustainable public welfare feedback models, and drove a virtuous circle of love transmission with a sense of responsibility. This year, Ming Yuan Cloud won the second 21st Century Vitality • ESG Social Responsibility Cases Award for its practical achievements of "building a diverse future together, stimulating the potential of talents, and fulfilling public welfare missions".

In 2024, Yuan Public Welfare, with a more determined pace, actively advocated deep concern for the education and growth of children in mountainous areas and left behind in rural areas, and was committed to bringing children in these corners into a broader vision of education. We joined hands with the Foshan Friends Camp Children & Teenagers Education Foundation to launch a public welfare activity aimed at lighting up the light of rural education. In this programme, Ming Yuan Cloud donated RMB100,000 to cover about 8,000 students, and carried out on-site teaching, material donations, volunteer visits, etc. to support the development of rural education in all aspects from hardware facilities to teaching quality.

Model Code for Securities Transactions

The Company has adopted the Model Code as set out in Appendix C3 to the Listing Rules as its own code of conduct regarding Directors' securities transactions since the Listing Date. Having made specific enquiry with the Directors, all of the Directors (including any former Director who ceased to be Director during the Reporting Period) confirmed that he/she has complied with the required standards as set out in the Model Code during the year ended 31 December 2024, or up until the time when he/she ceased to be the Director (as applicable).

The Company's employees, who are likely to be in possession of unpublished inside information of the Company, are also subject to the Model Code. No incident of non-compliance of the Model Code by the employees was noted by the Company as at 31 December 2024.

Publication of the Annual Results and the Annual Report for the Reporting Period

This annual results announcement is published on the website of the Stock Exchange at www.hkexnews.hk and the website of the Company at www.mingyuanyun.com. The annual report of the Company for the year ended 31 December 2024 containing all the information required by the Listing Rules will be made electronically available for review on the respective websites of the Stock Exchange and the Company in accordance with the requirements under the Listing Rules.

APPRECIATION

The Board would like to express its sincere gratitude to the Shareholders, management team, employees, business partners and customers of the Group for their support and contribution to the Group.

DEFINITIONS

In this announcement, unless the context otherwise requires, the following expressions shall have the following respective meanings:

"Audit Committee"	the audit committee of the Board
"Board", "our Board" or "Board of Directors"	the board of directors of our Company
"Chairman"	the chairman of the Board
"China" or "PRC"	the People' s Republic of China, for the purposes of this announcement only, excluding Hong Kong, Macau Special Administrative Region and Taiwan
"Company", "our Company", or "the Company"	Ming Yuan Cloud Group Holdings Limited (明源雲集團控股有限公司), an exempted company with limited liability incorporated in the Cayman Islands on 3 July 2019
"Consolidated Affiliated Entity"	the entity that we control through contractual arrangements
"Director(s)"	the director(s) of our Company
"Forthcoming Annual General Meeting"	the forthcoming annual general meeting of the Company which is scheduled to take place on 20 May 2025, further details of which will be included in a notice to be made electronically available for review on the respective website of the Stock Exchange and the Company
"Group", "our Group", "the Group", "we", "us", or "our"	our Company and its subsidiaries and Consolidated Affiliated Entity from time to time or, where the context so requires, in respect of the period prior to our Company becoming the holding company of its present subsidiaries and Consolidated Affiliated Entity, such subsidiaries and Consolidated Affiliated Entity as if they were subsidiaries and Consolidated Affiliated Entity of our Company at the relevant time
"HKD" or "HK$" or "HK dollars"	Hong Kong Dollars, the lawful currency of Hong Kong
"Hong Kong" or "HK"	the Hong Kong Special Administrative Region of the PRC

"IFRS"	International Financial Reporting Standards
"Listing Date"	25 September 2020, being the date on which the Shares were listed on the Stock Exchange
"Listing Rules"	the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, as amended, supplemented or otherwise modified from time to time
"Model Code"	the Model Code for Securities Transactions by Directors of Listed Issuers contained in Appendix C3 to the Listing Rules
"Reporting Period"	the year ended 31 December 2024
"RMB" or "Renminbi"	Renminbi Yuan, the lawful currency of China
"Share(s)"	ordinary share(s) in the share capital of our Company with a nominal value of HK$0.0001 each
"Share Premium Account"	the share premium account of the Company, the amount standing to the credit of which was approximately RMB7,388,782,000 as at 31 December 2024 based on the audited consolidated financial statements of the Company for the Reporting Period
"Shareholder(s)"	holder(s) of our Shares
"Special Dividend"	the declaration and payment of HK$0.1 (equivalent to RMB0.092) per Share out of the Share Premium Account, subject to the approval by the Shareholders at the Forthcoming Annual General Meeting and the conditions set forth in the section headed "*Dividends*" in this announcement
"Stock Exchange"	The Stock Exchange of Hong Kong Limited
"treasury share(s)"	has the meaning ascribed thereto under the Listing Rules
"U.S."	United States of America
"USD" or "US$" or "US dollars"	United States Dollars, the lawful currency of the U.S.
"%"	per cent.

GLOSSARY OF TECHNICAL TERMS

"app" or "application"	application software designed to run on smartphones and other mobile devices
"cloud-based"	applications, services or resources made available to users on demand via the Internet from a cloud computing provider's server with access to shared pools of configurable resources
"customer relationship management"	customer relationship management, a strategy for managing an organization's relationships and interactions with customers and potential customers
"ERP"	enterprise resource planning, a business process management software that allows an organization to use a system of integrated applications to manage the business and digitalize back-office functions relating to technology, services, and human resources
"PaaS"	platform as a service, a category of cloud computing services that provides a platform and environment to allow property developers to build applications over the Internet
"SaaS"	software as a service, a cloud-based software licensing and delivery model in which software and associated data are centrally hosted
"Skyline PaaS Platform"	a low-code PaaS platform launched by the Group for aPaaS Capacity, iPaaS Capacity, bpmPaaS Capacity, DaaS Capacity and Technology Innovation

By order of the Board
Ming Yuan Cloud Group Holdings Limited
GAO Yu
Chairman

Shenzhen, PRC, 25 March 2025

As of the date of this announcement, the Board comprises Mr. GAO Yu, Mr. JIANG Haiyang and Mr. CHEN Xiaohui as executive Directors, Mr. LIANG Guozhi as non-executive Director, and Mr. LI Hanhui, Mr. ZHAO Liang and Ms. WEN Hongmei as independent non-executive Directors.