

# Digital China Holdings Limited

## 2024 Results Presentation

April 2025

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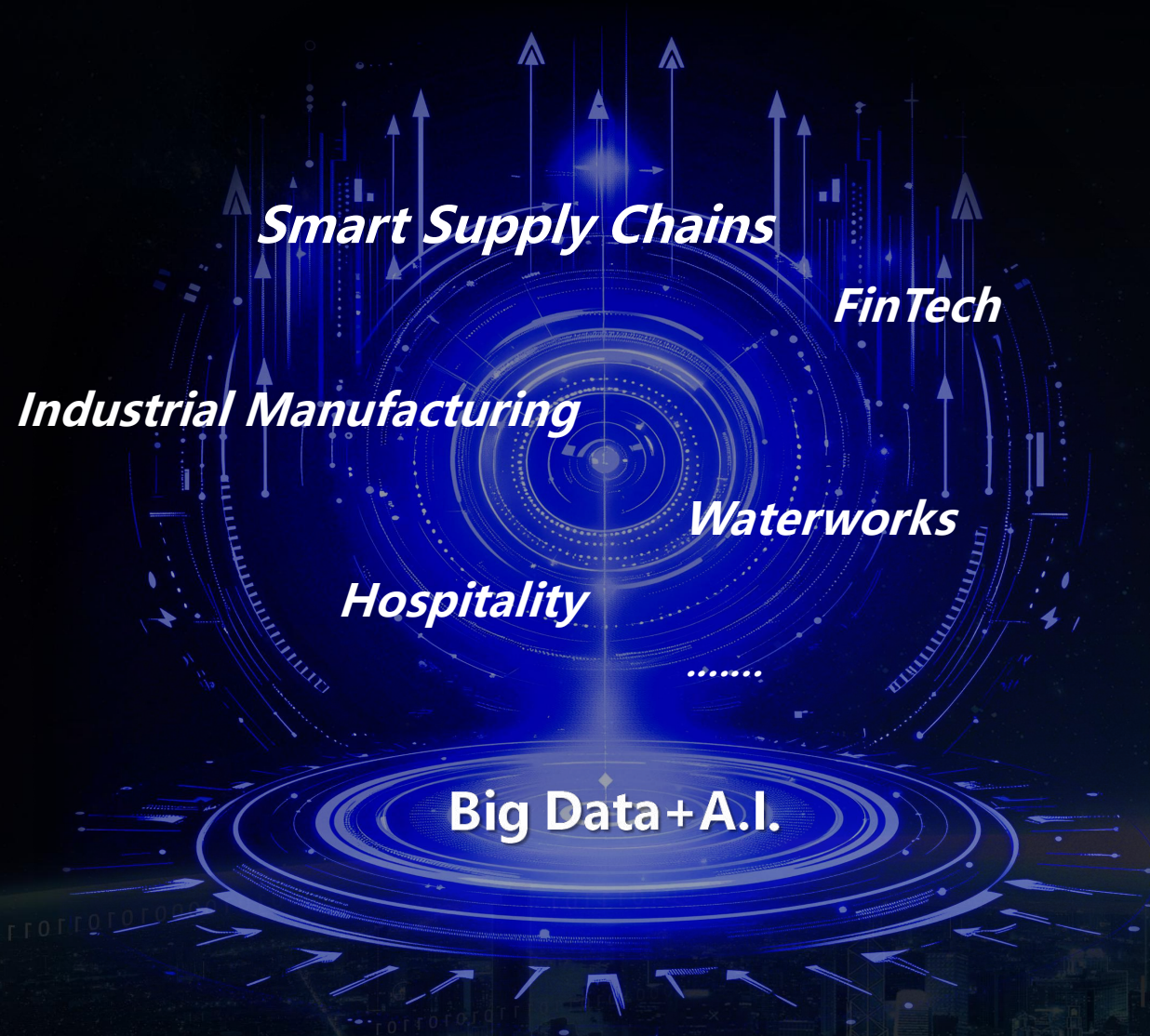
01 Business Strategy

02 Financial Highlights

# 01 Business Strategy

Business Overview | Full-Stack Products | Industry Focus | Core Competitiveness | Future Outlook





## Big Data + A.I.

We adhere to our “Big Data+A.I.” Strategy, rely on our “Use Cases+Technologies+Ecosystem” core competitiveness, deeply integrate data intelligence technologies with key use cases, continuously promote digital transformation and business value reinvention, to empower the high-quality development of real economy.

# FY24 Key Financial Metrics

Revenue

**16.66bn**

▼ YoY **9%**

Gross profit

**2.29bn**

▼ YoY **15%**

Net profit attributable to equity holders

**-254mn**

▲ YoY Reduction in loss **86%**

Newly signed contracts

**11.38bn**

Signed but undelivered **6.94bn**

Total assets

**22.31bn**

Net assets **9.51bn**

Net cash flow from operating activities

**600mn**

① Net Loss attributable to equity holders of the parent company was mainly due to: 1) The net loss contributed by DCITS amounting to RMB 213 million; 2) loss suffering from historical investment amounting to RMB 68 million.

② Unless otherwise stated, the consolidated financial statements of the Group were presented in RMB.



Environment

- Overall greenhouse gas emissions **37.9%** ↓
- Per capita comprehensive energy consumption **8.5%** ↓
- Average packaging material consumption per order **14.8%** ↓

Society

- Nationwide service network covers **100%** of prefecture-level cities
- Provides employment opportunities of **19,268** people globally
- Advance the high-quality development of **5,000+** ecosystem partners

Governance

- Total dividend payout:  
HK **7.0** cents per share
- Cash dividend payout:  
over RMB **100 mn**

1st in ESG Performance  
2024 Hua Zheng Index:  
Top10 HK-listed IT Companies

2024年港股上市公司  
信息技术行业  
ESG绩效TOP10

排名	股票代码	公司名称	ESG评级
1	0861.HK	神州控股	AA
2	0285.HK	比亚迪电子	AA
3	1010.HK	小米集团-W	A
4	2076.HK	BOSS直聘-W	A
5	2391.HK	浪潮信息-W	A
6	0020.HK	腾讯-W	A
7	3888.HK	金山软件	A
8	3396.HK	联想集团	A
9	0303.HK	伟明达	BBB
10	2390.HK	知乎-W	BBB

ESG Profound Awards  
(CLS)



Best Practice Project  
2023-2024 ECR Case



Compilation of national and industry standards **184**

Intellectual property rights **3177**

Approved and released **92**, under research and compilation **92**

An YoY increase of **390**

**Integrated Logistics & Financial Leader**  
National Enterprise Standards Launched by 8 Government Departments

2024 LOG  
**Supply Chain & Logistics Breakthrough Innovation Award**

**First Prize of National Technology Invention Award**

2024 Fortune  
**China's Top 50 Technology Pioneers**

2023-2024  
**ECR Case Best Practice Project**

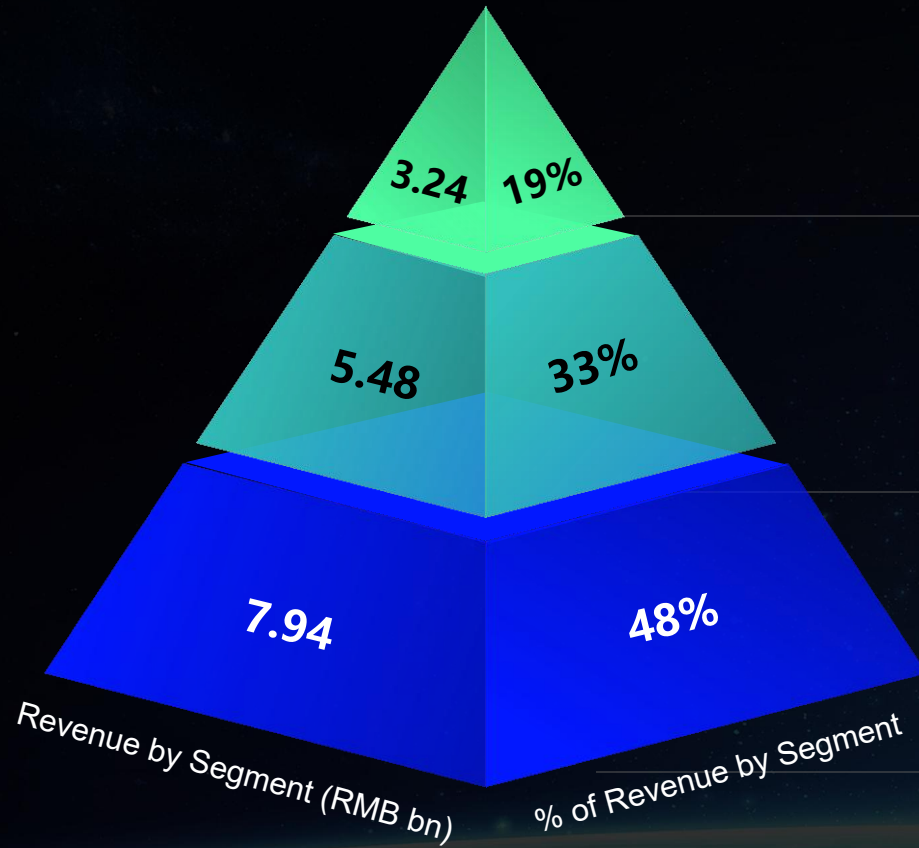
Big Data Technology and Standard Committee Data Governance Blueprint  
**Core Service Provider**

**NO. 1**  
in China Big Data Enterprises Ranking: Data Collection Tools Sector

**NO. 1**  
2024 Data Intelligence Service Provider  
2024 Digital Twin Solutions  
2024 Big Data Solutions



# Business Segments



## Big Data Products and Solutions

- Data software products
- Data solutions for core use cases

## Software and Operating Services

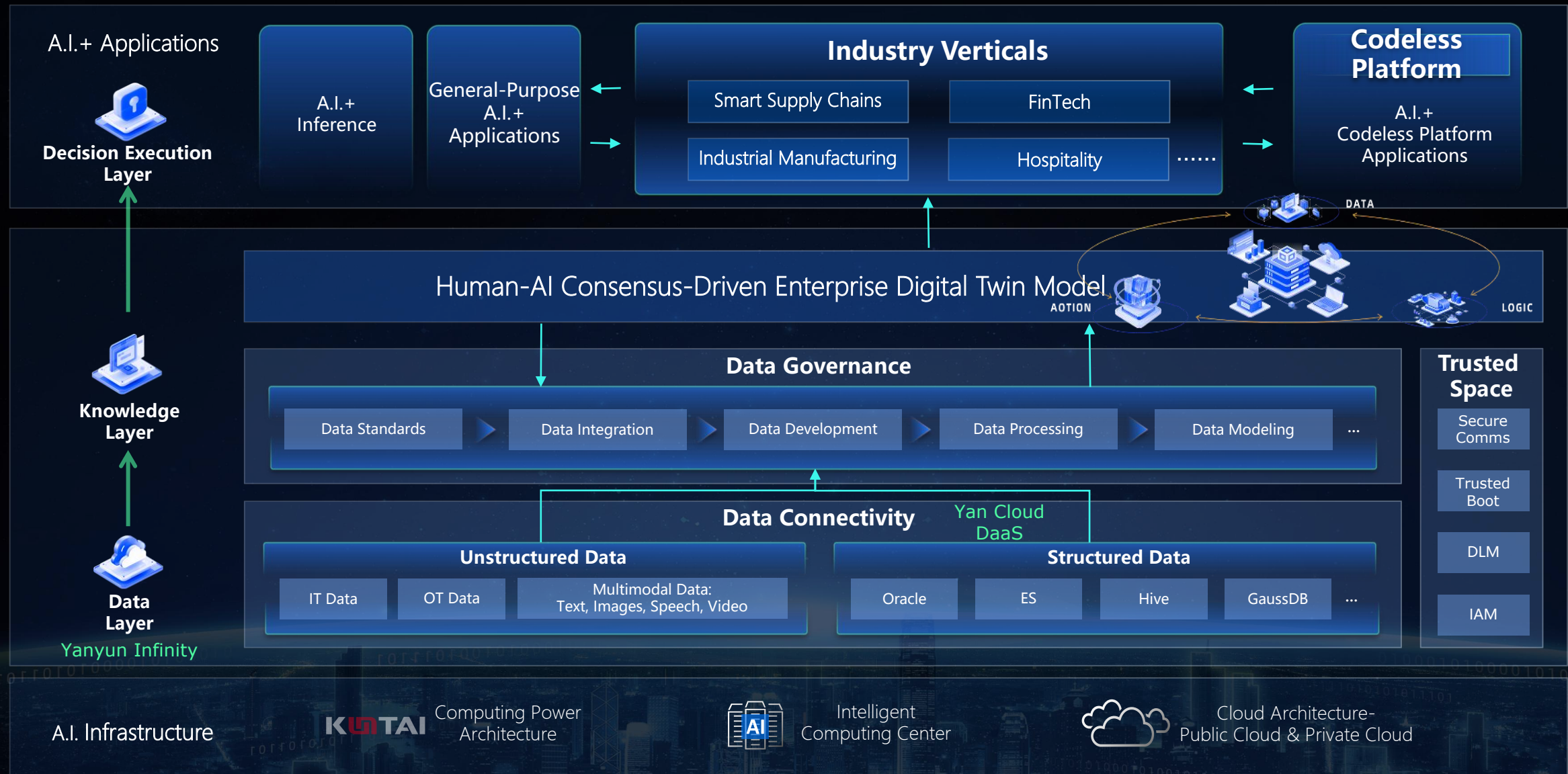
- End-to-end supply chain services
- Software development and maintenance

## Traditional and Localization Services

- Integrated localization services
- E-commerce supply chain services
- Assets operating services

# Full-stack Products and Services

A.I. Infrastructure + Data Intelligence Platforms + A.I. Scenario-based Applications  
*Full-stack end-to-end data intelligence solutions*

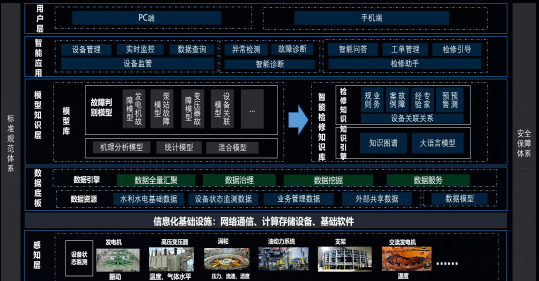




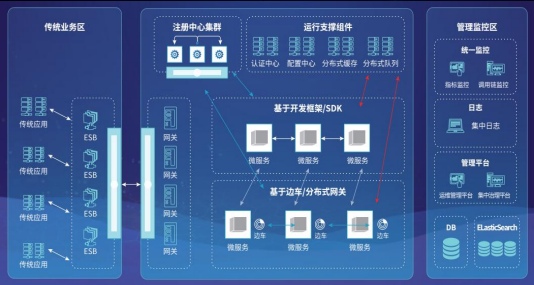
Best Practices of  
**Digital Transformation**  
for  
Gov-Enterprise Customers



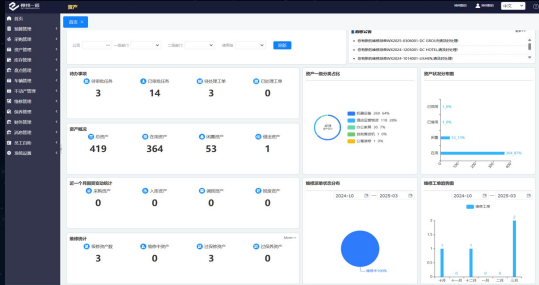
Smart Supply Chains



Industrial Manufacturing



FinTech



Hospitality



Waterworks

## Vertical Focus

Achieve Capillary-Level Pain Point Resolution through Micro-Innovations



## Technology Drive

### Logistics Domain

90% ↑

RISK WARNING CAPABILITIES

20% ↑

IN-PLANT LOGISTICS EFFICIENCY

20% ↑

SHIPPING EFFICIENCY

65% ↓

MATERIAL USAGE

### Sales Domain

50% TO 80% ↑

SALES FORECAST ACCURACY

20% ↓

REPLENISHMENT CYCLE

30% ↑

RESPONSE SPEED

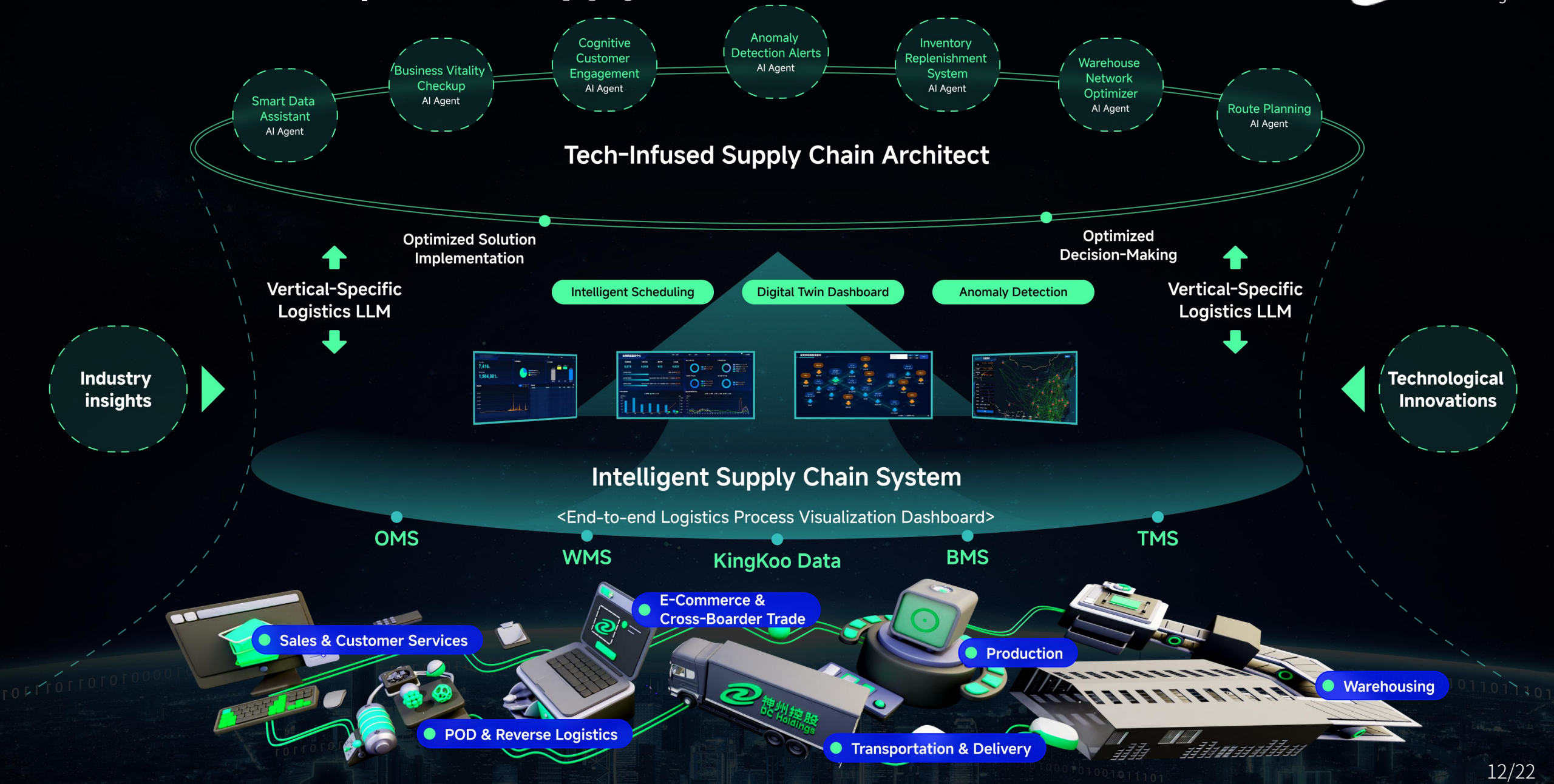
### Manufacturing Domain

Architecting an Enterprise-wide Data Governance Framework

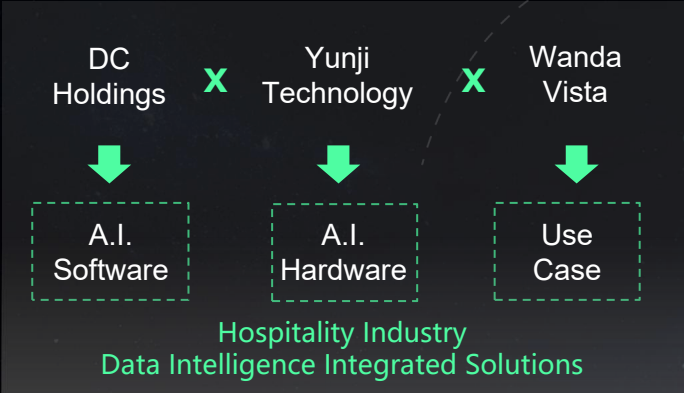
Monitoring production efficiency through OEE model



# Core Use Cases | Smart Supply Chains



# Core Use Cases | Hospitality



## Digital Intelligent Solutions for Hospitality & Chain Industries

### Competency Repository



### Network Deployment

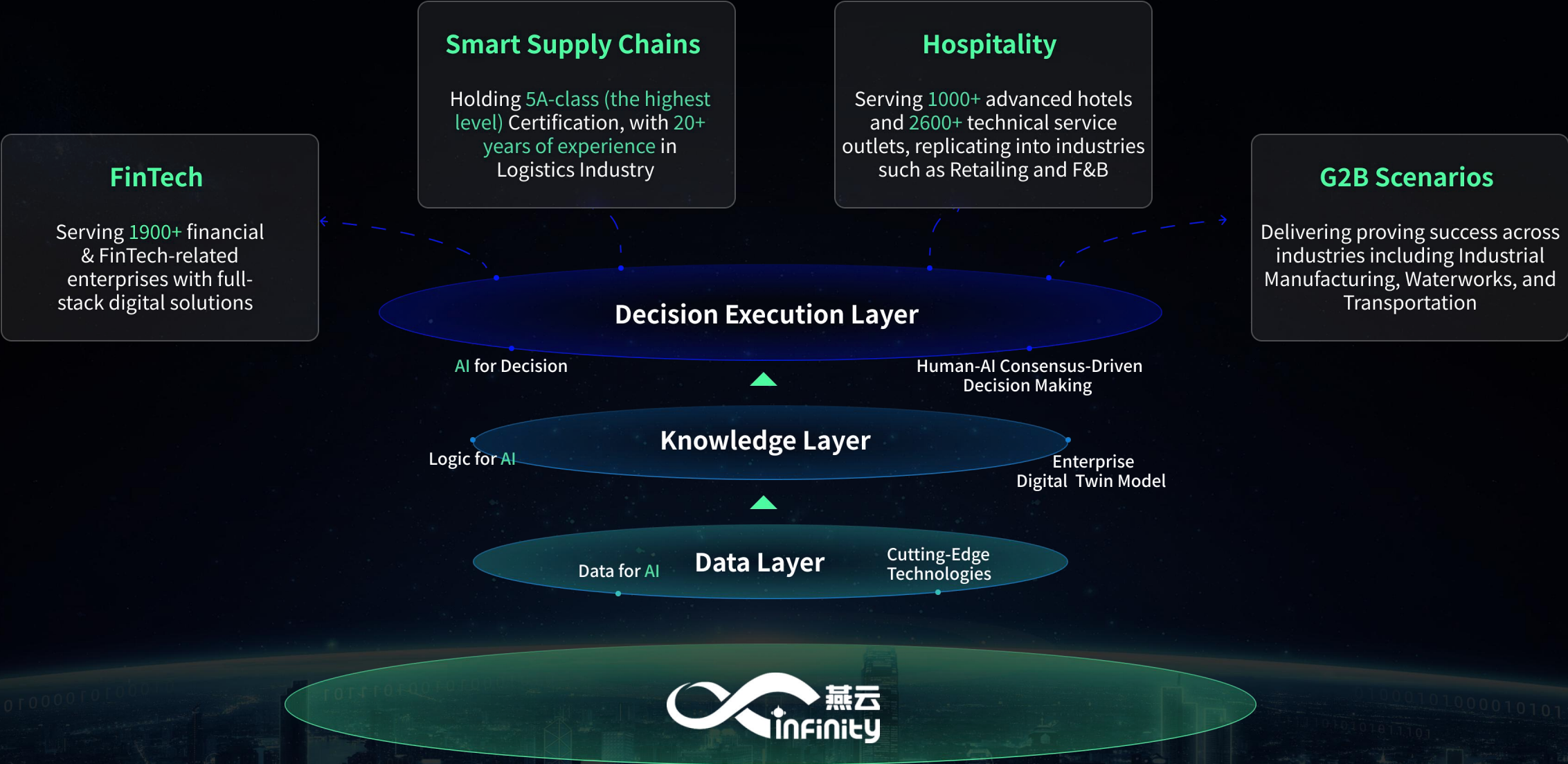


### Cross-Industry Replication





# Core Competitiveness | Industry Insights



# Core Competitiveness | Technological Innovations



## Technology Innovation Engine



Yan Cloud DaaS:  
1st Prize of National Technology Invention Award



Supply Chain Big Data Application Platform:  
2nd Prize of National Science & Technology Progress Award

Best Practices

Solutions

Core Technologies

## Industry-Academia-Research-Applications

清华大学

清华大学

清华大学

清华大学

清华大学

清华大学

哈佛大学

伦敦商学院

里昂商学院

欧洲工商管理学院

麻省理工学院

香港科技大学

全国信息技术标准化网

中国信通院

中国物流与采购联合会

全国数据标准化技术委员会

中国电子学会

中国软件行业协会

中国服务贸易协会

国家金融与发展实验室

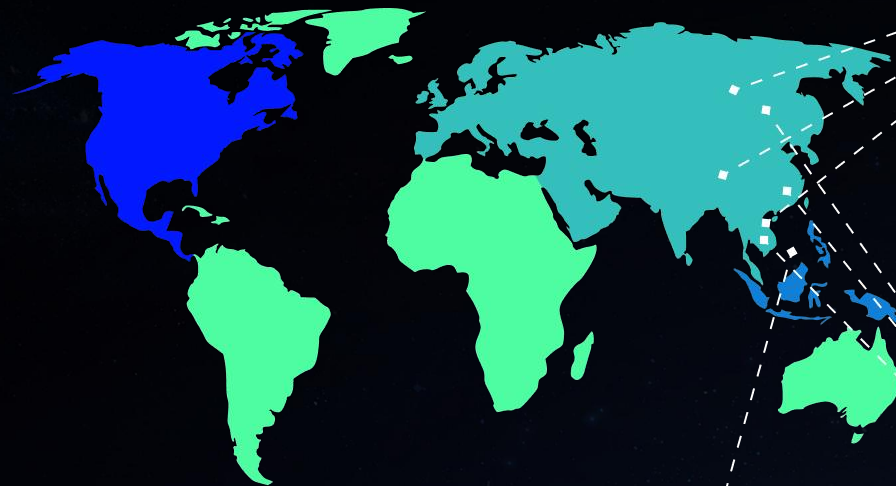
中国支付清算协会

北京金融科技研究院

中关村金融科技产业发展联盟

中国互联网金融协会





## Overseas Expansion

- We operates 6 Logistics Hubs in Southeast Asia, collaborating with major cross-border e-commerce platforms to deliver localized services
- We have successfully served a leading IT customer in the migration of its computing center from China to Singapore , where a Southeast Asian regional-level intelligent computing hub will be constructed
- We have Participated in constructing core application systems of banks in multiple B&R countries

## Smart Supply Chains

- Operating 150+ warehouses
- Transportation network covering 50+ countries
- Business territory covering 300+ cities
- Cooperating with 40+ leading e-commerce platforms globally

## Data Intelligence

- Creating “Eco-Partners Program”  
Industrial Synergic + Technology Innovation + Regional Industria
- Operating 2600+ nationwide technical service outlets
- 82% Nationwide administrative division coverage  
prefecture-level cities 100%  
municipal districts 90%  
county-level cities 85%

## Strategic Focus on “Big Data + A.I.” Scenario-Based Applications

### Vertical Focus

Intensive cultivation of key industries, building integrated service capabilities

- Focus on key industries including **Smart Supply Chains**, **Hospitality**, **Industrial Manufacturing**, **FinTech**
- Deeply drive into **industry verticals**, comprehensively address **targeted-customer demand scenarios**
- Leverage KA expertise to enable solution replication to mid-market customers

### Technology Drive

Full-stack data empowerment, driving industrial digital transformation

- Through **Yanyun Infinity** intelligent platform, serve enterprise customers with full-stack data intelligence solutions
- Develop **vertical enterprise-owned LLMs** and **applied intelligent algorithms**, to form digitally-enhanced operations and AI-driven decision-making capabilities

### Ecosystem Development

Deepened ecosystem partnerships, unlocking sector-specific scenario value

- Based on deep industry insights and partner ecosystem, architect an integrated **“Warehousing-Logistics Nexus Ecosystem”**
- Construct an ecosystem integrating data intelligence technologies, industry-specific clusters, regional industrial hubs, and omnichannel networks

### Refined Management

Standardized operational frameworks, sustaining innovation momentum

- With the dual imperatives of **“Revenue Growth”** and **“Cost Reduction”**, promote granular customer stratification and full-lifecycle management, while deepening customer penetration
- Empower customers to achieve cost optimization and efficiency gains, while driving continuous improvement in our service quality



# 02 Financial Highlights

Performance Breakdown | Income Statement | Balance Sheet | Cash Flow Statement

# Performance Breakdown

Unit: RMB/%

	FY24 Revenue	FY23 Revenue	YoY	FY24 Net Profit/ (Loss) *	FY23 Net Profit/ (Loss) *	YoY
DC Holdings (Consolidated Total)	16.66bn	18.28bn	-9%	(254mn)	(1.83bn)	-86%
Attributed to:						
Excluding DCITS	6.70bn	6.32bn	6%	(41mn)	(1.91bn)	-98%
DCITS	9.96bn	11.96bn	-17%	(213mn)	72mn	-397%



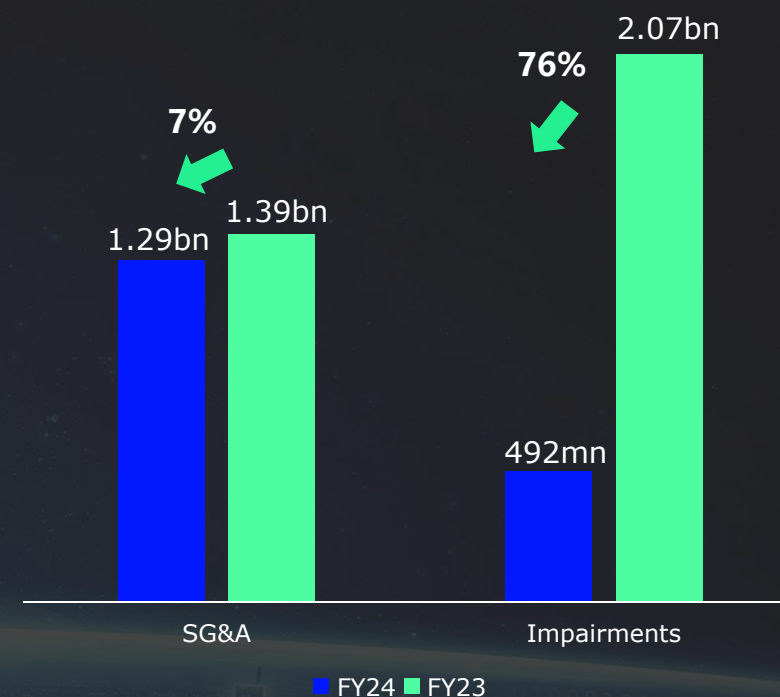
# Income Statement (Condensed)

Unit: RMB/%

	FY24	FY23	YoY
Revenue	16.66bn	18.28bn	-9%
Gross Profit	2.29bn	2.68bn	-15%
Selling and distribution expenses & Administrative expenses	1.29bn	1.39bn	-7%
Net other expenses	990mn	945mn	5%
Impairments & Investment Value Fluctuations	492mn	2.07bn	-76%
Net loss attributable to equity holders	254mn	1.83bn	-86%

## Expenses and Impairments

(Unit: RMB)



# Balance Sheet (Condensed)

Unit: RMB/%

	FY24	FY23	YoY Change
Current assets	14.05bn	13.75bn	300mn
Non-current assets	8.25bn	9.05bn	-800mn
<b>Total assets</b>	<b>22.30bn</b>	<b>22.80bn</b>	<b>-500mn</b>
Current liabilities	9.87bn	9.17bn	690mn
Non-current liabilities	2.93bn	3.25bn	-320mn
<b>Total Liabilities</b>	<b>12.80bn</b>	<b>12.43bn</b>	<b>370mn</b>
<b>Total equity</b>	<b>9.50bn</b>	<b>10.37bn</b>	<b>-870mn</b>
Debt-to-Asset Ratio	57.38%	54.53%	/

# Cash Flow Statement (Condensed)

Unit: RMB

	FY24	FY23
Net cash flow from operating activities	600mn	746mn
Net cash flow from investing activities	-154mn	304mn
Net cash flow from financing activities	-193mn	-690mn





Customer Success

Value Creation

Pursue Excellence

Open Collaboration