# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

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### FORM 8-K CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): November 29, 2016

<u>ChinaNet Online Holdings, Inc.</u> (Exact Name of Registrant as Specified in Charter)

Nevada	001-34647	20-4672080
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(IRS Employer Identification No.)
	No. 3 Min Zhuang Road, Building 6,	,
Yu Qua	n Hui Gu Tuspark, Haidian District, Beijing, PRC 100	0195
(A	ddress of Principal Executive Offices and Zip Code)	
R	Registrant's telephone number, including area code:	
	+86-10-6900-5520	
(Forme	r Name or Former Address, if Changed Since Last Rep	port)
Check the appropriate box below if the Form 8-K filin provisions (see General Instruction A.2. below):	g is intended to simultaneously satisfy the filing obli	gation of the registrant under any of the following
[] Written communications pursuant to Rule 425 undo [] Soliciting material pursuant to Rule 14a-12 under t [] Pre-commencement communications pursuant to Rule 19 Pre-commencement communications pursuant to Rule 19 Pre-commencement communications pursuant to Rule 425 undo [] Pre-commencement [] Pre-commencemen	he Exchange Act (17 CFR 240.14a-12) ule 14d-2(b) under the Exchange Act (17 CFR 240.14	\ //

### Item 8.01. Other Events.

Attached as Exhibit 99.1 is a slideshow presentation containing information about the Company's business and certain other financial information that will be made available on the Company's website at www.chinanet-online.com on November 29, 2016.

### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

**Description** 

<u>No.</u> 99.1 Corporate Presentation.

### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: November 29, 2016 ChinaNet Online Holdings, Inc.

By:/s/ Handong Cheng Name: Handong Cheng Title: Chief Executive Officer

### EXHIBIT INDEX

**Exhibit No.** 99.1

**Description**Corporate Presentation.





# **ChinaNet Investor Presentation**

Executive President & COO George Chu

### Safe Harbor Statement

This presentation contains certain "forward-looking statements" relating to the business of ChinaNet Online Holdings, Inc., ("ChinaNet" or the "Company"), which can be identified by the use of forward-looking terminology such as "believes," "expects," "anticipates," "estimates" or similar expressions. Such forward-looking statements involve known and unknown risks and uncertainties, including business uncertainties relating to government regulation of our industry, market demand, reliance on key personnel, future capital requirements, competition in general and other factors that may cause actual results to be materially different from those described herein as anticipated, believed, estimated or expected. Certain of these risks and uncertainties are or will be described in greater detail in our filings with the Securities and Exchange Commission. These forward-looking statements are based on ChinaNet's current expectations and beliefs concerning future developments and their potential effects on the Company. There can be no assurance that future developments affecting ChinaNet will be those anticipated by ChinaNet. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond the control of the Company) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by such forward-looking statements. ChinaNet undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.



# Agenda

- Overview
- · Investment Highlights
- · ChinaNet Business Model
- · Financials
- Conclusion



# CHINANET

# **Basic Information**

Ticker Symbol	NASDAQ:CNET	
Stock Price (11.28.2016)	\$1.26	
Fiscal Year	12-31	Toning is all
Shares Outstanding common shares	12,158,542	
Market Capitalization (11.28.2016)	\$15.32 million	
Management Ownership	41%	
Auditor	Marcum BP LLP	
US Legal Counsel	Loeb & Loeb LLP	
China Legal Counsel	Han Kun Law LLP	
US IR Agent	MZ North America	

### **About ChinaNet**







Established in 2003, 7 offices in China Taiwan and Korea, 449 employees Build the most competitive global business ecosystem

Integrity
Diligence
Innovation
Collaboration



### What We Do

A marketing cloud & data intelligence company, focusing on SMEs for 12 years



- Currently serving 400+ companies (SMEs)
- Marking over 1200+ businesses campaigns
- · Resulting on CPL for offline sales
- 1st O2O marketing cloud company in China





- Connecting API with 3<sup>rd</sup> party SaaS services for offline data
- · Combining online CPL with offline CPS
- Partnering with Baidu, Alibaba, & Tencent, developing potential strategic partnership in data
- · Establishing Social Business Opportunity (SoBO) Ecosystem
- · Expanding client base



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### **Evolution of ChinaNet**

### 2016 B2b + O2O= SoBO

Internet Technology & Data Intelligence Small and Medium Enterprises (SMEs) Omni-channel, CPL&CPS, API Connecting 3<sup>rd</sup> party, Programmatic advertising, BeStore (4P), SuperHarbor Revenue Segs. Internet 100% TV -

**BMSCB** 

HR Profile
Technology 55%
Sales&Mkt 25%
Others 20%

### 2014 B2b + O2C

Internet Technology & Data
Small and Medium Enterprises (SMEs)
Cross Channel, Digital Marketing and Advertising, CPL8
CPS, Wisdom Eyes (CRM), 4P (app Portal, Pos. eip)

Revenue Segs

TV 17%

HR Profile

Technology 62% Sales&Mkt 21% Others 17%

### 2012 B2b + Offline model

Internet Advertising & Technology
Small and Medium Enterprises (SMEs)
CPL, Multi-channel, BMSCB, Management Tools (Flying Cloud)

Revenue Segs. Internet 46% TV 44% BMSCB 10% HR Profile
Technology 55%
Sales&Mkt 25%
Others 20%

### 2010 B2b

Media & Internet Advertising
Franchisee & Franchiser (SMEs)
Non-digital Media Development & Banner Advertising

Revenue Segs

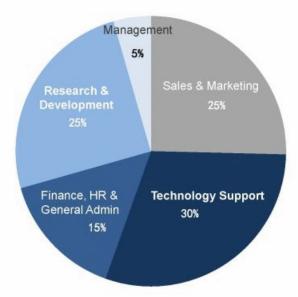
Internet 69% TV 30% Kiosk 1% HR Profile Technology Sales&MKt

Others

53% 28% 19%



### ChinaNet Team Profile



- · 449 energetic & passion employees
- · 90% with Bachelor degrees or above
- · 20% with Master degrees or above
- · 2% with Doctorial degrees



## Online & Offline (O&O) Media Resources































Internet Media

TV Media

Paper Media























































































# Global and Local Partnerships



















### ChinaNet Renown Customers



家乐福



卡帕服饰



哈根达斯



宜家家居



联合利华力士



BBQ Chicken (Korea)



艾巴克橱柜



奥拜恩



喜丽产后健康会所





英菲尼迪汽车



诗阁



赛浪车修



欧舒丹



足间舞



昭德茶业

VOIT沃特

沃特

金姬美皮具



洛丽塔饰品





维科家纺



铜雀台电影





赛百味



宝岛眼镜



华大〇号亩 华大地产项目



# INVESTMENT HIGHLIGHTS

## **Investment Highlights**

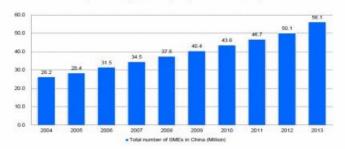
- 1 ) Massive market opportunity (SMEs & Digital Advertising Market)
  - 2 ) 1st mover advantage: omni-channel marketing model in China
    - 3 Business potential with Government economic policy
    - 4 Leading technology and analysis database
    - 5 Strategic relationship with BAT in China
  - 6 Multiple monetization opportunities
- 7 Focus on short-term revenue growth and long-term operating margin improvement

Online 中网载线

# Massive Market Opportunity

### # of SMEs in China still growing...

### 2004-2013 SMEs Overall Number (including self-employed businesses)



Categ	2015 Size	Growth Rate
SMEs*	20.12M	14.57%
SOHOs	54.07M	8.71%
Total	74.19M	

<sup>\*</sup> SMEs includes micro enterprises

- · Less than 3% of businesses are utilizing internet marketing creating a large addressable market:
  - SMEs (incl. SOHOs) counting for 99.3% of total number of enterprises in China, contributing 55.6% of GDP, tax contribution attributing 50% of all and employing 75% of total workforce in China,
- · Exclusive report for offline sales bridges the gap between internet marketing and ROI.

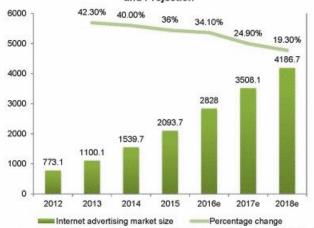


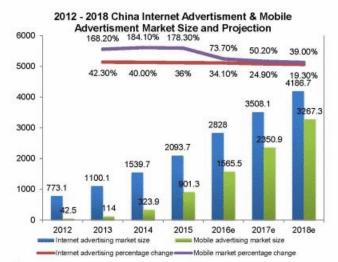
# 1st Mover: Omni-channel Marketing Model

# Internet Marketing Mkt Distribution

### Internet & Mobile Advertising Growth %



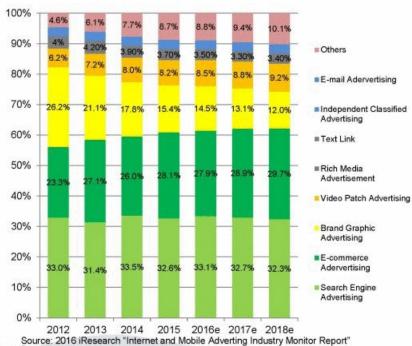




Source: 2016 iResearch "Internet and Mobile Adverting Industry Monitor Report"

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## 1st Mover: Omni-channel Marketing Model



- SEM (incl, SEO) still counting for majority of all internet marketing, but other forms remain stable, while mobile marketing is increasing
- As Baidu counts for 73% of market share, other forms of internet marketing remain "extremely important" in balancing the COST & ROI, especially for SMEs
- Omni-channel solves the problems & producing cost efficient and effective internet and mobile marketing campaign for ALL
- CloudX is an omni-channel marketing technology with analytics algorithm and self-learning mechanism, recommending the right combo for clients

Online 中网载线

# **Government Economic Policy**



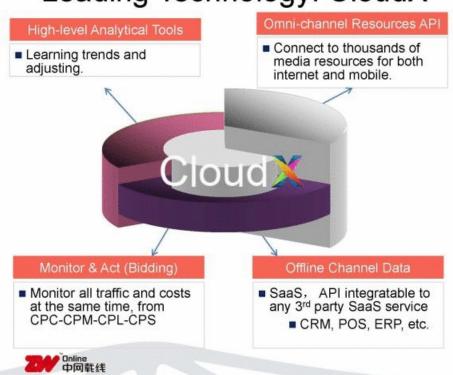
Online中网载线

### Strategic Relationship with BAT in China

- Building up data model collectively for the usage of offline store, allowing offline stores to know what to sell in response to what people search and buy in their stores' location within certain range.
- This interesting model can also be used to market more specific ad campaigns to target customers with both online and offline behavior patterns in the future.
- Internet and mobile marketing is becoming more complicated in China, even without FB and other foreign internet companies -CloudX focuses on complex and tracking end results of both online and offline.



# Leading Technology: CloudX





### Multiple Monetization Opportunities

- Data services will supplement existing revenue from internet advertising
- Cloud service fee: SaaS cloud service fee will be charged at 2-5% of total marketing dollars spent
- Enterprise user fee: Maintenance fees charged on a per-person basis for multiple users
- 4. GMV interest: Soon to launch a guarantee payment service to "b" clients. Whenever, "b" clients need to pay "B" companies



# CHINANET BUSINESS MODEL

### SMEs Key Problems

### Business Cycle 3.7 yrs.

- China: 3.7yrs
- Europe & Japan: 12.5yrs
- Taiwan: 13yrs

Lower education level for China SME owners

### Solely Relying on PE

- Owners tend to make decision on non-data factors
- Only 6% of SMEs are utilizing data to drive sales
- · Mocked Products/Services

Lack of management based on data

### Revenue is #1 Priority

- 85% consider revenue to be first priority
- No direct access to capital

Early profits required to survive

Lack of awareness of individual businesses

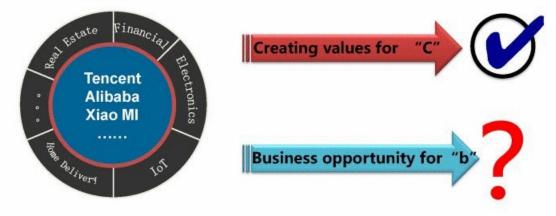
Tight marketing budgets that require precision spending

Minimal data proving best ROI



# **BAT Strategy**

 For the past three years, BAT made numerous strategic investments into various internet business fields, but haven't utilized the infrastructure...





# BAT Creating Opportunity for ChinaNet



### Our Solutions to SMEs Problems

### Precision Marketing & Faster Deal-Closing







Discover business opportunity with precision

Manage business in data with profession Expand business with efficiency: faster customer spending as result

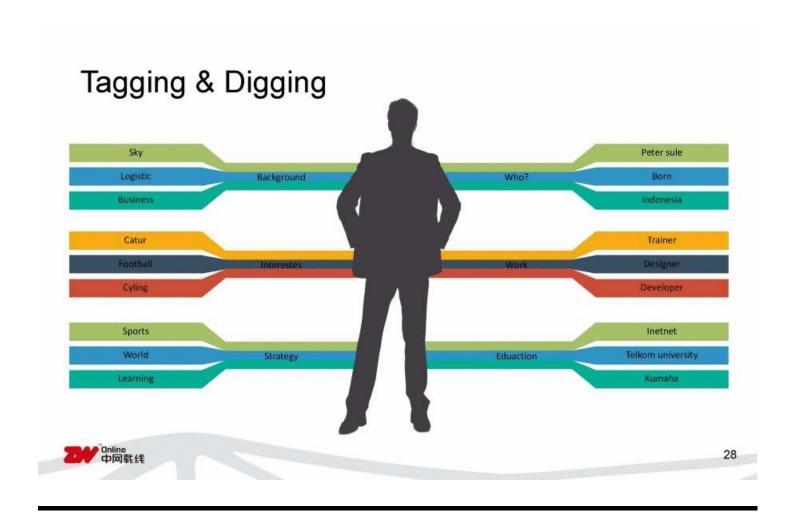
We are complimenting BAT strategy, which is why we are developing into a strategic relationship with them



### Product & Service Portfolio



Online 中网载线

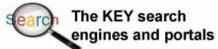


### **Precision Marketing**

# **SMEs**

CPC (Cost Per Click)

### **Conversion Rate**



- SMEs can not afford the cost of large-scale search engine advertising.
- The CPC model objective is not clear, and audience is wide. It is easy to waste the cost.
- There is no effective follow-up from the search behavior into the sales behavior.



# SMEs

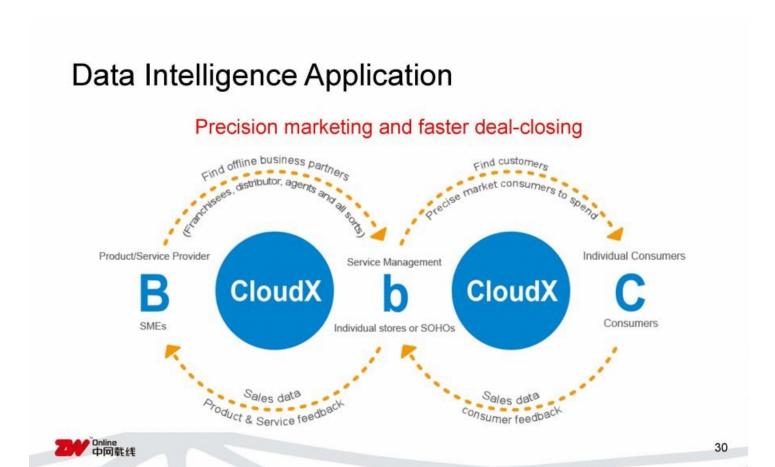
CPL, CPS (Cost Per Lead, Cost Per Sale)

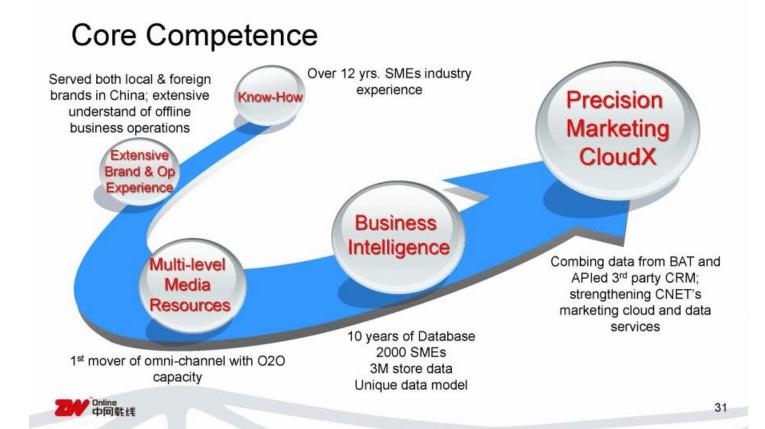




- Increase sales conversion rates and analyze consumer behavior
- · Accurate analysis of the target population, targeted promotion
- Search engine data large-scale procurement, reduce the expenditure of SMEs
- PC-side & mobile-side traffic access, combined with the merchant's experience of ChinaNet
- · More suitable for SMEs to carry out regional promotion







# FINANCIAL

# Statement of Operations

Thousands USD

	Year ended D	December 31,	Period ended September 30,			
	2014 \$('000)	2015 \$('000)	2016 \$('000)	2015 \$('000)		
Revenues	37,966	32,265	25,398	23,801		
Cost of Revenues	31,671	24,655	19,269	19,234		
Gross Profit	6,295	7,610	6,129	4,567		
Operating Expenses (Excluding Depreciation and Amortization)	17,846	15,158	8,719	9,120		
Other Income (Expenses) (Excluding interest expense)	94	151	(40)	117		
EBITDA-Continuing Operations	(11,457)	(7,397)	(2,630)	(4,436)		
Share-based Compensation	4,840	2,256	1,718	1,637		
Net Loss-Continuing Operations (Non GAAP)	(6,617)	(5,141)	(912)	(2,799)		



# Financial Comparison

Thousands USD

	2016Q3	2015Q3	Change%
Revenues	11,902	8,498	40.1%
Cost of revenues	9,874	7,047	40.1%
Gross Profit	2,028	1,451	39.8%
Net loss	(1,451)	(2,255)	-35.7%
Net loss (after minority)	(1,472)	(2,081)	-29.3%

	2016 9M	2015 9M	Change%	
Revenue	25,398	23,801	6.71%	
Cost of revenues	19,269	19,234	0.2%	
Gross Profit	6,129	4,567	34.2%	
Net loss	(4,019)	(5,310)	-24.3%	
Net loss (after minority)	(4,163)	(5,078)	-18.0%	



# Financial Comparison

т	housand	SI	ISD
- 11	ilousailu	0	-

	2016 Q3			2015 Q3				
	Internet	TV	Bank Kiosk	BMSCB	Internet	TV	Bank Kiosk	BMSCB
Revenues	11,902	-	-	-	8,456	19	22	45
Cost of revenues	9,874	-	-	-	7,030	17	1	18
Gross Profit	2,028	-	0.50	-	1,426	2	21	27

	2016 9M			2015 9M				
	Internet	TV	Bank Kiosk	BMSCB	Internet	TV	Bank Kiosk	BMSCB
Revenues	25,398	-	-	-	22,540	1,100	160	212
Cost of revenues	19,269	-	-	-	18,171	1,058	6	122
Gross Profit	6,129	-	-	-	4,369	42	154	90



# CONCLUSION

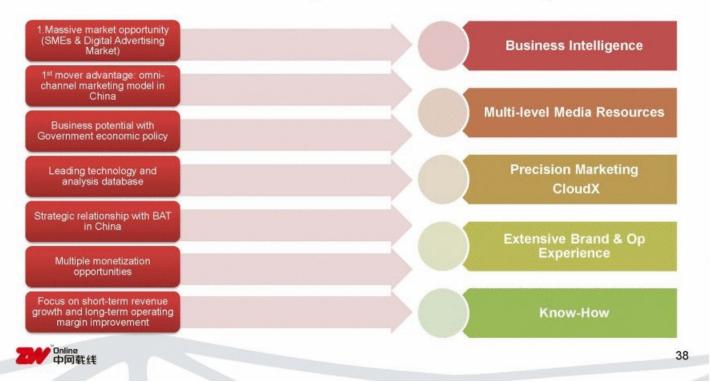
# More Versatile Data Intelligence on Multi-dimension

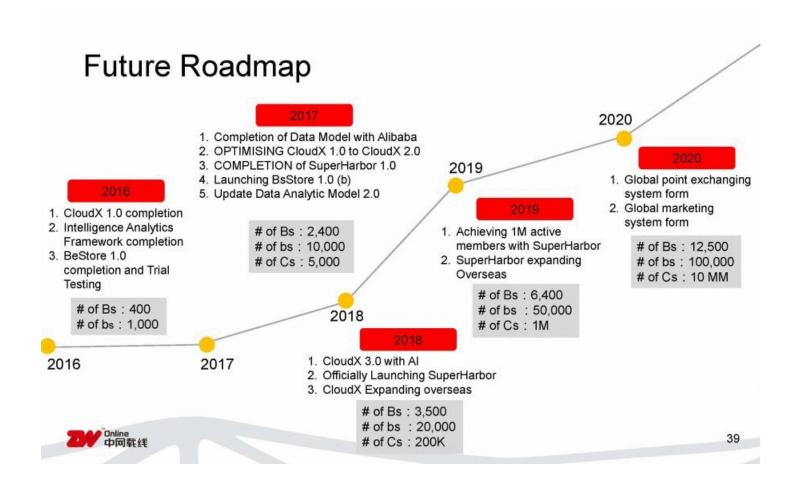


- Strategically partnering with diversified mobile and internet companies, free-wifi companies and many others O2O companies will make our model more intelligent, moving into marketing AI.
- Data accumulated from franchise industry and partnered franchisees, allowing us to develop a unique data model with offline scenarios, influencing parameters and offline database on SMEs.
- Marketing and tracking with push and pull on all digital channels, allowing better ROI to our clients, while offline sales feedback, allowing really-time CPS for offline sales.



## **Investment and Competence Summary**





# Thanks!

