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## **Fameglow Holdings Limited**

**亮晴控股有限公司**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 8603)**

### **ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 MARCH 2025**

#### **CHARACTERISTICS OF GEM OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)**

**GEM has been positioned as a market designed to accommodate small and mid-sized companies to which a higher investment risk may be attached than other companies listed on the Main Board. Prospective investors should be aware of the potential risks of investing in such companies and should make the decision to invest only after due and careful consideration.**

**Given that the companies listed on GEM are generally small and mid-sized companies, there is a risk that securities traded on GEM may be more susceptible to higher market volatility than securities traded on the Main Board and no assurance is given that there will be a liquid market in the securities traded on GEM.**

*This announcement, for which the directors (the “**Directors**”) of Fameglow Holdings Limited (the “**Company**”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the “**GEM Listing Rules**”) for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief (1) the information contained in this announcement is accurate and complete in all material respects and not misleading or deceptive, and (2) there are no other matters the omission of which would make any statement herein or this announcement misleading.*

*The original announcement is prepared in the English language. This announcement is translated into Chinese. In the event of any inconsistencies between the Chinese and the English version, the latter shall prevail.*

## HIGHLIGHT

- Revenue of the Group for the year ended 31 March 2025 amounted to approximately HK\$435.3 million, representing an increase of approximately HK\$135.9 million or 45.4% as compared with approximately HK\$299.4 million for the year ended 31 March 2024.
- The net profit of the Group for the year ended 31 March 2025 amounted to approximately HK\$45.7 million (2024: approximately HK\$40.8 million).
- The board of directors of the Company (the “**Board**”) did not recommend a payment of a final dividend for the year ended 31 March 2025 (2024: Nil).

## ANNUAL RESULTS

The Board of Directors (the “**Board**”) of the Company is pleased to present the consolidated results of the Company and its subsidiaries (collectively the “**Group**”) for the year ended 31 March 2025, together with the comparative figures for the corresponding year, as follows:

### CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

*For the year ended 31 March 2025*

	NOTES	2025 HK\$'000	2024 HK\$'000
Revenue	5	435,274	299,364
Cost of inventories and consumables		(46,468)	(38,473)
Other income and gains	6	5,095	2,160
Gain on disposal of a subsidiary		—	858
Staff costs		(170,354)	(100,292)
Rental and related expenses		(11,039)	(7,012)
Depreciation of property, plant and equipment		(28,503)	(25,775)
Depreciation of right-of-use assets		(31,199)	(20,450)
Other expenses		(93,716)	(62,944)
Finance costs	7	(4,087)	(3,155)
Profit before taxation	8	55,003	44,281
Income tax expense	9	(9,275)	(3,530)
Profit for the year attributable to owners of the company		45,728	40,751
Other comprehensive income			
<i>Item that may not be reclassified to profit or loss:</i>			
Remeasurement gains on defined benefit pension plans		100	—
<i>Item that may be reclassified subsequently to profit or loss:</i>			
Exchange differences on translation of foreign operations		9	—
Other comprehensive income for the year		109	—
Total comprehensive income for the year attributable to owners of the Company		45,837	40,751
Earnings per share			
— basic and diluted (HK cents)	10	5.72	5.09

# **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

*As at 31 March 2025*

		<b>2025</b>	<b>2024</b>
	<i>NOTES</i>	<i>HK\$'000</i>	<i>HK\$'000</i>
Non-current assets			
Property, plant and equipment		<b>99,107</b>	63,435
Right-of-use assets		<b>75,759</b>	33,126
Deposits and prepayments	<i>11</i>	<b>14,977</b>	12,726
Contract costs		<b>530</b>	898
Deferred tax assets		<b>2,329</b>	1,572
		<b>192,702</b>	111,757
Current assets			
Inventories		<b>10,835</b>	9,435
Trade receivables, deposits and prepayments	<i>11</i>	<b>80,921</b>	30,522
Contract costs		<b>4,738</b>	6,171
Promissory note receivable	<i>12</i>	<b>–</b>	17,287
Bank balances and cash		<b>40,615</b>	19,309
		<b>137,109</b>	82,724
Current liabilities			
Trade and other payables and accruals	<i>13</i>	<b>69,213</b>	23,895
Contract liabilities		<b>54,938</b>	58,982
Tax payables		<b>2,356</b>	2,646
Bank borrowings	<i>14</i>	<b>12,962</b>	10,019
Lease liabilities		<b>36,192</b>	15,988
Provisions		<b>1,262</b>	–
		<b>176,923</b>	111,530
Net current liabilities		<b>(39,814)</b>	(28,806)
Total assets less current liabilities		<b>152,888</b>	82,951

		2025	2024
	NOTES	HK\$'000	HK\$'000
Non-current liabilities			
Lease liabilities		43,237	19,538
Provisions		3,562	3,161
		<u>46,799</u>	<u>22,699</u>
Net assets		<u>106,089</u>	<u>60,252</u>
Capital and reserves			
Share capital	15	8,000	8,000
Reserves		98,089	52,252
Total equity		<u>106,089</u>	<u>60,252</u>

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## 1. GENERAL INFORMATION

Fameglow Holdings Limited (the “**Company**”) was incorporated in the Cayman Islands as an exempted company with limited liability on 2 March 2018 under the Companies Law Chapter 22 of the Cayman Islands. The shares of the Company were listed on GEM of The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) on 15 October 2018. As at 31 March 2025, the ultimate holding company of the Company is Equal Joy Holdings Limited (“**Equal Joy**”), which was incorporated in the British Virgin Islands (“**BVI**”), and is owned as to 50% and 50% by Ms. Fu Chi Ching (“**Ms. Fu**”) and Mr. Yip Chun Kwok Danny (“**Mr. Yip**”), spouse of Ms. Fu (Mr. Yip together with Ms. Fu collectively referred to as the “**Controlling Shareholders**”). The addresses of the registered office of the Company is Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1-1111, Cayman Islands, and its principal place of business in Hong Kong is located at Room 2801, 28/F, Tower A, No. 83 King Lam Street, Lai Chi Kok, Kowloon, Hong Kong.

The Company acts as an investment holding company and its subsidiaries (together referred to as the “**Group**”) are principally engaged in provision of beauty treatment services and sale of skincare products in Hong Kong.

The consolidated financial statements are presented in thousands of units of Hong Kong dollar (“**HK\$’000**”), which is also the functional currency of the Company.

## 2. BASIS OF PREPARATION AND PRESENTATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

These consolidated financial statements have been prepared in accordance with all applicable HKFRS Accounting Standards issued by the Hong Kong Institute of Certified Public Accountants (the “**HKICPA**”). HKFRS Accounting Standards comprise Hong Kong Financial Reporting Standards (“**HKFRS**”); Hong Kong Accounting Standards (“**HKAS**”); and Interpretations. These consolidated financial statements also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities on GEM of the Stock Exchange and with the requirements of the Companies Ordinance (Cap. 622). Significant accounting policies adopted by the Group are disclosed below.

The HKICPA has issued certain new and revised HKFRS Accounting Standards that are first effective or available for early adoption for the current accounting period of the Group. Note 3 provides information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Group for the current and prior accounting periods reflected in these consolidated financial statements.

### 3. APPLICATION OF NEW AND AMENDMENTS TO HKFRS ACCOUNTING STANDARDS

#### (a) Application of new and amendments to HKFRS Accounting Standards

In the current year, the Group has applied the following amendments to HKFRS Accounting Standards issued by the HKICPA for the first time, which are mandatorily effective for the annual period beginning on or after 1 April 2024 for the preparation of the consolidated financial statements:

Amendments to HKFRS 16 HK(IFRIC)-Int 5 (Revised)	Lease Liability in a Sale and Leaseback Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause
Amendments to HKAS 1	Classification of Liabilities as Current or Non-current
Amendments to HKAS 1	Non-current Liabilities with Covenants
Amendments to HKAS 7 and HKFRS 7	Supplier Finance Arrangements

The above amendments to HKFRS Accounting Standards effective for the current year do not have a material impact on the Group's consolidated financial positions and consolidated performance for the current and prior year and/or on the disclosures set out in these consolidated financial statements.

#### (b) New or amended HKFRS Accounting Standards that have been issued but are not yet effective

The following new or amended HKFRS Accounting Standards, potentially relevant to the Group's consolidated financial statements, have been issued, but are not yet effective and have not been early adopted by the Group. The Group's current intention is to apply these changes on the date they become effective:

Amendments to HKAS 21 and HKFRS 1	Lack of Exchangeability <sup>1</sup>
Amendments to HKFRS 9 and HKFRS 7	Classification and Measurement of Financial Instruments <sup>2</sup>
Amendments to HKFRS 9 and HKFRS 7	Contracts Referencing Nature-dependent Electricity <sup>2</sup>
HKFRS 18	Presentation and Disclosure in Financial Statements <sup>3</sup>
HKFRS 19	Subsidiaries without Public Accountability: Disclosures <sup>3</sup>
Hong Kong Interpretation 5 (Amendments)	Hong Kong Interpretation 5 Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause <sup>3</sup>
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>4</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2025

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2026

<sup>3</sup> Effective for annual periods beginning on or after 1 January 2027

<sup>4</sup> No mandatory effective date yet determined but available for adoption

Except as disclosed below, the directors expect that the adoption of the above HKFRS Accounting Standards will have no material impact on the consolidated financial statements in the year of initial application.

## ***HKFRS 18 “Presentation and Disclosure in Financial Statements”***

HKFRS 18 will replace HKAS 1 “Presentation of financial statements”, introducing new requirements that will help to achieve comparability of the financial performance of similar entities and provide more relevant information and transparency to users. Even though HKFRS 18 will not impact the recognition or measurement of items in the consolidated financial statements, HKFRS 18 introduces significant changes to the presentation of financial statements, with a focus on information about financial performance present in the statement of profit or loss, which will affect how the Group present and disclose financial performance in the financial statements. The key changes introduced in HKFRS 18 relate to (i) the structure of the statement of profit or loss, (ii) required disclosures for management-defined performance measures (which are referred to alternative or non-GAAP performance measures), and (iii) enhanced requirements for aggregation and disaggregation of information.

The directors of the Company are currently assessing the impact of applying HKFRS 18 on the presentation and the disclosures of the consolidated financial statements.

## **4. SEGMENT INFORMATION**

### **Segment information**

In relation to the financial information reported to the executive directors of the Company, being the chief operating decision maker (the “**CODM**”) for the purpose of resources allocation and performance assessment, the CODM reviews the overall results and financial position of the Group as a whole. Accordingly, the Group has only one single operating segment and no further discrete financial information nor analysis of this single segment is presented.

### ***Geographical information***

No geographical segment information is presented as most of the Group’s revenue is derived from Hong Kong based on the location of goods delivered and services provided and most of the Group’s non-current assets are located in Hong Kong by physical location of assets.

### ***Information about major customers***

No individual customer accounted for over 10% of the Group’s total revenue for both years.



## 5. REVENUE

### Revenue

Revenue represents the net amounts received and receivable arising from provision of treatment services and sales of skincare products in Hong Kong during the year.

The details of provision of treatment services are set out below:

#### *Non-surgical medical aesthetic service*

Energy-based procedures	—	representing the usage of different energy-based devices that emit different types of energy on skin surface
Minimally invasive procedures	—	representing injection treatments that is non-surgical treatments procedures with minimal penetration to body tissue and no surgical incisions
Traditional beauty services	—	representing treatments that are non-medical and non-invasive in nature

	2025 <i>HK\$'000</i>	2024 <i>HK\$'000</i>
Revenue recognised from provision of treatment services and expiry of prepaid treatment packages		
— Non-surgical medical aesthetic services		
— Energy-based procedures	382,531	256,971
— Minimally invasive procedures	33,145	19,221
— Traditional beauty services	12,235	9,939
	<u>427,911</u>	<u>286,131</u>
Sale of skincare products	<u>7,363</u>	<u>13,233</u>
Revenue from contracts with customers	<u><u>435,274</u></u>	<u><u>299,364</u></u>
Timing of revenue recognition:		
Over time	400,512	269,631
A point in time	<u>34,762</u>	<u>29,733</u>
	<u><u>435,274</u></u>	<u><u>299,364</u></u>

***Performance obligations for contracts with customers***

The following table shows the aggregate amount of contract liabilities represented the transaction price allocated to performance obligations that are unsatisfied (or partially unsatisfied) as at the end of the reporting period:

	<b>2025</b> <b>HK\$'000</b>	2024 HK\$'000
Unsatisfied performance obligations relating to provision of treatment services	<b>54,938</b>	58,982

Management of the Group expects that the unsatisfied performance obligations will be recognised as revenue ranging from 1–2 years according to the contract period and the timing of render of services is at the discretion of the customers. In the opinion of the directors, the actual outcome may be different from the amounts estimated and will be subject to the customers actual utilisation pattern taking into account specific market.

Information about the Group's performance obligations is summarised below:

***Energy-based procedures/Traditional minimally invasive procedures and beauty services***

The performance obligation associated with energy-based procedures, traditional minimally invasive procedures and beauty services (excluding the injections related treatments) are satisfied over time when the services are rendered.

***Sale of skincare products/Minimally invasive procedures(represented injections related treatments)***

The performance obligation is satisfied upon delivery of the skin care products and completion of the injection treatment. Payment is mainly on cash and/or credit card settlement.

**6. OTHER INCOME AND GAINS**

	<b>2025</b> <b>HK\$'000</b>	2024 HK\$'000
Interest income from bank deposits	<b>31</b>	28
Interest income from promissory note	<b>762</b>	787
Effective interest income from rental deposits	<b>519</b>	394
Gain on early termination of leases	<b>964</b>	–
Written back of accruals	<b>2,153</b>	–
Others	<b>666</b>	951
	<b>5,095</b>	2,160

## 7. FINANCE COSTS

	2025 HK\$'000	2024 HK\$'000
Interests on:		
Bank borrowings	638	424
Lease liabilities	3,291	2,659
Unwinding of discount on provision	127	45
Long-service payment	31	27
	<u>4,087</u>	<u>3,155</u>

## 8. PROFIT BEFORE TAXATION

	2025 HK\$'000	2024 HK\$'000
Profit before taxation has been arrived at after charging:		
Directors' emoluments	11,051	7,808
Other staff costs:		
Salaries, wages, commission, bonuses and allowances	154,917	88,955
Retirement benefit scheme contributions	4,185	2,705
Provision for long service payment	201	824
Total staff costs	<u>170,354</u>	<u>100,292</u>
Consultancy fee for doctors (included in other expenses)	21,288	14,873
Marketing and promotion expenses (included in other expenses)	43,068	29,597
Auditor's remuneration		
— audit services	480	480
Depreciation of property, plant and equipment	28,503	25,775
Depreciation of right-of-use assets	31,199	20,450
Expenses relating to short-term lease payment	<u>1,078</u>	<u>805</u>

## 9. INCOME TAX EXPENSE

	2025 <i>HK\$'000</i>	2024 <i>HK\$'000</i>
Hong Kong Profits Tax:		
— Current tax	10,032	5,687
Deferred tax	<u>(757)</u>	<u>(2,157)</u>
	<u><b>9,275</b></u>	<u><b>3,530</b></u>

For the years ended 31 March 2025 and 2024, Hong Kong Profits Tax is calculated at 8.25% (2024: 8.25%) on the first HK\$2,000,000 of the estimated assessable profits of one of the subsidiaries of the Company and at 16.5% (2024: 16.5%) on the estimated assessable profits above HK\$2,000,000 of that subsidiary. The assessable profits of other group entities not qualified for the two-tier profits tax regime will continue to be taxed at a flat rate of 16.5% (2024: 16.5%) and deduction of tax concession of HK\$1,500 (2024: HK\$3,000).

## 10. EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share attributable to owners of the Company for the year is based on the following data:

	2025 <i>HK\$'000</i>	2024 <i>HK\$'000</i>
Profit for the year attributable to owners of the Company for the purpose of calculating basic and diluted earnings per share	<u><b>45,728</b></u>	<u>40,751</u>
	<b>2025</b>	2024
Weighted average number of ordinary shares in issue for the purpose of calculating basic and diluted earnings per share	<u><b>800,000,000</b></u>	<u>800,000,000</u>

No diluted earnings per share has been presented as there were no potential ordinary shares in issue for the years ended 31 March 2025 and 2024.

## 11. TRADE RECEIVABLES, DEPOSITS AND PREPAYMENTS

	2025 HK\$'000	2024 HK\$'000
Trade receivables	47,092	11,848
Rental, utilities and other deposits	16,718	14,241
Trade deposits paid	8,350	2,000
Prepayments ( <i>Note</i> )	23,738	15,159
	<u>95,898</u>	<u>43,248</u>
Analysed for reporting purposes as:		
Non-current assets	14,977	12,726
Current assets	80,921	30,522
	<u>95,898</u>	<u>43,248</u>

*Note:* As at 31 March 2025, prepayments mainly represent the prepaid marketing expense of approximately HK\$9,566,000 (2024: HK\$1,495,000) and advance payment for acquisition of property, plant and equipment of approximately HK\$9,135,000 (2024: HK\$10,789,000).

The customers usually settle the prepaid packages by credit cards in monthly instalments and electronic payment system (“EPS”). For credit card payments, the banks will normally settle the amounts received, net of handling charges within two–three days. For credit card payment by installments, the bank will settle the balance within 90–180 days after trade date. Payment by EPS will normally be settled within one to two days. In addition, the trade receivables also include receivable from a department store for collecting customers’ receipt of the sales counters on behalf of the Group where the credit period is 30 days.

An ageing analysis of the trade receivables, based on the invoice date, is as follows:

	2025 HK\$'000	2024 HK\$'000
1–30 days	16,744	5,812
31–90 days	24,100	3,093
Over 90 days	6,248	2,943
	<u>47,092</u>	<u>11,848</u>

As at 31 March 2025 and 2024, included in the Group’s trade receivables balance are debtors with aggregate carrying amounts of approximately HK\$872,000 (2024: HK\$1,500,000) which are past due at the end of the reporting period. The directors do not consider the amount as significant increase in credit risk with reference to the historical records, past experience and also available reasonable and supportive forward-looking information of these debtors, and the recurring overdue records of these debtors with satisfactory settlement history.

## 12. PROMISSORY NOTE RECEIVABLE

	2025 HK\$'000	2024 HK\$'000
Promissory note receivable	<u>–</u>	<u>17,287</u>

The promissory note receivable represented the Group's consideration receivable in relation to the disposal of a subsidiary namely Fortune Marvel Limited ("**Fortune Marvel**") during the year ended 31 March 2024.

The total consideration is HK\$23,070,000 and the buyer settled the partial amount of the consideration of HK\$2,000,000 in cash and the remaining consideration was settled by a promissory note. The buyer promises to pay to the Group a principal amount of approximately HK\$21,070,000, together with interest bearing at 6% per annum at maturity date on 24 July 2024.

The buyer agrees to provide a pledge of the entire share capital of Fortune Marvel ("**Pledge Asset**"), which shall transfer to the possession and ownership of the buyer immediately if this promissory note should be in default and the Group shall have to sole option to accept it as full payment for the outstanding amount without further liabilities or obligation. If the market value of the Pledge Asset does not exceed the outstanding amount, the buyer shall remain liable for the balance due while accruing interest.

The buyer early repaid partial promissory note receivable of approximately HK\$4,570,000 during the year ended 31 March 2024. No impairment loss on promissory note receivable was made during the year ended 31 March 2024.

The promissory note was fully repaid during the year ended 31 March 2025.

### 13. TRADE AND OTHER PAYABLES AND ACCRUALS

	2025 HK\$'000	2024 HK\$'000
Trade payables	2,499	2,388
Payables for salaries	19,630	10,218
Payables for consultancy fee for doctors	2,202	1,332
Accruals and other payables	43,899	9,106
Provision for long service payment	983	851
	<u>69,213</u>	<u>23,895</u>

The credit period of trade payables is ranging from 0 to 30 days.

An ageing analysis of trade payables, based on invoice date, is as follows:

	2025 HK\$'000	2024 HK\$'000
1–30 days	1,426	2,379
31–60 days	1,073	9
	<u>2,499</u>	<u>2,388</u>

### 14. BANK BORROWINGS

	2025 HK\$'000	2024 HK\$'000
Variable-rate bank borrowings, unsecured	<u>12,962</u>	<u>10,019</u>
The carrying amounts are repayable*:		
Within one year	6,668	2,489
More than one year but not exceeding two years	1,956	2,356
More than two years but not exceeding five years	2,586	2,613
Over five years	<u>1,752</u>	<u>2,561</u>
	12,962	10,019
Less: Amounts due within one year or contain a repayable on demand clause shown under current liabilities	<u>(12,962)</u>	<u>(10,019)</u>
Amounts shown under non-current liabilities	<u>–</u>	<u>–</u>

\* The amounts due are based on scheduled repayment dates set out in the loan agreements.

The variable-rate bank borrowings bear interest ranging from HK\$ Best Lending Rate minus/plus a spread per annum. The ranges of interest rates (which are also equal to contracted interest rates) on the Group's variable-rate bank borrowings as at 31 March 2025 and 2024 are as follows:

	2025	2024
Variable-rate borrowings	<u>3.62%</u>	<u>3.63%</u>

For the years ended 31 March 2025 and 2024, the unsecured bank borrowings are borrowed under the Small and Medium Enterprises Financing Guarantee Scheme operated by Hong Kong Mortgage Corporation ("HKMC") Insurance Limited, which is guaranteed by personal guarantee from the Controlling Shareholders, corporate guarantee by a subsidiary of the Company and HKMC Insurance Limited.

## 15. SHARE CAPITAL

	Number of shares	Amount HK\$'000
<b>Ordinary shares of HK\$0.01 each</b>		
Authorised:		
As at 1 April 2023, 31 March 2024, 1 April 2024 and 31 March 2025	<u>10,000,000,000</u>	<u>100,000</u>
Issued and fully paid:		
As at 1 April 2023, 31 March 2024, 1 April 2024 and 31 March 2025	<u>800,000,000</u>	<u>8,000</u>

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern and to maximise the return to the shareholders through the optimisation of the debt and equity balance.

The Group manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may adjust the payment of dividends, issue new shares, buy-back shares, raise new debts, redeem existing debts or sell assets to reduce debts.

The externally imposed capital requirement for the Group is to maintain its listing on the Stock Exchange it has to have a public float of at least 25% of the shares. The Group has maintained a sufficient public float to comply with the GEM Listing Rules.

## 16. DIVIDENDS

No dividend was paid or proposed for ordinary shareholder of the Company during the year ended 31 March 2025, nor has any dividend been proposed since the end of the reporting period (2024: nil).



## MANAGEMENT DISCUSSION AND ANALYSIS

### BUSINESS REVIEW

The Group is a medical aesthetic service provider in Hong Kong and operates medical aesthetic centres in prime locations of Causeway Bay, Tsim Sha Tsui, Mong Kok and Central providing non-surgical medical aesthetic services. We strive to provide holistic treatment solutions to our clients through our non-surgical medical aesthetic services, traditional beauty services and sale of skincare products to help our clients maintain and enhance their skin conditions and physical appearance.

The outlook of the medical aesthetic services industry remains optimistic with market demand growing fast in recent years, owed mainly to the increasing affordability and public acceptance of related services.

In order to seize the opportunity created by increasing customer demands, we expanded our operation scale by opening several new centres. In June 2022 and April 2023, we have launched a prime new centre in Tsim Sha Tsui, and a prime new centre in Central respectively. Moreover, we have launched a new flagship center in Causeway Bay, two new centers in Tsim Sha Tsui, a new center in Sha Tin, and a new center in Kowloon Bay during the year ended 31 March 2025 to facilitate the continuous growth of our business. The Group believes that the expansion will enable us to deepen our market penetration in Hong Kong and improve our Group's profitability. The Group will also take advantage of its enlarging geographical presence to attract new and more diverse customers. Along with the strategic expansion of its medical aesthetic centre network, the Group will sharpen its competitive advantage by extending the spectrum of our treatment services offered. As such, the Group has launched some new brands to penetrate the market and diverse our customers, including but not limited to "Angus' Beauty Concept" which offer high-ended services to our valuable customers, "LASERKOOL" which specializes in hair treatment for men, and "Face It" which provides trendy and quality services to teenagers. In view of the increasing brand awareness of the Group, we have also launched a center in Macau, to further penetrate the market outside Hong Kong.

For the year ended 31 March 2025, the business environment in Hong Kong was recovering as compared to the year ended 31 March 2024, and with the reasons as mentioned above, the Group's revenue amounted to approximately HK\$435.3 million, representing an increase of approximately HK\$135.9 million or 45.4% as compared with the corresponding period of 2024. Profit for the year amounted to approximately HK\$45.7 million, while the corresponding period amounted to approximately HK\$40.8 million. The increase in net profit was primarily attributable to the increased revenue for the year ended 31 March 2025 as compared to 2024.

## **PROSPECTS**

The outlook of medical aesthetic services remains positive and the Group will closely monitor the market conditions and will intensify its response and elaborate sustainable development strategies to capture opportunities under the current environment.

Nevertheless, the Group is confident of its capability to deliver quality service to our clients. Moving forward, the Group will apply its strengths, build on its solid customer base and established reputation to deliver stable business development and maximise the shareholders' value.

## **FINANCIAL REVIEW**

### **Revenue**

The revenue of the Group amounted to approximately HK\$435.3 million for the year ended 31 March 2025 and approximately HK\$299.4 million for the year ended 31 March 2024 which represented an increase of approximately HK\$135.9 million or 45.4% as compared with the corresponding period of 2024. The increase was primarily attributable to the success of the new brands, the new prime centers launched in Tsim Sha Tsui, Sha Tin and Kowloon Bay, and the flagship center launched in Causeway Bay during the year ended 31 March 2025.

### **Cost of inventories and consumables**

Cost of inventories and consumables amounted to approximately HK\$46.5 million and HK\$38.5 million for the years ended 31 March 2025 and 2024 respectively. The increase was mainly attributable to the increased revenue.

### **Other income and gains**

Other income and gains amounted to approximately HK\$5.1 million and HK\$2.2 million for the years ended 31 March 2025 and 2024 respectively. The increase in other income and gains was attributable to the gain on early termination of leases and written back of accruals for the year ended 31 March 2025, while there was no such impact for the year ended 31 March 2024.

### **Staff costs**

Staff costs amounted to approximately HK\$170.4 million and HK\$100.3 million for the years ended 31 March 2025 and 2024 respectively. The increase in staff costs was mainly due to the increased in the number of aesthetic centres of the Group as compared to 2024.

## Rental and related expenses

Rental and related expenses amounted to approximately HK\$11.0 million and HK\$7.0 million for the years ended 31 March 2025 and 2024 respectively, which comprised of rental payments of short-term leases, management fees, rates and government rent and license fees for our medical aesthetic centres and retail/service outlets. The increase was mainly due to the increased in the number of leased medical aesthetic centres for the year ended 31 March 2025 as compared to 2024.

## Depreciation of right-of-use assets

The Group recorded depreciation of right-of-use assets of approximately HK\$31.2 million and HK\$20.4 million for the years ended 31 March 2025 and 2024 respectively. The increase was mainly due to the increased in the number of leased medical aesthetic centres for the year ended 31 March 2025 as compared to 2024.

## Depreciation of property, plant and equipment

Depreciation expenses amounted to approximately HK\$28.5 million and HK\$25.8 million for the years ended 31 March 2025 and 2024 respectively. The increase was mainly due to the additions in property, plant and equipment for the year ended 31 March 2025.

## Other expenses

The breakdown of the other expenses is as follows:

	2025 HK\$'000	2024 HK\$'000
Marketing and promotion expenses	43,068	29,597
Consultancy fee for doctors	21,288	14,873
Card commission	9,899	6,084
Professional fees	2,520	1,653
Repair and maintenance fees	4,238	2,818
Other	12,703	7,919
	<u>93,716</u>	<u>62,944</u>

Other expenses amounted to approximately HK\$93.7 million and HK\$62.9 million for the years ended 31 March 2025 and 2024 respectively, which mainly represented consultancy fee to doctors, card commission expenses, marketing and promotion expenses and other operating and administrative expenses. Other expenses increased by approximately HK\$30.8 million mainly due to the increased in medical aesthetic centres as compared to 2024 has led the increased in consultancy fee for doctors, card commission, other expenses and marketing expenses.

## **Profit for the year**

The Group recorded a net profit of approximately HK\$45.8 million for the year ended 31 March 2025 (2024: approximately HK\$40.8 million). The increase in net profit mainly due to the increased in revenue as compared to the year ended 31 March 2024.

## **Dividends**

The Board does not recommend a payment of any dividend for the year ended 31 March 2025 (2024: Nil).

## **Capital structure, liquidity and financial resources**

On 15 October 2018 (the “**Listing Date**”), the Shares were listed on GEM by way of share offer (the “**Share Offer**”). Please refer to the Company’s prospectus dated 28 September 2018 (the “**Prospectus**”) for more details of the Share Offer. The net proceeds from the Share Offer were approximately HK\$31.6 million, which was based on the share price of HK\$0.28 per share and the actual expenses related to the Share Offer. The Company believed that the funding from the Share Offer on the GEM would allow the Group to access the capital market for raising funds in the future. There has been no change on the capital structure of the Group since the Listing Date up to the date of this announcement. The net proceeds are also fully utilised as intended. The capital of the Company only comprises of ordinary shares.

The total equity of the Group as at 31 March 2025 was approximately HK\$106.1 million (2024: approximately HK\$60.3 million). The Group generally finances its operation with internally generated cash flows. The Group had bank balances and cash of approximately HK\$40.6 million as at 31 March 2025 (2024: approximately HK\$19.3 million). The Group had total outstanding debts of approximately HK\$92.4 million as at 31 March 2025 (2024: approximately HK\$45.5 million), which comprised lease liabilities, amounting to approximately HK\$79.4 million (2024: approximately HK\$35.5 million) and bank borrowings, amounting to approximately HK\$13.0 million (2024: approximately HK\$10.0 million).

## **Capital expenditures**

The Group purchased property, plant and equipment amounting to approximately HK\$64.2 million for the year ended 31 March 2025 which comprised additions of treatment devices, furniture and fixtures, motor vehicles and leasehold improvements (2024: approximately HK\$13.5 million). The increased mainly due to the increased in the number of aesthetic centres of the Group as compared to 2024.

## **Employees and remuneration policies**

As at 31 March 2025, the Group had a total of 401 employees (2024: 206 employees). The Group's remuneration policies are in line with the prevailing market practice and are determined on the basis of performance, qualification and experience of individual employee. The Group recognises the importance of a good relationship with its employees. The remuneration payable to its employees includes basic salary, commission, discretionary bonus and retirement benefit scheme contributions.

## **Future plans for material investments and capital assets**

Save as disclosed in this announcement, the Group does not have other plans for material investments and capital assets.

## **Significant investments, material acquisitions and disposal of subsidiaries and capital assets**

Save as disclosed in this announcement, the Group did not have any significant investments, material acquisitions and disposals of subsidiaries and capital assets during the year.

## **Gearing ratio**

The gearing ratio, which is based on the total amounts of total bank borrowings and lease liabilities divided by total equity, was 87.1% as at 31 March 2025 (2024: 75.6%). The increase was mainly due to the increase in lease liabilities of the Group.

## **Foreign exchange exposure and treasury policies**

The Group carries out its business in Hong Kong and most of its transactions are denominated in Hong Kong Dollar. The Group did not experience any material impact or difficulties in liquidity on its operations resulting from the fluctuation in exchange rate, and no hedging transaction or forward contract arrangement was made by the Group during the years ended 31 March 2025 and 2024. Nevertheless, the management will continue to monitor the Group's foreign exchange exposure and will take prudent measures as and when appropriate.

## **Commitments**

As at 31 March 2025, the Group had committed to leasehold improvement expenditure of approximately HK\$9,400,000 (2024: HK\$5,000,000).

## **Contingent liabilities**

As at 31 March 2025, the Group had no significant contingent liabilities (2024: Nil).

## **Financial risk management**

Risk management is carried out by the Group's finance department under policies approved by the Board. The finance department identifies, evaluates and hedges financial risks in close co-operation with the Group's operating units. The Board provides guidance for overall risk management and specific areas, such as market risk, interest rate risk, credit risk and liquidity risk.

## **Bank borrowings**

As at 31 March 2025, the Group had unsecured and guaranteed bank borrowings of approximately HK\$13.0 million (2024: approximately HK\$10.0 million). As at 31 March 2025 and 31 March 2024, the entire bank borrowings were guaranteed by personal guarantees from the Controlling Shareholders, corporate guarantee by a subsidiary of the Company and HKMC Insurance Limited.

## **Pledge of assets**

As at 31 March 2025, the carrying amount of right-of-use assets included an amount of approximately HK\$0.6 million (2024: approximately HK\$1.0 million) representing treatment devices and motor vehicles which were acquired under hire purchase arrangement.

## **Subsequent events**

There was no significant event occurred after the end of the reporting period.

## **COMPETING BUSINESS**

During the year ended 31 March 2025, and up to the date of this announcement, none of the Directors or their respective associates had engaged in or had any interest in any business which competes or is likely to compete, either directly or indirectly, with the business of the Group and which requires disclosure pursuant to Rule 11.04 of GEM Listing Rules.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES**

During the year ended 31 March 2025, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed shares.

## COMPLIANCE WITH THE CORPORATE GOVERNANCE

The Group is committed to maintaining high standards of corporate governance to safeguard the interests of the shareholders of the Company (the “**Shareholders**”) and to enhance corporate value and accountability. The Company has adopted the Corporate Governance Code (the “**CG Code**”) as set out in Appendix 15 to the GEM Listing Rules as its own code of corporate governance. The Company has complied with all applicable code provisions of the CG Code during the year ended 31 March 2025 and up to the date of this announcement. The Company will continue to review and monitor its corporate governance practices to ensure compliance with the CG Code.

## SUFFICIENCY OF PUBLIC FLOAT

Based on the information that is publicly available to the Company and to the knowledge of the Directors, as at the date of this announcement, there is sufficient public float of not less than 25% of the Company’s issued shares as required under the GEM Listing Rules.

## REQUIRED STANDARD OF DEALINGS FOR DIRECTORS’ SECURITIES TRANSACTIONS

The Company has adopted the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules as its own code of conduct regarding Directors’ securities transactions. Having made specific enquiries of all the Directors, each of the Directors has confirmed that he has complied with the required standard of dealings for the year months ended 31 March 2025.

## AUDIT COMMITTEE

The Company has established an audit committee (the “**Audit Committee**”) with written terms of reference in compliance with Rules 5.28 to 5.33 of the GEM Listing Rules and the CG Code. The Audit Committee comprises three members, namely Mr. Yu Chi Wing (chairman), Mr. Kwok David and Mr. Tan Pui Kwan, all of them are independent non-executive Directors. The audit committee has reviewed the accounting principles and policies adopted by the Group and the consolidated financial statements of the Group for the year ended 31 March 2025 and is of the opinion that such results complied with the applicable accounting standards, the requirements under the GEM Listing Rules and other applicable legal requirements, and that adequate disclosures had been made.



## FINANCIAL INFORMATION

The financial information set out in this announcement does not constitute the Group's audited consolidated financial statements for the financial year, but represents an extract from those financial statements. The financial information has been reviewed by the audit committee and approved by the Board, as to the amounts set out in the Group's draft consolidated financial statements for the year.

## SCOPE OF WORK OF MCMILLAN WOODS (HONG KONG) CPA LIMITED

The figures in respect of the Group's consolidated statement of financial position, consolidated statement of profit or loss, and other comprehensive income and the related notes thereto for the year ended 31 March 2025 as set out in this announcement have been agreed by the Group's auditors, McMillan Woods (Hong Kong) CPA Limited, to the amounts set out in the Group's draft consolidated financial statements for the year ended 31 March 2025. The work performed by McMillan Woods (Hong Kong) CPA Limited in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance Engagements issued by the Hong Kong Institute of Certified Public Accountants and consequently no assurance has been expressed by McMillan Woods (Hong Kong) CPA Limited on this annual result announcement.

By order of the Board  
**Fameglow Holdings Limited**  
**Yip Chun Kwok Danny, MH**  
*Chairman*

Hong Kong, 30 June 2025

*As at the date of this announcement, the executive Directors are Mr. Yip Chun Kwok Danny, MH and Ms. Fu Chi Ching; and the independent non-executive Directors are Mr. Tan Pui Kwan, Mr. Kwok David and Mr. Yu Chi Wing.*

*This announcement will remain on the "Latest Listed Company Information" page of the GEM website at [www.hkgem.com](http://www.hkgem.com) for a minimum period of 7 days from the date of publication and on the website of the Company at [www.fameglow.com](http://www.fameglow.com).*