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## 金利豐金融集團有限公司 KINGSTON FINANCIAL GROUP LIMITED

(Incorporated in Bermuda with limited liability) (Stock Code: 01031)

## UNAUDITED INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2020

## FINANCIAL HIGHLIGHTS

- Turnover for the six months ended 30 September 2020 decreased by approximately 27% to approximately HK\$1,009,211,000 when compared to approximately HK\$1,373,861,000 in the corresponding period of last year.
- Profit attributable to the owners of the Company for the six months ended 30 September 2020 decreased significantly by approximately 65% to approximately HK\$169,015,000 when compared to approximately HK\$477,604,000 in the corresponding period of last year. The decrease was primarily attributable to (i) a drop of revenue from the Group's hotel and gaming business in Macau as a result of the drastic reduction in the number of visitor arrivals to Macau following the outbreak of 2019 Novel Coronavirus ("COVID-19"), and (ii) an increase in impairment loss on advances to customers in margin financing.
- Earnings per share for the six months ended 30 September 2020 decreased by approximately 65% to approximately HK0.97 cents when compared to approximately HK2.75 cents in the corresponding period of last year.

The Board of Directors ("the Board") of Kingston Financial Group Limited (the "Company") is pleased to announce the unaudited condensed consolidated interim results of the Company and its subsidiaries (collectively, "the Group") for the six months ended 30 September 2020 together with comparative figures for the six months ended 30 September 2019.

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

For the six months ended 30 September 2020

		Six months ended 30 September			
	Notes	2020 (unaudited) <i>HK\$'000</i>	2019 (unaudited) <i>HK\$'000</i>		
Revenue Other income	2	1,009,211 10,369	1,373,861 15,234		
		1,019,580	1,389,095		
Inventory consumed Staff costs Gaming commission Broker commission Interest expenses for securities brokerage,	3	(3,818) (90,899) (19,660) (4,500)	(11,319)(153,344)(60,950)(3,440)		
underwriting and placements, margin and IPO financing operations Depreciation of property, plant and equipment Impairment loss on advances to customers in margin financing	9	(101,516) (74,609) (370,935)	(145,050) (76,267) (307,607)		
Administrative expenses Other operating expenses		(27,631) (13,634)	(47,289) (31,599)		
		(707,202)	(836,865)		
Finance income Finance costs Change in fair value of financial assets at		3,240 (18,996)	12,618 (19,788)		
fair value through profit or loss Exchange gains, net		(5,028) (36)	22,377 468		
		(20,820)	15,675		
Profit before taxation Taxation	4 5	291,558 (122,543)	567,905 (91,069)		
Profit for the period		169,015	476,836		

		Six months ended 30 September			
	Notes	2020 (unaudited) <i>HK\$'000</i>	2019 (unaudited) <i>HK\$'000</i>		
Other comprehensive income Item that will not be reclassified to profit or loss: Surplus on revaluation of leasehold land and buildings	8	43,388	43,250		
Item that may be reclassified subsequently to profit or loss: Change in fair value of financial assets at fair value through other comprehensive income		17			
Other comprehensive income for the period		43,405	43,250		
Total comprehensive income for the period		212,420	520,086		
<ul> <li>Profit for the period attributable to:</li> <li>— Owners of the Company</li> <li>— Non-controlling interests</li> </ul>		169,015	477,604 (768)		
		169,015	476,836		
Total comprehensive income for the period attributable to:					
<ul> <li>Owners of the Company</li> <li>Non-controlling interests</li> </ul>		212,420	520,854 (768)		
		212,420	520,086		
Earnings per share (HK cents per share)	7	0.07	2.75		
— Basic — Diluted		0.97 0.97	2.75 2.75		

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 September 2020

	Notes	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
Non-current assets Property, plant and equipment Statutory deposits for financial services business Goodwill	8	3,013,081 4,914 10,996,683 14,014,678	3,038,087 4,216 10,996,683 14,038,986
Current assets Inventories Financial assets at fair value through other comprehensive income Financial assets at fair value through profit or loss Advances to customers in margin financing Trade and other receivables Tax recoverable Cash and bank balances — held on behalf of customers Cash and bank balances — general accounts	9 10	2,223 158 139,887 15,925,599 246,767 235,021 2,381,018 155,900 19,086,573	2,447 140 138,374 16,345,648 102,407 238,632 846,344 192,918 17,866,910
Current liabilities Trade and other payables Amounts due to shareholders Loan from a related company Subordinated loans Bank loans Lease liabilities Tax payable	11	3,009,393 4,194,523 2,047,804 700,000 1,070,000 35,862 1,755 11,059,337 8,027,236	990,227 4,394,523 2,714,146 700,000 630,000 35,859 2,770 9,467,525 8,399,385
Total assets less current liabilities		22,041,914	22,438,371

	30 September 2020	31 March 2020
	(unaudited) <i>HK\$'000</i>	(audited) <i>HK\$'000</i>
Non-current liabilities		
Bank loans	-	420,000
Lease liabilities	12,892	29,917
Deferred tax liabilities	217,394	215,601
Total non-current liabilities	230,286	665,518
Total liabilities	11,289,623	10,133,043
Net assets	21,811,628	21,772,853
Capital and reserves		
Share capital — ordinary shares Share capital — non-redeemable	272,290	272,290
convertible preference shares	75,000	75,000
Reserves	21,464,338	21,425,563
Total equity	21,811,628	21,772,853

## NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### **1 BASIS OF PREPARATION**

The unaudited interim condensed consolidated financial statements have been prepared in accordance with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") and the Hong Kong Accounting Standard 34 "Interim Financial Reporting" issued by Hong Kong Institute of Certified Public Accountants (the "HKICPA").

These unaudited interim condensed consolidated financial statements should be read in conjunction with the annual financial statements for the year ended 31 March 2020. The accounting policies adopted in the preparation of unaudited interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 March 2020, except for the adoption of new and revised Standards, Amendments and Interpretations ("new/revised HKFRSs") issued by the HKICPA, which are effective for accounting periods beginning on or after 1 April 2020, noted below:

Amendments to HKAS 1 and HKAS 8	Definition of Material
Amendments to HKFRS 3	Definition of a Business
Amendments to HKFRS 9, HKAS 39	
and HKFRS 7	Interest Rate Benchmark Reform

The Directors of the Company reviewed and assessed the application of these standards in the current interim period and concluded that it has had no material effect on the amounts reported in these unaudited interim condensed consolidated financial statements and/or disclosure set out in these unaudited interim condensed consolidated financial statements.

The Group has not applied the new HKFRSs that have been issued but are not yet effective. The Group has already commenced an assessment of the impact of these new HKFRSs but is not yet in a position to state whether these new HKFRSs would have a material impact on its results of operations and financial position.

The preparation of these interim condensed consolidated financial statements in compliance with HKAS 34 requires the use of certain judgements, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expenses on a year to date basis. Actual results may differ from these estimates. The areas where significant judgements and estimates have been made in preparing the financial statements.

These unaudited interim condensed consolidated financial statements are presented in thousands of units of Hong Kong Dollars ("HK\$'000"), unless otherwise stated. These unaudited interim condensed consolidated financial statements contain unaudited condensed consolidated financial statements and selected explanatory notes. The notes include an explanation of events and transactions that are significant to an understanding of the changes in financial position and performance of the Group since the 2020 annual financial statements. These unaudited interim condensed consolidated financial statements and notes do not include all of the information required for a complete set of financial statements prepared in accordance with Hong Kong Financial Reporting Standards (the "HKFRSs") and should be read in conjunction with the 2020 consolidated financial statements.

#### 1A. SIGNIFICANT EVENTS IN THE CURRENT INTERIM PERIOD

The ongoing Pandemic and the corresponding quarantine measures as well as travel restrictions significantly reduced the visitation to the Group's hotels, which had a negative impact on the Group's results for the Period. Gaming and hotel revenue of the Group dropped apparently as the patrons refrained from making physical visits due to public health concerns.

#### 2 SEGMENTAL INFORMATION

For management purposes, the Group is organised into business units based on their services, and has seven (six months ended 30 September 2019: seven) reporting operating segments as follows:

#### **Financial services segments:**

- Securities brokerage, underwriting and placements, which is the provision of brokerage, underwriting and placements services of listed securities in the recognised stock exchanges.
- Margin and initial public offering ("IPO") financing, which is the provision of credit facilities to margin clients.
- Other financial services mainly include the provision of corporate finance advisory and futures brokerage services in the recognised stock exchanges.

#### Hotel and gaming segments:

- Hotel operations, which is the provision of hotel room services to hotel guests.
- Food and beverage, which is the operation of restaurants in hotels.
- Gaming. which is the provision of services to casinos run by the licence holder, namely Sociedade de Jogos de Macau, S.A. ("SJM") located in hotels.

#### Securities investment segment:

— Trading of listed securities through the recognised stock exchanges.

Operating segment result is evaluated based on adjusted earnings before interest, income tax, depreciation and amortisation ("adjusted EBITDA"). Interest income and expenses and certain corporate income and expenses, including depreciation of property, plant and equipment, taxation, gain on disposal of property, plant and equipment, write off of property, plant and equipment, corporate staff costs, exchange gains, sundry income and central administrative expenses, which are not included in the result of operating segments as they are managed by the central function units, who control the working capital of the Group.

Operating segment assets comprise of all assets owned by the Group except for financial assets at fair value through other comprehensive income and corporate assets, which are not directly attributable to the operating segments. Operating segment liabilities comprise of all liabilities owed by the Group except for amounts due to shareholders and corporate liabilities, which are not directly attributable to the operating segments.

#### **Operating segments**

The following tables represent segment information of the Group for the six months ended 30 September 2020 and 2019, respectively.

#### For the six months ended 30 September 2020 (unaudited)

		Financial ser	vices segment			Hotel and gam	ing segment			
	Securities brokerage, underwriting and placements <i>HK</i> \$'000	Margin and IPO financing <i>HK\$'000</i>	Other financial services HK\$'000	Subtotal HK\$'000	Hotel operations <i>HK\$'000</i>	Food and beverage HK\$'000	Gaming HK\$'000	Subtotal HK\$'000	Securities investment segment HK\$'000	Total <i>HK\$'000</i>
Segment revenue										
External customers	24,320	975,043	7,644	1,007,007	7,914	7,869	(13,579)	2,204	-	1,009,211
Inter-segment					22,999		4,350	27,349		27,349
	24,320	975,043	7,644	1,007,007	30,913	7,869	(9,229)	29,553		1,036,560
Adjusted EBITDA	23,600	482,452	1,447	507,499	(12,063)	(10,340)	(72,327)	(94,730)	(4,684)	408,085
Segment Assets				29,665,172	1,239,144	1,236,342	748,554	3,224,040	139,887	33,029,099
Segment Liabilities Capital Expenditure				6,995,928	229,749 	15,249 236	87,197 	332,195 516		7,328,123

For the six months ended 30 September 2019 (unaudited)

		Financial serv	ices segment			Hotel and gam	ing segment			
	Securities brokerage,									
	underwriting	Margin	Other						Securities	
	and	and IPO	financial		Hotel	Food and			investment	
	placements	financing	services	Subtotal	operations	beverage	Gaming	Subtotal	segment	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Segment revenue										
External customers	23,444	1,028,432	3,805	1,055,681	87,836	14,639	215,705	318,180	-	1,373,861
Inter-segment					29,701		5,415	35,116		35,116
	23,444	1,028,432	3,805	1,055,681	117,537	14,639	221,120	353,026		1,408,977
Adjusted EBITDA	22,020	531,804	(4,054)	549,770	77,832	(6,178)	57,858	129,512	22,823	702,105
·										
Segment Assets				30,441,145	2,447,804	422,814	533,596	3,404,214	190,684	34,036,043
Segment Liabilities				7,517,994	241,897	11,142	73,648	326,687	-	7,844,681
Capital Expenditure				36,291	710	114	355	1,179	-	37,470
1 1				., .				,		.,

As the assets and liabilities of financial services segments, including securities brokerage, underwriting and placements, margin and IPO financing and other financial services, are regularly reviewed by the directors of the Company in total for the Group as a whole, the measure of total assets and liabilities by each operating segments under financial services business is therefore not presented.

*Note:* Gaming revenue/loss represented the net amount of service income calculated based on net gaming win/loss and reimbursement payable to gaming operator.

#### **3** STAFF COSTS

	Six months ended 30 September		
	2020 (unaudited) <i>HK\$'000</i>	2019 (unaudited) <i>HK\$'000</i>	
<ul> <li>Staff costs (including directors' remuneration)</li> <li>— salaries, wages and other benefits</li> <li>— contributions to defined contribution retirement scheme</li> </ul>	90,334 565	152,676 668	
	90,899	153,344	

#### 4 PROFIT BEFORE TAXATION

The profit before taxation for the period is arrived at after charging/(crediting) as follows:

	Six month 30 Septe		
	2020		
	(unaudited) HK\$'000	(unaudited) HK\$'000	
Total minimum lease payments for leases previously classified as			
operating leases under HKAS 17	-	7,489	
Depreciation of right-of-use assets	17,424	18,344	

#### 5 TAXATION

	Six months ended 30 September		
	2020		
	(unaudited)	(unaudited)	
	HK\$'000	HK\$'000	
Current tax:			
Hong Kong Profits tax	86,161	93,466	
Macau Complementary Tax	40,505	1,166	
Deferred tax	(4,123)	(3,563)	
	122,543	91,069	

Hong Kong Profits Tax has been provided for six months ended 30 September 2020 at a rate of 16.5% (30 September 2019: 16.5%) of the taxable profit for the period.

Macau Complementary Tax has been provided for the six months ended 30 September 2020 at a rate of 12% (30 September 2019: 12%) of the taxable profit for the period. Details of contingent liabilities for Macau Complementary Tax are disclosed in note 12.

#### 6 DIVIDENDS

No interim dividend was declared for the six months ended 30 September 2020 and 2019.

Dividend attributable to the previous financial year, approved and paid during the period were as follows:

	Six months
	ended
	<b>30 September</b>
	2020
	HK\$'000
Final dividend of HK1.0 cent per share	173,645

Dividend attributable to the previous financial year, approved and paid during the prior period were as follows:

	Six months
	ended
	30 September
	2019
	HK\$'000
Final dividend in respect to previous financial year	260,500

#### 7 EARNINGS PER SHARE

	Six months ended 30 September	
	2020 (unaudited) <i>HK cent</i>	2019 (unaudited) <i>HK cent</i>
Basic earnings per share	0.97	2.75
Diluted earnings per share	0.97	2.75

#### (a) Basic earnings per share

The basic earnings per share which is calculated by dividing the profit for the period attributable to owners of the Company by the weighted average number of ordinary shares in issue during the period.

	Six months ended 30 September	
	2020	2019
	(unaudited)	(unaudited)
	HK\$'000	HK\$'000
Profit for the period attributable to owners of the Company	169,015	477,604
		hs ended
	-	tember
	2020	2019
	(unaudited)	(unaudited)
Weighted average number of ordinary shares Weighted average number of non-redeemable	13,614,480,666	13,614,480,666
convertible preference shares	3,750,000,000	3,750,000,000
Total weighted average number of shares used in the calculation of basic earnings per share	17,364,480,666	17,364,480,666

#### (b) Diluted earnings per share

Diluted earnings per share is equal to the basic earnings per share as there were no dilutive potential shares outstanding during the six months ended 30 September 2020 and 2019.

#### 8 PROPERTY, PLANT AND EQUIPMENT

As at 30 September 2020, the directors considered that the fair value of the Group's leasehold land and buildings for own use was approximate to the valuation amounts as at 31 March 2020 for which the valuations were carried out by an independent valuer AA Property Services Limited. During the period under review, in the opinion of directors, there were no changes in valuation techniques for their assessment and such techniques were consistent with those adopted in the preparation of the Group's annual report for the year ended 31 March 2020.

During the period under review, the after tax revaluation surplus of approximately HK\$43,388,000 (six months ended 30 September 2019: revaluation surplus approximately HK\$43,250,000) has been recognised in other comprehensive income and accumulated in the property revaluation reserve of the Group.

During the period under review, the Group's acquisition of property, plant and equipment amounted to approximately HK\$516,000 (six months ended 30 September 2019: approximately HK\$37,470,000).

#### 9 ADVANCES TO CUSTOMERS IN MARGIN FINANCING

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
Directors of subsidiaries and their associates Other margin financing customers Less: loss allowances	48,292 18,356,994 (2,479,687)	50,601 18,403,799 (2,108,752)
	15,925,599	16,345,648

The movements of loss allowances on advances to customers in margin financing during the period are as follows:

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
At the beginning of the period/year Provision of loss allowances	2,108,752 370,935	985,761 1,122,991
At the end of the period/year	2,479,687	2,108,752

At 30 September 2020 and 31 March 2020, advances to customers in margin financing are repayable on demand and carried interest rates at an average of Hong Kong Dollar Prime rate ("Prime rates") plus 3%. Margin clients are required to pledge their securities collateral to the Group, in order to obtain credit facilities for securities trading in recognised stock exchanges. The amount of credit facilities granted to them is determined by the discounted market value of securities in accordance with margin lending policies set by the Group's management, which maintains a list of approved securities for margin lending at a specified loan-to-collateral ratio.

At 30 September 2020, total market value of securities pledged as collateral in respect of the loan granted to margin clients was approximately HK\$37,351,499,000 (31 March 2020: approximately HK\$38,473,670,000). Among the securities pledged as collateral, there was approximately HK\$3,230,955,000 (31 March 2020: approximately HK\$3,117,000,000) provided by margin clients to secure bank loans.

No ageing analysis is disclosed for advances to customers in margin financing as, in the opinion of the directors of the Company, an ageing analysis is not meaningful in view of the business nature of margin financing.

#### 10 TRADE AND OTHER RECEIVABLES

	30 September 2020	31 March 2020
	(unaudited)	(audited)
	HK\$'000	HK\$'000
Trade receivables from financial services segments	205,702	22,737
Trade receivables from hotel and gaming segments	14,214	58,466
Other receivables, deposits and prepayments	26,851	21,204
	246,767	102,407

#### Trade receivables from financial services segments

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
Trade receivables arising from the ordinary course of business of dealing in securities:		
— Cash clients	3,345	2,674
— Clearing House	22,929	3,296
— Brokers and dealers	90	113
- Client for subscription of new share in IPO	169,000	-
Trade receivables arising from the ordinary course of business of dealing in futures contracts: — Clearing house	6,020	10,720
Trade receivables arising from the ordinary course of business of provision of:		
- Corporate finance advisory services	5,384	6,570
Total	206,768	23,373
Less: Loss allowances	(1,066)	(636)
Total trade receivables, after loss allowance	205,702	22,737

The settlement terms of trade receivables attributable to dealing in securities are one or two days after trade date, and those of trade receivables attributable to dealing in futures contracts are one day after trade date. All trade receivables from cash clients are not past due at the end of reporting periods, which the management believes that no material loss allowances was recognised in respect of these balances as there has not been a significant increase in credit quality for both current period and prior year.

Trade receivables from clearing houses, brokers, dealers and corporate finance clients are classified as current assets as they are expected to be settled within one year from the end of reporting period.

Trading limits are set for different categories of customers. The Group seeks to maintain stringent control over the trade receivables in order to minimise credit risk arising from these customers. Overdue balances of trade receivables are regularly monitored by the management and followed up for the settlement when necessary.

No ageing analysis is disclosed for trade receivables from financial services segment as, in the opinion of the directors of the Company, an ageing analysis is not meaningful in view of the business nature of dealing in securities and futures contracts, margin financing and corporate finance advisory services.

#### Trade receivables from hotel and gaming segments

The Group generally allows an average credit period of 30 days to its customers arising from the hotel and gaming segments. The following is an ageing analysis of trade receivables at the end of the reporting period:

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
0–30 days	6,858	53,575
31–60 days	186	850
61–90 days	377	3,733
Over 90 days	30,728	24,244
	38,149	82,402
Less: Loss allowances	(23,935)	(23,936)
	14,214	58,466

#### 11 TRADE AND OTHER PAYABLES

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
Trade payables from financial services segments Trade payables from hotel and gaming segments Other payables and accruals	2,403,786 34,843 570,764	870,492 16,298 103,437
	3,009,393	990,227

#### Trade payables from financial services segments

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
Trade payables arising from the ordinary course of business of dealing in securities:		
— Cash clients	1,008,236	323,505
— Margin clients	1,380,082	528,049
	2,388,318	851,554
Dividend payable to clients	351	4,503
<ul><li>Trade payables arising from the ordinary course of business of dealing in futures contracts:</li><li>— Clients</li></ul>	12,900	14,435
Trade payables arising from the ordinary course of business in the provision of:	2 217	
— Corporate finance advisory services	2,217	
	2,403,786	870,492

The settlement terms of trade payables attributable to dealing in securities are one or two days after the trade date, and those of trade payables attributable to dealing in futures contracts are one day after trade date.

No ageing analysis is disclosed for trade payables from financial services segment as, in the opinion of the directors of the Company, an ageing analysis is not meaningful in view of the business nature of dealing in securities and future contracts, margin financing and corporate finance advisory services.

#### Trade payables from hotel and gaming segments

The following is an ageing analysis of trade payables at the end of the reporting period:

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$'000</i>
0–30 days 31–60 days 61–90 days Over 90 days	17,934 15,992 917	14,051 1,692 170 385
	34,843	16,298

As at the 30 September 2020, included in trade payables of approximately HK\$2,381,018,000 (31 March 2020: approximately HK\$846,344,000) was payable to clients and authorised financial institutions in respect of trust and segregated bank balances received and held on behalf of clients and authorised financial institutions arising from the normal course of business of dealing in securities and future contracts and margin financing.

#### 12 COMMITMENTS AND CONTINGENT LIABILITIES

	30 September 2020 (unaudited) <i>HK\$'000</i>	31 March 2020 (audited) <i>HK\$`000</i>
Expenditure contracted for but not provided for in respect of: — Property, plant and equipment	62	2,395

The Company's wholly owned subsidiary, namely Good Start Group Limited, has received tax notices issued by Macau Financial Services Bureau dated 29 April 2014 and 18 May 2016 for assessing its Macau Complementary Tax payable for the years of assessment 2009, 2010, 2011 and 2012 respectively. The tax amounts per tax notices were approximately HK\$15,000,000, HK\$20,000,000, HK\$24,000,000 and HK\$25,400,000 respectively.

Another wholly owned subsidiary of the Company, namely Target All Investments Limited, has received tax notices issued by Macau Financial Services Bureau dated 26 August 2015 and 24 October 2016 for assessing its Macau Complementary Tax payable for the years of assessment 2011, 2012, 2013 and 2014 respectively. The tax amounts per tax notices were approximately HK\$1,300,000, HK\$1,000,000, HK\$3,800,000 and HK\$6,300,000 respectively.

The Group lodged objection to appeal against the aforesaid notices according to stipulated appeal procedures. The Review Committee of Macau Financial Services Bureau (the "Committee") issued their decisions to reject all appeals by the Group in relation to the aforesaid Macau Complementary Tax payable.

After receiving the final decision of the Committee on their rejection of the Group's appeal, the Group made the tax payments of an aggregate amount of approximately HK\$97,200,000 according to the stipulated regulation requirement before making a further appeal via the court. With regard to each of the Committee's rejection of the Group's appeal, the Group separately submitted initial petitions to the court on 9 December 2014 and 24 October 2016 for Good Start Group Limited and initial petitions to the court on 10 March 2016 and 17 February 2017 for Target All Investments Limited. The legal proceedings were concluded or terminated during the year ended 31 March 2019 and the Group has received favourable court decisions and won all of the cases for the abovementioned years of assessments. However, the Macau Financial Services Bureau refused to refund the remaining amount of taxes paid by the Group of approximately HK\$95,900,000. Subsequently, the Group submitted petitions to courts to request refund of the aforesaid tax paid.

Subsequent to the conclusion or termination of the above legal proceedings, Good Start Group Limited and Target All Investments Limited further received tax notices issued by the Macau Financial Services Bureau for the years of assessment from 2013 to 2018 and from 2015 to 2018 respectively on demanding Macau Complementary Tax, in the aggregate amount, of approximately HK\$121,000,000, of which, approximately HK\$56,800,000 for years of assessment 2013 and 2014 of Good Start Group Limited was paid during the year ended 31 March 2019, and remaining approximately HK\$64,200,000 for years of assessment 2015 to 2018 for both companies was paid during the Period under review. The Group submitted petitions to courts against the tax notices subsequent to payments.

On 29 August 2019, the Macau Financial Services Bureau refunded overpaid tax of approximately HK\$1,300,000 to Target All Investments Limited for the aforementioned year of assessment 2011.

During the Period under review, Good Start Group Limited received favorable decisions for the years of assessment 2011, 2012 and 2013. Target All Investments Limited received favorable decision for the year of assessment 2012. All these four decisions are final. The Group have submitted requests to Macau Financial Services Bureau for refund of the overpaid tax of approximately HK\$76,967,000 in aggregate for these four years. The Group is still waiting for the final decision for the years of assessment 2009 and 2010 of Good Start Group Limited.

During the Period under review, Good Start Group Limited and Target All Investments Limited received unfavorable decision for the year of assessment 2014 and 2013 respectively. Both decisions are final. The related tax paid of approximately HK\$34,228,000 in aggregate for these two years, which was previously

accounted for as tax recoverable, was charged to profit and loss during the Period under review. The Group expect Target All Investments Limited will receive similar unfavorable decision for the year of assessment 2014 because it has similar situation and legal arguments. As such, the tax paid of approximately HK\$6,277,000 for the year of assessment 2014, which was previously accounted for as tax recoverable, was charged to profit and loss during the Period also.

Total tax paid of approximately HK\$176,498,000 for the remaining fourteen years of assessment as mentioned above was accounted for as tax recoverable as at 30 September 2020.

The Company had no other material contingent liabilities at the end of the reporting period.

## MANAGEMENT DISCUSSION AND ANALYSIS

On behalf of the board of directors (the "Board") of Kingston Financial Group Limited (the "Company"), I am pleased to announce the interim results of the Company and its subsidiaries (collectively, the "Group") for the six months ended 30 September 2020 (the "Period").

#### **OVERVIEW**

The Group is principally engaged in the provision of a wide range of financial services including securities brokerage, underwriting and placements, margin and initial public offering ("IPO") financing, corporate finance advisory services and futures brokerage services. The Group also provides gaming and hospitality services in Macau.

Total unaudited revenue recorded by the Group for the Period amounted to approximately HK\$1,009,211,000, representing a decrease of approximately 27% as compared to approximately HK\$1,373,861,000 for the six months ended 30 September 2019 (the "Previous Period").

The unaudited profit attributable to owners of Company for the Period amounted to approximately HK\$169,015,000, representing a decrease of approximately 65% as compared to approximately HK\$477,604,000 for the Previous Period. The decrease was primarily attributable to (i) a drop of revenue from the Group's hotel and gaming business in Macau as a result of the drastic reduction in the number of visitor arrivals to Macau following the outbreak of COVID-19, and (ii) an increase in impairment loss on advances to customers in margin financing. Basic earnings per share for the Period decreased by approximately 65% to approximately HK0.97 cents as compared to approximately HK2.75 cents in the Previous Period.

## **BUSINESS AND FINANCIAL REVIEW**

During the Period under review, the global spread of COVID-19 has prompted countries to adopt different levels of anti-epidemic measures, thereby delivering unprecedented hit to the global economy and resulting in a cautious investor sentiment. The daily life in society has been significantly affected by the epidemic. New economy stocks have been highly sought after by the market while old economy stocks have been under pressure.

In Hong Kong, every sector has been heavily affected by the epidemic. According to the Census and Statistics Department, the unemployment rate for July to September 2020 was approximately 6.4%, hitting a record high for the past 16 years. Investors held a wait-and-see attitude towards the stock market, resulting in a highly volatile market trend. Hang Seng Index has plunged to 22,519 on 25 May 2020, and bounced back to 26,782 on 7 July 2020. However, in May 2020, Hang Seng Indexes Company announced that it would consider adding weighted voting rights companies and secondary-listed companies to the Hang Seng Index and the Hang Seng China Enterprises Index universes. Along with the listing of China concept stocks in the Hong Kong, the investors' confidence has slightly stabilized.

During the Period under review, the Group's revenue from its financial services segment dropped by approximately 5% from approximately HK\$1,055,681,000 in the Previous Period to approximately HK\$1,007,007,000 in the Period.

In light of the travel restrictions and health quarantine arrangements on inbound travellers for the prevention and control of COVID-19 in Macau, the number of tourists and gaming revenue slumped during the Period, thereby severely affecting the overall industry performance. According to Macau's Statistics and Census Bureau (DSEC) and Macau's Gaming Inspection and Coordination Bureau (DICJ), the total number of visitor arrivals to Macau and total Macau gaming revenue for the Period decreased by approximately 96% and approximately 94% respectively when compared to the Previous Period. Revenue from our gaming and hotel business for the Period dropped by approximately 106% and approximately 85% respectively.

#### Securities Brokerage, Underwriting and Placements

Securities brokerage, underwriting and placement services is one of the main sources of income for the Group. The Group undertakes the origination, structuring and marketing of placements of equity and equity-related securities. It offers across-the-board solutions to clients' financing needs. The Group plays significant roles as placing agents and underwriters for listed companies across different sectors.

Due to repeated outbreaks of COVID-19, capital market sentiment has been dampened. The epidemic has affected the application and approval process for new listings in Hong Kong. Coupled with the local quarantine measures, visitors have been restricted from visiting Hong Kong or have delayed their visit. Investors have been very cautious.

During the Period, the Group recorded a revenue of approximately HK\$24,320,000 in this segment (the Previous Period: approximately HK\$23,444,000), representing an increase of approximately 4% as compared to the Previous Period, which also accounted for approximately 2% (the Previous Period: approximately 2%) of the Group's financial service segment revenue.

## Margin and IPO Financing

To complement the Group's securities brokerage services, the Group also provides margin and IPO financing services. Margin financing is made available to clients who have opened margin accounts with the Group to purchase securities with funds borrowed from it to leverage their investments. IPO financing is the grant of loans to clients for subscriptions of shares relating to an IPOs.

Due to poor market sentiment and uncertainty about the economic outlook, the Group has adopted a more prudent approach for the margin and IPO financing business. During the Period, total revenue amounted to approximately HK\$975,043,000 (the Previous Period: approximately HK\$1,028,432,000), accounting for approximately 97% (the Previous Period: approximately 97%) of the Group's financial service segment revenue. The stock market in Hong Kong was volatile over the Period. Impairment losses of approximately HK\$370,935,000 (Previous Period: approximately HK\$307,607,000) were made for advances to customers in margin financing after reviewing the relevant margin accounts portfolio and financial positions.

## Other Financial Services mainly include Corporate Finance Advisory Services and Futures Brokerage

Complementing the securities brokerage, underwriting and placements, and margin and IPO financing, the Group also provides a full range of financing services to its clients including corporate finance advisory services and futures brokerage.

The Group holds licence under the Securities and Futures Ordinance to engage in advising on corporate finance activities. The scope of services provided includes advising on corporate finance transactions, sponsoring IPOs and advising clients on deal structure and financing strategies in the context of mergers and acquisitions, equity fund raising exercises, takeovers and other notifiable transactions.

The Group provides brokerage services for index futures trading on the Futures Exchange.

Revenue for the Period amounted to approximately HK\$7,644,000 (the Previous Period: approximately HK\$3,805,000), representing an increase of approximately 101%, which also accounted for approximately 1% (the Previous Period: approximately 1%) of the Group's financial service segment revenue.

#### **Hotel Business**

The Group is also engaged in hotel business in Macau, which comprises hotel room rental, food and beverage operation catering to international and local markets.

Due to the outbreak of COVID-19, visitor arrivals to Macau reduced drastically since early 2020. This has had an adverse effect on the occupancies and revenue of the Group's two hotels in Macau. Revenue for hotel operations plus food and beverage in total amounted to approximately HK\$15,783,000 (Previous Period: approximately HK\$102,475,000), representing a significant decrease of approximately 85% as compared to the Previous Period. The average occupancy rates of the two hotels, namely Casa Real and Grandview, were approximately 4% (the Previous Period: approximately 93%) and approximately 9% (the Previous Period: approximately 85%) respectively.

## **Gaming Business**

The Group's gaming operation is run by the licence holder Sociedade de Jogos de Macau, S.A.

Similarly, the Group's gaming business in Macau has been hit hard by the spread of the COVID-19 pandemic. Gaming loss amounted to approximately HK\$13,579,000 for the Period, representing a decrease of approximately 106% as compared to gaming revenue of approximately HK\$215,705,000 for the Previous Period.

As at 30 September 2020, the Group has 69 tables (31 March 2020: 69) in the mass market halls, 15 tables (31 March 2020: 15) in the VIP rooms and 262 slot machines (31 March 2020: 262) in the electronic gaming halls.

During the Period, the Group entered into an addendum (the "Addendum") with SJM for the continuation of the provision of services to SJM in the two casinos located at the Group's two hotels. Pursuant to the Addendum, the term of service has been extended to 26 June 2022.

## **Other Income**

Other income during the Period mainly represented handling charges received from securities clients and other miscellaneous income. The income decreased by approximately 32% from approximately HK\$15,234,000 in the Previous Period to approximately HK\$10,369,000 in the Period as there was a gain on disposal of property, plant and equipment of approximately HK\$5,460,000 in the Previous Period.

#### Change in fair value of financial assets at fair value through profit or loss

During the Period, the Hong Kong equity market experienced fluctuations. The Group recorded a fair value loss on financial assets at fair value through profit or loss of approximately HK\$5,028,000 (Previous Period: gain of approximately HK\$22,377,000). As at 30 September 2020, the Group was holding financial assets at fair value through profit or loss of approximately HK\$139,887,000 (31 March 2020: approximately HK\$138,374,000) in market value.

#### **Inventories consumed**

Inventories consumed represents the cost of guest supplies and food and beverage consumed upon provision of accommodation and catering services to the customers. During the Period, it amounted to approximately HK\$3,818,000 (the Previous Period: approximately HK\$11,319,000), representing an approximately 66% decrease which was in line with the declines in occupancies and revenue of the Group's two hotels in Macau, resulting from the effects of the COVID-19 pandemic since early 2020.

#### Staff costs

Staff costs amounted to approximately HK\$90,899,000 (the Previous Period: approximately HK\$153,344,000), representing an approximately 41% decrease. No discretionary bonus was paid and manpower costs were strictly controlled during the Period. The Group reviewed and adjusted compensation and benefits to employee regularly to match market rates. Packages commensurate with employees' qualifications and experience were provided to retain good employees in the Group as well as to hire potential talents.

#### Gaming commission

Gaming commission represented amount paid as an incentive to attract customers. The commission paid by the Group was in line with market level. The amount decreased by approximately 68% from approximately HK\$60,950,000 in the Previous Period to approximately HK\$19,660,000 in the Period as the chip turnover dropped due to the reduction of visitors arrivals to Macau as a result of the COVID-19 pandemic.

#### **Broker Commission**

Broker commission increased approximately 31% from approximately HK\$3,440,000 in the Previous Period to approximately HK\$4,500,000 in the Period. Broker commission was paid as an incentive to boost income from brokerage business.

## Interest expenses for securities brokerage, underwriting and placements, margin and IPO financing operations

The interest expenses dropped from approximately HK\$145,050,000 in the Previous Period to approximately HK\$101,516,000 in the Period, representing a decrease of approximately 30%. The lowering of the overall funding cost of the Group was in line with the corresponding decline in the overall interest rates in Hong Kong during the Period.

#### Impairment losses on advances to customers in margin financing

Due to the volatility in the local stock market during the Period, impairment losses of approximately HK\$370,935,000 (Previous Period: approximately HK\$307,607,000) were made on some particular clients with margin loan shortfalls on a prudent basis after reviewing their margin accounts portfolio and financial positions.

#### Administrative expenses

Administrative expenses mainly included rent and rates, office management fee, electricity and water, fuel and etc.. During the Period under review, it amounted to approximately HK\$27,631,000 (the Previous Period: approximately HK\$47,289,000), representing an approximately 42% decrease. There were expenses of approximately HK\$12,000,000 in relation to relocation of principal place of business of the Group in Hong Kong recorded in the Previous Period. Besides, there were more rent and rates recorded in the Previous Period.

#### **Other operating expenses**

Other operating expenses mainly represented other operating expenses for gaming facilities, promotion expenses and other hotel rooms expenses for Macau business. During the Period, it amounted to approximately HK\$13,634,000 (the Previous Period: approximately HK\$31,599,000), representing an approximately 57% decrease which was driven by the drop of revenue from our hotel and gaming business in Macau as a result of the COVID-19 Pandemic as described above.

## **Finance cost**

During the Period, finance cost of approximately HK\$18,996,000 (the Previous Period: approximately HK\$19,788,000) represented the interest expenses for the amount due to a shareholder and lease liabilities.

## **FUTURE PROSPECTS**

#### **Financial service segments**

The continued spread of COVID-19 with no signs of abating has added uncertainties to the global and Hong Kong economies. However, with the COVID-19 epidemic gradually brought under control and resumption of work and production in Mainland China, the economy has gradually started to rebound from the trough. According to National Bureau of Statistics of China, the GDP growth rate shifted from negative to positive in the first three quarters of 2020, posting a year-on-year growth of 0.7%. With the "14th Five-Year Plan" and 2035 Long-term Goals and Recommendations announced by the central government focusing on expanding domestic demand, it is expected that the economy in Mainland China will be on the upside in the medium and long run.

In addition, it is anticipated that the launch of Anti-epidemic Fund and fiscal relief measures under the Budget by the Hong Kong SAR Government will help to ease the financial difficulty of the business in Hong Kong. The advancement of the "Guangdong-Hong Kong-Macao Greater Bay Area" ("GBA") and the development of the "Belt and Road Initiative" would bring more opportunities for Hong Kong as an international financial hub. The Group will adhere to its prudent management strategy and rigorously deploy and implement development plans in line with market conditions, in order to grasp the opportunities arising from the Hong Kong capital market and the GBA market.

## **Hotel and Gaming Segments**

It is still difficult to assess the impact of COVID-19 on Macau's tourism and gaming industry. Even positive measures such as nationwide resumption of Macau's Individual Visit Scheme in September 2020 have been implemented by the government, it is hard to predict when Macau's tourism and gaming industry will fully recover. The Group will regularly review its policy to respond timely to the changing environment and sustain its growth.

## LIQUIDITY, FINANCIAL RESOURCES AND FUNDING

As at 30 September 2020, the total equity attributable to owners of the Company and net current assets of the Group amounted to approximately HK\$21,811,628,000 (31 March 2020: approximately HK\$21,772,853,000) and approximately HK\$8,027,236,000 (31 March 2020: approximately HK\$8,399,385,000) respectively. On the same date, the Group had cash and bank balance of approximately HK\$155,900,000 (31 March 2020: approximately HK\$192,918,000) and the current ratio was approximately 1.7 (31 March 2020 approximately 1.9).

As at 30 September 2020, the Group had bank borrowings of approximately HK\$1,070,000,000 (31 March 2020: approximately HK\$1,050,000,000), amounts due to shareholders of approximately HK\$4,194,523,000 (31 March 2020: approximately HK\$4,394,523,000), loan from a related company of approximately HK\$2,047,804,000 (31 March 2020: approximately HK\$2,714,146,000) and subordinated loans of approximately HK\$700,000,000 (31 March 2020: approximately HK\$700,000,000). On the same date, the net gearing ratio, measured on the basis of total borrowings less bank and cash balances over net assets, was approximately 36% (31 March 2020: approximately 40%).

## **CONTINGENT LIABILITIES**

Details of contingent liabilities of the Group as at 30 September 2020 are set out in Note 12 to the financial statements.

## **CAPITAL STRUCTURE**

During the six months ended 30 September 2020, no material fluctuation was noted on the Company's capital structure.

#### CAPITAL COMMITMENTS

At 30 September 2020, the Group had capital commitments of approximately HK\$62,000 (31 March 2020: approximately HK\$2,395,000) in respect of acquisition of plant and equipment.

#### **EMPLOYEES**

As at 30 September 2020, the Group employed a total of 713 (31 March 2020: 825) staff. The total staff cost for the Period was approximately HK\$90,899,000 (the Previous Period: approximately HK\$153,344,000). The employees' remuneration, promotion and salary adjustment are assessed based on their work performance, working and professional experiences and the prevailing market condition.

#### **PLEDGE OF ASSETS**

As at 30 September 2020, the Group had pledged marketable securities of approximately HK\$3,230,955,000 (31 March 2020: approximately HK\$3,117,000,000) pledged to the Group by margin clients, and certificates of deposits of approximately HK\$94,240,000 (31 March 2020: certificates of deposit at a value of approximately HK\$93,980,000) to secure certain banking facilities provided to the Group.

In addition, the Group's term loan is secured by:

- property mortgage of leasehold land and buildings, with a carrying amount of approximately HK\$2,100,000,000 as at 30 September 2020 (31 March 2020: approximately HK\$2,100,000,000);
- shares of two subsidiaries of the Company;
- corporate guarantee provided by a subsidiary of the Company;

- a charge over bank accounts by two subsidiaries of the Company; and
- a charge over income and receivables arising from the business operations of two subsidiaries of the Company, which engaged in the principal activities of hotel and gaming segments.

## MATERIAL ACQUISITIONS AND DISPOSALS

There was no material acquisition nor disposal conducted by the Group during the Period.

## PRINCIPAL RISKS AND UNCERTAINTIES

The principal risk and uncertainty facing the Group is the market economy of China, Hong Kong and the surrounding regions as significant changes in their economic conditions will have significant impact on China and Hong Kong's stock market, as well as Macau's tourism.

Due to the outbreak of COVID-19 pandemic since early 2020, countries across the globe have been taking unprecedented measures to combat the spread of the virus. Restriction on nonessential travel, transportation, traveler quarantine measures and even "lock down" policies impacted the global economy badly. Visit to Macau and its gross gaming revenue recorded a substantial decrease when compared to the Previous Period. This will likely continue to impact the contribution from business in Macau to the Group.

Other risks include credit risks, market risks, liquidity risks and interest rate risks. The Group has been adopting prudent risk management policy to mitigate exposure to various risks.

## **RISK MANAGEMENT**

## COVID-19

The COVID-19 pandemic may continue to have an adverse effect on the group's operating results from business in Macau and it is uncertain when this will end. However, the Group will continue to observe the current market situation and make corresponding measures to sustain our business.

## Credit risk

The Group's Risk Management Committee has put in place credit management policies and procedures which cover the examination of the approval of clients' trading and credit limits, approval and review of the margin lending ratio of individual stock, monitoring of credit exposures and the follow up of credit risks associated with overdue debts. Day-to-day credit monitoring is performed by the Group's Credit and Risk Control Department in accordance with the policies and procedures approved by the Risk Management Committee with toleration and exception reports reviewed by Responsible Officers and senior management of the Group as well as by the Risk Management Committee at regular meetings.

## Market risk

If the market value of a margin client's portfolio falls below his margin loan amount and the margin client fails to meet margin calls, the Group will be exposed to the risk that the margin loan being delinquent. Similarly, if the value of the underlying products of a client's futures contract fluctuates such that the outstanding balances in his account falls below the required maintenance margin level, the Group may suffer loss if the client's account incurs loss even after liquidation of the open position. The management of the Group keeps close monitoring of the market condition so that immediate precautionary measures will be taken to reduce such risk that the Group may encounter. Follow up actions such as reducing the margin ratio for the pledged securities and requiring clients to top up their positions would be taken if considered appropriate.

## Liquidity risk

As part of its ordinary brokerage activities, the Group is exposed to liquidity risk arising from timing difference between settlement with clearing houses or brokers and clients. The goal of liquidity management is to enable the Group to adequately fund such business commitments as well as to comply with relevant financial resources rules applying to various licensed subsidiaries. To address the risk, the Group's Accounts Department and the senior management will review and monitor the Group's liquidity position on daily basis to ensure the availability of sufficient liquid funds. In addition, the Group has also put in place stand-by banking and other facilities in order to meet any contingency in its operations. The management believes the Group's working capital is adequate to meet its financial obligations.

## Interest rate risk

The Group charged interest on its margin clients on the basis of its cost of fund plus mark-up. Financial assets such as margin loans and deposit with banks are primarily at floating rates. Financial liabilities such as bank loans are primarily at floating rates. The Group income and operating cash flows are not subject to significant interest rate risk.

## FOREIGN CURRENCY EXPOSURE

As the Group's hotel revenues are mostly denominated in Macau Patacas ("MOP"), and given the exchange rate of MOP has been fairly stable, its exposure to exchange rate risk is considered to be limited.

The Group's financial services business and gaming revenue are mainly denominated in Hong Kong Dollars and hence no significant exchange rate risk is identified.

## TREASURY POLICY

The Group may invest its surplus funds or funds not designated for specific purpose or funds designated for specific purpose but application of which is not immediately required (collectively "the Group's Funds") in the form of short term (i.e. less than one year) and liquid stocks through investing the Group's Funds in diversified portfolio of investments products including listed or unlisted securities, unit trust funds, or such other investments as the Board of the Company, or such committees or person as the Board may authorise, may decide from time to time so as to preserve the value of the Group's Funds and/or achieve capital appreciation.

## **INTERIM DIVIDEND**

No interim dividend was declared for the six months ended 30 September 2020 (six months ended 30 September 2019: Nil).

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

During the six months ended 30 September 2020, there were no purchases, sales or redemptions of the Company's listed securities by the Company or any of its subsidiaries.

#### **CORPORATE GOVERNANCE**

The Group has complied with all code provisions set out in the Corporate Governance Code (the "Code") contained in Appendix 14 of the Listing Rules on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") during the period ended 30 September 2020.

#### MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") set out in Appendix 10 of the Listing Rules. Upon enquiry by the Company, all directors of the Company have confirmed that they have complied with the required standards set out in the Model Code during the six months ended 30 September 2020.

#### AUDIT COMMITTEE

The Audit Committee comprises of all the three Independent Non-executive Directors (including one Independent Non-executive Director who possesses the appropriate professional qualifications or accounting or related financial management expertise). None of the members of Audit Committee is a former partner of the Company's existing auditing firm. The Audit Committee has reviewed with management the accounting policies adopted by the Company and discussed auditing, internal control, risk management and financial reporting matters, including the review of the unaudited interim financial statements the six months ended 30 September 2020.

## PUBLICATION OF INTERIM REPORT

The Company's 2020 interim report, containing the relevant information required by the Listing Rules will be published on the respective websites of the Stock Exchange and the Company in due course.

By order of the Board Kingston Financial Group Limited Chu, Nicholas Yuk-yui Chairman

Hong Kong, 27 November 2020

As at the date of this announcement, the executive Directors are Mr. Chu, Nicholas Yuk-yui (Chairman), Mrs. Chu Yuet Wah (Chief Executive Officer), Mr. Chu, Kingston Chun Ho and Mr. Ho Chi Ho, and the independent non-executive Directors are Mr. Lau Man Tak, Ms. Lo, Miu Sheung Betty and Mr. Chiu Sin Nang, Kenny.