PERFECT MEDICAL HEALTH MANAGEMENT LIMITED
完美醫療健康管理有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 1830)

FINAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 MARCH 2024

HIGHLIGHTS

- Revenue increased by 0.3% to HK$1,393.3 million.
- EBITDA decreased by 4.4% to HK$461.3 million.
- The Company's profit attributable to equity holders, excluding the Hong Kong government subsidies, increased by 6.8% to HK$315.8 million.
- Basic earnings per share maintained at HK25.1 cents.
- Proposed final and special dividends of HK11.9 and HK5.4 cents per share respectively, totalling HK17.3 cents per share, with annual dividend of HK31.5 cents per share.
- The annual dividend payout ratio is 125.5%, which the Group has established with consecutive 9-year 100% and above dividend payout ratio.

FINAL RESULTS

The board of directors (the "Board") of Perfect Medical Health Management Limited (the "Company") announces the results of the Company and its subsidiaries (collectively referred to as the "Group") for the year ended 31 March 2024 (the "FY2023/24"), together with the comparative figures for the year ended 31 March 2023 (the "FY2022/23") as follows:

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the year ended 31 March 2024

	Note	**2024** *HK$'000*	2023 *HK$'000*
Revenue	3	**1,393,339**	1,389,261
Other income		**7,724**	28,711
Other losses — net		**(944)**	(1,458)
Cost of inventories and consumables		**(27,573)**	(32,499)
Employee benefit expenses	4	**(471,650)**	(470,570)
Marketing expenses		**(159,596)**	(150,846)
Depreciation of property, plant and equipment		**(78,899)**	(86,264)
Depreciation of right-of-use assets	6	**(123,063)**	(137,329)
Expenses related to short-term leases of stores and offices	6	**(8,160)**	(6,383)
Other operating expenses		**(148,797)**	(136,559)
Operating profit		**382,381**	396,064
Finance income	5	**12,566**	7,915
Finance costs	5	**(11,224)**	(12,523)
Finance income/(costs) — net	5	**1,342**	(4,608)
Profit before income tax		**383,723**	391,456
Income tax expenses	7	**(73,324)**	(75,818)
Profit for the year		**310,399**	315,638
Attributable to:			
Equity holders of the Company		**315,800**	315,638
Non-controlling interests		**(5,401)**	—
Profit for the year		**310,399**	315,638

	Note	**2024** *HK$'000*	2023 *HK$'000*
Earnings per share attributable to equity holders of the Company for the year			
— Basic	8	**HK25.1 cents**	HK25.3 cents
— Diluted	8	**HK25.1 cents**	HK25.3 cents
Profit for the year		**310,399**	315,638
Other comprehensive losses:			
Item that has been reclassified or may be reclassified subsequently to profit or loss:			
Currency translation differences		**(22,212)**	(16,405)
Item that will not be reclassified subsequently to profit or loss:			
Investments at fair value through other comprehensive income:			
Fair value (losses)/gains taken to reserves		**(16,326)**	1,352
Total other comprehensive losses for the year, net of tax		**(38,538)**	(15,053)
Total comprehensive income for the year		**271,861**	300,585
Attributable to:			
Equity holders of the Company		**277,262**	300,585
Non-controlling interests		**(5,401)**	—
		271,861	300,585

CONSOLIDATED BALANCE SHEET
As at 31 March 2024

	Note	2024 HK$'000	2023 HK$'000
ASSETS			
Non-current assets			
Property, plant and equipment		**146,979**	177,755
Right-of-use assets	6	**260,748**	231,573
Deposits and prepayments		**40,749**	37,185
Financial assets at fair value through other comprehensive income	12	**59,717**	88,963
Deferred income tax assets		**16,474**	8,532
		524,667	544,008
Current assets			
Inventories		**6,445**	8,908
Trade receivables	10	**62,784**	49,741
Other receivables, deposits and prepayments		**52,641**	36,792
Term deposits with initial terms of over three months		**—**	210,217
Pledged bank deposits		**7,874**	7,435
Cash and cash equivalents		**567,401**	439,193
		697,145	752,286
Total assets		**1,221,812**	1,296,294

	Note	2024 HK$'000	2023 HK$'000
EQUITY			
Capital and reserves attributable to the Company's equity holders			
Share capital		**125,619**	125,653
Reserves		**371,892**	486,620
		497,511	612,273
Non-controlling interests		**(703)**	—
Total equity		**496,808**	612,273
LIABILITIES			
Non-current liabilities			
Provision for reinstatement costs		**12,703**	16,086
Deferred income tax liabilities		**23,819**	21,273
Lease liabilities	6	**171,662**	125,876
		208,184	163,235
Current liabilities			
Provision for reinstatement costs		**5,348**	1,768
Trade payables	11	**1,070**	838
Accruals and other payables		**75,295**	66,010
Lease liabilities	6	**97,064**	114,477
Deferred revenue		**260,807**	252,073
Tax payables		**77,236**	85,620
		516,820	520,786
Total liabilities		**725,004**	684,021
Total equity and liabilities		**1,221,812**	1,296,294

1 GENERAL INFORMATION

Perfect Medical Health Management Limited (the "Company") and its subsidiaries (together, the "Group") are principally engaged in the provision of medical, aesthetic medical and beauty and wellness services in Hong Kong ("HK"), the People's Republic of China (the "PRC"), Macau, Australia and Singapore.

The Company was incorporated in the Cayman Islands on 11 March 2011 as an exempted company with limited liability under the Companies Law, Cap. 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands. The address of its registered office is Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman KY1-1111, Cayman Islands. The Company's shares were listed on the Main Board of the Stock Exchange of Hong Kong Limited (the "Stock Exchange") on 10 February 2012.

These consolidated financial statements are presented in Hong Kong dollars ("HK$"), unless otherwise stated, and have been approved for issue by the Board of Directors on 28 June 2024.

2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

2.1 Basis of preparation

The consolidated financial statements of the Company have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and the disclosure requirements of the Hong Kong Companies Ordinance Cap. 622. The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of financial assets at fair value through other comprehensive income which are carried at fair value.

The preparation of the consolidated financial statements in conformity with HKFRSs requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements.

(a) New and amended standards adopted by the Group

Amendments to HKAS 1 and HKFRS Practice Statement 2	Disclosure of Accounting Policies
Amendments to HKAS 8	Definition of Accounting Estimates
Amendments to HKAS 12	Deferred Tax related to Assets and Liabilities arising from a Single Transaction
Amendments to HKAS 12	International Tax Reform — Pillar Two Model Rules
HKFRS 17 and Amendments to HKFRS 17	Insurance Contracts
Amendments to HKFRS 17	Initial Application of HKFRS 17 and HKFRS 9 —Comparative Information

The adoption of the new and amended standards listed above did not have material impact on the Group's accounting policies and consolidated financial statements.

(b) Amended standards and interpretation that have been issued but are not effective

Amendments to HKAS 1	Classification of Liabilities as Current or Non-current[(1)]
Amendments to HKAS 1	Non-current Liabilities with Covenants[(1)]
Amendments to HKFRS 16	Lease Liability in a Sale and Leaseback[(1)]
Amendments to Hong Kong Interpretation 5 (2020)	Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause[(1)]
Amendments to HKAS 7 and HKFRS 7	Supplier Finance Arrangements[(1)]
Amendments to HKAS 21	Lack of Exchangeability[(2)]
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture[(3)]

(1) Effective for the Group for annual periods beginning on or after 1 January 2024

(2) Effective for the Group for annual periods beginning on or after 1 January 2025

(3) Effective for the Group for annual periods beginning on or after a date to be determined

The Group has not early adopted the above amended standards and interpretation and is in the process of assessing the impact of these amended standards and interpretation on the Group's accounting policies and consolidated financial statements.

3 SEGMENT INFORMATION

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. As the Group is principally engaged in the provision of medical, aesthetic medical and beauty and wellness services, which are subject to similar business risk, and resources are allocated based on what is beneficial to the Group in enhancing the value as a whole rather than any specific component, the Group's chief operating decision-maker considers that the performance assessment of the Group should be based on profit before income tax of the Group as a whole. Therefore, management considers there to be only one operating segment under the requirements of HKFRS 8.

The Group primarily operates in Hong Kong as well as regions outside Hong Kong which include the PRC, Macau, Australia and Singapore (the "Regions outside Hong Kong"). Its revenue was derived from the following regions:

	2024	2023
	HK$'000	*HK$'000*
Hong Kong	**1,081,377**	1,040,119
Regions outside Hong Kong	**311,962**	349,142
	1,393,339	1,389,261

The consolidated profits before income tax of the Group, prior to certain intra-group recharges, was attributable to the profits of the following regions:

	2024	2023
	HK$'000	*HK$'000*
Hong Kong	**256,664**	268,693
Regions outside Hong Kong	**127,059**	122,763
	383,723	391,456

The Group's total non-current assets other than deferred income tax assets and financial assets at fair value through other comprehensive income were located in the following regions:

	2024	2023
	HK$'000	*HK$'000*
Hong Kong	**397,502**	331,831
Regions outside Hong Kong	**50,974**	114,682
	448,476	446,513

The Group's capital expenditures were incurred in the following regions based on where the assets were located:

	2024	2023
	HK$'000	*HK$'000*
Hong Kong	**42,052**	9,556
Regions outside Hong Kong	**8,021**	10,595
	50,073	20,151

4 EMPLOYEE BENEFIT EXPENSES

	2024	2023
	HK$'000	*HK$'000*
Wages and salaries	**434,124**	429,289
Pension costs — defined contribution plans *(Note a)*	**15,951**	21,748
Share-based payment expenses	**1,304**	4,237
Other staff welfares	**20,271**	15,296
Total employee benefit expenses (including directors' remunerations)	**471,650**	470,570

(a) Pension costs — defined contribution plans

Hong Kong

The Group has arranged for its Hong Kong employees to join the Mandatory Provident Fund Scheme (the "MPF Scheme"), which is a defined contribution scheme managed by an independent trustee. Under the MPF Scheme, each of the Hong Kong subsidiaries of the Group and its Hong Kong employees make monthly contributions to the scheme at 5% of the employees' earnings as defined under the Mandatory Provident Fund legislation. The respective monthly contributions made by the Group and the employee are subject to a cap of HK$1,500 with contributions beyond these amounts being voluntary.

The PRC

As stipulated under the relevant rules and regulations in the PRC, the subsidiaries operating in the PRC contribute to state-sponsored retirement plans for its employees. Depending on the provinces of their registered residences and their current regions of work, the employees contribute based on their basic salaries, while the subsidiaries contribute also based on the basic salaries of its employees and have no further obligations for the actual payment of pensions or post-retirement benefits beyond the contributions. The state-sponsored retirement plans are responsible for the entire pension obligations payable to the retired employees.

Australia and Singapore

The Group is required to contribute a certain percentage of the salaries of the employees in Australia by joining the superannuation funds and in Singapore under Central Provident Fund, and has no further obligations for the actual payment of pensions or post-retirement benefits beyond the contributions.

5 FINANCE INCOME/(COSTS) — NET

	2024	2023
	HK$'000	*HK$'000*
Interest income on bank deposits	**12,566**	7,915
Interest expenses on lease liabilities	**(11,224)**	(12,523)
Finance income/(costs) — net	**1,342**	(4,608)

6 RIGHT-OF-USE ASSETS AND LEASE LIABILITIES

(a) The Group's leasing activities and how these are accounted for

The Group leases various stores and offices. Rental contracts are typically made for fixed periods of 2 to 6 years (2023: 2 to 6 years). Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants, but leased assets may not be used as security for borrowing purposes.

(b) Movement of right-of-use assets

	2024	2023
	HK$'000	*HK$'000*
At 1 April	**231,573**	302,411
Acquisition of leases	**154,250**	82,367
Depreciation of right-of-use assets	**(123,063)**	(137,329)
Lease modification due to rent concession	**—**	(3,934)
Lease modification due to early termination of leases	**—**	(6,555)
Exchange differences	**(2,012)**	(5,387)
At 31 March	**260,748**	231,573

(c) Amounts recognised in the consolidated balance sheet

The consolidated balance sheet shows the following amounts relating to leases:

	2024	2023
	HK$'000	*HK$'000*
Right-of-use assets		
Properties	**260,748**	231,573
Lease liabilities		
Non-current	**171,662**	125,876
Current	**97,064**	114,477
	268,726	240,353

(d) Amounts recognised in the consolidated statement of comprehensive income

The consolidated statement of comprehensive income shows the following amounts relating to leases:

	2024	2023
	HK$'000	*HK$'000*
Depreciation of right-of-use assets		
— Properties	**123,063**	137,329
Interest expenses on leases liabilities *(Note 5)*	**11,224**	12,523
Expenses related to short-term leases of stores and offices	**8,160**	6,383
Gains on lease modification	**—**	494

(e) **During the years ended 31 March 2024 and 2023, the total cash outflows for leases were analysed as below:**

	2024	2023
	HK$'000	*HK$'000*
Cash flows from operating activities *(Note)*		
Payments for short-term leases in respect of stores and offices	**8,160**	6,383
Cash flows from financing activities		
Payment of interest element of lease liabilities	**11,224**	12,523
Payment of principal element of lease liabilities	**121,116**	135,680
	132,340	148,203

Note:

Payments for short-term leases were not shown separately, but included in the line of "profit before income tax" in respect of the net cash generated from operations using the indirect method.

7 INCOME TAX EXPENSES

The Group is not subject to taxation in the Cayman Islands and the British Virgin Islands. Hong Kong profits tax has been provided for at the rate of 16.5% (2023: 16.5%) for the year on the estimated assessable profits arising in or derived from Hong Kong. Companies established and operating in the PRC are subject to PRC corporate income tax at the rate of 25% (2023: 25%). Companies incorporated and operating in Macau are subject to Macau complementary tax, under which taxable income of up to MOP600,000 is exempted from taxation with amounts beyond this amount to be taxed at a fixed rate of 12% for the years ended 31 March 2024 and 2023. Companies incorporated in Australia are subject to Australian income tax at the rate of 30% (2023: 30%). Companies incorporated in Singapore are subject to Singapore income tax at the rate of 17% (2023: 17%).

	2024	2023
	HK$'000	*HK$'000*
Current income taxation		
— Hong Kong profits tax	**50,888**	48,740
— PRC and overseas income tax	**23,146**	26,656
	74,034	75,396
Over-provision in prior years	**(1,896)**	(3,158)
Total current income taxation	**72,138**	72,238
Deferred taxation	**1,186**	3,580
	73,324	75,818

The taxation on the Group's profit before income tax differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits of the companies within the Group as follows:

	2024	2023
	HK$'000	*HK$'000*
Profit before income tax	**383,723**	391,456
Tax calculated at the applicable domestic tax rates *(Note a)*	**68,126**	68,479
Income not subject to tax	**(1,988)**	(4,180)
Expenses not deductible	**56**	283
Tax effect of unrecognised tax losses	**6,450**	7,764
Utilisation of tax losses previously not recognised	**(4,632)**	(1,534)
Effect of PRC withholding taxes	**7,589**	6,611
Tax credit *(Note b)*	**(360)**	(359)
Over-provision in prior years	**(1,896)**	(3,158)
Others	**(21)**	1,912
Tax charge	**73,324**	75,818

Notes:

(a) The weighted average applicable tax rate for the year ended 31 March 2024 was 17.8% (2023: 17.5%).

(b) Pursuant to the arrangement between Mainland China and Hong Kong tax authorities on the Avoidance of Double Taxation on Income, the Group is entitled to a Hong Kong profit tax credit for the withholding income tax paid in relation to the royalty income from its PRC companies.

8 EARNINGS PER SHARE

Basic

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the year.

	2024	2023
Profit attributable to equity holders of the Company (HK$'000)	**315,800**	315,638
Weighted average number of ordinary shares for the purposes of basic earnings per share (thousands of shares)	**1,256,305**	1,249,157
Basic earnings per share (HK cents)	**25.1**	25.3

Diluted

During the year ended 31 March 2024, the exercise of the outstanding share options would be anti-dilutive and diluted earnings per share is of the same amount as the basic earnings per share.

For the year ended 31 March 2023, the calculation of diluted earnings per share was based on the profit attributable to equity holders of the Company divided by the diluted weighted average number of ordinary shares of 1,249,157,554 in issue during the year. The diluted earnings per share is HK25.3 cents.

9 DIVIDENDS

	2024	2023
	HK$'000	*HK$'000*
Interim, paid, of HK13.2 cents (2023: HK13.0 cents) per ordinary share *(notes i and iii)*	**165,810**	163,545
Special, paid, of HK1.0 cent (2023: Nil) per ordinary share *(note iii)*	**12,513**	—
Final, proposed, of HK11.9 cents (2023: HK12.3 cents) per ordinary share *(notes ii and iv)*	**149,488**	154,554
Special, proposed, of HK5.4 cents (2023: HK4.7 cents) per ordinary share *(notes ii, iii and iv)*	**67,835**	59,057
	395,646	377,156

Notes:

(i) At a board meeting held on 23 November 2022, the director declared an interim dividend for the year ended 31 March 2023 of HK13.0 cents per ordinary share, totalling HK$163,545,000, which was paid on 30 December 2022 and was reflected as an appropriation of retained earnings for the year ended 31 March 2023.

(ii) At a board meeting held on 28 June 2023, the directors recommended the payment of a final and special dividend of HK12.3 cents and HK4.7 cents per ordinary share, totalling HK$154,554,000 and HK$59,057,000 respectively, which were paid on 8 September 2023 and were reflected as an appropriation of retained earnings and share premium for the year ended 31 March 2024.

(iii) At a board meeting held on 24 November 2023, the directors declared an interim and special dividend for the year ended 31 March 2024 of HK13.2 cents and HK1.0 cent per ordinary share, totalling HK$165,810,000 and HK$12,513,000 respectively, which were paid on 29 December 2023 and were reflected as an appropriation of retained earnings and share premium for the year ended 31 March 2024.

(iv) At a board meeting held on 28 June 2024, the directors recommended the payment of a final and special dividend of HK11.9 cents and HK5.4 cents per ordinary share, totalling HK$149,488,000 and HK$67,835,000 respectively. The dividend was not reflected as dividends payable in these consolidated financial statements, but will be reflected as an appropriation of retained earnings and share premium for the year ending 31 March 2025 respectively after receiving the shareholders' approval at the forthcoming annual general meeting.

10 TRADE RECEIVABLES

	2024	2023
	HK$'000	*HK$'000*
Trade receivables	**62,784**	49,741

The Group's trade receivables were denominated in the following currencies:

	2024	2023
	HK$'000	*HK$'000*
HK$	**59,291**	46,842
RMB	**2,683**	1,607
MOP	**721**	489
AUD	**32**	36
SGD	**57**	767
	62,784	49,741

There is no concentration of credit risk with respect to trade receivables as there is a dispersed number of financial institutions with high individual credit ratings through which the credit card and instalment sales arrangements are entered into.

The credit terms of the Group's trade receivables generally range from 3 days to 180 days (2023: 3 days to 180 days). The ageing analysis of trade receivables by the dates on which the relevant invoices are issued is as follows:

	2024	2023
	HK$'000	*HK$'000*
Less than 60 days	**52,543**	42,966
60 days to 90 days	**4,867**	3,055
91 days to 120 days	**5,010**	3,570
121 days to 180 days	**364**	150
	62,784	49,741

As at 31 March 2024, trade receivables of approximately HK$468,000 (2023: HK$2,998,000) were past due but not impaired because they were mainly debtors of high credit ratings with no recent history of default. The ageing analysis of these trade receivables by the days of overdue repayment is as follows:

	2024	2023
	HK$'000	*HK$'000*
Less than 60 days	**468**	2,998

The credit quality of trade receivables neither past due nor impaired has been assessed by reference to historical information about the counterparty default rates. The existing counterparties do not have significant defaults in the past.

As at 31 March 2024 and 2023, no collateral was received from these counterparties.

As at 31 March 2024 and 2023 and during the years then ended, no trade receivables were impaired.

11 TRADE PAYABLES

Payment terms with majority of the suppliers are on open account. Certain suppliers grant credit period ranging from 30 days to 180 days (2023: 30 days to 180 days).

At 31 March 2024 and 2023, the ageing analysis of trade payables based on invoice date is as follows:

	2024	2023
	HK$'000	*HK$'000*
Less than 60 days	**940**	421
60 days to 120 days	**130**	—
Over 120 days	**—**	417
	1,070	838

The Group's trade payables were denominated in the following currencies:

	2024	2023
	HK$'000	*HK$'000*
HK$	**740**	347
RMB	**163**	283
MOP	**37**	74
AUD	**130**	134
	1,070	838

12 FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

	2024	2023
	HK$'000	*HK$'000*
At 1 April	**88,963**	110,420
Additions	**—**	1,539
Fair value (losses)/gains taken to reserves	**(16,326)**	1,352
Disposals	**(8,508)**	(16,296)
Exchange differences	**(4,412)**	(8,052)
At 31 March	**59,717**	88,963

	2024	2023
	HK$'000	*HK$'000*
Equity investments listed in Hong Kong	**59,717**	88,963

As at 31 March 2024 and 2023, financial assets at fair value through other comprehensive income comprise equity investments which are not held for trading, and which the Group has irrevocably elected at initial recognition to recognise in this category. These are strategic investments and the Group considers this classification to be more relevant.

MANAGEMENT DISCUSSION AND ANALYSIS

Perfect Medical Health Management Limited (the "Company"), together with its subsidiaries (collectively, the "Group"), is pleased to announce its annual results for the year ended 31 March 2024.

In light of the post-pandemic economic recovery, we have witnessed a resurgence in the macroeconomics in Hong Kong and Mainland China for the year under review. Hong Kong's GDP exhibited a positive momentum in year 2023 and the first quarter of 2024, with the GDP increased by 3.2% and 2.7% respectively. The retail sales in Hong Kong surged by 16.2% in year 2023 but was slightly declined by 1.3% in the first quarter of 2024 due to a high based effect a year ago. Beyond the Hong Kong borders, Mainland China also experienced a similar post-pandemic rebound, positively driving on the consumer sentiment.

However, consumer behaviour continues to evolve amid the recovery from the pandemic, leading to a cautious approach in customer consumption. High-end customers' preference appears to have changed in a prudent spending pattern. Meanwhile, the low-end customers prioritise essential spending and keep on exploring for cheaper options in the neighbouring regions. Leveraging our experience learnt throughout the ups and downs over the past 20 years, it is of utmost importance to cultivate a successful and yet, a sustainable enterprise. As one of the largest aesthetic medical companies in Hong Kong, the Group remains agile and maintains growth momentum in this dynamic environment.

The Group has proactively researched market trends and consumer behaviour since the onset of the pandemic in year 2020. In the current fiscal year, in response to the economic challenges posed by the post-pandemic era, the Group strategically deploys resources in both Hong Kong and Mainland China to regain growth momentum. Leveraging its established foundation in the aesthetic medical industry, the Group has diversified into the health management services, including the hair growth treatment and pain management treatment. The recent introduction of sleep therapy service further complemented the Group's business portfolio, spanning both the aesthetic medical and non-aesthetic medical offerings.

Geographical expansion through our co-ordination between flagship and residential shops is another key strategic initiative to add value for customers and maintain agility in this evolving business landscape. By expanding the geographical reach through different store formats, the Group aims to enhance customer convenience, attract new clientele, and increase sales frequency. By prioritising customer-centric thinking, we aspire to provide high-quality services tailored to customers' needs, positioning ourselves as a comprehensive aesthetic medical and wellness platform. The overarching goal aims to fulfill the customers' aspirations related to beauty, health and overall wellbeing. By enhancing brand strength, optimising customer experience, improving operational efficiency, and fostering competitiveness, the Group is able to solidify its leadership position in Hong Kong. This approach will serve as a catalyst for future business growth.

Based on the research report by Jones Lang LaSalle, the latest vacancy rates for Grade A office buildings and overall prime shopping centre in Hong Kong stood at 12.8% and 8.1% respectively by the fourth quarter of year 2023. Our Group remains cautiously optimistic about the development of the aesthetic medical market in Hong Kong. In the first half of this fiscal year, we strategically opened residential shops in Hong Kong with lower capital expenditure to establish closer connections with potential customers. During the second half of the year, we continued to use prudent attitude for our shop expansion. As a result, we strategically added a total of eleven shops across different core areas in Hong Kong, including two flagship shops and nine residential shops. This move enhances our store coverage and market share, paving the way for our sustainable growth in the future.

Moreover, recognising the growing acceptance of non-invasive aesthetic medical treatments in Mainland China, we see a significant potential in this market. In the current fiscal year, our Group intensified its presence in Mainland China by redeploying four shops in high-end shopping malls within the Greater Bay Area and Eastern China region. Our total gross floor area for the Group now stands at 304,000 square feet.

Service Area:

	As at 31 March 2024 *ft^2*
Hong Kong	**196,000**
Regions outside Hong Kong	**108,000**
	304,000

In light of the ongoing high-interest rate environment, the Group remains committed to strict fiscal discipline. The financial position of the Group remains healthy and strong. Through an asset-light business model, the Group rigorously controls capital expenditures while maintaining a self-operated business approach to ensure a healthy cash flow and customer service quality. Simultaneously, the Group aims to enhance the utilisation and return on investment of existing shops while driving growth through new shop openings. Currently, the Group has no debt and is capable of sustaining sustainable dividends to benefit shareholders.

In view of our operation excellence in business development and the unwavering support from the investment community, the Group was awarded the “Best IR Company (Small Cap)” by the Hong Kong Investor Relations Association in June 2023. In December

2023, the Group was further recognised by the Bloomberg Businessweek/Chinese Edition as the "Listed Enterprise 2023", demonstrating our achievements and contributions to the local economy.

Despite the complex challenges, the Group is pleased to report satisfactory profits for the year under review.

FINANCIALS

Financial Performance

For the year under review, the Group delivered a sustainable performance against the backdrop of a slowdown in consumption. The Group achieved the sales contracts value of HK$1,446.4 million, decreased by 0.3% year-on-year. The Group's revenue increased by 0.3% year-on-year to HK$1,393.3 million (FY2022/23: HK$1,389.3 million), supported by the pickup in consumption momentum and the contribution from new shops in both Hong Kong and Mainland China. Aesthetic medical business continued to be the Group's core business for the year, contributing to around 81.8% as measured by the value of sale contract. The average spending per client for aesthetic medical increased by 2.7% year-on-year to HK$28,784.

Revenue breakdown by region:

	Year ended 31 March			
	2024		2023	
	HK$'million	*%*	*HK$'million*	*%*
Hong Kong	**1,081.4**	**77.6**	1,040.1	74.9
Regions outside Hong Kong	**311.9**	**22.4**	349.2	25.1
	1,393.3	**100.0**	1,389.3	100.0

Key Operational Matrix:

	Year ended 31 March		
	2024	2023	Change
Average Spending per Client *(HK$)*			
— Aesthetic Medical	**28,784**	28,026	+2.7%
— Non-aesthetic Medical	**15,666**	14,378	+9.0%

During the year, the Group closely monitored the operating costs to avoid resource redundancy. The employee benefit expenses slightly increased by 0.2% year-on-year to HK$471.7 million (FY2022/23: HK$470.6 million), in line with the revenue growth. The marketing expenses increased by 5.8% year-on-year to HK$159.6 million (FY2022/23: HK$150.8 million), as we continued to deploy marketing resources to boost the Group's brand awareness. The rental lease related expenses (note 1) decreased by 5.1% year-on-year to HK$165.1 million (FY2022/23: HK$174.0 million), due to the favourable rental condition this year.

Key Cost Components:

	Year ended 31 March		
	2024	2023	% Change
	HK$'000	*HK$'000*	
Cost of inventories and consumables	**27,573**	32,499	(15.2%)
Employee benefit expenses	**471,650**	470,570	+0.2%
Marketing expenses	**159,596**	150,846	+5.8%
Depreciation of property, plant and equipment	**78,899**	86,264	(8.5%)
Rental lease related expenses *Note 1*	**165,072**	173,965	(5.1%)
Other operating expenses	**126,172**	118,829	+6.2%
	1,028,962	1,032,973	(0.4%)

Note 1: The rental lease related expenses include "depreciation of right-of-use assets", "expenses related to short term leases of stores and offices", "interest expenses on lease liabilities" and "building management fee".

The earnings before interest, tax and depreciation of property, plant and equipment ("EBITDA") decreased by 4.4% year-on-year to HK$461.3 million (FY2022/23: HK$482.3 million), representing the EBITDA margin of 33.1% for the year (FY2022/23: 34.7%). The operating profit decreased by 3.5% year-on-year to HK$382.4 million (FY2022/23: HK$396.1 million), representing an operating profit margin of 27.4% (FY2022/23: 28.5%). Profit attributable to equity holders of the Company was HK$315.8 million, slightly increased by 0.1% year-on-year (FY2022/23: HK$315.6 million), representing a flat net profit margin at 22.7% for the year (FY2022/23: 22.7%). Excluding the one-off government subsidies related to employment support scheme in the last financial year, the profit attributable to equity holders of the Company increased by 6.8% year-on-year to HK$315.8 million (FY2022/23: HK$295.6 million). Basic earnings per share were HK25.1 cents (FY2022/23: HK25.3 cents).

Dividend

For the year, the Board recommends the payment of a final dividend of HK11.9 cents and a special dividend of HK5.4 cents per share to shareholders whose names appear on the register of members of the Company as at 22 August 2024. Together with interim dividend and special dividend of HK13.2 cents and HK1.0 cent respectively per share, the total dividend per share is expected to be HK31.5 cents per share for the full year, representing a total dividend payout ratio of 125.5%.

BUSINESS OVERVIEW

Hong Kong Operation

The Group primarily focuses on the non-invasive aesthetic medical treatments in Hong Kong. Leveraging years of development in the field of aesthetic medical, the Group has an unparalleled competitive advantage in the local market. In recent years, the Group has introduced non-aesthetic medical services that complement with our core business. These include the launch of hair growth and pain management treatments, and the latest introduction of "Goku Spa" sleep therapy treatment in January 2024. Our commitment is to address customers' needs related to aesthetics, health management, and overall wellbeing.

Hong Kong's retail market has recovered from the pandemic. With the Hong Kong Government implementing a series of economic stimulus measures, consumer sentiment has improved gradually. However, we have observed a shift in consumer behaviour after the pandemic, especially among the low-end customers who reduce discretionary spending and lean towards cross-border consumption. The Group strategically targets the high-end clientele. By utilising cutting-edge and leading aesthetic medical technology, the Group aims to provide an exceptional experience to its customers. Additionally, the resurgence of inbound tourists has contributed partly to the recovery of the Hong Kong's service industry. The Group seized the opportunity to accelerate business development, leveraging on the post-pandemic opportunities to serve customers more effectively and to enhance market share.

Revenue from Hong Kong operation increased by 4.0% to HK$1,081.4 million (FY2022/23: HK$1,040.1 million), mainly attributable to the increasing customer patrons to the existing and new shops this year. As of 31 March 2024, the Group established a total of eleven new shops in Hong Kong, including two flagship shops and nine residential shops. Our comprehensive geographical footprint now extends beyond core business and tourists spots, such as Mong Kok, Tsim Sha Tsui, Central, Causeway Bay and Sha Tin, to various mid-to-high end shopping malls and residential districts. The expansion through small format residential shops allows us to capture potential customers from surrounding areas, enhance in-store experience for existing clients and achieve broader market coverage. Currently, revenue from Hong Kong operation accounted for 77.6% (FY2022/23: 74.9%) of the Group's revenue. In terms of operating profit, the Group achieved a stable operating profit margin in Hong Kong this year.

Aesthetic Medical Business

Since our flagship store's inception at Langham Place in Mong Kok in year 2013, we have consistently followed a flagship store model in Hong Kong. Our strategic allocation of resources and diverse range of aesthetic medical services contributed to rapid growth and increasing profits prior to the pandemic's disruption before year 2020.

Over the past few years under the pandemic, we meticulously analysed customers' big data in our sophisticated customer relationship management ("CRM") system to optimise our business model and reduce the obstacles for customers' consumption. As a growth-oriented enterprise, we continuously monitor customers' changing preferences. Our strategy involves expanding our footprint and customer acquisition channels to enhance customer visits and convert them into purchase intent. In June 2023, we first introduced an innovative concept of residential shop, aiming to foster customer loyalty through easily accessible aesthetic medical services. This ecosystem seamlessly connects residential shops with flagship locations, resulting in overall consumption enhancement and new customers intake. The two different store formats complement each other, offering convenient access with high-quality services at residential shops while providing comprehensive aesthetic medical treatment at flagship shops. We continued to use prudent attitude for the shop expansion in the second half of the year to a total of nine residential shops for the full year. Together with the new residential shops in Tsuen Wan, Taikoo, Kwun Tong, Tseung Kwan O and Whampoa across the high-end malls and residential areas and the new flagship shop in Admiralty, we significantly bolstered our presence in Hong Kong.

Non-Aesthetic Medical Business

In addition to core aesthetic medical business, the Group has strategically diversified our services to cater to the non-aesthetic medical business, acting as our second growth driver in Hong Kong. In January 2024, we forged a co-operation with a renowned Japanese brand, "Goku Spa" in the Greater China region. By synergising cutting-edge techniques from Japanese expertise with our competitive advantages in Hong Kong and Mainland China, we successfully launched "Goku Spa" outlets in Hong Kong during the year, aiming for a mutual success with our partner.

At the heart of "Goku Spa" lies its specialised sleep therapy treatments. These treatments specifically address the common discomforts experienced by urban residents, including excessive stress, anxiety, and inadequate rest. Drawing inspiration from Japanese expertise, the Group introduced innovative head massage techniques designed to alleviate stress-related issues prevalent in today's fast-paced society. Through these methods, our valued customers can achieve deep relaxation and experience elevated dopamine levels, ultimately enhancing their overall sleeping quality.

The inclusion of "Goku Spa" in our business portfolio not only fills gaps in non-aesthetic health services but also opens up cross-selling opportunities. Leveraging our scale advantage in Hong Kong, we currently operate "Goku Spa" sleep therapy treatments in seven locations across the city.

Regions outside Hong Kong

Revenue from regions outside Hong Kong decreased by 10.7% year-on-year to HK$311.9 million (FY2022/23: HK$349.2 million), supported by the positive revenue growth in Mainland China while impacted by the difficult environment in both Australia and Singapore. Currently, revenue from the regions outside Hong Kong accounted for 22.4% of the Group's revenue (FY2022/23: 25.1%).

Mainland China and Macau

Mainland China and Macau markets are the second largest contributor to the Group. In this fiscal year, the Group's revenue in Mainland China and Macau increased year-on-year, mainly benefiting from post-pandemic consumption recovery and contributions from new shops. As of 31 March 2024, the Group redeployed a total of four new shops in Shenzhen and Shanghai. Currently, the Group's service points cover five first-tier cities: Beijing, Shanghai, Guangzhou, Shenzhen, and Macau.

Since the easing of pandemic restrictions in early 2023, the domestic market has been steadily recovering. According to 2022 Consumption Trend Report of Photoelectric Medical Aesthetics Industry《2022年光電醫美行業消費趨勢報告》released by So-Young Aesthetic Data Institute, 47.3% of the investigated users chose photoelectric items among the aesthetic medical that the consumers love and want to try the most in 2022. As regulatory standards for aesthetic medical continue to improve in Mainland China, customer confidence in reputable aesthetic institutions has gradually increased. Moreover, the growing demand for aesthetic treatments is expected to contribute to the Group's long-term development in the region.

The Group strategically positions itself in the high-end medical aesthetics market in Mainland China and Macau, focusing on non-invasive aesthetic services. As Mainland China recovered from the impact of the pandemic, we successfully redeployed one shop in Shenzhen and three shops in Shanghai during the second half of this fiscal year. These expansions aim to enhance our brand visibility and market share in the fragmented aesthetic market. Throughout the year, we intensified both online and offline promotions to further elevate our brand influence.

Australia and Singapore

In Australia and Singapore, persistent inflation pressures and wage increases significantly affected the Group's operations in both regions, impacting on the Group's financial performance in this fiscal year. The Group will closely monitor the local business environment and respond proactively to changing circumstances.

As of March 31, 2024, the Group established a total of four new shops in the regions outside Hong Kong to enhance its coverage in core areas of Mainland China. Currently, the Group has a gross service area of approximately 108,000 square feet in the regions outside Hong Kong.

FINANCIAL REVIEW

Liquidity, Financial Resources and Capital Structure

The Group continues to maintain a strong financial position with bank and cash balance of HK$575.3 million as at 31 March 2024 (as at 31 March 2023: HK$656.8 million), without external bank borrowing. The total equity of the Group as at 31 March 2024 was HK$496.8 million (as at 31 March 2023: HK$612.3 million). The Group generally finances its operation with internally generated cash flows. The Group's gearing ratio as at 31 March 2024 was nil (as at 31 March 2023: nil), based on the short-term and long-term interest bearing bank borrowings and the equity attributable to equity holders of the Company. As at 31 March 2024, the Group had net current assets of approximately HK$180.3 million (as at 31 March 2023: HK$231.5 million).

Net cash generated from operating activities during the year was HK$497.1 million (FY2022/23: HK$560.6 million). With the abundant bank and cash balances on hand, the Group's liquidity position remains strong and it has sufficient financial resources to fund its future expansion and acquisition plans but at the same time to meet its working capital requirement.

Capital Expenditure

The total capital expenditure incurred by the Group during the year ended 31 March 2024 amounted to HK$50.1 million, which were mainly used in leasehold improvement and equipment in connection with the expansion of service network.

Capital Commitments

	2024	2023
	HK$'000	*HK$'000*
Capital expenditure contracted for but not yet incurred in respect of acquisition of property, plant and equipment	**2,312**	1,474

Contingent Liabilities

As at 31 March 2024, the Group did not have any significant contingent liabilities.

Foreign Exchange Exposure

The Group principally engages its business operation in Hong Kong, Macau, Mainland China, Australia and Singapore. The Group has subsidiaries operating in Mainland China, Macau, Australia and Singapore, in which most of their transactions are denominated and settled in Chinese Renminbi ("RMB"), Macau Patacas ("MOP"), Australian dollars ("AUD") and Singapore dollar ("SGD"). In respect of transactions settled in RMB, MOP, AUD and SGD, the Group did not have significant exposure to foreign exchange rate risk during the year due to the transactions being generally denominated in the functional currency of the respective group companies. The Group has not entered into any foreign exchange contract as hedging measures.

Treasury Policies

The Group adopts a prudent approach in the treasury and investment activities. The Group's surplus funds are mainly invested in fixed and saving deposits in renowned banks as well as listed equity securities in Hong Kong as long-term investments. The Board will continue to review the Group's investment portfolio, implement strict risk control to minimise the impact of market volatility and closely monitor the performance of its investments from time to time in order to reduce the possible financial risk related to its investments and maximise value for the Shareholders.

As at 31 March 2024, the Group pursued a green development to place HK$265.9 million in bank green deposits with the aim of supporting green and sustainable projects.

Charges on the Group's Assets

As at 31 March 2024, some of the Group's banking facilities in respect of credit card and instalment sales arrangement was secured by pledged bank deposits.

Employees and Remuneration Policies

The Group adheres to a strong belief that one of the most valuable assets of a corporation is its employees. The Group values its human resources and recognises the importance of attracting and retaining qualified staff for its continuing success. Maintaining the quality of service from our well-skilled professionals is crucial in strengthening our competitiveness. The Group employed a total work force of 1,273 employees as at 31 March 2024 (as at 31 March 2023: 1,317 employees). The Group's remuneration policies are in line with the prevailing market practices and are determined on the basis of performance and experience of the individual. The Group has been constantly reviewing staff remuneration package to ensure it is competitive with relevant industries.

Material Acquisition and Disposal

Save as disclosed in this announcement, there was no material acquisition and disposal processed by the Group during the year.

Future Plans for Material Investments or Capital Assets

Save as disclosed in this announcement, the Group had no other future plans for material investments or capital assets.

PROSPECTS

Looking ahead, the macroeconomic situation remains challenging. It is expected that both Hong Kong and Mainland China's economy will maintain its recovery momentum, supported by the continual improvement in domestic spending and the governments' stimulus measures. The Group will continue to pursue the "Dual-Circulation" strategy via the combination of aesthetic and non-aesthetic medical services, in order to navigate the present headwind and further promote the growth and profitability of Perfect Medical.

STRATEGIC EXPANSION IN KEY MARKETS

We are set to revolutionize our approach with an enhanced "Dual-Circulation" strategy via the combination of aesthetic medical, pain management, hair growth and sleep therapy treatments. Our targeted analysis of geographic data and consumer behavior will strategically pinpoint lucrative new locations for expansion. Additionally, the Group is diversifying into non-aesthetic medical services, establishing alliances with different international providers — a strategic move set to strengthen our frontier position in Hong Kong, significantly enhancing shareholder value.

Although the Mainland China market for aesthetic medical treatments has experienced some moderation in growth, we are well-equipped to navigate this evolving landscape through a thoughtful and dynamic approach. The Group is selectively expanding its presence in key economic regions like the Greater Bay Area and Eastern China, leveraging insights from its thriving Hong Kong operations. This measured expansion allows the Group to capitalise on viable opportunities while ensuring sustainable, long-term value creation for the investors and stakeholders.

COMMITTED TO DELIVER SUSTAINABLE GROWTH

The Group remains committed to driving sustainable growth. In the coming year, our strategy includes several key initiatives aiming to enhancing revenue and profitability. We will focus on driving sales in our newly opened and existing stores through Dual-Circulation strategy to cross-selling our different services. To attract and retain customers, we will deploy targeted marketing campaigns and promotional activities. Furthermore, we will implement rigorous cost control measures across our operations and administrative functions to manage costs effectively and improve profit margins. Enhancing productivity by streamlining operations, workforce optimisation, and technology utilisation will also be a priority. These combined efforts are designed to improve operational efficiency and effectiveness, thereby realising sustainable growth, supporting sustained financial health.

COMMITMENT TO SUSTAINABILITY AND INNOVATION

As the leading aesthetic medical group in Hong Kong, Perfect Medical is committed to embedding sustainability and social responsibility in every aspect of its operations. Our business practices, services, and partnerships reflect this commitment. We are dedicated to fostering a sustainable business model that not only meets our economic objectives but also makes a positive impact on society.

DIVIDENDS

The Directors recommended a payment of a final and special dividend of HK11.9 cents and HK5.4 cents per share respectively for the year ended 31 March 2024 subject to the approval of the Shareholders at the forthcoming annual general meeting of the Company to be held on Friday, 9 August 2024 (the "AGM") to the Shareholders whose names appear on the register of members of the Company on Thursday, 22 August 2024. After taking into account an interim dividend of HK13.2 cents and special dividend of HK1.0 cent per share, a total annual dividend for the year ended 31 March 2024 will amount to HK31.5 cents per share.

CLOSURE OF REGISTER OF MEMBERS

The register of members of the Company will be closed from Tuesday, 6 August 2024 to Friday, 9 August 2024 (both dates inclusive) during which period no transfer of Shares will be registered. In order to attend and vote at the AGM, all transfers of Shares accompanied by the relevant share certificates and transfer forms must be lodged with the Company's branch share registrar in Hong Kong, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong, for registration no later than 4:30 p.m. on Monday, 5 August 2024.

The proposed final and special dividend is subject to the approval of the Shareholders at the AGM. The record date for the proposed final and special dividend is at the close of business on Thursday, 22 August 2024. For determining the entitlement to the proposed final and special dividend, the register of members of the Company will be closed from Monday, 19 August 2024 to Thursday, 22 August 2024 (both dates inclusive), during which period no transfer of Shares will be registered. In order to qualify for the proposed final and special dividend, all relevant transfer document(s) and share certificate(s) must be lodged with the Company's branch share registrar in Hong Kong, Tricor Investor Services Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong, for registration no later than 4:30 p.m. on Friday, 16 August 2024.

PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY

(a) During the year ended 31 March 2024, the Company repurchased 339,000 of its own shares. The total amount paid for this repurchase was HK$1,394,000 and was charged to share premium within shareholders' equity. All of the repurchased 339,000 shares were cancelled during the year.

Month of repurchase	Number of ordinary Shares repurchased	Purchase price paid per Share		Aggregate consideration paid (including transaction costs)
		Highest	**Lowest**	
		HK$	***HK$***	***HK$***
July 2023	339,000	4.10	4.06	1,394,000

Save as disclosed above, during the year ended 31 March 2024, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities.

CORPORATE GOVERNANCE PRACTICES

During year ended 31 March 2024, the Company has complied with the Corporate Governance code (the "CG Code") contained in Appendix C1 of the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules"), except the issues mentioned in the following paragraphs:

According to the code provision C.2.1 of the CG Code, the roles of the chairman and the chief executive officer should be separated and should not be performed by the same individual. During the year ended 31 March 2024, Dr. Au-Yeung Kong is both the chairman of the Board (the "Chairman") and the chief executive officer of the Company (the "CEO"); therefore, the Group does not at present separate the roles of the Chairman and the CEO.

The Board considered that Dr. Au-Yeung Kong has in-depth knowledge and experience in the medical and aesthetic medical industry and is the appropriate person to manage the Group. Therefore, the roles of the Chairman and the CEO performed by the same individual, Dr. Au-Yeung Kong, is beneficial to the business prospects and management of the Group. The Board believes that vesting the roles of both Chairman and Chief Executive Officer in the same individual can provide the Company with strong and consistent leadership and allows for effective and efficient planning and implementation of business decisions and strategies. Notwithstanding the above, the Board will review the current structure from time to time. If any candidate with suitable leadership, knowledge, skills and experience can be identified within or outside the Group, the Company may consider to make necessary arrangements.

MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix C3 to the Listing Rules (the "Model Code"). Specific enquiry has been made to each of the Directors and all Directors have confirmed that they have complied with the Model Code during the year ended 31 March 2024.

AUDIT COMMITTEE

The audit committee of the Company (the "Audit Committee") was established on 5 December 2011 with written terms of reference which was revised on 20 March 2012, 15 January 2016 and 28 December 2018 in compliance with the CG Code and is available on the websites of the Stock Exchange and the Company. The primary duties of the Audit Committee are to review the financial information of the Group, oversee the financial reporting process and risk management and internal control procedures of the Group, and oversee the relationship with the Company's external auditor.

The Audit Committee comprises three independent non-executive directors, namely, Ms. Hsu Wai Man, Helen, Mr. Chi Chi Hung, Kenneth and Ms. Cho Yi Ping. Ms. Hsu Wai Man, Helen is the chairman of the Audit Committee.

The Audit Committee has reviewed the accounting standards and practices adopted by the Group and discussed with the management about the risk management, internal control and financial reporting matters, including reviewing the financial statements and annual results for the year ended 31 March 2024.

SCOPE OF WORK OF PRICEWATERHOUSECOOPERS

The figures in respect of the Group's consolidated balance sheet, consolidated statement of comprehensive income, and the related notes thereto for the year ended 31 March 2024 as set out in this preliminary announcement have been agreed by the Group's auditor, PricewaterhouseCoopers, to the amounts set out in the Group's audited consolidated financial statements for the year. The work performed by PricewaterhouseCoopers 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 PricewaterhouseCoopers on this preliminary announcement.

PUBLICATION OF ANNUAL RESULTS ANNOUNCEMENT AND ANNUAL REPORT

This annual results announcement is published on the Company's website (https://www.perfectmedical.com/) and the Stock Exchange's website (http://www.hkex.com.hk). The 2024 annual report for the year ended 31 March 2024 containing all the information required by the Listing Rules will be despatched to the Shareholders and available on the same websites in due course.

By order of the Board
Perfect Medical Health Management Limited
Dr. Au-Yeung Kong
Chairman

Hong Kong, 28 June 2024

As at the date of this announcement, the Board comprises Dr. Au-Yeung Kong, Ms. Au-Yeung Wai, Ms. Au-Yeung Hung and Mr. So Hin Lung as executive Directors and Ms. Hsu Wai Man, Helen, Ms. Cho Yi Ping and Mr. Chi Chi Hung, Kenneth as independent non-executive Directors.