

# 2024 ANNUAL REPORT

PERFECT MEDICAL HEALTH MANAGEMENT LIMITED

(Incorporated In The Cayman Islands With Limited Liability)

STOCK CODE : 1830



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# CORPORATE INFORMATION



## BOARD OF DIRECTORS

### Executive Directors

Dr. Au-Yeung Kong  
(Chairman & Chief Executive Officer)  
Ms. Au-Yeung Wai  
Ms. Au-Yeung Hung  
Mr. So Hin Lung

### Independent Non-executive Directors

Ms. Hsu Wai Man, Helen  
Ms. Cho Yi Ping  
Mr. Chi Chi Hung, Kenneth

### AUDIT COMMITTEE

Ms. Hsu Wai Man, Helen (Chairman)  
Ms. Cho Yi Ping  
Mr. Chi Chi Hung, Kenneth

### REMUNERATION COMMITTEE

Mr. Chi Chi Hung, Kenneth (Chairman)  
Dr. Au-Yeung Kong  
Ms. Au-Yeung Wai  
Mr. So Hin Lung  
Ms. Hsu Wai Man, Helen  
Ms. Cho Yi Ping

### NOMINATION COMMITTEE

Ms. Cho Yi Ping (Chairman)  
Dr. Au-Yeung Kong  
Ms. Au-Yeung Wai  
Mr. So Hin Lung  
Ms. Hsu Wai Man, Helen  
Mr. Chi Chi Hung, Kenneth

### COMPANY SECRETARY

Mr. So Hin Lung *CPA*

### AUTHORISED REPRESENTATIVES

Mr. So Hin Lung  
Ms. Au-Yeung Wai

## REGISTERED OFFICE

Cricket Square, Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

## HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS IN HONG KONG

51st Floor  
Langham Place Office Tower  
8 Argyle Street  
Mong Kok, Kowloon  
Hong Kong

## PRINCIPAL BANKERS

Hong Kong  
Hang Seng Bank Limited

People's Republic of China  
Industrial and Commercial Bank of China Limited

## AUDITOR

PricewaterhouseCoopers  
*Certified Public Accountants*  
*Registered Public Interest Entity Auditor*

## PRINCIPAL SHARE REGISTER AND TRANSFER OFFICE IN CAYMAN ISLANDS

Conyers Trust Company (Cayman) Limited

## HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Investor Services Limited

## SHARE INFORMATION

Stock code: 1830  
Board lot: 1,000 shares  
Company website: [www.perfectmedical.com](http://www.perfectmedical.com)

# FINANCIAL SUMMARY





## Financial Summary Results

	For the year ended 31 March				
	2024 HK\$'000	2023 HK\$'000	2022 HK\$'000	2021 HK\$'000	2020 HK\$'000
Revenue	<b>1,393,339</b>	1,389,261	1,349,971	1,089,768	1,240,950
Operating profit	<b>382,381</b>	396,064	392,502	365,892	456,195
Profit for the year attributable to equity holders of the Company	<b>315,800</b>	315,638	305,245	284,634	360,157

## Financial Position

	As at 31 March				
	2024 HK\$'000	2023 HK\$'000	2022 HK\$'000	2021 HK\$'000	2020 HK\$'000
Total assets	<b>1,221,812</b>	1,296,294	1,281,199	1,480,368	1,299,244
Total liabilities	<b>725,004</b>	684,021	786,933	795,521	620,248

# FINANCIAL HIGHLIGHTS

## Selected Financial Data

	For the year ended 31 March		
	2024	2023	Change (%)
<b>Financial highlight (HK\$'000)</b>			
Revenue	<b>1,393,339</b>	1,389,261	0.3%
Operating profit	<b>382,381</b>	396,064	(3.5%)
Profit before income tax	<b>383,723</b>	391,456	(2.0%)
Profit for the year attributable to equity holders of the Company	<b>315,800</b>	315,638	0.1%
Earnings before interest, tax and depreciation of property, plant and equipment	<b>461,280</b>	482,328	(4.4%)
Total equity attributable to equity holders	<b>496,808</b>	612,273	(18.9%)

### Financial information per share (HK cents)

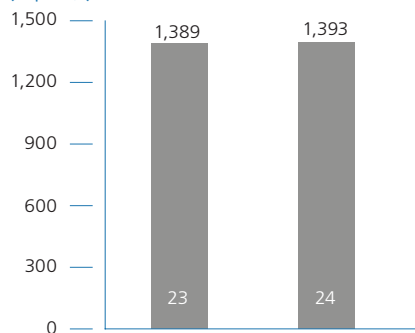
Earnings		
— basic	<b>25.1</b>	25.3
— diluted	<b>25.1</b>	25.3

### As at 31 March

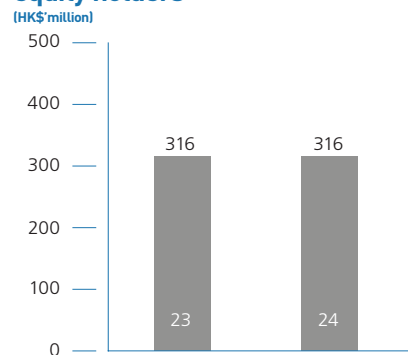
	2024	2023
<b>Financial ratio</b>		
Operating profit margin	<b>27.4%</b>	28.5%
Net profit margin	<b>22.7%</b>	22.7%
Return on equity	<b>63.6%</b>	51.6%
Return on total assets	<b>25.8%</b>	24.3%
Current ratio	<b>1.35 times</b>	1.44 times



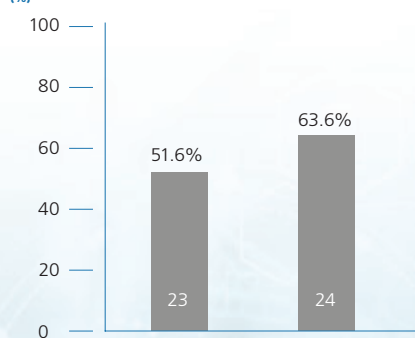
### Revenue (HK\$ million)



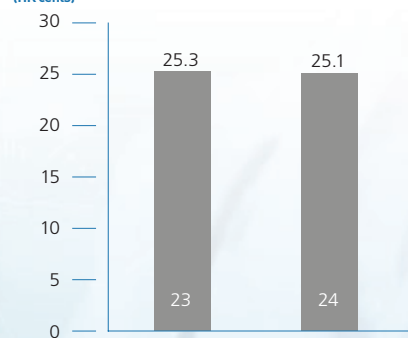
### Company's profit attributable to equity holders (HK\$ million)



### Return on equity (%)



### Earnings per share (HK cents)



## VISIONS AND MISSIONS

- 1/ Offer our customers the best services and customer experiences
- 2/ Create maximum returns for our shareholders
- 3/ Empower our employees to grow and excel
- 4/ Commit as a socially responsible corporate

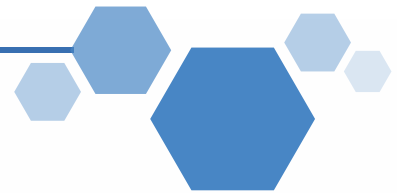






# MAINTAIN SUSTAINABLE GROWTH

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- 01 Service Offerings**  
Providing Aesthetic medical and Non-aesthetic medical services including, Pain management, Hair growth and Sleep therapy treatments
- 02 Cross-Selling**  
Building up an ecosystem to provide comprehensive services to enhance customers' stickiness
- 03 Optimisation through technological advancement**  
AI-driven marketing plan to capture new customers and increase existing customer spending
- 04 Enhancement in operation efficiency**  
Cost and operational control to avoid resource redundancy

# CHAIRMAN'S STATEMENT



Dear Shareholders,

On behalf of the board (the "Board") of directors (the "Directors") of Perfect Medical Health Management Limited (the "Company") together with its subsidiaries (the "Group"), I hereby present the annual results of the Group for the financial year ended 31 March 2024 (the "Year" or "FY2023/24") together with the comparative figures for the financial year ended 31 March 2023 ("FY2022/23").

In this year, we are pleased to present a set of sustainable performance once again, demonstrating our prudent yet growth-oriented approach throughout the last two decades. Amid the challenges posed by the post-pandemic period, the Group was able to achieve a sustained enhancement in its revenue performance, reaching HK\$1,393.3 million for the year. Excluding the one-off government subsidies related to employment support scheme in the last fiscal year, the Company's profit attributable to equity holders increased by 6.8% to HK\$315.8 million, representing net profit margin of 22.7% this year. As one of the largest aesthetic medical service providers in Hong Kong, the Group now operates a total globally gross service area of 304,000 square feet as of March 2024.

## **ADAPTING TO A SHIFTING MARKET LANDSCAPE**

The Group's sustainable and adaptable approach has empowered to navigate challenging times with resilience. As the prolonged pandemic gradually fades, the global economy, particularly in Hong Kong and Mainland China, has now entered a new era of redevelopment, with both regions demonstrating a gradual return to normalcy. Despite this gradual return to normalcy, which has bolstered consumer confidence and spending, there are still various uncertainties that require prudent observation. In this context, the Group will continue to maintain a cautiously optimistic attitude, adhering to a steady development path as the foundation to create sustained value for shareholders and customers. Leveraging its strong market position, innovative service offerings, and disciplined execution, the Group is well-positioned for continued success. Investors and customers can be confident in the Group's ability to capitalise on emerging opportunities as well as deliver sustainable and profitable growth in the years ahead.



## STRATEGIC GROWTH IN KEY MARKETS

In light of these favorable economic conditions, we have strategically expanded our presence in the core markets in Hong Kong and Mainland China. Building upon our established foundation in aesthetic medical services, we have successfully opened eleven new shops in Hong Kong, including two flagship shops and nine residential shops. This strategy has allowed us to enhance our store coverage and increases market share, positioning us well for future growth. Furthermore, we have intensified our presence in Mainland China by reallocating our coverage in renowned areas within the Greater Bay Area and Eastern China region, significantly increasing our footprint and influence in these key markets.

## COLLABORATION WITH A RENOWNED JAPANESE BRAND IN GREATER CHINA

We are proud to highlight a notable achievement from the past year — the establishment of our first joint venture in the Greater China region with the esteemed Japanese luxury brand, “Goku Spa” in January 2024. This collaboration has enabled us to introduce innovative sleep therapy treatments, addressing common urban discomforts such as stress and inadequate rest. The success of this venture not only fills gaps in our non-aesthetic health services but also opens up cross-selling opportunities, leveraging our scale advantage in the region.

## Chairman's Statement

### **ADVANCING SHOP EFFICIENCY AND OPERATIONAL EXCELLENCE**

Our dedication to operational excellence continues to be a cornerstone of our strategy. This year, we have honed our business model by implementing a “Dual-Circulation” shop expansion strategy, encompassing both flagship and residential shops. This method has significantly boosted sales efficiency, heightened customer retention, and enhanced overall profitability as well as utilisation of our shops. By merging aesthetic and non-aesthetic medical services, we have crafted a comprehensive one-stop solution that effectively caters to the diverse needs of our customers.

### **LEVERAGING DIGITAL TRANSFORMATION THROUGH AI TECHNOLOGY**

In line with current industry trends towards digital transformation, we have made substantial advancements in our digital capabilities. We increased our investments to use AI technology to accurately implement the marketing strategy. These initiatives have not only elevated our brand visibility but also expanded our customer base, ensuring a smooth and integrated customer experience across all digital platforms.

### **COMMITMENT TO OUR WORKFORCE**

We recognize the critical role our employees play in our success, and we remain committed to their comprehensive development. We have continued to invest in extensive training programs and incentive schemes to boost employee satisfaction and productivity. Our workforce is integral to our progress, propelling the Group towards the realisation of our strategic objectives.

### **APPRECIATION**

On behalf of the Board, I would like to express my deepest gratitude to members of our management team and all employees for their unwavering dedication and contributions throughout the year. I also extend my heartfelt thanks to our customers, business partners, and Shareholders for their continuous support and trust. Together, we will continue to navigate the dynamic market environment, seizing opportunities for sustainable growth and creating long-term value.

Looking ahead, we remain committed to our strategic initiatives, focusing on expanding our geographical presence, enhancing operational efficiency, and fostering innovation. With a robust foundation and a clear vision, Perfect Medical is well-positioned to lead the industry, bringing health, beauty, and wellness to our customers.

**Dr. Au-Yeung Kong**  
*Chairman*

Hong Kong, 28 June 2024

# MANAGEMENT DISCUSSION & 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.



## Management Discussion and Analysis

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:

	<b>As at 31 March 2024 ft<sup>2</sup></b>
Hong Kong	<b>196,000</b>
Regions outside Hong Kong	<b>108,000</b>
	<b>304,000</b>



## Management Discussion and Analysis

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
	<b>1,393.3</b>	100.0	1,389.3	100.0

### Key Operational Matrix:

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

## Management Discussion and Analysis

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 HK\$'000	2023 HK\$'000	% Change
Cost of inventories and consumables	<b>27,573</b>	32,499	(15.2%)
Employee benefit expenses	<b>471,650</b>	470,570	+0.2%
Marketing expenses	<b>159,596</b>	150,846	+5.8%
Depreciation of property, plant and equipment	<b>78,899</b>	86,264	(8.5%)
Rental lease related expenses <sup>Note 1</sup>	<b>165,072</b>	173,965	(5.1%)
Other operating expenses	<b>126,172</b>	118,829	+6.2%
	<b>1,028,962</b>	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).

# Management Discussion and Analysis

## 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.

# 4 MAJOR BUSINESS SECTORS



Aesthetic Medical



Hair Growth



Pain Management



Sleep Therapy

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%).



## Management Discussion and Analysis

### 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 31 March 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

Please refer to Note 34 to the financial statements for details of capital commitments.

### 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.

## Management Discussion and Analysis

### 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 as set out in Note 25.

### 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.

### 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 a 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.

## Management Discussion and Analysis

### SIGNIFICANT INVESTMENTS

The information of the Group's significant investments held at 31 March 2024 stated in this annual report is as follow:

#### (a) Listed equity securities in Hong Kong

Stock code	Name of investment	Principal business	Nature of investment	Number of shares	Percentage of total share capital	Investment cost HK\$'000	Fair value as at 31.3.2023 HK\$'000	Fair value as at 31.3.2024 HK\$'000	Unrealised (gains)/ losses on change in fair value during the Year HK\$'000	Dividend received HK\$'000	Percentage to the Group's total assets
11	Hang Seng Bank Limited	Mainly engaged in the banking business	Investment in shares	50,000	0.0026%	8,113	5,585	4,283	1,302	328	0.35%
66	MTR Corporation Limited	Principally engaged in railway operation	Investment in shares	200,000	0.0032%	9,172	7,570	5,160	2,410	265	0.42%
388	Hong Kong Exchanges and Clearing Limited	Principally engaged in operation of the only stock exchange in Hong Kong	Investment in shares	40,000	0.0032%	19,053	13,928	9,112	4,816	340	0.75%
700	Tencent Holdings Limited	Principally engaged in the provision of VAS, FinTech and Business Services and Online Advertising services	Investment in shares	110,000	0.0012%	53,607	42,438	33,418	9,020	261	2.74%
3690	Meituan	Principally engaged in the provision of a platform using technology to connect consumers and merchants	Investment in shares	80,000	0.0014%	21,301	11,480	7,744	3,736	—	0.63%
						111,246	81,001	59,717	21,284	1,194	

### MATERIAL ACQUISITION AND DISPOSAL

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

# Biographical Details of Directors and Senior Management

## EXECUTIVE DIRECTORS

**Dr. Au-Yeung Kong (“Dr. Au-Yeung”)**, aged 52, was appointed as an executive director, the chairman and the chief executive officer of the Company on 11 March 2011. He is also member of each of the remuneration committee and nomination committee of the Company. He is also the director of a number of subsidiaries of the Company. He is principally responsible for the overall management, strategic development and major decision-making. Dr. Au-Yeung founded the Group in 2003 and has strong and solid management and operation experience in medical and aesthetic medical industry. Dr. Au-Yeung graduated from The Chinese University of Hong Kong with a bachelor’s degree in medicine and surgery in 1995. Dr. Au-Yeung is a registered practicing medical practitioner in Hong Kong. Dr. Au-Yeung is the brother of Ms. Au-Yeung Wai and Ms. Au-Yeung Hung.

**Ms. Au-Yeung Wai**, aged 55, was appointed as an executive director of the Company on 11 March 2011. She is also member of each of the remuneration committee and nomination committee of the Company. She is also the director of a number of subsidiaries of the Company. She oversees the daily operation of the Company to ensure it is under normal function. Ms. Au-Yeung Wai graduated from City University of Hong Kong with a bachelor degree of arts in accountancy in 1991 and obtained a master’s degree in business studies in the Faculty of Social Sciences at The University of Kent at Canterbury in 1995. Since her graduation, she has accumulated many years of experience in the business field. After joining the Group in 2004 as the general manager, Ms. Au-Yeung Wai has strong and solid experience in medical and aesthetic medical industry. Ms. Au-Yeung Wai is the sister of Dr. Au-Yeung and Ms. Au-Yeung Hung.

**Ms. Au-Yeung Hung**, aged 60, was appointed as an executive director of the Company on 11 March 2011. She is also the director of a number of subsidiaries of the Company. Ms. Au-Yeung Hung is principally responsible for the operational management of the service centres of the Group. Ms. Au-Yeung Hung graduated from the University of Southern Queensland with a bachelor degree in business administration in 1992. Ms. Au-Yeung Hung joined the Group in 2005 as the sales and marketing manager, and has strong and solid experience in medical and aesthetic medical industry. Ms. Au-Yeung Hung is the sister of Dr. Au-Yeung and Ms. Au-Yeung Wai.

**Mr. So Hin Lung (“Mr. So”)**, aged 47, was appointed as an executive director, a member of each of the nomination committee and the remuneration committee of the Company on 28 September 2022. He is the chief financial officer, company secretary and the authorised representative under the Listing Rules of the Company and is responsible for overseeing the finance and accounting, internal control, corporate governance and regulatory compliance of the Company. Mr. So joined the Group in March 2011. Mr. So obtained an executive master degree of business administration from the Chinese University of Hong Kong in 2015 and a master degree of corporate finance from the Hong Kong Polytechnic University in 2013. Mr. So is a member of the Hong Kong Institute of Certified Public Accountants. Prior to joining our Group, Mr. So worked with Deloitte Touche Tohmatsu as an audit manager. He has over 19 years of experience in auditing, accounting and corporate finance.

## INDEPENDENT NON-EXECUTIVE DIRECTORS

**Ms. Hsu Wai Man, Helen (“Ms. Hsu”)**, aged 54, was appointed as an independent non-executive director of the Company on 5 December 2011. She is also the chairman of the audit committee of the Company and member of each of the remuneration committee and nomination committee of the Company. Ms. Hsu has more than 20 years’ experience in accounting. Ms. Hsu graduated from The Chinese University of Hong Kong with a bachelor degree in business administration. Ms. Hsu had been working with Ernst & Young for 18 years and was a partner of Ernst & Young before she retired from the firm in February 2011. Ms. Hsu is a fellow member of the Hong Kong Institute of Certified Public Accountants and a member of the American Institute of Certified Public Accountants.

## Biographical Details of Directors and Senior Management

Ms. Hsu is currently an independent non-executive director of Richly Field China Development Limited (stock code: 313), China Display Optoelectronics Technology Holdings Limited (stock code: 334), Beijing Gas Blue Sky Holdings Limited (stock code: 6828), all of them are listed on the Main Board of the Stock Exchange and Perfect Optronics Limited (stock code: 8311), a company listed on GEM of the Stock Exchange.

**Mr. Chi Chi Hung, Kenneth (“Mr. Chi”)**, aged 55, was appointed as an independent non-executive director of the Company on 5 December 2011. He is also the chairman of the remuneration committee of the Company and member of each of the audit committee and nomination committee of the Company. Mr. Chi has more than 30 years of experience in accounting and financial control. He holds a Degree of Bachelor of Accountancy from the Hong Kong Polytechnic University and is a fellow member of the Association of Chartered Certified Accountants in the United Kingdom. He is also an associate member of the Hong Kong Institute of Certified Public Accountants, the Hong Kong Chartered Governance Institute and the Chartered Governance Institute UK & Ireland.

Mr. Chi is currently an independent non-executive director of Hong Kong ChaoShang Group Limited (stock code: 2322), a company listed on the Main Board of the Stock Exchange.

Mr. Chi was an independent non-executive director of Hephaestus Holdings Limited (stock code: 8173) from November 2019 to March 2022, a company listed on GEM of the Stock Exchange.

**Ms. Cho Yi Ping (“Ms. Cho”)**, aged 46, was appointed as an independent non-executive director of the Company on 14 August 2015. She is also the chairman of the nomination committee of the Company, and member of each of the audit committee and remuneration committee of the Company. Ms. Cho is a practicing solicitor in Hong Kong and a partner of Messrs. Wong & Tang Solicitors. She obtained a bachelor degree of laws from The University of Hong Kong in 2000. Ms. Cho is currently the company secretary of DaChan Food (Asia) Limited (stock code: 3999), a company listed on the Main Board of the Stock Exchange.

# Corporate Governance Report

The Directors consider that incorporating the elements of good corporate governance in the management structures and internal control procedures of the Group could balance the interests of the Shareholders, customers and employees. The Board has adopted the principles and the code provisions of 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”) to ensure that business activities and decision making processes are regulated in a proper and prudent manner.

In accordance with the requirements of the Listing Rules, the Company has established an audit committee, a remuneration committee and a nomination committee with specific written terms of reference.

During year ended 31 March 2024, the Company has complied with the CG Code, 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.



# Corporate Governance Report

## BOARD OF DIRECTORS

### Composition of the Board of Directors

As at 31 March 2024, the Board comprises four executive Directors and three independent non-executive Directors. The composition of the Board was as follows:

#### *Executive Directors*

Dr. Au-Yeung Kong (*Chairman and Chief Executive Officer*)  
Ms. Au-Yeung Wai  
Ms. Au-Yeung Hung  
Mr. So Hin Lung

#### *Independent Non-executive Directors*

Ms. Hsu Wai Man, Helen  
Mr. Chi Chi Hung, Kenneth  
Ms. Cho Yi Ping

The biographical details of all Directors are set out on pages 29 to 30 of this annual report. To the best knowledge of the Company, save as disclosed under the section headed “Biographical Details of Directors and Senior Management”, there is no financial, business, family or other material or relevant relationships among members of the Board.

### Functions of the Board

The principal function of the Board is to consider and approve the overall business plans and strategies of the Group, develop and implement the corporate governance function, monitor the implementation of these policies and strategies and the management of the Company.

### Board Meetings and Board Practices

The Directors can attend meetings in person or through other means of electronic communication or by way of written resolution in accordance with the Company's articles of association (the “Articles of Association”). All minutes of Board meetings were recorded in sufficient detail the matters considered by the Board and the decisions reached.

During the year ended 31 March 2024, the Board passed several written resolutions and held 7 meetings and 1 general meeting. Details of the attendance of Directors are as follows:

	<b>Attendance/ Number of General Meeting(s) entitled to attend</b>	<b>Attendance/ Number of Board Meeting(s) entitled to attend</b>
<b>Executive Directors</b>		
Dr. Au-Yeung Kong ( <i>Chairman and Chief Executive Officer</i> )	1/1	7/7
Ms. Au-Yeung Wai	1/1	7/7
Ms. Au-Yeung Hung	1/1	7/7
Mr. So Hin Lung	1/1	7/7
<b>Independent Non-executive Directors</b>		
Ms. Hsu Wai Man, Helen	1/1	7/7
Mr. Chi Chi Hung, Kenneth	1/1	7/7
Ms. Cho Yi Ping	1/1	7/7

During the year ended 31 March 2024, the management prepared monthly updates which were circulated to all members of the Board on a monthly basis in accordance with the code provision D.1.2 of the CG Code.

### Directors' Appointment, Re-election and Removal

Each of Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Ms. Au-Yeung Hung has entered into a service agreement with the Company for a term of three years commencing from 10 February 2024, and shall continue thereafter unless and until terminated by not less than three months prior written notice to the other party and subject to the early termination provisions contained therein.

Mr. So Hin Lung has entered into a service contract with the Company for a term of three years commencing from 28 September 2022, and shall continue thereafter unless and until terminated by not less than three months prior written notice to the other party and subject to the early termination provisions contained therein.

Ms. Hsu Wai Man, Helen and Mr. Chi Chi Hung, Kenneth have entered into a letter of appointment with the Company for a term of three years commencing from 10 February 2024 until terminated by not less than three months written notice to the other party and subject to the early termination provisions contained therein.

Ms. Cho Yi Ping has entered into a letter of appointment with the Company for a term of three years commencing from 14 August 2021 until terminated by not less than three months written notice to the other party and subject to the early termination provisions contained therein.

By virtue of article 83(3) of the Articles of Association, the Board shall have the power from time to time and at any time to appoint any person as a Director either to fill a casual vacancy on the Board or additional to the existing Board. Any Director appointed by the Board to fill a casual vacancy shall hold office only until the first general meeting of the Company after his appointment and be subject to re-election at such meeting and any Director appointed by the Board as an addition to the existing Board shall hold office only until the next following annual general meeting of the Company and shall then be eligible for re-election.

In compliance with the code provision B.2.2 of the CG Code, every Director should be subject to retirement by rotation at least once every three years. Furthermore, pursuant to article 84(1) of the Articles of Association, at each annual general meeting one-third of the Directors for the time being, (or, if their number is not a multiple of three, the number nearest to but not less than one-third) shall retire from office by rotation provided that every Director shall be subject to retirement at an annual general meeting at least once every three years.

### Independent Non-executive Directors

The Company has three independent non-executive Directors to comply with Rule 3.10(1) of the Listing Rules. Furthermore, among the three independent non-executive Directors, Ms. Hsu and Mr. Chi have appropriate professional qualifications or accounting or related financial management expertise as required by Rule 3.10(2) of the Listing Rules. In accordance with Rule 3.13 of the Listing Rules, the Company has received from each of its independent non-executive Directors the written confirmation of his/her independence. The Company, based on such confirmation, considers all independent non-executive Directors to be independent.

According to the code provision C.2.7 of the CG Code, the chairman should at least annually hold a meeting with the independent non-executive directors without the presence of other directors. The Company complied the code provision C.2.7 of the CG Code that the chairman of the Board met the independent non-executive Directors without the presence of the executive Directors.

### Chairman and Chief Executive Officer

Code provision C.2.1 stipulates that the roles of chairman and chief executive should be separate and should not be performed by the same individual. Dr. Au-Yeung Kong being the Chairman and CEO of the Company provides leadership to the Board ensuring that members of the Board receive accurate, timely and clear information to help them reach well-informed and well-considered decisions.

The Chairman encourages other Directors to make a full and active contribution to the Board's affairs and ensuring that it acts in the best interests of the Group; encourages every Director with different views to voice their concerns; allows sufficient time for discussion of issues and ensuring that Board decision fairly reflect Board consensus; provides effective communication with Shareholders and that their views are communicated to the Board as a whole; promotes a culture of openness and debate by facilitating the effective contribution of non-executive Directors in particular; ensures constructive relations between executive Directors and non-executive Directors; ensures good corporate governance practices and procedures are established; and manages the day-to-day business of the Company.

The Board believes that vesting the roles of both Chairman and CEO 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.

## Delegation of Powers

The Board delegates day-to-day operations of the Group to executive Directors and management of the Company with department heads responsible for different aspects of the business/functions, while reserving certain key matters in making strategic decision for its approval. When the Board delegates aspects of its management and administration functions to management, it gives clear directions as to the powers of management, in particular, with respect to the circumstances where management need to report back and obtain prior approval from the Board before making decisions or entering into any commitments on behalf of the Company.

## CONTINUING PROFESSIONAL DEVELOPMENT

According to the code provision C.1.4 of the CG Code, all Directors shall participate in continuous professional development to develop and refresh their knowledge and skills to ensure their contribution to the Board remains informed and relevant. The Company would arrange and/or introduce some directors' training courses for the Directors to develop and explore their knowledge and skills.

The Directors confirmed that they have complied with the code provision C.1.4 of the CG Code on the directors' training. During the year ended 31 March 2024, all the Directors have participated in continuous professional development by attending seminars or reading materials on the following topics to develop and refresh their knowledge and skills and provided a record of training to the Company.

Directors	Topic on training covered (Note)
<b>Executive Directors</b>	
Dr. Au-Yeung Kong	a, b
Ms. Au-Yeung Wai	a, b
Ms. Au-Yeung Hung	a, b
Mr. So Hin Lung	a, b, d
<b>Independent Non-executive Directors</b>	
Ms. Hsu Wai Man, Helen	a, b, c, d
Mr. Chi Chi Hung, Kenneth	a, b, d
Ms. Cho Yi Ping	a, b, c, d

Note:

- (a) Corporate governance
- (b) Regulatory
- (c) Management
- (d) Finance

## REMUNERATION PAID TO MEMBERS OF KEY MANAGEMENT

Details of remuneration paid to members of key management (including all Directors and senior management as disclosed in section headed “Biographical Details of Directors and Senior Management” of this annual report) for the year ended 31 March 2024 fell within the following bands:

	<b>No. of members of key management</b>
Nil–HK\$1,000,000	3
HK\$1,000,001–HK\$5,000,000	3
Over HK\$5,000,000	1

## Directors’ and Officers’ Liabilities

The Company has arranged for appropriate insurance covering the liabilities in respect of legal action against the Directors that may arise out in the corporate activities. The insurance coverage is reviewed on an annual basis.

## BOARD COMMITTEES

### 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.

During the year ended 31 March 2024, the Audit Committee has reviewed the audited consolidated financial statements for the year ended 31 March 2023, the unaudited consolidated financial statements for the six months ended 30 September 2023, the internal control and corporate governance issues related to financial reporting of the Company and also recommended to the Board for the re-appointment of the auditor of the Company for the Year. The Audit Committee held 3 meetings. Details of the attendance of members of the Audit Committee meetings are as follows:

### Attendance

Ms. Hsu Wai Man, Helen ( <i>Chairman</i> )	3/3
Mr. Chi Chi Hung, Kenneth	3/3
Ms. Cho Yi Ping	3/3

### Remuneration Committee

The remuneration committee of the Company (the "Remuneration Committee") was established on 5 December 2011 with written terms of reference which was revised on 20 March 2012 and 14 February 2023 in compliance with the CG Code and is available on the websites of the Stock Exchange and the Company. The primary duties of the Remuneration Committee are to make recommendations to the Board on the Company's policy and structure for all Directors' and senior management remuneration, make recommendations to the Board on the remuneration of non-executive Directors and the remuneration packages of individual executive Directors and senior management including benefits in kind, pension rights and compensation payments, including any compensation payable for loss or termination of their office or appointment and review and/or approve matters relating to share schemes under chapter 17 of the Listing Rules.

The Remuneration Committee comprises three independent non-executive Directors, namely, Mr. Chi Chi Hung, Kenneth, Ms. Hsu Wai Man, Helen and Ms. Cho Yi Ping and three executive Directors, namely, Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Mr. So Hin Lung. Mr. Chi Chi Hung, Kenneth is the chairman of the Remuneration Committee.

During the year ended 31 March 2024, the Remuneration Committee had passed several written resolutions and held 2 meetings to review and make recommendations on the grant of options to the Directors and the remuneration packages of all the Directors. Details of the attendance of members of the Remuneration Committee meeting are as follows:

### Attendance

Mr. Chi Chi Hung, Kenneth ( <i>Chairman</i> )	2/2
Ms. Hsu Wai Man, Helen	2/2
Ms. Cho Yi Ping	2/2
Dr. Au-Yeung Kong	2/2
Ms. Au-Yeung Wai	2/2
Mr. So Hin Lung	2/2

### Remuneration Policy for Directors and Senior Management

The remuneration payable to the employees includes salaries and allowances. The Group's remuneration policies are formulated based on the performance of individual employees and are reviewed regularly. The primary goal of the remuneration policy with regard to the remuneration packages of the executive Directors is to enable the Group to retain and motivate executive Directors by linking their compensation with performance as measured against corporate objectives achieved. Each of the executive Directors is entitled to the remuneration packages which include basic salaries and discretionary bonuses.

The Share Option Scheme was adopted by the Shareholders at the annual general meeting of the Company held on 13 August 2021. The terms of the Share Option Scheme are complied with the provisions of Chapter 17 of the Listing Rules. The purpose of the Share Option Scheme is to provide the people and the parties working for the interests of the Group with an opportunity to obtain an equity interest in the Company, thus linking their interests with the interests of the Group and thereby providing them with an incentive to work better for the interests of the Group.

The Company believes that by offering the eligible persons a shareholding stake in the Company, the interests of the eligible persons and the Company become aligning, thereby providing the eligible persons with additional incentives to improve the Company's performance.

During the year ended 31 March 2024, 3,768,000 options have been granted to three Directors. All such options were granted with vesting period of twelve months, and no performance target attached.

The Board and the Remuneration Committee were of the view that the options granted for recognition of past performance and contributions made by the grantee to the Company, and such options aim at rewarding and recognizing the contribution of the grantees to the Group, providing incentive to the grantees to continue to strive for the success and better performance of the Group and reinforcing their commitment to long-term services to the Group, thus aligning the interests of the grantees with that of the Company and its shareholders as a whole. In view of the above, the Remuneration Committee was of the view that the grant of Share Options aligned with the purpose of the Share Option Scheme. For future options to be granted, the Board and the Remuneration Committee will consider the setting of performance target and other conditions on a case-by-case basis.

### Nomination Committee

The nomination committee of the Company (the "Nomination Committee") was established on 5 December 2011 with written terms of reference which was revised on 20 March 2012, 25 June 2013 and 28 December 2018 respectively in compliance with the CG Code and is available on the websites of the Stock Exchange and the Company. The primary duties of the Nomination Committee are to make recommendations to the Board on the appointment of Directors and management of the Board succession, assess the independence of independent non-executive Directors and review the board diversity policy of the Company (the "Board Diversity Policy").

The Nomination Committee comprises three independent non-executive Directors, namely, Ms. Cho Yi Ping, Mr. Chi Chi Hung, Kenneth and Ms. Hsu Wai Man, Helen, and three executive Directors, namely, Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Mr. So Hin Lung. Ms. Cho Yi Ping is the chairman of the Nomination Committee.

During the year ended 31 March 2024, the Nomination Committee had passed several written resolutions and held 1 meeting to review the structure, size, composition and diversity of the Board, review the Board Diversity Policy, assess the independence of independent non-executive Director, review the re-election of retiring Directors, make recommendation on nomination and re-appointment of Directors and discuss the roles of the Chairman and the CEO. Details of the attendance of members of the Nomination Committee are as follows:

### Attendance

Ms. Cho Yi Ping ( <i>Chairman</i> )	1/1
Mr. Chi Chi Hung, Kenneth	1/1
Ms. Hsu Wai Man, Helen	1/1
Dr. Au-Yeung Kong	1/1
Ms. Au-Yeung Wai	1/1
Mr. So Hin Lung	1/1

### DIRECTOR NOMINATION POLICY

Director Nomination Policy of the Group (the "Nomination Policy") is in place and was adopted in writing in the year taking into consideration the revised Listing Rules effective from 28 December 2018. The Nomination Policy sets out the procedures, process, and criteria for identifying and recommending candidates for election to the Board.

### BOARD DIVERSITY POLICY

During the year ended 31 March 2024, the Nomination Committee had reviewed the Board Diversity Policy. The Company recognises and embraces the benefits of having a diverse Board to enhance the quality of its performance.

The Board currently comprises of seven Directors, four of which are females. Our diversity philosophy is to avoid a single gender Board. Two of our Directors is in the age group of 40–49, four in the age group of 50–59, and one in the age group of 60 to 69. The background of our Directors including medical and surgery, business, import and export business administration, accounting and financial control and law. In view of these, the Nomination Committee was of the opinion that the Board consisted of members with diversified gender, age, cultural and education background, professional/business experience, skills and knowledge.

In designing the Board's composition, the Nomination Committee will consider a number of aspects, including but not limited to gender, age, cultural and educational background, ethnicity, professional experience, skills, knowledge and length of service.



## Corporate Governance Report

The Board considers that the Company has achieved gender diversity at the Board level and targets to maintain, or if suitable candidates are identified further enhance, such achievement. In striving to maintain gender diversity, similar considerations are used when recruiting and selecting key management and other personnel across the Group's operations.

All Board appointments will be based on meritocracy, and candidates will be considered against objective criteria, having due regard for the benefits of diversity on the Board. The ultimate decision will be based on merit and contribution that the selected candidates will bring to the Board.

As at 31 March 2024, the Group maintained a 92:8 ratio of women to men in the workplace. The Board was not aware of any mitigating factors or circumstances which make achieving gender diversity across the workforce (including senior management) more challenging or less relevant. For details of our hiring practices, please refer to the Environmental, Social and Governance Report 2024 of the Company.

The Nomination Committee will review the Board Diversity Policy, as appropriate, to ensure its effectiveness and discuss any revisions that may be required, and recommend any such revisions to the Board for consideration and approval.

The Nomination Committee also monitors the implementation of the Board Diversity Policy and reports to the Board on the achievement of the measurable objectives for achieving diversity under the Board Diversity Policy.

### ACCOUNTABILITY AND AUDIT

#### Directors' and Auditor's Responsibilities for the Financial Statements

The Board acknowledges its responsibility to prepare the Group's financial statements for each financial period to give a true and fair view of the state of affairs of the Group and of the results and cash flows for that period. In preparing the financial statements for the year ended 31 March 2024, the Board has selected suitable accounting policies and applied them consistently, made judgments and estimates that are prudent, fair and reasonable and prepared the financial statements on a going concern basis. The Directors are responsible for taking all reasonable and necessary steps to safeguard the assets of the Group and to prevent and detect fraud and other irregularities.

A statement by the auditor of the Company regarding their reporting responsibilities is set out on pages 61 to 67 of this annual report.

## Auditor's Remuneration

During the year ended 31 March 2024, the remuneration paid or payable to the Company's auditor in respect of the audit services and non-audit services is as follow:

	HK\$'000
Audit services	2,085
Non-audit services	15
<b>Total</b>	<b>2,100</b>

There is no disagreement between the Board and the Audit Committee on the re-appointment of the independent auditor, and they both have agreed to recommend the re-appointment of PricewaterhouseCoopers as the Company's independent auditor for the ensuing year at the forthcoming AGM.

## CORPORATE GOVERNANCE FUNCTIONS

According to code provision A.2.1 of the CG Code, the Board is responsible for performing the corporate governance duties of the Company in accordance with the written terms of reference adopted by the Board. The Board shall have the following duties and responsibilities for performing the corporate governance duties of the Company:

- to develop and review the Company's policies and practices on corporate governance and make recommendations to enhance the corporate governance;
- to review and monitor the training and continuous professional development of Directors and senior management;
- to review and monitor the Company's policies and practices on compliance with legal and regulatory requirements;
- to develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and Directors;
- to review the Company's compliance with the CG Code and disclosure in the corporate governance report; and
- such other corporate governance duties and functions set out in the CG Code (as amended from time to time) for which the Board is responsible.

During the year ended 31 March 2024, the Board had reviewed the policies and practices of the Company relating to the CG Code and the corporate governance report of the Company.

### RISK MANAGEMENT AND INTERNAL CONTROL

The Board acknowledges that it is responsible for monitoring the risk management and internal control systems of the Group on an ongoing basis and reviewing their effectiveness. Such systems are designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss.

The Board recognises that corporate governance and environmental, social and governance (“ESG”) are complementary, with corporate governance inextricably linked to good governance of environmental and social issues. The Company’s business, from day-to-day operations to aspects of commercial viability, including but not limited to brand and reputation, and stakeholder capitalism, are all relating to corporate governance and ESG. The management of issues relating to how an organisation interacts with the environment, its own people and the communities in which it operates all tie in with how the organisation is governed. Taken together, corporate governance and ESG demonstrate how a business ought to be managed and operated, while simultaneously taking into consideration environmental and social risks or impacts. The Company acknowledged that good corporate governance practices are not only a prerequisite for managing ESG issues, but provide the bedrock for managing environmental and social risk and ensuring there is accountability and ownership at the highest level of the business.

During the year ended 31 March 2024, the Board, through the Audit Committee, conducted an annual review of both design and implementation effectiveness of the risk management and internal control systems of the Group, covering all material controls, including financial, strategic, operational and compliance controls, with a view to ensuring that resources, staff qualifications and experience, training programmes and budget of the Group’s accounting, internal audit and financial reporting functions are adequate. In this respect, the Audit Committee communicates any material issues to the Board.

During the year ended 31 March 2024, the Group appointed BT Corporate Governance Limited (“BTCGL”) to:

- assist in identifying and assessing the risks of the Group through discussions and interviews with the management of the Group; and
- independently perform internal control review and assess the effectiveness of the Group’s risk management and internal control systems.

The results of the independent review and assessment were reported to the Audit Committee and the Board. Moreover, improvements in internal control and risk management measures as recommended by BTCGL to enhance the risk management and internal control systems of the Group and mitigate risks of the Group were adopted by the Board. Based on the findings and recommendations of BTCGL as well as the comments of the Audit Committee, the Board considered the internal control and risk management systems are effective and adequate.

The Group has established internal control procedures for the handling and dissemination of inside information in order to comply with Chapter 13 of the Listing Rules as well as Part XIVA of the Securities and Futures Ordinance. The internal control mechanism includes information flow and reporting processes, confidentiality arrangements, disclosure procedures, and staff training arrangements, etc.

### Our Enterprise Risk Management Framework

The Group has established its enterprise risk management framework in 2016. While the Board has the overall responsibility to ensure that sound and effective internal controls are maintained, management is responsible for designing and implementing an internal control system to manage all kinds of risks faced by the Group.

Through the risk identification and assessment processes, risks are identified, assessed, prioritized and allocated treatments. Our risk management framework follows the COSO Enterprise Risk Management — Integrated Framework, which allows the Board and management to manage the risks of the Group effectively. The Board receives regular reports through the Audit Committee that oversees risk management and internal audit functions.

### Our Risk Control Mechanism

The Group adopts a “three lines of defense model” corporate governance structure with operational management and controls performed by operations management, coupled with risk management monitoring carried out by the finance and compliance team and independent internal audit team and the professional annual review conducted by BTCGL. The Group maintains a risk register to keep track of all identified major risks of the Group. The risk register provides the Board, the Audit Committee, and management with a profile of its major risks and records management’s action taken to mitigate the relevant risks. Each risk is evaluated at least annually based on its likelihood of occurrence and potential impact upon the Group. The risk register is updated by management as the risk owners with addition of new risks and/or removal of existing risks, if applicable, at least annually, after the annual risk evaluation has been performed. This review process can ensure that the Group proactively manages the risks faced by it in the sense that all risk owners have access to the risk register and are aware of and alert to those risks in their area of responsibility so that they can take follow-up action in an efficient manner.

Our risk management activities are performed by management on an ongoing process. The effectiveness of our risk management framework will be evaluated at least annually, and periodic management meeting is held to update the progress of risk monitoring efforts. Management is committed to ensuring that risk management forms part of the daily business operation processes in order to align risk management with corporate goals in an effective manner.

The Group’s internal audit function is performed by an internal audit team, which consisted of professional staff with relevant expertise, such as Certified Public Accountant, which provides its findings and recommendations for the improvement to the Audit Committee. Nevertheless, the Company will continue to engage external independent professionals to review the Group’s system of internal controls and risk management annually and further enhance the Group’s internal control and risk management systems as appropriate.

### COMPANY SECRETARY

Mr. So has been appointed as the company secretary of the Company since March 2011 and he has taken no less than 15 hours of relevant professional training for the year ended 31 March 2024.

### COMMUNICATION WITH SHAREHOLDERS

The Company aims to provide its Shareholders and investors with high standards of disclosure and financial transparency. The Board is committed to providing clear, detailed, timely manner and on a regular basis information of the Group to Shareholders.

The Company uses a number of formal communications channel to account to Shareholders and investors for the performance of the Company. These include (i) the publications of interim and annual reports and/or dispatching circulars, notices, and other announcements; (ii) the annual general meeting or extraordinary general meeting providing a forum for Shareholders to raise comments and exchanging views with the Board; (iii) updated key information of the Group available on the websites of the Stock Exchange and the Company; (iv) the Company's website at [www.perfectmedical.com](http://www.perfectmedical.com) offering the latest information relating to the Group and its business; and (v) the Company's branch share registrars in Hong Kong serving the Shareholders in respect of all share registration matters.

The Board has established a shareholders' communication policy and will review it on a regular basis to ensure its effectiveness.

The shareholders' communication policy of the Company aims to promoting effective communication with the Shareholders and other stakeholders; encouraging the Shareholders to engage actively with the Company; and enabling the Shareholders to exercise their rights as shareholders effectively. To ensure that the shareholders and potential investors are provided with ready, equal and timely access to balanced and understandable information about the Company, the Company has established several channels to communicate with the shareholders as follows:

- (i) Corporate communication of the Company, including but not limited to, the directors' report and annual accounts together with a copy of the auditor's report; the interim report; a notice of meeting; a listing document; a circular and proxy form, will be published on the Stock Exchange's website ([www.hkex.com.hk](http://www.hkex.com.hk)) in a timely and consistent manner as required by the Listing Rules;
- (ii) The Company shall publish announcements (on price sensitive information, corporate actions and transactions etc.) and other documents on the Stock Exchange's website in a timely manner in accordance with the Listing Rules;
- (iii) Any information or documents of the Company posted on the Stock Exchange's website will also be published on the Company's website ([www.perfectmedical.com](http://www.perfectmedical.com)) under the "Investor Relations" section; and
- (iv) The annual general meeting and other general meetings of the Company are primary forum for communication by the Company with its Shareholders. Shareholders are encouraged to participate in general meetings or to appoint proxies to attend and vote at the meetings for and on their behalf if they are unable to attend the meetings.

During the year under review, the Board reviewed the implementation and effectiveness of the shareholders' communication policy and considered it to be effective.

### SHAREHOLDERS RIGHTS

The Company strives to take into consideration its Shareholders' views and inputs, and address Shareholders' concerns. Shareholders are encouraged to attend the annual general meeting for which at least 20 clear business days' notice shall be given. The chairman of the Board as well as chairmen of the Audit Committee, the Nomination Committee and the Remuneration Committee, or in their absence, the Directors are available to answer Shareholders' questions on the Group's businesses at the meeting. To comply with code provision F.2.2 of the CG Code, the management will ensure the external auditor to attend the annual general meeting to answer questions about the conduct of the audit, the preparation and content of the auditor's report, the accounting policies and auditor independence.

All Shareholders have statutory rights to call for extraordinary general meetings and put forward agenda items for consideration by Shareholders. According to article 58 of the Article of Association, any one or more of the members of the Company holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company shall at all times have the right, by written requisition to the Board or the company secretary of the Company, to require an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition.

If a Shareholder wishes to propose a person (the "Candidate") for election as a Director at a general meeting, he/she shall deposit a written notice (the "Notice") at the Company's head office in Hong Kong at 51st Floor, Langham Place Office Tower, 8 Argyle Street, Mong Kok, Kowloon, Hong Kong. The Notice (i) must include the personal information of the Candidate as required by Rule 13.51(2) of the Listing Rules and his/her contact details; and (ii) must be signed by the Shareholder concerned including the information/documents to verify the identity of the Shareholder and signed by the Candidate indicating his/her willingness to be elected and consent of publication of his/her personal data. The period for lodgment of the Notice shall commence no earlier than the day after the dispatch of the notice of the general meeting appointed for such election and end no later than 7 days prior to the date of such meeting. In order to ensure the Shareholders have sufficient time to receive and consider the proposal of election of the Candidate as a Director without adjourning the general meeting, Shareholders are urged to submit and lodge the Notice as soon as practicable, say at least 15 business days prior to the date of the general meeting appointed for such election.

### INVESTOR RELATIONS AND CORPORATE COMMUNICATION

The management of the Company is committed to meet with Shareholders, institutional investors, research analyst and financial media on a regular basis and provide timely update on the financial and business performance and recent development of the Company. A dedicated Investor Relations section is also available on the Company's website.

Investors are welcome to direct their enquiries to the Company's Investor Relations Department at:  
Tel: (852) 2770 2099  
Email: [ir@perfectmedical.com](mailto:ir@perfectmedical.com)

During the year under review, the Company has conducted 171 meetings (FY2022/23: 172 meetings) with over 502 institutional investors (FY2022/23: 520 institutional investors) and research analysts in Hong Kong and elsewhere. One-on-one, telephone conferences, roadshows, media interview, marketing activities for investors and specialist industry forums are conducted from time to time in order to facilitate two-way communication between the Company, Shareholders and investment community.

### CONSTITUTIONAL DOCUMENT

There was no significant changes in the Company's constitutional documents for the year ended 31 March 2024.

# Directors' Report

The Directors submit herewith their annual report together with the audited consolidated financial statements for the year ended 31 March 2024.

## PRINCIPAL PLACE OF BUSINESS IN HONG KONG

The Company is a limited liability company incorporated in the Cayman Islands and its principal place of business in Hong Kong is 51st Floor, Langham Place Office Tower, 8 Argyle Street, Mong Kok, Kowloon, Hong Kong.

## PRINCIPAL ACTIVITIES

The principal activity of the Company is investment holding. The principal activities of its subsidiaries are the provision of medical and aesthetic medical services. Other particulars of the subsidiaries of the Company are set out in Note 37 to the consolidated financial statements.

## RESULTS

The profit of the Group for the year ended 31 March 2024 and the financial position of the Company and of the Group as at that date are set out in the consolidated financial statements on pages 68 to 73 of this annual report.

## DIVIDEND

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 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 and a special dividend of HK13.2 cents and HK1.0 cents per share, a total annual dividend for the year ended 31 March 2024 will amount to HK31.5 cents per share.

## DIVIDEND POLICY

The Company has adopted a dividend policy which aims sets out principles and guidelines that the Company intends to apply in relation to the declaration, payment or distribution of its net profits as dividends to the Shareholders.

The Board shall also take into account the following factors of the Group when considering the declaration and payment of dividends:

- financial results;
- cash flow situation;
- business conditions and strategies;
- future operations and earnings;
- capital requirements and expenditure plans;
- interests of Shareholders;
- any restrictions on payment of dividends; and
- any other factors that the Board may consider relevant.

Any dividend unclaimed shall be forfeited and shall revert to the Company in accordance with the Articles of Association.

### **BUSINESS REVIEW AND COMMENTARY**

#### **Business Review**

The business review, including an analysis of the Group's performance during the year ended 31 March 2024 using financial key performance indicators and an indication of likely future development in the Group's business, is set out in the "Management Discussion and Analysis" on pages 14 to 28 of this annual report. This discussion forms part of this "Directors' Report".

#### **Compliance with Relevant Laws and Regulations**

It is the responsibility of the Board to ensure all operations in the Group are adhered to applicable laws, rules and regulations in particular, those have significant impact on the Group. Any changes in the applicable laws, rules and regulations are brought to the attention of relevant employees and relevant operation units from time to time.

During the year ended 31 March 2024, the Group has complied with the provisions of the Personal Data (Privacy) Ordinance to ensure that all personal data collected will be treated confidentially and for specific purposes only. As far as the Board is aware, there was no material breach of or non-compliance with the applicable laws and regulations that have a significant impact on the Group's business and operation by the Group.



## Directors' Report

### Principal Risks and Uncertainties

Downside risks have been increased since there is slowing growth in emerging markets as to the global economic conditions has been weaker than expected. The continuing downturn economy may affect the results of operations and financial performance of the Group adversely. To ease its negative impact on the Group's financial position, the Group pursues to enhancing marketing strategies, intensifying cost controlling measures and adopting cautious network diversification plan on points of sales.

Changes in government policies, relevant regulations and guidelines established by the regulatory authorities would have an impact on the business operation of the Group. Failure to comply with the rules and requirements may lead to penalties or suspension of the business operation by the authorities. The Group has closely monitored changes in government policies, regulations and markets as well as assessing the impact of such changes.

The Group will closely monitor any signs of these occurrence and all departments of the Group will be involved in identifying, assessing and evaluating risks relating to their operational scope.

### Environmental Protection Policy and Performance

The Group recognises its responsibility to the long term sustainability of the environment and communities in which it operates. Acting in an environmentally responsible manner, the Group has adopted effective measures to achieve efficient use of resources, energy saving and waste reduction. Green initiatives and measures have been implemented in the Group's offices and beauty centres. Details on Perfect Medical's strategies, efforts and performance with respect to environmental, social and governance (ESG) for the year ended 31 March 2024 are available in the Group's ESG Report, which is available on the websites of the Company and the Stock Exchange.

## RELATIONSHIPS WITH KEY STAKEHOLDERS

### Employees

The Group has been constantly reviewing staff remuneration package, training and occupational health and safety to ensure it is competitive with relevant industries. The Group also regards the personal development of its employees as highly important and strives to motivate its employees with a clear career path and opportunities for advancement and improvement of their skills.

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.

### Customers

The Group maintains a good relationship with its customers. The Group has strengthened relationships with the customers while cultivating relationships with potential customers and has established long-term co-operation relationships with many customers. Such stellar performance can be attributed to our strong capability of responding to customers' needs on physical and psychological level. As we seek to provide our customers with all of their health and high technology beauty needs under one roof, we created mega centres in Hong Kong. In this way, it has allowed us to better serve our customers, as well as enabled us to centralise personnel, equipment and resources, resulting in greater efficiency.

### Suppliers

The Group is in good relationship with its suppliers and conducts a fair and strict appraisal of its suppliers. The Group has developed long-standing co-operation relationships with the Group's suppliers and taken great care to ensure that they can share our commitment to product quality and morality. The Group carefully selected suppliers and required them to satisfy certain assessment criteria, including track record, experience, financial strength, reputation, ability to produce high-quality products and quality control effectiveness.

### 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.

## Directors' Report

### MAJOR CUSTOMERS AND SUPPLIERS

The Group's top five customers accounted for approximately 0.6% of the total sales. The top five suppliers accounted for approximately 55.6% of the total purchases for the year ended 31 March 2024. In addition, the Group's largest customer accounted for approximately 0.1% of the total sales and the Group's largest supplier accounted for approximately 17.3% of the total purchases for the year ended 31 March 2024.

During the year ended 31 March 2024, none of the Directors, or any of their close associates or any Shareholder (which to the knowledge of the Directors own more than 5% of the Company's share capital) had beneficial interests in the Group's top five customers and suppliers.

### DISTRIBUTABLE RESERVES

As at 31 March 2024, the Company's reserves available for distribution represent the share premium and retained earnings amounting to approximately HK\$891,283,000.

The Directors recommend 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.

There is no arrangement pursuant to which a Shareholder has waived or agreed to waive any dividends.

### PROPERTY, PLANT AND EQUIPMENT

Details of movements in the property, plant and equipment of the Group are set out in Note 17 to the consolidated financial statements.

### SHARE CAPITAL

Details of the share capital of the Company are set out in Note 27 to the consolidated financial statements.

### DIRECTORS

The Directors during the year ended 31 March 2024 and up to the date of this annual report were:

#### Executive Directors

Dr. Au-Yeung Kong (*Chairman and Chief Executive Officer*)  
Ms. Au-Yeung Wai  
Ms. Au-Yeung Hung  
Mr. So Hin Lung

#### Independent Non-executive Directors

Ms. Hsu Wai Man, Helen  
Mr. Chi Chi Hung, Kenneth  
Ms. Cho Yi Ping

By virtue of article 84 of the Articles of Association at each annual general meeting, one-third of the Directors for the time being shall retire from office by rotation, and every Director shall be subject to retirement by rotation at annual general meeting at least once every three years.

According to code provision B.2.3 of the CG Code, if an independent non-executive Director serves more than nine years, any further appointment of such independent non-executive Director should be subject to a separate resolution to be approved by the Shareholders. Ms. Hsu Wai Man, Helen and Mr. Chi Chi Hung, Kenneth have been appointed as the independent non-executive Directors since 5 December 2011 and Ms. Cho Yi Ping has been appointed as the independent non-executive Director since 14 August 2015, all of the independent non-executive Directors have served the Company for more than nine years. The reasons why the Board believes they are still independent and shall be re-elected would be included in the papers to the Shareholders accompanying the condition for their respective re-election. To comply with B.2.4 of the CG Code, the Company has appointed a new independent non-executive Director with effect from 1 July 2024.

According to the above all, Ms. Cho Yi Ping, Ms. Hsu Wai Man, Helen and Mr. Chi Chi Hung, Kenneth shall retire from office at the forthcoming annual general meeting and, being eligible, will offer themselves for re-election at the forthcoming AGM.

Biographical details of the Directors are set out in pages 29 to 30 of this annual report.

### **DIRECTORS' SERVICE AGREEMENT**

Each of Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Ms. Au-Yeung Hung has entered into a service agreement with the Company for a term of three years commencing from 10 February 2024 and shall continue thereafter unless and until terminated by not less than three months prior written notice to the other party and subject to the early termination provisions contained therein.

Mr. So Hin Lung has entered into a service contract with the Company for a term of three years commencing from 28 September 2022, and shall continue thereafter unless and until terminated by not less than three months prior written notice to the other party and subject to the early termination provisions contained therein.

Ms. Hsu Wai Man, Helen and Mr. Chi Chi Hung, Kenneth, the independent non-executive Directors, have entered into their respective letter of appointment with the Company for a term of three years commencing from 10 February 2024 until terminated by not less than three months written notice to the other party and subject to the early termination provisions contained therein.

Ms. Cho Yi Ping, an independent non-executive Director, has entered into a letter of appointment with the Company for a term of three years commencing from 14 August 2021 until terminated by not less than three months written notice to the other party and subject to the early termination provisions contained therein.

None of the Directors proposed for re-election at the forthcoming annual general meeting of the Company has a service contract which is not determinable by the Group within 1 year without payment of compensation (other than statutory compensation).

### EQUITY-LINKED AGREEMENT

Details of the equity-linked agreement entered into during the year ended 31 March 2024 or subsisting at the end of the Year are set out below:

#### Share Option Scheme

The following is a summary of principal terms of the share option scheme of the Company (the "Share Option Scheme") adopted by the Shareholders at the annual general meeting of the Company held on 13 August 2021 (the "Adoption Date"). The terms of the Share Option Scheme are in accordance with the provisions of Chapter 17 of the Listing Rules.

##### *(a) Purpose of the Share Option Scheme*

The purpose of the Share Option Scheme is to provide the people and the parties working for the interests of the Group with an opportunity to obtain an equity interest in the Company, thus linking their interest with the interests of the Group and thereby providing them with an incentive to work better for the interests of the Group.

##### *(b) Participants of the Share Option Scheme*

The Board may, at its absolute discretion, grant all Directors (whether executive or non-executive and whether independent or not), any employee (whether full-time or part-time), any consultant or adviser of or to the Company or the Group (whether on an employment or contractual or honorary basis and whether paid or unpaid), who, in the absolute opinion of the Board, have contributed to the Company or the Group.

##### *(c) Total number of Shares available for issue under the Share Option Scheme*

The total number of Shares which may be allotted and issued upon exercise of all options to be granted under the Share Option Scheme and any other share option scheme of the Company must not in aggregate exceed 10% (the "Scheme Mandate Limit") of the total number of Shares in issue on the Adoption Date unless the Company obtains a fresh approval from its shareholders.

As at the date of this annual report, the outstanding number of options available for issue under the Share Option Scheme is 114,090,339 Shares, representing approximately 9.08% of the total number of Shares in issue.

##### *(d) The maximum entitlement of each participant under the Share Option Scheme*

The total number of Shares issued and to be issued upon exercise of options granted to each participant (including both exercised and outstanding options) under the Share Option Scheme, in any 12-month period up to the date of grant shall not exceed 1% of the total number of Shares in issue.

Where the Board proposes to grant any option to a participant who is a substantial shareholder or an independent non-executive director of the Company (or its subsidiaries), or any of their respective associates, and such option which if exercised in full, would result in the Shares issued and to be issued upon exercise of all options already granted and to be granted pursuant to the Share Option Scheme and other share option schemes of the Company (including option exercised, cancelled, and outstanding) to such participant in the 12-month period up to and including the date of grant being proposed by the Board (the "Relevant Date") representing in aggregate more than 0.1% of the total number of Shares in issue at the Relevant Date such proposed grant of options and any proposed change in the terms of options granted to a grantee who is a substantial shareholder or an independent non-executive director of the Company (or its subsidiaries) shall be approved by the shareholders of the Company by way of a poll in general meeting with all connected persons of the Company abstaining from voting in favour of the resolution at the general meeting as required under the Listing Rules.

**(e) *Timing for exercising option***

An option may be exercised in accordance with the terms of the Share Option Scheme at any time during a period as the Board may determine which shall not exceed ten years from the date of grant in its absolute discretion.

**(f) *Vesting period***

The Board may, at its absolute discretion, determine the terms and conditions of an option (if any), including the vesting date, vesting period, any performance target or any other conditions, whether restrictive or not, to an eligible participant as vesting conditions pursuant to the Listing Rules.

**(g) *Payment of acceptance of option***

The amount payable by the grantee of an option to the Company on acceptance of the offer for the grant of an option is HK\$1.

**(h) *Period of acceptance of option***

An offer for the grant of options must be accepted within 28 days from the day on which such offer was made.

**(i) *The basis of determining the exercise price of option***

The subscription price in respect of each Share issued pursuant to the exercise of options granted shall be a price determined by the Board in its absolute discretion and notified to a participant (which shall be stated in the offer letter) and shall be at least the highest of:

- (i) the closing price of the Shares as stated in the Stock Exchange's daily quotations sheet on the date of grant of the option, which must be a business day;

## Directors' Report

- (ii) the average of the closing prices of the Shares as stated in the Stock Exchange's daily quotations sheets for the five consecutive business days immediately preceding the date of grant of the option; and
- (iii) the nominal value of the Share.

### (j) Duration of the Share Option Scheme

The Share Option Scheme will remain in force for a period of ten years commencing from the Adoption Date. Accordingly, the Share Option Scheme will expire on 12 August 2031.

Details of the options movements during the year ended 31 March 2024 under the Share Option Scheme are as follows:

Name or category of grantees	Date of grant of options	Exercise price (HK\$)	Exercise period	Number of share options						
				Balance as at 01.04.2023	Granted during the Year	Vested during the Year	Exercised during the Year	Lapsed during the Year	Canceled during the Year	Balance as at 31.03.2024
<b>Directors</b>										
Dr. Au-Yeung Kong	12/12/2023 (Note 1)	HK\$3.346	12/12/2024– 11/12/2033 (Note 2)	—	1,256,000	—	—	—	—	1,256,000
Ms. Au-Yeung Wai	12/12/2023 (Note 1)	HK\$3.346	12/12/2024– 11/12/2033 (Note 2)	—	1,256,000	—	—	—	—	1,256,000
Ms. Au-Yeung Hung	12/12/2023 (Note 1)	HK\$3.346	12/12/2024– 11/12/2033 (Note 2)	—	1,256,000	—	—	—	—	1,256,000
<b>Total</b>				<b>—</b>	<b>3,768,000</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>3,768,000</b>

Notes:

- The closing price of the Shares immediately before the date of grant (i.e. 11 December 2023), on which those options were granted, was HK\$3.260.
- The options shall be vested on the first anniversary of the date of grant (i.e. 12 December 2024). No performance targets attached to the options.

The estimate fair value of the share options granted during the year ended 31 March 2024 was approximately HK\$4,300,000. The estimated fair value of the share options granted was measured using Black-Scholes option pricing model with the fair value per share option of HK\$1.1411, taking into account the terms and conditions upon which the options were granted. The fair values calculated are inherently subjective and uncertain due to the assumptions made and the limitations of the model used. The value of a share option varies with different variables of certain subjective assumptions. Any change in variables so adopted may materially affect the estimation of the fair value of a share option.

As at 1 April 2023 and 31 March 2024, the total number of options available for grant under the Scheme Mandate Limit and available for issue under the Share Option Scheme were 117,858,339 and 114,090,339 respectively. There was no service provider sublimit set under the Share Option Scheme.

The number of shares that may be issued in respect of 3,768,000 options granted under the Share Option Scheme during the year ended 31 March 2024 divided by the weighted average number of ordinary shares of 1,256,305,214 in issue for the year is approximately 0.30%.

### DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY OR ANY ASSOCIATED CORPORATION

As at 31 March 2024, the interests and short positions of the Directors and chief executives of the Company in the shares, underlying shares and debentures of the Company or any of its associated corporation (within the meaning of Part XV of the Securities and Futures Ordinance (Cap. 571, Laws of Hong Kong) (the "SFO") which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they were taken or deemed to have under such provisions of the SFO) or which were required to be recorded in the register required to be kept by the Company under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code were as follows:

#### (i) Long position in Shares

Name of Directors	Nature of interest	Number of ordinary shares	Number of underlying shares held pursuant to options	Percentage of the issued share capital of the Company (Note 2)
Dr. Au-Yeung Kong	Beneficial owner	114,834,747 (L)	1,256,000	75.08%
	Interest of controlled corporation (Note 1)	827,169,021 (L)		
Ms. Au-Yeung Wai	Beneficial owner	—	1,256,000	65.94%
	Interest of controlled corporation (Note 1)	827,169,021 (L)		
Ms. Au-Yeung Hung	Beneficial owner	—	1,256,000	65.94%
	Interest of controlled corporation (Note 1)	827,169,021 (L)		
Mr. So Hin Lung	Beneficial owner	140,000 (L)	—	0.01%



## Directors' Report

### (ii) Long position in the shares of the associated corporations of the Company

<u>Name of Director</u>	<u>Name of associated corporation</u>	<u>Capacity/Nature of Interest</u>	<u>Approximate percentage of shareholding</u>
Dr. Au-Yeung Kong	Sure Sino Investments Limited	Beneficial Owner	54.65%
Ms. Au-Yeung Hung	Sure Sino Investments Limited	Beneficial Owner	22.68%
Ms. Au-Yeung Wai	Sure Sino Investments Limited	Beneficial Owner	22.67%

(L): Long position

Notes:

1. The 827,169,021 Shares are held by Sure Sino Investments Limited, among which 159,123,029 Shares are held through its wholly-owned subsidiary Perfect Medical Charity Foundation Limited and 208,306,511 Shares are held through its wholly-owned subsidiary Earlson Holdings Limited, respectively. Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Ms. Au-Yeung Hung beneficially own the entire issued share capital of Sure Sino Investments Limited. By virtue of the SFO, Dr. Au-Yeung Kong, Ms. Au-Yeung Wai and Ms. Au-Yeung Hung are deemed to be interested in the 827,169,021 Shares held by Sure Sino Investments Limited.
2. The percentage represents the number of Shares interested divided by the number of the issued Shares as at 31 March 2024 (i.e. 1,256,197,771 Shares).

Save as disclosed above, as at 31 March 2024, none of the Directors or chief executives of the Company had or was deemed to have any interests or short positions in any shares, underlying shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they were taken or deemed to have under such provisions of the SFO), or which were required to be recorded in the register required to be kept by the Company under section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

### DIRECTORS' RIGHT TO ACQUIRE SHARES OR DEBENTURES

At no time during the year ended 31 March 2024 was the Company, or any of its holding companies, its subsidiaries or its fellow subsidiaries a party to any arrangement to enable the Directors and chief executives of the Company (including their spouses and children under 18 years of age) to hold any interest or short positions in the shares, or underlying shares, or debentures, of the Company or its associated corporations (within the meaning of Part XV of the SFO).

## COMPETING INTEREST

During the year ended 31 March 2024, none of the Directors, management shareholders and substantial Shareholders of the Company, or their respective associate (as defined in the Listing Rules) had any interest in any business which compete or may cooperate with the business of the Group. Confirmations were provided by or obtained from the Directors and the controlling Shareholders to ensure that none of them was engaged in the competing business. The Directors and the controlling Shareholders had participated in training or reading materials to understand their obligations with respect to the competing business. The independent non-executive Directors also reviewed the controlling Shareholders' compliance with the non-competition undertakings.

## SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY

As at 31 March 2024, other than the interests of certain Directors and chief executive of the Company as disclosed under the section headed "Directors' and chief executives' interests and short positions in the shares, underlying shares and debentures of the Company or any associated corporation" above, the interests or short positions of person in the shares, underlying shares and debentures of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or, who is, directly or indirectly, interested in 5% or more of the nominal value of any class of share capital carrying rights to vote in all circumstances at general meetings of any other members of the Group, or any other substantial Shareholders whose interests or short positions were recorded in the register required to be kept by the Company under Section 336 of the SFO were as follows:

Name of Shareholders	Capacity	Number of issued ordinary shares held	Percentage of the issued share capital of the Company (Note 2)
Sure Sino Investments Limited	Beneficial owner	459,739,481 (L)	36.60%
	Interest of controlled corporation (Note 1)	367,429,540 (L)	29.24%
Earlson Holdings Limited (Note 1)	Beneficial owner	208,306,511 (L)	16.58%
Perfect Medical Charity Foundation Limited (Note 1)	Beneficial owner	159,123,029 (L)	12.66%

(L): Long position

Notes:

- Sure Sino Investments Limited beneficially owns the entire issued share capital of Earlson Holdings Limited and Perfect Medical Charity Foundation Limited (formerly known as Market Event Holdings Limited). By virtue of the SFO, Sure Sino Investments Limited is deemed to be interested in the 208,306,511 Shares held by Earlson Holdings Limited and 159,123,029 Shares held by Perfect Medical Charity Foundation Limited, respectively.
- The percentage represents the number of Shares interested divided by the number of the issued Shares as at 31 March 2024 (i.e. 1,256,197,771 Shares).

## Directors' Report

Save as disclosed above, as at 31 March 2024, the Directors were not aware of any other person (other than the Directors and chief executive of the Company) who had an interest or short position in the shares, underlying shares or debentures of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or, who is, directly or indirectly, interested in 5% or more of the nominal value of any class of share capital carrying rights to vote in all circumstances at general meetings of any other members of the Group, or any other substantial Shareholders whose interests or short positions were recorded in the register required to be kept by the Company under Section 336 of the SFO.

### CHANGES OF DIRECTORS' INFORMATION

Pursuant to Rule 13.51B(1) of the Listing Rules, the changes in information on the Director are as follows:

With effect from 1 April 2024, Mr. So Hin Lung's monthly remuneration had been increased to HK\$135,000 which was determined by reference to the prevailing market rate and his time, effort and expertise devoted to the Company's affairs.

### SUFFICIENCY OF PUBLIC FLOAT

From information publicly available to the Company and within the knowledge of the Directors, during the year ended 31 March 2024, the Company maintained the public float required by the Listing Rules.

### DONATION

The Group made a donation of HK\$308,800 during the year ended 31 March 2024 (FY2022/23: HK\$288,800).

### DIRECTORS' INTERESTS IN CONTRACTS

No contract of significance to which the Company, its holding companies, or any of its subsidiaries was a party, and in which a Director had a material interest, either directly or indirectly, subsisted at 31 March 2024 or at any time during the year ended 31 March 2024.

### MANAGEMENT CONTRACTS

No contract concerning the management and administration of the whole or any substantial part of the business of the Company was entered into or existed during the year ended 31 March 2024.

### DIRECTORS' INTERESTS IN COMPETING BUSINESS

As at 31 March 2024, none of the Directors or their respective associates had any business or interests in a business which competes or is likely to compete, either directly or indirectly, with the business of the Group.

### **DIRECTORS' MATERIAL INTERESTS IN TRANSACTIONS, ARRANGEMENTS AND CONTRACTS**

No transactions, arrangements and contracts of significance in relation to the Group's business to which the Company's subsidiaries or its parent company was a party and in which a Director had a material interest, where directly or indirectly, subsisted at 31 March 2024 or at any time during the year ended 31 March 2024.

### **RELATED PARTY TRANSACTIONS**

Details of the related party transactions undertaken during the year ended 31 March 2024 are provided under Note 35 to the consolidated financial statements. These related party transactions did not fall under the definition of connected transaction or continuing connected transaction as defined in the Listing Rules.

### **RETIREMENT BENEFITS SCHEMES**

Particulars of retirement benefits schemes of the Group are set out in Note 14 to the consolidated financial statements.

### **CONFIRMATION OF INDEPENDENCE**

The Company has received from each of the independent non-executive Directors a confirmation of independence pursuant to Rule 3.13 of the Listing Rules and considered all the independent non-executive Directors to be independent.

### **PRE-EMPTIVE RIGHTS**

There is no provision for pre-emptive rights under the Articles of Association or the laws of the Cayman Islands, being the jurisdiction in which the Company was incorporated.

### **TAX RELIEF AND EXEMPTION**

The Directors are not aware of any tax relief and exemption available to the Shareholders by reason of their holding of the Company's securities.

### **INDEMNITY OF DIRECTORS**

The Company has maintained appropriate directors and officers liability insurance and such permitted indemnity provision for the benefit of the Directors is currently in force and was in force throughout the year ended 31 March 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 Highest HK\$	Purchase price paid per Share Lowest HK\$	Aggregate consideration paid (including transaction costs) 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

The Company maintains a high standard of corporate governance practices. Details of the corporate governance practices adopted by the Company are set out in the Corporate Governance Report on pages 31 to 45 of this annual report. The Directors believe the long term financial performance as opposed to short term rewards is a corporate governance objective. The Board would not take undue risks to make short term gains at the expense of the long term objectives.

### FIVE-YEAR FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the past five financial periods is set out in the financial summary section on page 5 of this annual report.

### AUDITOR

The consolidated financial statements for the years ended 31 March 2022, 2023 and 2024 were audited by PricewaterhouseCoopers, who will retire and, being eligible, offer themselves for re-appointment upon conclusion of the forthcoming annual general meeting of the Company. A resolution for the re-appointment of PricewaterhouseCoopers as the auditor of the Company is to be proposed at the forthcoming annual general meeting of the Company.

On behalf of the Board  
**Au-Yeung Kong**  
*Chairman*

Hong Kong, 28 June 2024

# Independent Auditor's Report



羅兵咸永道

To the Shareholders of Perfect Medical Health Management Limited  
(incorporated in the Cayman Islands with limited liability)

## OPINION

### What we have audited

The consolidated financial statements of Perfect Medical Health Management Limited (the "Company") and its subsidiaries (the "Group"), which are set out on pages 68 to 140, comprise:

- the consolidated balance sheet as at 31 March 2024;
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended; and
- the notes to the consolidated financial statements, comprising material accounting policy information and other explanatory information.

### Our opinion

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 March 2024, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

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*PricewaterhouseCoopers, 22/F Prince's Building, Central, Hong Kong*  
*T: +852 2289 8888, F: +852 2810 9888, [www.pwchk.com](http://www.pwchk.com)*



## Independent Auditor's Report

### **BASIS FOR OPINION**

We conducted our audit in accordance with Hong Kong Standards on Auditing (“HKSA”) issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of the Consolidated Financial Statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Independence**

We are independent of the Group in accordance with the HKICPA’s Code of Ethics for Professional Accountants (“the Code”), and we have fulfilled our other ethical responsibilities in accordance with the Code.

### **KEY AUDIT MATTERS**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

## KEY AUDIT MATTERS — CONTINUED

The key audit matter identified in our audit is related to revenue recognition for the sale of services.

Key Audit Matter	How our audit addressed the Key Audit Matter
<p><b>Revenue recognition for the sale of services</b></p> <p><i>(Refer to Note 2.2.12(a) to the consolidated financial statements)</i></p> <p>During the year ended 31 March 2024, revenue from service contracts of approximately HK\$1,393,339,000 was recognised in the Group's consolidated statement of comprehensive income. As at 31 March 2024, the Group had deferred revenue of approximately HK\$260,807,000.</p> <p>As described in Note 6 to the consolidated financial statements, revenue from the provision of medical, aesthetic medical and beauty and wellness services are recognised when the services have been rendered to customers. Receipts of proceeds in respect of treatment packages for which the relevant services have not been rendered are recognised as deferred revenue in the consolidated balance sheet.</p>	<p>Our audit procedures performed on revenue recognition for the sale of services included:</p> <ul style="list-style-type: none"> <li>• We understood and evaluated the key controls and assessment process of breakage estimation and assessed the inherent risk of material misstatement by considering the degree of estimation uncertainty, complexity and subjectivity;</li> <li>• We understood and evaluated the key controls of the Group in respect of revenue recognition for the sale of services, including the recording of proceeds received in respect of treatment packages as deferred revenue, the recognition of revenue based on the number of treatment services rendered, and the recognition of any residual deferred revenue at the end of the relevant service period;</li> <li>• We tested, on a sample basis, the key controls over revenue recognition for the sale of services;</li> </ul>



## Independent Auditor's Report

### KEY AUDIT MATTERS — CONTINUED

#### Key Audit Matter

#### How our audit addressed the Key Audit Matter

The Group implements a contractual six-month expiry policy for its service contracts. Customers may not utilise all of their contractual rights within the service period and these unutilised treatments are referred to as "breakage". An expected amount of breakage is estimated by management based on the historical data of customers' utilisation and expected future utilisation pattern of the Group's prepaid packages and is recognised as revenue in proportion to the pattern of treatments used by customers.

After the recognition of revenue from treatments provided and breakage, any residual deferred revenue at the end of the relevant service period are fully recognised as revenue in the consolidated statement of comprehensive income.

We focused on this area because the estimation of breakage is inherently subjective and requires significant management judgment; and significant audit resources were allocated to perform the audit procedures on revenue recognition for the sale of services due to the magnitude of revenue transactions that occurred.

We tested, on a sample basis, the calculation of the amount of revenue recognised during the reporting period and the amount of revenue deferred as at the end of the reporting period with reference to the treatment service contracts, proceeds received and underlying treatment service records. This mainly involved:

- a. Agreeing the contract sums stipulated in the treatment service contracts to the bank receipt records;
- b. Agreeing the number and type of treatments stipulated in the treatment service contracts to the treatment service records;
- c. Checking the number and type of utilised treatments shown in the treatment service records to the corresponding documents acknowledged by the respective customers; and
- d. Recalculating the amount of breakage recognised based on the proportion of treatments used by customers.

We assessed the reasonableness of management's estimate on breakage by performing the following procedures:

- a. Testing, on a sample basis, the accuracy of historical data of customers' utilisation to develop the estimate; and
- b. Assessing the appropriateness of using historical utilisation rate to estimate expected future utilisation rate by comparing with the recent trend in utilisation and the actual utilisation rate subsequent to year end.

Based upon the above procedures, we found that the recognition of revenue from the sale of services was supported by the available evidence.

### OTHER INFORMATION

The directors of the Company are responsible for the other information. The other information comprises all of the information included in the annual report other than the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### RESPONSIBILITIES OF DIRECTORS FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with HKFRSs issued by the HKICPA and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for overseeing the Group's financial reporting process.

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. We report our opinion solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSAAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

## Independent Auditor's Report

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

As part of an audit in accordance with HKSAAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS — CONTINUED

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Ng Hiu Tung.

**PricewaterhouseCoopers**  
*Certified Public Accountants*

Hong Kong, 28 June 2024

# Consolidated Statement of Comprehensive Income

For the year ended 31 March 2024

	Note	2024 HK\$'000	2023 HK\$'000
Revenue	6	1,393,339	1,389,261
Other income	7	7,724	28,711
Other losses — net	8	(944)	(1,458)
Cost of inventories and consumables		(27,573)	(32,499)
Employee benefit expenses	14	(471,650)	(470,570)
Marketing expenses		(159,596)	(150,846)
Depreciation of property, plant and equipment	17	(78,899)	(86,264)
Depreciation of right-of-use assets	18	(123,063)	(137,329)
Expenses related to short-term leases of stores and offices	18	(8,160)	(6,383)
Other operating expenses	9	(148,797)	(136,559)
<b>Operating profit</b>		<b>382,381</b>	396,064
Finance income	10	12,566	7,915
Finance costs	10	(11,224)	(12,523)
Finance income/(costs) — net	10	1,342	(4,608)
<b>Profit before income tax</b>		<b>383,723</b>	391,456
Income tax expenses	11	(73,324)	(75,818)
<b>Profit for the year</b>		<b>310,399</b>	315,638
<b>Attributable to:</b>			
Equity holders of the Company		315,800	315,638
Non-controlling interests		(5,401)	—
<b>Profit for the year</b>		<b>310,399</b>	315,638
<b>Earnings per share attributable to equity holders of the Company for the year</b>			
— Basic	13	HK25.1 cents	HK25.3 cents
— Diluted	13	HK25.1 cents	HK25.3 cents

## Consolidated Statement of Comprehensive Income

For the year ended 31 March 2024

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

The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.

# Consolidated Balance Sheet

As at 31 March 2024

	Note	2024 HK\$'000	2023 HK\$'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	17	146,979	177,755
Right-of-use assets	18	260,748	231,573
Deposits and prepayments	23	40,749	37,185
Financial assets at fair value through other comprehensive income	19	59,717	88,963
Deferred income tax assets	29	16,474	8,532
		<b>524,667</b>	544,008
<b>Current assets</b>			
Inventories	21	6,445	8,908
Trade receivables	22	62,784	49,741
Other receivables, deposits and prepayments	23	52,641	36,792
Term deposits with initial terms of over three months	24	—	210,217
Pledged bank deposits	25	7,874	7,435
Cash and cash equivalents	26	567,401	439,193
		<b>697,145</b>	752,286
<b>Total assets</b>		<b>1,221,812</b>	1,296,294
<b>EQUITY</b>			
<b>Capital and reserves attributable to the Company's equity holders</b>			
Share capital	27	125,619	125,653
Reserves	28	371,892	486,620
		<b>497,511</b>	612,273
Non-controlling interests		<b>(703)</b>	—
<b>Total equity</b>		<b>496,808</b>	612,273

## Consolidated Balance Sheet

As at 31 March 2024

	Note	2024 HK\$'000	2023 HK\$'000
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Provision for reinstatement costs	30	12,703	16,086
Deferred income tax liabilities	29	23,819	21,273
Lease liabilities	18	171,662	125,876
		<b>208,184</b>	163,235
<b>Current liabilities</b>			
Provision for reinstatement costs	30	5,348	1,768
Trade payables	31	1,070	838
Accruals and other payables	32	75,295	66,010
Lease liabilities	18	97,064	114,477
Deferred revenue	33	260,807	252,073
Tax payables		77,236	85,620
		<b>516,820</b>	520,786
<b>Total liabilities</b>		<b>725,004</b>	684,021
<b>Total equity and liabilities</b>		<b>1,221,812</b>	1,296,294

The above consolidated balance sheet should be read in conjunction with the accompanying notes.

The consolidated financial statements on pages 68 to 140 were approved by the Board of Directors on 28 June 2024 and were signed on its behalf.

**Au-Yeung Kong**  
Director

**Au-Yeung Wai**  
Director



# Consolidated Statement of Changes in Equity

For the year ended 31 March 2024

	Equity attributable to equity holders of the Company										
	Share capital HK\$'000	Share premium HK\$'000	Statutory reserve HK\$'000	Capital redemption reserve HK\$'000	Exchange reserve HK\$'000	Share-based compensation reserve HK\$'000	Financial assets at fair value through other comprehensive income reserve HK\$'000	Retained earnings HK\$'000	Subtotal HK\$'000	Non-controlling interests HK\$'000	Total HK\$'000
<b>For the year ended 31 March 2024</b>											
At 1 April 2023	125,653	336,459	13,273	8,295	(21,098)	—	(50,486)	200,177	612,273	—	612,273
<b>Comprehensive income</b>											
Profit for the year	—	—	—	—	—	—	—	315,800	315,800	(5,401)	310,399
<b>Other comprehensive (losses)/income</b>											
Currency translation differences	—	—	—	—	(22,212)	—	—	—	(22,212)	—	(22,212)
Investments at fair value through other comprehensive income:											
— Fair value taken to reserves	—	—	—	—	—	—	(16,326)	—	(16,326)	—	(16,326)
— Fair value losses recycled to retained earnings upon disposal of the relevant financial assets	—	—	—	—	—	—	909	(909)	—	—	—
<b>Total comprehensive (losses)/income</b>	—	—	—	—	(22,212)	—	(15,417)	314,891	277,262	(5,401)	271,861
<b>Total transactions with owners, recognised directly in equity</b>											
Share-based payment (Note 15)	—	—	—	—	—	1,304	—	—	1,304	—	1,304
Repurchase and cancellation of ordinary shares (Note 27(b))	(34)	(1,394)	—	34	—	—	—	—	(1,394)	—	(1,394)
Dividends — cash dividends (Note 12)	—	(71,603)	—	—	—	—	—	(320,331)	(391,934)	—	(391,934)
Capital injections from non-controlling interests	—	—	—	—	—	—	—	—	—	4,698	4,698
	(34)	(72,997)	—	34	—	1,304	—	(320,331)	(392,024)	4,698	(387,326)
At 31 March 2024	125,619	263,462	13,273	8,329	(43,310)	1,304	(65,903)	194,737	497,511	(703)	496,808
<b>For the year ended 31 March 2023</b>											
At 1 April 2022	123,996	329,159	13,273	8,045	(4,693)	—	(67,155)	91,641	494,266	—	494,266
<b>Comprehensive income</b>											
Profit for the year	—	—	—	—	—	—	—	315,638	315,638	—	315,638
<b>Other comprehensive (losses)/income</b>											
Currency translation differences	—	—	—	—	(16,405)	—	—	—	(16,405)	—	(16,405)
Investments at fair value through other comprehensive income:											
— Fair value gains taken to reserves	—	—	—	—	—	—	1,352	—	1,352	—	1,352
— Fair value losses recycled to retained earnings upon disposal of the relevant financial assets	—	—	—	—	—	—	15,317	(15,317)	—	—	—
<b>Total comprehensive (losses)/income</b>	—	—	—	—	(16,405)	—	16,669	300,321	300,585	—	300,585
<b>Total transactions with owners, recognised directly in equity</b>											
Share-based payment (Note 15)	—	—	—	—	—	4,237	—	—	4,237	—	4,237
Issuance of shares upon the exercise of share options (Note 27(a))	372	18,862	—	—	—	(4,237)	—	—	14,997	—	14,997
Repurchase and cancellation of ordinary shares (Note 27(b))	(250)	(10,027)	—	250	—	—	—	—	(10,027)	—	(10,027)
Issuance of shares from settlement of scrip dividends (Note 12)	1,535	58,272	—	—	—	—	—	—	59,807	—	59,807
Dividends — cash and scrip dividends (Note 12)	—	(59,807)	—	—	—	—	—	(191,785)	(251,592)	—	(251,592)
	1,657	7,300	—	250	—	—	—	(191,785)	(182,578)	—	(182,578)
At 31 March 2023	125,653	336,459	13,273	8,295	(21,098)	—	(50,486)	200,177	612,273	—	612,273

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

# Consolidated Statement of Cash Flows

For the year ended 31 March 2024

	Note	2024 HK\$'000	2023 HK\$'000
<b>Cash flows from operating activities</b>			
Cash generated from operations	36(a)	570,916	632,711
Interest received		12,566	7,915
Income tax paid		(86,359)	(80,058)
Net cash generated from operating activities		497,123	560,568
<b>Cash flows from investing activities</b>			
Purchase of property, plant and equipment		(54,179)	(26,741)
Proceeds from disposal of property, plant and equipment	36(b)	150	247
Reinstatement costs paid for leased premises	30	(4,106)	(2,306)
Proceeds from disposal of financial assets at fair value through other comprehensive income	19	8,508	16,296
Dividend income from financial assets at fair value through other comprehensive income		1,974	1,445
Decrease/(increase) in term deposits with initial terms of over three months		210,217	(210,003)
Net cash generated from/(used in) from investing activities		162,564	(221,062)
<b>Cash flows from financing activities</b>			
Dividends paid	12	(391,934)	(191,785)
Repurchase of ordinary shares	27(b)	(1,394)	(10,027)
Payment of principal element of lease liabilities	36(d)	(121,116)	(135,680)
Payment of interest element of lease liabilities	36(d)	(11,224)	(12,523)
Issuance of shares upon the exercise of share options	27(a)	—	14,997
Capital injection from non-controlling interests		4,698	—
Net cash used in financing activities		(520,970)	(335,018)
<b>Net increase in cash and cash equivalents</b>		<b>138,717</b>	<b>4,488</b>
<b>Cash and cash equivalents at 1 April</b>		<b>439,193</b>	<b>444,599</b>
Effect of foreign exchange rate changes		(10,509)	(9,894)
<b>Cash and cash equivalents at 31 March</b>		<b>567,401</b>	<b>439,193</b>

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

# Notes to the Consolidated Financial Statements

## 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, are disclosed in Note 4.

## Notes to the Consolidated Financial Statements

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.1 Basis of preparation — continued

##### (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 <sup>(1)</sup>
Amendments to HKAS 1	Non-current Liabilities with Covenants <sup>(1)</sup>
Amendments to HKFRS 16	Lease Liability in a Sale and Leaseback <sup>(1)</sup>
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 <sup>(1)</sup>
Amendments to HKAS 7 and HKFRS 7	Supplier Finance Arrangements <sup>(1)</sup>
Amendments to HKAS 21	Lack of Exchangeability <sup>(2)</sup>
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>(3)</sup>

(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.

# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.1 Basis of preparation — continued

#### *(c) Change in accounting policy on offsetting arrangement in long service payment in Hong Kong*

In July 2023, the HKICPA published “Accounting implications of the abolition of the MPF-LSP offsetting mechanism in Hong Kong” (the “Guidance”) which provides clarified and detailed guidance on the accounting considerations relating to the abolition of the offsetting mechanism. The Guidance clarified that following the enactment of the Employment and Retirement Schemes Legislation (Offsetting Arrangement) (Amendment) Ordinance 2022 (the “Amendment Ordinance”), long service payment (“LSP”) is no longer a ‘simple type of contributory plans’ to which the practical expedient had been intended to apply.

By following the Guidance, the Group has therefore changed its accounting policy and ceased to apply the practical expedient and reattribute the deemed employee contributions on a straight-line basis from the date when services by employees first lead to their benefits in terms of the LSP legislation in accordance with HKAS 19 paragraph 93(a). This change in accounting policy upon the cessation in applying the practical expedient may result in a catch-up adjustment for past service costs and a corresponding increase in the Group’s LSP obligations in the year of enactment of the Amendment Ordinance (i.e. year ended 31 March 2023). The cumulative effect of recognising this adjustment as of 31 March 2023 was not material and hence no adjustment was made to the beginning retained earnings, or other component of equity.

### 2.2 Material accounting policies

#### *2.2.1 Consolidation*

The consolidated financial statements include the financial statements of the Company and all its subsidiaries made up to 31 March 2024.

Subsidiaries are all entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### 2.2.1 Consolidation — continued

The Group applies the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date.

The Group recognises any non-controlling interest in the acquiree on an acquisition-by-acquisition basis. Non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation are measured at either fair value or the present ownership interests' proportionate share in the recognised amounts of the acquiree's identifiable net assets. All other components of non-controlling interests are measured at their acquisition date fair value, unless another measurement basis is required by HKFRSs.

Acquisition-related costs are expensed as incurred.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If the total of consideration transferred, non-controlling interest recognised and previously held interest measured is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in profit or loss.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Non-controlling interests in the results and equity of subsidiaries are shown separately in the consolidated statement of profit or loss, statement of comprehensive income, statement of changes in equity and statement of financial position respectively.

# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### *2.2.1 Consolidation — continued*

Investments in subsidiaries are accounted for at cost less impairment, if any. Cost includes direct attributable costs of investment. The results of subsidiaries are accounted for by the Company on the basis of dividend received and receivable.

Impairment testing of the investments in subsidiaries is required upon receiving dividends from these investments if the dividend exceeds the total comprehensive income of the subsidiary in the period the dividend is declared or if the carrying amount of the investment in the separate financial statements exceeds the carrying amount in the consolidated financial statements of the investee's net assets including goodwill.

#### *2.2.2 Segment reporting*

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the directors of the Company who make strategic decisions.

#### *2.2.3 Foreign currency translation*

##### *(i) Functional and presentation currency*

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the "functional currency"). The Company's functional and presentation currency is HK\$. Its consolidated financial statements are presented in HK\$.

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.2 Material accounting policies — continued

##### 2.2.3 Foreign currency translation — continued

###### (ii) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are reported as part of the fair value gain or loss.

###### (iii) Group companies

The results and financial position of all the group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (a) assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- (b) income and expenses for each statement of comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions); and
- (c) all resulting exchange differences are recognised in other comprehensive income.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate. Exchange differences arising are recognised in other comprehensive income.



# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### *2.2.4 Property, plant and equipment*

Property, plant and equipment are stated at historical cost less accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisitions of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit or loss during the reporting period in which they are incurred.

Depreciation of property, plant and equipment is calculated using the straight-line method to allocate cost of each asset to their residual values (if any) over their estimated useful lives, as follows:

Machinery and equipment	20% to 30%
Furniture and fixtures	20% to 30%
Office equipment	30%
Motor vehicles	20%
Leasehold improvements	2% or over the unexpired lease term, whichever is shorter
Land and building	3%

The assets' residual values and useful lives are reviewed, and adjusted, if appropriate, at each balance sheet date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposal of property, plant and equipment are determined by comparing the proceeds with the carrying amount and are recognised in profit or loss.

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### 2.2.5 Impairment of non-financial assets

Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows ("cash-generating units"). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

#### 2.2.6 Financial assets

##### (i) Classifications

The Group classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through other comprehensive income, or through profit or loss); and
- those to be measured at amortised cost.

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.

For assets measured at fair value, gains and losses will either be recorded in profit or loss or other comprehensive income. For investments in equity instruments that are not held for trading, this will depend on whether the Group has made an irrevocable election at the time of initial recognition to account for the equity investments at fair value through other comprehensive income.

The Group reclassifies debt investments when and only when its business model for managing those assets changes.

# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### 2.2.6 Financial assets — continued

##### (ii) Recognition and measurement

Regular way purchases and sales of financial assets are recognised on trade-date, the date on which the Group commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

At initial recognition, the Group measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at fair value through profit or loss are expensed in the consolidated statement of comprehensive income.

Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

##### Equity instruments

The Group subsequently measures all equity investments at fair value. Where the Group's management has elected to present fair value gains and losses on equity investments in other comprehensive income, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in the consolidated statement of comprehensive income when the Group's right to receive payments is established.

Changes in the fair value of financial asset at fair value through profit or loss are recognised in other losses — net in the consolidated statement of comprehensive income as applicable. Impairment losses (and reversal of impairment losses) on equity investments measured at fair value through other comprehensive income are not reported separately from other changes in fair value.

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### 2.2.6 Financial assets — continued

##### (iii) Impairment of financial assets

The Group's financial assets measured at amortised cost are subject to HKFRS 9's expected credit loss model. The Group assesses on a forward looking basis the expected credit losses associated with its assets carried at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk. Note 3.1(b) sets out the details on how the Group determines whether there has been a significant increase in credit risk.

For trade receivables, the Group applies the simplified approach permitted by HKFRS 9, which requires expected lifetime losses to be recognised from initial recognition of trade receivables. The provision matrix is determined based on historical observed default rates over the expected life of trade receivables with similar credit risk characteristics and is adjusted for forward-looking estimates. At every reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analysed.

For other receivables and deposits, the Group measures the impairment as either 12-month expected credit losses or lifetime expected credit losses, depending on whether there has been a significant increase in credit risk since initial recognition. If a significant increase in credit risk of the other receivables and deposits has occurred since initial recognition, then impairment is measured as lifetime expected credit losses.

#### 2.2.7 Receivables

Receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less any provision for impairment.

#### 2.2.8 Financial liabilities and equity instruments

Financial liabilities and equity instruments issued by the Group are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument. Financial liabilities (as disclosed in Note 20) are initially measured at fair value, and are subsequently measured at amortised cost, using the effective interest method. An equity instrument is any contract that does not meet the definition of financial liability and evidences a residual interest in the assets of the Group after deducting all of its liabilities.

Ordinary shares are classified as equity. Incremental costs, net of tax, directly attributable to the issue of new shares or options are shown in equity as a deduction from the proceeds.

## Notes to the Consolidated Financial Statements

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.2 Material accounting policies — continued

##### *2.2.9 Current and deferred income tax*

The income tax expenses for the year comprise current and deferred tax. Income tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity respectively.

##### *(a) Current income tax*

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the places where the Group operates and generates taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

##### *(b) Deferred income tax*

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or a liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in foreign operations where the company is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.2 Material accounting policies — continued

##### *2.2.9 Current and deferred income tax — continued*

###### *(c) Offsetting*

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

Current and deferred income tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

##### *2.2.10 Employee benefits*

###### *(a) Pension obligations*

The Group participates in various defined contribution retirement benefit plans which are available to all relevant employees. These plans are generally funded through payments to schemes established by government or trustee-administered funds.

A defined contribution plan is a pension plan under which the Group pays contributions on a mandatory, contractual or voluntary basis into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefit relating to employee service in the current and prior periods.

All contributions to pension plans are fully and immediately vested and the Group has no unvested benefits available to reduce its future contributions.

###### *(b) Bonus plan*

The expected cost of bonus payments is recognised as a liability when the Group has a present legal or constructive obligation as a result of services rendered by employees and a reliable estimate of the obligation can be made. Liabilities of bonus plan are expected to be settled within twelve months and are measured at the amounts expected to be paid when they are settled.

# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### *2.2.11 Provisions*

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in provision due to the passage of time is recognised as interest expense.

#### *2.2.12 Revenue recognition*

Revenue comprises the fair value of the consideration received or receivable for the sales of products and services in the ordinary course of the Group's activities. Revenue is shown net of value-added tax, returns, service refunds, discounts and after eliminating sales within the Group.

The Group does not have any contracts where the period between the transfer of the promised services to the customers and the payment by the customer exceeds one year. Therefore, the Group does not adjust any of the transaction prices for the time value of money.

Incremental costs of obtaining contracts with customers such as sales commissions paid or payable to staff may be capitalised as deferred costs in the Group's consolidated balance sheet if the Group expects to recover those costs. If capitalised, these deferred costs are recognised in the consolidated statement of comprehensive income in the period in which the deferred revenue that they relate is recognised as revenue. The Group has applied the practical expedient of directly recognising these incremental costs as expenses when incurred since the amortisation period of the assets that the Group otherwise would have recognised will be less than one year.

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.2 Material accounting policies — continued

##### 2.2.12 Revenue recognition — continued

###### (a) Sales of services

Revenue from the provision of medical, aesthetic medical and beauty and wellness services are recognised in the accounting period when the services have been rendered to customers. Receipts of proceeds in respect of treatment packages for which the relevant services have not been rendered are deferred and recognised as “deferred revenue” in the consolidated balance sheet.

The Group implements a contractual six-month expiry policy for all service contracts. The customers may not utilise all of their contractual rights within the service period and these unutilised treatments are referred to as “breakage”. An expected amount of breakage is estimated by management based on the historical data of customers’ utilisation and expected future utilisation pattern of the Group’s prepaid packages and is recognised as revenue in proportion to the pattern of treatments used by customers. After the recognition of revenue from treatments provided and breakage, any residual deferred revenue at the end of the relevant service period are fully recognised as revenue in the consolidated statement of comprehensive income.

###### (b) Interest income

Interest income is recognised using the effective interest method.

###### (c) Dividend income

Dividend income is recognised when the right to receive payment is established.



# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.2 Material accounting policies — continued

#### 2.2.13 Leases

Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- variable lease payment that are based on an index or a rate, initially measured using the index or rate as at the commencement date;
- amounts expected to be payable by the Group under residual value guarantees;
- the exercise price of a purchase option if the Group is reasonably certain to exercise that option; and
- payments of penalties for terminating the lease, if the lease term reflects the Group exercising that option.

Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

### 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

#### 2.2 Material accounting policies — continued

##### *2.2.13 Leases — continued*

Lease payments are allocated between principal and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability;
- any lease payments made at or before the commencement date less any lease incentives received;
- any initial direct costs; and
- restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.

Payments associated with short-term leases and all leases of low value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less.

The change in the scope of a lease or the consideration for a lease that is not originally provided for in the lease contract is accounted for as lease modification. The lease modification is recognised as a separate lease when the modification increases the scope of the lease by adding the underlying assets and the increase in the consideration is commensurate with the stand-alone price for the increase in scope. The lease liability is remeasured based on the revised lease payments and lease term using a revised discount rate at the effective date of the modification when the lease modification is not accounted for as a separate lease.

# Notes to the Consolidated Financial Statements

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.3 Other accounting policies

#### *2.3.1 Offsetting financial instruments*

Financial assets and liabilities are offset and the net amount reported in the consolidated balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in the event of default, insolvency or bankruptcy of the Company or the counterparty.

#### *2.3.2 Cash and cash equivalents*

Cash and cash equivalents include cash on hand, deposits held at call with banks, and other short-term highly liquid investments with original maturities of three months or less.

#### *2.3.3 Inventories*

Inventories are stated at the lower of cost and net realisable value. Cost is determined by using the first in, first out (FIFO) method. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

#### *2.3.4 Share-based payments*

##### *Equity-settled share-based payment transactions*

The Group operates an equity-settled, share-based compensation plan, under which the entity receives services from directors, employees, consultant or adviser of the Group as consideration for equity instruments (options) of the Group. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed is determined by reference to the fair value of the options granted:

- including any market performance conditions (for example, an entity's share price);
- excluding the impact of any service and non-market performance vesting conditions (for example, profitability, sales growth targets and remaining an employee of the entity over a specified time period); and
- including the impact of any non-vesting conditions (for example, the requirement for employees to save or hold shares for a specified period of time).

## 2 BASIS OF PREPARATION AND SUMMARY OF ACCOUNTING POLICIES — CONTINUED

### 2.3 Other accounting policies — continued

#### *2.3.4 Share-based payments — continued*

##### *Equity-settled share-based payment transactions — continued*

At the end of each reporting period, the Group revises its estimates of the number of options that are expected to vest based on the non-market performance and service conditions. It recognises the impact of the revision to original estimates, if any, in profit or loss, with a corresponding adjustment to equity.

In addition, in some circumstances employees may provide services in advance of the grant date and therefore the grant date fair value is estimated for the purposes of recognising the expense during the period between service commencement period and grant date.

When the options are exercised, the Company issues new shares. The proceeds received net of any directly attributable transaction costs are credited to share capital (and share premium).

#### *2.3.5 Government subsidies*

Subsidies from the government are recognised at their fair value where there is a reasonable assurance that the incentives will be received and the Group will comply with all attached conditions.

Government subsidies relating to costs are deferred and recognised in profit or loss over the period necessary to match them with the costs that they are intended to compensate.

Government subsidies relating to property, plant and equipment are included in non-current liabilities as deferred government grants and are credited to profit or loss on a straight-line basis over the expected lives of the related assets.

#### *2.3.6 Dividend distributions*

Dividend distribution to the Company's shareholders is recognised as a liability in the Group's and the Company's financial statements in the period in which the dividends are approved by the Company's shareholders or directors, as appropriate.

# Notes to the Consolidated Financial Statements

## 3 FINANCIAL RISK MANAGEMENT

### 3.1 Financial risk factors

The Group's activities expose it to a variety of financial risks: foreign exchange risk, credit risk, liquidity risk, cash-flow and fair value interest-rate risks and price risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance.

#### *(a) Foreign exchange risk*

The Group operates in Hong Kong, Macau, the PRC, Australia and Singapore with most of the transactions denominated and settled in HK\$, Macau Patacas ("MOP"), Chinese Renminbi ("RMB"), Australian dollar ("AUD") and Singapore dollar ("SGD") respectively. The Company does not use any derivative financial instruments to hedge its exposure to foreign exchange risk. 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 (2023: Same).

#### *(b) Credit risk*

The Group has no significant concentrations of credit risk. The carrying amounts of cash at banks, term deposits, pledged bank deposits, trade receivables, deposits and other receivables included in the consolidated balance sheet represent the Group's maximum exposure to credit risk in relation to its financial assets.

The Group has two types of financial asset that is subject to the expected credit loss models:

- Trade receivables
- Other financial assets carried at amortised cost

### 3 FINANCIAL RISK MANAGEMENT — CONTINUED

#### 3.1 Financial risk factors — continued

##### *(b) Credit risk — continued*

###### *Trade receivables*

The Group applies the HKFRS 9 simplified approach to measure expected credit losses which uses a lifetime expected loss allowance for all trade receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due. Future cash flows for each group of receivables are estimated on the basis of historical default rates, adjusted to reflect the effects of existing market conditions as well as forward looking information on macroeconomic factors affecting the ability of the debtors to settle the receivable. Trade receivables with known insolvencies are assessed individually for impairment allowances and are written off when there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, amongst others, the failure of a debtor to engage in a prepayment plan with the Group, and a failure to make contractual payments.

Trade receivables of the Group represent amounts due from various financial institutions as a result of credit cards and instalment payment arrangement. Taking into account the high credit rating of these counterparties, who also has no recent history of default and that the Group is not contractually exposed to the risk of default by the ultimate customer arising from the payment arrangements, management assessed that the expected credit loss rate of these trade receivables is close to zero. Therefore, the loss allowance provision for these balances was not material and no provision was recognised as at 31 March 2024 and 2023.

###### *Other financial assets carried at amortised cost*

The Group's other financial assets carried at amortised cost include cash and cash equivalents, term deposits, pledged bank deposits, deposits and other receivables in the consolidated balance sheet. The impairment loss of other financial assets carried at amortised cost is measured based on the 12-month expected credit loss. The 12-month expected credit loss is the portion of lifetime expected credit loss that results from default events on a financial instrument that are possible within twelve months after the reporting date. However, when there has been a significant increase in credit risk since origination, the allowance will be based on the lifetime expected credit loss.

Management considered the credit risk of deposits and other receivables as low as counterparties have a strong capacity to meet their contractual cash flow obligations in the near term.

## Notes to the Consolidated Financial Statements

### 3 FINANCIAL RISK MANAGEMENT — CONTINUED

#### 3.1 Financial risk factors — continued

##### *(b) Credit risk — continued*

###### *Other financial assets carried at amortised cost — continued*

The Group's cash at banks, term deposits and pledged bank deposits are deposited in major financial institutions located in Hong Kong, Macau, the PRC, Australia and Singapore, which are of high credit rating. Management does not expect any losses arising from non-performance by these counterparties.

The Group's rental deposits are placed with various landlords in Hong Kong, Macau, the PRC, Australia and Singapore, and are due to refund upon the expiry of the tenancy agreement and handover of the leased premium. The Group has not experienced any defaults by the landlords.

Therefore, the Group has assessed that the expected credit losses for these financial assets carried at amortised costs were immaterial under 12-month expected losses method, and therefore no provision was recognised as at 31 March 2024 (2023: Same).

##### *(c) Liquidity risk*

Prudent liquidity management implies maintaining sufficient cash and cash equivalents and the availability of funding through an adequate amount of committed credit facilities.

The Group's primary cash requirements have been the payment for operating expenses. The Group mainly finances its working capital requirements through internal resources.

The Group's policy is to regularly monitor current and expected liquidity requirements to ensure it maintains sufficient cash and cash equivalents and adequate amount of committed credit facilities to meet its liquidity requirements in the short and long term.

During the years ended 31 March 2024 and 2023, the credit terms with financial institutions on instalment and credit card sales arrangement generally ranged from 3 days to 180 days.

Taking into account the Group's financial resources and its internally generated cash, the Directors of the Group are of the opinion that the Group has sufficient capital to meet its liquidity needs for at least twelve months from 31 March 2024.

## Notes to the Consolidated Financial Statements

### 3 FINANCIAL RISK MANAGEMENT — CONTINUED

#### 3.1 Financial risk factors — continued

##### (c) Liquidity risk — continued

The table below analyses the Group's non-derivative financial liabilities into relevant maturity grouping based on the remaining period at the balance sheet date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying values as the impact of discounting is not significant.

	Less than 1 year HK\$'000	Between 1 and 2 years HK\$'000	Between 2 and 5 years HK\$'000	Total HK\$'000
<b>At 31 March 2024</b>				
Trade payables (Note 31)	1,070	—	—	1,070
Accruals and other payables	33,957	—	—	33,957
Lease liabilities	107,067	89,165	94,755	290,987
<b>Total</b>	<b>142,094</b>	<b>89,165</b>	<b>94,755</b>	<b>326,014</b>
<b>At 31 March 2023</b>				
Trade payables (Note 31)	838	—	—	838
Accruals and other payables	24,171	—	—	24,171
Lease liabilities	123,374	72,197	60,515	256,086
<b>Total</b>	<b>148,383</b>	<b>72,197</b>	<b>60,515</b>	<b>281,095</b>



# Notes to the Consolidated Financial Statements

## 3 FINANCIAL RISK MANAGEMENT — CONTINUED

### 3.1 Financial risk factors — continued

#### *(d) Cash-flow and fair value interest-rate risks*

The Group does not have any significant interest bearing financial assets or liabilities except for term deposits, pledged bank deposits and cash at banks, details of which are disclosed in Notes 24, 25 and 26 to the consolidated financial statements respectively. Management considers that interest-rate risk exposure of the Group is insignificant and no sensitivity analysis is therefore presented thereon.

#### *(e) Price risk*

The Group's main market price risk exposures as at 31 March 2024 and 2023 relate to financial assets at fair value through other comprehensive income which comprised listed equity securities.

As at 31 March 2024, if the market price of financial assets at fair value through other comprehensive income had increased/decreased by 5%, the Group's equity would have been approximately HK\$2,986,000 (2023: HK\$4,448,000) higher/lower, mainly as a result of the gains/losses on financial assets at fair value through other comprehensive income.

The Group closely monitors the price movement and changes in market conditions that may have an impact on the value of these financial assets.

### 3.2 Fair value estimation

The following table presents the Group's financial instruments that are measured at fair value at 31 March 2024 and 2023. The different levels have been defined as follows:

- (i) Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- (ii) Inputs other than quoted prices included within level 1 that are observable for the assets or liabilities, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- (iii) Inputs for the assets or liabilities that are not based on observable market data (that is, unobservable inputs) (level 3).

## Notes to the Consolidated Financial Statements

### 3 FINANCIAL RISK MANAGEMENT — CONTINUED

#### 3.2 Fair value estimation — continued

	Level 1 HK\$'000	Level 2 HK\$'000	Level 3 HK\$'000	Total HK\$'000
<b>At 31 March 2024</b>				
Financial assets at fair value through other comprehensive income				
— Listed equity investments	59,717	—	—	59,717
<b>At 31 March 2023</b>				
Financial assets at fair value through other comprehensive income				
— Listed equity investments	88,963	—	—	88,963

The carrying amounts of the Group's current financial assets, including cash at banks, term deposits, pledged bank deposits, trade receivables, deposits and other receivables; and the Group's current financial liabilities, including trade payables and accruals and other payables approximate their fair values due to their short maturities.

#### 3.3 Capital risk management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Group manages the capital structure and makes adjustments to it in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Group may adjust the dividend payments to shareholders, return capital to shareholders, issue new shares or obtain bank borrowings.

The Group also monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including current and non-current borrowings as shown in the consolidated balance sheet) less cash and cash equivalents. Total capital is calculated as "equity", as shown in the consolidated balance sheet, plus net debt. The Group's strategy was to maintain a minimal gearing ratio. Management consider that the Group's capital risk is minimal as the Group has cash and cash equivalents of approximately HK\$567,401,000 as at 31 March 2024 (2023: HK\$439,193,000), and has no outstanding bank loans, overdrafts or other borrowings at 31 March 2024 (2023: Same).

### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

Estimates and judgments used in preparing the consolidated financial statements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial period are discussed below.

#### (a) Breakage in revenue recognition

As explained in Note 2.2.12(a), the Group's revenue recognition from provision of services involves the element of breakage which is estimated by the Group's management based on the historical data of customers' utilisation and expected future utilisation pattern and is recognised as revenue in proportion to the pattern of rights exercised by the customers. The actual subsequent utilisation by the customers may be higher or lower than the amount of breakage estimated at the end of each reporting period, which would affect the revenue and profit recognised in current and future years.

#### (b) Current and deferred income tax

The Group is subject to income taxes in various jurisdictions. Judgment is required in determining the provision for income taxes in each of these jurisdictions. There are transactions and calculations during the ordinary course of business for which the ultimate tax determination is uncertain. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

Deferred income tax assets relating to certain temporary differences and tax losses are recognised when management considers it is probable that future taxable profits will be available against which the temporary differences or tax losses can be utilised. When the expectation is different from the original estimates, such differences will impact the recognition of deferred income tax assets and taxation charges in the period in which such estimates is changed.

#### (c) Impairment assessment on property, plant and equipment and right-of-use assets

Property, plant and equipment and right-of-use assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. The recoverable amounts have been determined based on the higher of value-in-use or fair value less costs of disposal.

## Notes to the Consolidated Financial Statements

### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS — CONTINUED

#### (c) Impairment assessment on property, plant and equipment and right-of-use assets — continued

The calculations require the use of judgements and estimates. Management judgement is required in the area of asset impairment particularly in assessing: (i) whether an event has occurred that may indicate that the related asset values may not be recoverable; (ii) whether the carrying amount of the assets can be supported by the recoverable amount, being the higher of fair value less costs of disposal and value-in-use which are estimated based upon the continued use of the assets in the business; and (iii) the key assumptions to be applied in preparing cash flow projections including whether these cash flow projections are discounted using an appropriate rate. Changing the assumptions used by management in assessing impairment, including the revenue growth rate and discount rates used in the cash flow projections, could affect the result of impairment.

### 5 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 HK\$'000	2023 HK\$'000
Hong Kong	1,081,377	1,040,119
Regions outside Hong Kong	311,962	349,142
	<b>1,393,339</b>	<b>1,389,261</b>

## Notes to the Consolidated Financial Statements

### 5 SEGMENT INFORMATION — CONTINUED

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 HK\$'000	2023 HK\$'000
Hong Kong	256,664	268,693
Regions outside Hong Kong	127,059	122,763
	<b>383,723</b>	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 HK\$'000	2023 HK\$'000
Hong Kong	397,502	331,831
Regions outside Hong Kong	50,974	114,682
	<b>448,476</b>	446,513

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

	2024 HK\$'000	2023 HK\$'000
Hong Kong	42,052	9,556
Regions outside Hong Kong	8,021	10,595
	<b>50,073</b>	20,151

## Notes to the Consolidated Financial Statements

### 6 REVENUE

During the year ended 31 March 2024, except for the revenue of approximately HK\$19,612,000 that was recognised over time, the remaining revenue of the Group from contracts with customers was recognised at a point in time.

During the year ended 31 March 2023, all of the Group's revenue was derived from contracts with customers and is recognised at a point in time.

	2024 HK\$'000	2023 HK\$'000
Revenue from treatment service contracts	1,393,339	1,389,261

### 7 OTHER INCOME

	2024 HK\$'000	2023 HK\$'000
Government subsidies (Note)	5,750	25,727
Dividend income from financial assets at fair value through other comprehensive income	1,974	2,984
	<b>7,724</b>	28,711

Note: During the years ended 31 March 2024 and 2023, there were no unfulfilled conditions or other contingencies attaching to these grants.

### 8 OTHER LOSSES — NET

	2024 HK\$'000	2023 HK\$'000
Losses on disposal of property, plant and equipment (Note 36(b))	(467)	(1,100)
Net exchange losses	(477)	(370)
Gains on lease modification (Note 18(d))	—	494
Losses on forfeiture of rental and other deposits	—	(482)
	<b>(944)</b>	(1,458)

## Notes to the Consolidated Financial Statements

### 9 OTHER OPERATING EXPENSES

Included in other operating expenses are the following:

	2024 HK\$'000	2023 HK\$'000
Doctor consultation fee	6,743	9,187
Auditor's remuneration	2,100	2,000
Credit card and instalment arrangement commissions	62,987	59,510
Printing, stationeries and general office expenses	3,292	2,959
Utility charges	4,105	4,130
Courier, postages and delivery charges	1,469	2,366
Building management fee	22,625	17,730
Telecommunication and computer expenses	8,909	8,960
Air-conditioning charges	7,076	6,795
Rates	5,427	4,636
Legal and professional fees	3,920	4,885
Laundry expense	3,452	3,460
Other expenses	16,692	9,941
	<b>148,797</b>	136,559

### 10 FINANCE INCOME/(COSTS) — NET

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

## Notes to the Consolidated Financial Statements

### 11 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 HK\$'000	2023 HK\$'000
Current income taxation		
— Hong Kong profits tax	50,888	48,740
— PRC and overseas income tax	23,146	26,656
	<b>74,034</b>	75,396
Over-provision in prior years	<b>(1,896)</b>	(3,158)
Total current income taxation	<b>72,138</b>	72,238
Deferred taxation (Note 29)	<b>1,186</b>	3,580
	<b>73,324</b>	75,818



## Notes to the Consolidated Financial Statements

### 11 INCOME TAX EXPENSES — CONTINUED

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 HK\$'000	2023 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
<b>Tax charge</b>	<b>73,324</b>	<b>75,818</b>

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.

### 12 DIVIDENDS

	2024 HK\$'000	2023 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 and iv)	67,835	59,057
	<b>395,646</b>	<b>377,156</b>

## Notes to the Consolidated Financial Statements

### 12 DIVIDENDS — CONTINUED

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.

### 13 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

## Notes to the Consolidated Financial Statements

### 13 EARNINGS PER SHARE — CONTINUED

#### 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.

### 14 EMPLOYEE BENEFIT EXPENSES

	2024 HK\$'000	2023 HK\$'000
Wages and salaries	434,124	429,289
Pension costs — defined contribution plans (Note a)	15,951	21,748
Share-based payment expenses (Note 15)	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.

### 14 EMPLOYEE BENEFIT EXPENSES — CONTINUED

#### (a) Pension costs — defined contribution plans — continued

##### *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.

### 15 SHARE-BASED PAYMENT

The Company has a share option scheme approved and adopted on 13 August 2021 (“Share Option Scheme”), pursuant to which share options may be granted to directors (including executive, non-executive or independent non-executive directors), any employee (full-time or part-time), any consultant or adviser of or to the Company or the Group (on an employment or contractual or honorary basis and paid or unpaid) to subscribe for the shares of the Company, subject to a maximum of 10% of the total number of shares in issue as at the listing date or such maximum number as approved by the shareholders.

The Share Option Scheme is valid and effective for a period of ten years commencing on the adoption date of the scheme.

The exercise price shall be at least the highest of (i) the closing price of the Company’s shares as stated in the Stock Exchange’s daily quotations sheet on the date of grant of the option, which must be a business day; (ii) the average of the closing prices of the shares as stated in the Stock Exchange’s daily quotations sheets for the five consecutive business days immediately preceding the date of grant of the option; and (iii) the nominal value of the share.

### 15 SHARE-BASED PAYMENT — CONTINUED

The terms and conditions of the share options granted and effective during the years ended 31 March 2024 and 2023 are as follows:

#### a) Share options granted to directors on 8 July 2022

On 8 July 2022, the Company granted 1,219,000 share options to each of its two executive directors, amounting to a total of 2,438,000 share options granted. The exercise price is HK\$4.10 per share option, being the closing price of the Company's shares on the grant date. These share options are exercisable immediately on the date of grant. These options granted have a contractual option term of three years and will be expired on 7 July 2025. The Company does not have a legal or constructive obligation to repurchase or settle the options in cash. During the year ended 31 March 2023, all of the 2,438,000 share options were exercisable and exercised.

The fair values of these share options granted determined using the Binominal Option Pricing Model was HK\$1.1070 per option. The significant inputs into the model were the exercise price of HK\$4.10 at the grant date, volatility of 56.66%, dividend yield of 6.15% and an annual risk-free interest rate of 2.36%. The volatility measured at the standard deviation of continuously compounded share returns is based on statistical analysis of daily share prices over the last three years.

#### b) Share options granted to directors on 29 August 2022

On 29 August 2022, the Company granted 1,282,000 share options to an executive director. The exercise price is HK\$3.90 per share option, being the average closing price per share as stated in the Stock Exchange's daily quotation sheets for the five consecutive business days immediately preceding the date of grant. These share options are exercisable immediately on the date of grant. These options granted have a contractual option term of three years and will be expired on 28 August 2025. The Company does not have a legal or constructive obligation to repurchase or settle the options in cash. During the year ended 31 March 2023, all of the 1,282,000 share options were exercisable and exercised.

The fair values of these share options granted determined using the Binominal Option Pricing Model was HK\$1.1997 per option. The significant inputs into the model were the exercise price of HK\$3.90 at the grant date, volatility of 59.44%, dividend yield of 6.16% and an annual risk-free interest rate of 3.06%. The volatility measured at the standard deviation of continuously compounded share returns is based on statistical analysis of daily share prices over the last three years.

## Notes to the Consolidated Financial Statements

### 15 SHARE-BASED PAYMENT — CONTINUED

#### c) Share options granted to directors on 12 December 2023

On 12 December 2023, the Company granted 1,256,000 share options to each of its three executive directors, amounting to a total of 3,768,000 share options granted. The exercise price is HK\$3.346 per share option, being the closing price of the Company's shares on the grant date. These share options granted will be vested and exercisable after one year from the grant date. These options granted have a contractual option terms of 10 years and will be expired on 11 December 2033. The Company does not have a legal or constructive obligation to repurchase or settle the options in cash. During the year ended 31 March 2024, no share options were exercisable and exercised.

The fair values of these share options granted determined using the Binominal Option Pricing Model was HK\$1.1411 per option. The significant inputs into the model were the exercise price of HK\$3.35 at the grant date, volatility of 50.14%, dividend yield of 7.68% and an annual risk-free interest rate of 3.58%. The volatility measured at the standard deviation of continuously compounded share returns is based on statistical analysis of daily share prices over the last three years.

Total expenses recognised in profit or loss for the above share options granted to directors are set out in Note 14.

Movements in the number of share options outstanding and their related weighted average exercise prices are as follows:

	2024		2023	
	Average exercise price in HK\$ per share option	Number of share options (thousands)	Average exercise price in HK\$ per share option	Number of share options (thousands)
At 1 April	—	—	—	—
Granted during the year	3.35	3,768	4.03	3,720
Exercised during the year	—	—	4.03	(3,720)
At 31 March	3.35	3,768	—	—

As at 31 March 2024, all outstanding options will be expired on 11 December 2033.

## Notes to the Consolidated Financial Statements

### 16 DIRECTORS' AND SENIOR MANAGEMENT'S REMUNERATIONS

#### (a) Remunerations of directors and chief executive officer

	Fees HK\$'000	Salary HK\$'000	Discretionary bonuses HK\$'000	Housing allowance HK\$'000	Estimated money value of other benefit (Note 1) HK\$'000	Employer's contribution to a retirement benefit scheme HK\$'000	Remunerations paid or receivable in respect of accepting office as director HK\$'000	Emoluments paid or receivable in respect of director's other services in connection with the management of the affairs of the company or its subsidiary undertaking HK\$'000	Total HK\$'000
Year ended 31 March 2024									
<b>Executive directors</b>									
Dr. Au-Yeung Kong <i>(Chief executive officer)</i>	30,000	—	—	—	435	18	—	—	30,453
Ms. Au-Yeung Hung	3,600	—	—	—	435	18	—	—	4,053
Ms. Au-Yeung Wai	3,600	—	—	—	434	18	—	—	4,052
Mr. So Hin Lung (Note 2)	1,716	—	—	—	—	18	—	—	1,734
<b>Independent non-executive directors</b>									
Ms. Hsu Wai Man, Helen	180	—	—	—	—	9	—	—	189
Mr. Chi Chi Hung, Kenneth	180	—	—	—	—	9	—	—	189
Ms. Cho Yi Ping	180	—	—	—	—	9	—	—	189
	39,456	—	—	—	1,304	99	—	—	40,859

## Notes to the Consolidated Financial Statements

### 16 DIRECTORS' AND SENIOR MANAGEMENT'S REMUNERATIONS — CONTINUED

#### (a) Remunerations of directors and chief executive officer — continued

	Fees HK\$'000	Salary HK\$'000	Discretionary bonuses HK\$'000	Housing allowance HK\$'000	Estimated money value of other benefit (Note 1) HK\$'000	Employer's contribution to a retirement benefit scheme HK\$'000	Remunerations paid or receivable in respect of accepting office as director HK\$'000	Emoluments paid or receivable in respect of director's other services in connection with the management of the affairs of the company or its subsidiary undertaking HK\$'000	Total HK\$'000
Year ended 31 March 2023									
<b>Executive directors</b>									
Dr. Au-Yeung Kong (Chief executive officer)	30,000	—	—	—	1,539	18	—	—	31,557
Ms. Au-Yeung Hung	3,600	—	—	—	1,349	18	—	—	4,967
Ms. Au-Yeung Wai	3,600	—	—	—	1,349	18	—	—	4,967
Mr. So Hin Lung (Note 2)	909	—	—	—	—	10	—	—	919
<b>Independent non-executive directors</b>									
Ms. Hsu Wai Man, Helen	180	—	—	—	—	9	—	—	189
Mr. Chi Chi Hung, Kenneth	180	—	—	—	—	9	—	—	189
Ms. Cho Yi Ping	180	—	—	—	—	9	—	—	189
	38,649	—	—	—	4,237	91	—	—	42,977

Note 1: The amounts represent the share-based payment expenses charged to profit or loss during the year for share options granted to these directors (Note 14).

Note 2: Mr. So Hin Lung was appointed as an executive director on 28 September 2022.

No directors waived or agreed to waive any emoluments during the years ended 31 March 2024 and 2023.



## Notes to the Consolidated Financial Statements

### 16 DIRECTORS' AND SENIOR MANAGEMENT'S REMUNERATIONS — CONTINUED

#### (b) Five highest paid individuals

The five individuals whose remunerations were the highest in the Group are as follows:

	Number of individuals	
	2024	2023
Directors	3	3
Employees	2	2
	5	5

Information relating to the remunerations of the directors has been disclosed above. Details of the remunerations of the remaining highest paid individuals not in the capacity as a director during the year are set out below:

	2024 HK\$'000	2023 HK\$'000
Basic salaries	7,580	6,148
Pension costs — defined contribution plans	36	36
	7,616	6,184

The number of highest paid individuals not in the capacity as a director whose remunerations for the year fell within the following bands:

	Number of non-directors	
	2024	2023
HK\$2,500,001 to HK\$3,500,000	—	2
HK\$3,500,001 to HK\$4,500,000	2	—

During the years ended 31 March 2024 and 2023, no emoluments had been paid to the directors of the Company or the five highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office.

## Notes to the Consolidated Financial Statements

### 17 PROPERTY, PLANT AND EQUIPMENT

	Land and building HK\$'000	Leasehold improvements HK\$'000	Machinery and equipment HK\$'000	Office equipment, furniture and fixtures HK\$'000	Motor vehicles HK\$'000	Total HK\$'000
<b>At 1 April 2022</b>						
Cost	16,516	269,843	429,996	69,243	9,681	795,279
Accumulated depreciation	(1,894)	(163,459)	(322,173)	(53,540)	(4,024)	(545,090)
<b>Net book amount</b>	<b>14,622</b>	<b>106,384</b>	<b>107,823</b>	<b>15,703</b>	<b>5,657</b>	<b>250,189</b>
<b>Year ended 31 March 2023</b>						
Opening net book amount	14,622	106,384	107,823	15,703	5,657	250,189
Additions	—	7,415	7,987	4,397	352	20,151
Disposals	—	—	(1,104)	(243)	—	(1,347)
Depreciation	(496)	(42,492)	(32,986)	(8,442)	(1,848)	(86,264)
Exchange differences	—	(2,481)	(2,304)	(189)	—	(4,974)
<b>Closing net book amount</b>	<b>14,126</b>	<b>68,826</b>	<b>79,416</b>	<b>11,226</b>	<b>4,161</b>	<b>177,755</b>
<b>At 31 March 2023</b>						
Cost	16,516	267,654	417,214	69,315	10,033	780,732
Accumulated depreciation	(2,390)	(198,828)	(337,798)	(58,089)	(5,872)	(602,977)
<b>Net book amount</b>	<b>14,126</b>	<b>68,826</b>	<b>79,416</b>	<b>11,226</b>	<b>4,161</b>	<b>177,755</b>
<b>Year ended 31 March 2024</b>						
Opening net book amount	<b>14,126</b>	<b>68,826</b>	<b>79,416</b>	<b>11,226</b>	<b>4,161</b>	<b>177,755</b>
Additions	—	<b>36,319</b>	<b>9,595</b>	<b>4,159</b>	—	<b>50,073</b>
Disposals	—	—	<b>(523)</b>	<b>(94)</b>	—	<b>(617)</b>
Depreciation	<b>(496)</b>	<b>(36,399)</b>	<b>(32,119)</b>	<b>(8,155)</b>	<b>(1,730)</b>	<b>(78,899)</b>
Exchange differences	—	<b>(431)</b>	<b>(782)</b>	<b>(120)</b>	—	<b>(1,333)</b>
<b>Closing net book amount</b>	<b>13,630</b>	<b>68,315</b>	<b>55,587</b>	<b>7,016</b>	<b>2,431</b>	<b>146,979</b>
<b>At 31 March 2024</b>						
Cost	<b>16,516</b>	<b>297,539</b>	<b>418,798</b>	<b>71,889</b>	<b>10,033</b>	<b>814,775</b>
Accumulated depreciation	<b>(2,886)</b>	<b>(229,224)</b>	<b>(363,211)</b>	<b>(64,873)</b>	<b>(7,602)</b>	<b>(667,796)</b>
<b>Net book amount</b>	<b>13,630</b>	<b>68,315</b>	<b>55,587</b>	<b>7,016</b>	<b>2,431</b>	<b>146,979</b>

## Notes to the Consolidated Financial Statements

### 18 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 HK\$'000	2023 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 HK\$'000	2023 HK\$'000
<b>Right-of-use assets</b>		
Properties	260,748	231,573
<b>Lease liabilities</b>		
Non-current	171,662	125,876
Current	97,064	114,477
	268,726	240,353

## Notes to the Consolidated Financial Statements

### 18 RIGHT-OF-USE ASSETS AND LEASE LIABILITIES — CONTINUED

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

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

	2024 HK\$'000	2023 HK\$'000
Depreciation of right-of-use assets — Properties	123,063	137,329
Interest expenses on leases liabilities (Note 10)	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 HK\$'000	2023 HK\$'000
<b>Cash flows from operating activities (Note)</b>		
Payments for short-term leases in respect of stores and offices	8,160	6,383
<b>Cash flows from financing activities</b>		
Payment of interest element of lease liabilities	11,224	12,523
Payment of principal element of lease liabilities	121,116	135,680
	<b>132,340</b>	<b>148,203</b>

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.

## Notes to the Consolidated Financial Statements

### 19 FINANCIAL ASSETS AT FAIR VALUE THROUGH OTHER COMPREHENSIVE INCOME

	2024 HK\$'000	2023 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 HK\$'000	2023 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.

## Notes to the Consolidated Financial Statements

### 20 FINANCIAL INSTRUMENTS BY CATEGORY

	Financial assets at amortised cost HK\$'000	Financial assets at fair value through other comprehensive income HK\$'000	Total HK\$'000
<b>Assets included in the consolidated balance sheet</b>			
At 31 March 2024			
Trade receivables (Note 22)	62,784	—	62,784
Financial assets at fair value through other comprehensive income (Note 19)	—	59,717	59,717
Other receivables and deposits (Note 23)	68,071	—	68,071
Pledged bank deposits (Note 25)	7,874	—	7,874
Cash and cash equivalents (Note 26)	567,401	—	567,401
	<b>706,130</b>	<b>59,717</b>	<b>765,847</b>
At 31 March 2023			
Trade receivables (Note 22)	49,741	—	49,741
Financial assets at fair value through other comprehensive income (Note 19)	—	88,963	88,963
Other receivables and deposits (Note 23)	61,303	—	61,303
Term deposits with initial terms of over three months (Note 24)	210,217	—	210,217
Pledged bank deposits (Note 25)	7,435	—	7,435
Cash and cash equivalents (Note 26)	439,193	—	439,193
	767,889	88,963	856,852

## Notes to the Consolidated Financial Statements

### 20 FINANCIAL INSTRUMENTS BY CATEGORY — CONTINUED

	Financial liabilities at amortised cost HK\$'000
<b>Liabilities included in the consolidated balance sheet</b>	
At 31 March 2024	
Trade payables (Note 31)	1,070
Accruals and other payables (excluding accrued salaries and other taxes payables) (Note 32)	33,957
Lease liabilities (Note 18)	268,726
	<b>303,753</b>
At 31 March 2023	
Trade payables (Note 31)	838
Accruals and other payables (excluding accrued salaries and other taxes payables) (Note 32)	24,171
Lease liabilities (Note 18)	240,353
	265,362

## Notes to the Consolidated Financial Statements

### 21 INVENTORIES

	2024 HK\$'000	2023 HK\$'000
Trading merchandises and consumables	6,445	8,908

### 22 TRADE RECEIVABLES

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

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

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

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.



## Notes to the Consolidated Financial Statements

### 22 TRADE RECEIVABLES — CONTINUED

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 HK\$'000	2023 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
	<b>62,784</b>	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 HK\$'000	2023 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.

## Notes to the Consolidated Financial Statements

### 23 OTHER RECEIVABLES, DEPOSITS AND PREPAYMENTS

	2024 HK\$'000	2023 HK\$'000
<b>Current</b>		
Prepayments	20,359	12,099
Rental and other deposits	31,773	24,100
Other receivables	509	593
	<b>52,641</b>	36,792
<b>Non-current</b>		
Prepayments for the acquisition of property, plant and equipment	4,960	575
Rental and other deposits	35,789	36,610
	<b>40,749</b>	37,185
	<b>93,390</b>	73,977

The Group's other receivables and deposits were denominated in the following currencies:

	2024 HK\$'000	2023 HK\$'000
HK\$	54,759	46,723
RMB	8,526	9,767
MOP	1,436	1,574
SGD	3,138	3,236
AUD	212	3
	<b>68,071</b>	61,303

## Notes to the Consolidated Financial Statements

### 24 TERM DEPOSITS WITH INITIAL TERMS OF OVER THREE MONTHS

As at 31 March 2024, there were no term deposits with initial terms of over three months.

As at 31 March 2023, the Group's term deposits with initial terms of over three months were denominated in HKD and the weighted average effective interest rate of the Group's term deposits with initial terms of over three months was 3.75%.

### 25 PLEDGED BANK DEPOSITS

As at 31 March 2024 and 2023, certain of the Group's bank deposits were pledged to certain financial institutions based in Hong Kong to secure banking facilities in respect of credit card and instalment sales arrangements. As at 31 March 2024, the weighted average effective interest rate of these deposits was 2.66% (2023: 2.03%).

The Group's pledged bank deposits were denominated in the following currencies:

	2024 HK\$'000	2023 HK\$'000
HK\$	2,366	2,332
AUD	4,518	4,656
SGD	990	447
	<b>7,874</b>	7,435

### 26 CASH AND CASH EQUIVALENTS

	2024 HK\$'000	2023 HK\$'000
Cash at banks	218,309	310,012
Cash on hand	625	1,381
Term deposits with initial terms of less than three months	348,467	127,800
	<b>567,401</b>	439,193

## Notes to the Consolidated Financial Statements

### 26 CASH AND CASH EQUIVALENTS — CONTINUED

Cash and cash equivalents were denominated in the following currencies:

	2024 HK\$'000	2023 HK\$'000
HK\$	263,335	189,936
RMB	234,309	167,557
United States dollars ("US\$")	33,553	32,919
MOP	6,101	10,448
AUD	17,618	21,123
SGD	12,485	17,210
	<b>567,401</b>	439,193

Cash at banks earned interest at floating rates based on daily bank deposit rates. The Group's cash and bank balances denominated in RMB were deposited with banks in Hong Kong and the PRC. The conversion of the RMB-denominated balances into foreign currencies and the remittance of funds out of the PRC is subject to the rules and regulations of foreign exchange control promulgated by the Government of the People's Republic of China.

### 27 SHARE CAPITAL

	Number of shares (in thousand)	Nominal value HK\$'000
Issued and fully paid:		
Ordinary shares of HK\$0.10 each		
At 1 April 2022	1,239,965	123,996
Issuance of shares (Note a)	3,720	372
Issuance of shares upon the distribution of scrip dividends (Note 12)	15,351	1,535
Cancellation of shares (Note b)	(2,500)	(250)
At 31 March 2023 and 1 April 2023	<b>1,256,536</b>	<b>125,653</b>
Cancellation of shares (Note b)	<b>(339)</b>	<b>(34)</b>
As at 31 March 2024	<b>1,256,197</b>	<b>125,619</b>

## Notes to the Consolidated Financial Statements

### 27 SHARE CAPITAL — CONTINUED

- (a) During the year ended 31 March 2023, the Company issued 3,720,000 shares of the Company for proceeds of approximately HK\$14,997,000, as a result of exercise of share options. The weighted average exercise price was approximately HK\$4.031 per share. As a result, HK\$372,000 were credited to the share capital account and HK\$14,625,000, being proceeds received net of the nominal value of the issued shares, were credited to the share premium account. An amount of HK\$4,237,000 previously included in share-based compensation reserve were reclassified to the share premium account upon the issuance of share options.
- (b) During the year ended 31 March 2024, the Company repurchased 339,000 (2023: 2,500,000) of its own shares. The total amount paid to repurchase was approximately HK\$1,394,000 (2023: HK\$10,027,000) and was charged to share premium within shareholders' equity. All of the repurchased 339,000 (2023: 2,500,000) shares were cancelled during the year.

### 28 RESERVES

- (a) Movements in the reserves of the Group are set out in the consolidated statement of changes in equity.
- (b) The Macau Commercial Code number 377 requires that companies incorporated in Macau should set aside a minimum of 25% of their respective profit after income tax to the legal reserve until the balance of the reserve reaches a level equivalent to 50% of their capital.
- (c) The PRC laws and regulations require companies registered in the PRC to provide for certain statutory reserves, which are to be appropriated from the profit after income tax (after offsetting accumulated losses from prior years) as reported in their respective statutory financial statements, before profit distributions to equity holders. All statutory reserves are created for specific purposes. A PRC company is required to appropriate an amount of not less than 10% of statutory profits after income tax to statutory surplus reserves, prior to distribution of its post-tax profits of the current year. A company may discontinue the contribution when the aggregate sum of the statutory surplus reserve is more than 50% of its registered capital. The statutory surplus reserves shall only be used to make up losses of the company, to expand the company's operations, or to increase the capital of the company. In addition, a company may make further contribution to the discretionary surplus reserve using its post-tax profits in accordance with resolutions of the board of directors.

## Notes to the Consolidated Financial Statements

### 29 DEFERRED TAXATION

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current income tax assets against current income tax liabilities and when the deferred income taxes relate to the same fiscal authority. The balances shown in the consolidated balance sheet are, after appropriate offsetting, as follows:

	2024 HK\$'000	2023 HK\$'000
Deferred income tax assets		
Deferred income tax assets to be recovered after more than 12 months	16,474	8,532
Deferred income tax liabilities		
Deferred income tax liabilities to be settled after more than 12 months	(1,476)	(1,711)
Deferred income tax liabilities to be settled within 12 months	(22,343)	(19,562)
	(23,819)	(21,273)
Deferred income tax liabilities — net	(7,345)	(12,741)

The movement on net deferred income tax liabilities account is as follows:

	2024 HK\$'000	2023 HK\$'000
At 1 April	(12,741)	(14,852)
Charged to profit or loss (Note 11)	(1,186)	(3,580)
Payment during the year	6,789	6,111
Exchange differences	(207)	(420)
At 31 March	(7,345)	(12,741)

## Notes to the Consolidated Financial Statements

### 29 DEFERRED TAXATION — CONTINUED

The movement in deferred income tax assets and liabilities prior to offsetting of balances within the same taxation jurisdiction is as follows:

#### Deferred income tax assets

	Tax losses		Decelerated tax depreciation		Accrued expenses and others		Lease liabilities		Total	
	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000
At 1 April	529	—	5,032	3,403	2,885	3,560	9,211	50,373	17,657	57,336
Credited/(charged) to profit or loss	939	529	4,795	1,631	307	(767)	1,043	(40,210)	7,084	(38,817)
Exchange differences	—	—	(1)	(2)	(150)	92	(459)	(952)	(610)	(862)
At 31 March	1,468	529	9,826	5,032	3,042	2,885	9,795	9,211	24,131	17,657

Deferred income tax assets are recognised for tax losses carry-forwards to the extent that the realisation of the related tax benefit through the future taxable profits is probable. As at 31 March 2024, the Group did not recognise certain deferred income tax assets of approximately HK\$17,908,000 (2023: HK\$16,090,000) in respect of accumulated tax losses amounting to approximately HK\$98,137,000 (2023: HK\$72,758,000) that can be carried forward against future taxable income. The tax losses of the PRC subsidiaries will expire in 5 years, while the tax losses of the Company and the other non-PRC subsidiaries do not have an expiry date.

As at 31 March 2024 and 2023, the expiry dates for the Group's unused tax losses are as follows:

	2024 HK\$'000	2023 HK\$'000
Expiry in		
2024	—	320
2025	—	3,075
2026	1,363	3,785
2027	12,784	13,478
2028	917	—
No expiry date	72,559	52,100
	87,623	72,758

## Notes to the Consolidated Financial Statements

### 29 DEFERRED TAXATION — CONTINUED

#### Deferred income tax liabilities

	Accelerated tax depreciation		PRC advertising expenses		PRC withholding taxes		Right-of-use assets		Total	
	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000	2024 HK\$'000	2023 HK\$'000
At 1 April	(1,711)	(4,399)	—	(884)	(20,066)	(19,566)	(8,621)	(47,339)	(30,398)	(72,188)
Credited/(charged) to profit or loss	233	2,688	—	817	(7,589)	(6,611)	(914)	38,343	(8,270)	35,237
Reversal of deferred income tax liability upon distribution of profits and remittance of royalties from subsidiaries	—	—	—	—	6,789	6,111	—	—	6,789	6,111
Exchange differences	—	—	—	67	—	—	403	375	403	442
At 31 March	(1,478)	(1,711)	—	—	(20,866)	(20,066)	(9,132)	(8,621)	(31,476)	(30,398)

As at 31 March 2024, total unremitted earnings and unremitted royalty income of PRC subsidiaries amounted to approximately HK\$442,489,000 (2023: HK\$399,856,000).

### 30 PROVISION FOR REINSTATEMENT COSTS

The movement of provision for reinstatement costs is as follows:

	2024 HK\$'000	2023 HK\$'000
At 1 April	17,854	19,722
Provision during the year	2,562	645
Payment	(4,106)	(2,306)
Under-provision for reinstatement costs	1,851	83
Exchange differences	(110)	(290)
At 31 March	18,051	17,854
Represented by:		
— Non-current	12,703	16,086
— Current	5,348	1,768
	18,051	17,854



## Notes to the Consolidated Financial Statements

### 31 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 HK\$'000	2023 HK\$'000
Less than 60 days	940	421
60 days to 120 days	130	—
Over 120 days	—	417
	<b>1,070</b>	838

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

	2024 HK\$'000	2023 HK\$'000
HK\$	740	347
RMB	163	283
MOP	37	74
AUD	130	134
	<b>1,070</b>	838

### 32 ACCRUALS AND OTHER PAYABLES

	2024 HK\$'000	2023 HK\$'000
Accrued operating expenses	45,050	49,052
Other payables	30,245	16,958
	<b>75,295</b>	66,010

## Notes to the Consolidated Financial Statements

### 32 ACCRUALS AND OTHER PAYABLES — CONTINUED

Accruals and other payables were denominated in the following currencies:

	2024 HK\$'000	2023 HK\$'000
HK\$	58,107	48,508
RMB	13,994	13,292
MOP	1,056	883
AUD	972	1,739
SGD	1,166	1,588
	<b>75,295</b>	66,010

### 33 DEFERRED REVENUE

The deferred revenue is mainly related to the provision of medical, aesthetic medical and beauty and wellness services.

The service period for beauty and healthcare is generally six months and all customers are required to prepay the packages in full prior to utilisation of services.

The amount of revenue recognised for the year ended 31 March 2024 (2023: year ended 31 March 2023) that was included in deferred revenue as at 1 April 2023 was HK\$252,073,000 (1 April 2022: HK\$236,683,000).

All of the deferred revenue as at 31 March 2024 and 2023 is expected to be recognised as revenue within six months from the end of the reporting period.

### 34 CAPITAL COMMITMENTS

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

## Notes to the Consolidated Financial Statements

### 35 RELATED PARTY TRANSACTIONS

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions.

Parties are also considered to be related if they are subject to common control or joint control.

Members of key management and their close family members are also considered as related parties.

- (a) Details of key management compensations are disclosed in Note 16 to the consolidated financial statements.

### 36 NOTES TO CONSOLIDATED STATEMENT OF CASH FLOWS

#### (a) Cash generated from operations

	2024 HK\$'000	2023 HK\$'000
Profit before income tax	<b>383,723</b>	391,456
Adjustments for:		
— Depreciation of property, plant and equipment (Note 17)	<b>78,899</b>	86,264
— Depreciation of right-of-use assets (Note 18)	<b>123,063</b>	137,329
— Losses on disposal of property, plant and equipment (Note 8)	<b>467</b>	1,100
— Dividend income from financial assets at fair value through other comprehensive income (Note 7)	<b>(1,974)</b>	(2,984)
— Gains on early termination of leases (Note 8)	<b>—</b>	(494)
— Under-provision for reinstatement costs (Note 30)	<b>1,851</b>	83
— Interest income (Note 10)	<b>(12,566)</b>	(7,915)
— Interest expenses (Note 10)	<b>11,224</b>	12,523
— Share-based payment expenses (Note 14)	<b>1,304</b>	4,237
	<b>585,991</b>	621,599
Changes in working capital:		
— Inventories	<b>2,463</b>	(3,036)
— Trade receivables	<b>(13,142)</b>	(34,985)
— Other receivables, deposits and prepayments	<b>(24,135)</b>	11,281
— Trade payables, accruals and other payables	<b>10,043</b>	17,332
— Deferred revenue	<b>10,277</b>	19,059
— Pledged bank deposits	<b>(581)</b>	1,461
Cash generated from operations	<b>570,916</b>	632,711

## Notes to the Consolidated Financial Statements

### 36 NOTES TO CONSOLIDATED STATEMENT OF CASH FLOWS — CONTINUED

- (b) In the consolidated statement of cash flows, proceeds from disposal of property, plant and equipment comprise:

	2024 HK\$'000	2023 HK\$'000
Net book amount disposed (Note 17)	617	1,347
Losses on disposal of property, plant and equipment (Note 8)	(467)	(1,100)
Proceeds from disposal of property, plant and equipment	150	247

(c) **Other non-cash transactions**

On 30 August 2022, the scrip dividend alternative was granted to the shareholders and completed the placing of 15,350,871 new ordinary shares of the Company at HK\$3.896 per share, which increased HK\$1,535,000 of share capital and HK\$58,272,000 of share premium.

During the year ended 31 March 2023, the Group received a special interim dividend from Tencent Holdings Limited ("Tencent") in the form of a distribution in specie of Class B ordinary shares of Meituan ("Meituan Shares") in proportion to its respective shareholding in Tencent on the basis of 1 Class B ordinary share of Meituan for every 10 shares held by the Group. As at 31 March 2023, the Group held 11,000 Meituan Shares and had an investment cost of approximately HK\$1,539,000 (amounting to approximately RMB1,349,000). The distributed Meituan Shares are designated as "Financial assets at fair value through other comprehensive income" (Note 19) and were measured at fair value.

## Notes to the Consolidated Financial Statements

### 36 NOTES TO CONSOLIDATED STATEMENT OF CASH FLOWS — CONTINUED

#### (d) Reconciliation of liabilities arising from financing activities

This section sets out the movement in liabilities arising from financing activities for the year presented.

	<b>Lease liabilities</b> HK\$'000	<b>Dividend payable</b> HK\$'000
As at 1 April 2022	311,072	—
Acquisition of leases	81,722	—
Interest expenses on lease liabilities (Note 10)	12,523	—
Dividends declared	—	251,592
<b>Cash flows</b>		
Payment of principal element of leases liabilities (Note 18(e))	(135,680)	—
Payment of interest element of lease liabilities (Note 18(e))	(12,523)	—
Dividends paid	—	(191,785)
<b>Other non-cash movements</b>		
Settlement of scrip dividends via issuance of shares	—	(59,807)
Lease modification due to rent concession (Note 18(b))	(3,934)	—
Lease modification due to early termination of leases	(7,049)	—
Exchange difference	(5,778)	—
As at 31 March 2023	240,353	—
As at 1 April 2023	<b>240,353</b>	—
Acquisition of leases	<b>151,688</b>	—
Interest expenses on lease liabilities (Note 10)	<b>11,224</b>	—
Dividends declared	—	<b>391,934</b>
<b>Cash flows</b>		
Payment of principal element of leases liabilities (Note 18(e))	<b>(121,116)</b>	—
Payment of interest element of lease liabilities (Note 18(e))	<b>(11,224)</b>	—
Dividends paid	—	<b>(391,934)</b>
<b>Other non-cash movements</b>		
Exchange difference	<b>(2,199)</b>	—
As at 31 March 2024	<b>268,726</b>	—

## Notes to the Consolidated Financial Statements

### 37 PARTICULARS OF PRINCIPAL SUBSIDIARIES

As at 31 March 2024 and 2023, the Company had the following principal subsidiaries:

Name of subsidiary	Place of incorporation/ establishment	Principal activities and place of operation	Registered/ issued and fully paid-up capital	Effective interest held by the Group	
				2024	2023
<b>Direct interests:</b>					
Perfect Shape Advertising Company Limited	Hong Kong	Provision of advertising services to group companies in Hong Kong	HK\$10,000	100%	100%
Perfect Shape Holdings (China) Limited	The British Virgin Islands	Investment holding in the PRC	100 shares of US\$1 each	100%	100%
Success Honour Holdings Limited	The British Virgin Islands	Investment holding in Hong Kong	100 shares of US\$1 each	100%	100%
Perfect Shape & Skin Management Co. Limited	Hong Kong	Holding of trademarks in Hong Kong and the PRC	HK\$10,000	100%	100%
Next App Limited	The British Virgin Islands	Investment holding in Hong Kong	1 shares of US\$1 each	100%	100%
Hong Kong Charity Foundation Limited	Hong Kong	Charitable activities	Limited by guarantee	100%	100%
<b>Indirect interests:</b>					
Freedom Beauty Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
I-Medi Asia Limited	Hong Kong	Rental of equipment to group companies in Hong Kong	HK\$10,000	100%	100%
Perfect Men Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Goku Japan Limited (formerly known as Perfect Health Specialist Clinic Limited)	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%

## Notes to the Consolidated Financial Statements

### 37 PARTICULARS OF PRINCIPAL SUBSIDIARIES — CONTINUED

Name of subsidiary	Place of incorporation/ establishment	Principal activities and place of operation	Registered/ issued and fully paid-up capital	Effective interest held by the Group	
				2024	2023
<b>Indirect interests: — continued</b>					
Perfect Health Care Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
New Beauty Medical Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
New Beauty Group Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Perfect Shape & Skin (Macau) Limited	Macau	Provision of medical, aesthetic medical and beauty and wellness services in Macau	MOP100,000	100%	100%
Perfect Medical Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Hong Kong Doctor Healthcare Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Perfect Medical Group Limited (formerly known as Perfect Shape Medical Limited)	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Perfect Shape (Holdings) Limited	Hong Kong	Provision of management services to group companies in Hong Kong	HK\$10,000	100%	100%
Perfect Hair Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Perfect Shape Investment (Shanghai) Limited	Hong Kong	Investment holding in the PRC	HK\$10,000	100%	100%

## Notes to the Consolidated Financial Statements

### 37 PARTICULARS OF PRINCIPAL SUBSIDIARIES — CONTINUED

Name of subsidiary	Place of incorporation/ establishment	Principal activities and place of operation	Registered/ issued and fully paid-up capital	Effective interest held by the Group	
				2024	2023
<b>Indirect interests: — continued</b>					
MediSearch Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Dr. Au Yeung Kong and Associates Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$10,000	100%	100%
Perfect Beauty Group Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$20,000	100%	100%
Perfect Specialist Clinic Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$1	100%	100%
Perfect Goku Holdings Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$100	51%	N/A
Perfect Goku Management Limited	Hong Kong	Provision of medical, aesthetic medical and beauty and wellness services in Hong Kong	HK\$100	51%	N/A
Loyal Fortunate Limited	The British Virgin Island	Investment holding in Hong Kong	1 shares of US\$1 each	100%	100%
Perfect Shape Medical Beauty Australia Pty Ltd	Australia	Provision of medical, aesthetic medical and beauty and wellness services in Australia	AUD10	100%	100%
New Beauty Australia Pty Ltd	Australia	Provision of medical, aesthetic medical and beauty and wellness services in Australia	AUD10	100%	100%
New Beauty Management Pte. Ltd. (formerly known as Perfect Medical Aesthetics Clinic Pte. Limited)	Singapore	Provision of medical, aesthetic medical and beauty and wellness services in Singapore	SGD400,000	100%	100%



## Notes to the Consolidated Financial Statements

### 37 PARTICULARS OF PRINCIPAL SUBSIDIARIES — CONTINUED

Name of subsidiary	Place of incorporation/ establishment	Principal activities and place of operation	Registered/ issued and fully paid-up capital	Effective interest held by the Group	
				2024	2023
<b>Indirect interests: — continued</b>					
New Beauty Pte. Limited	Singapore	Provision of medical, aesthetic medical and beauty and wellness services in Singapore	SGD100	100%	100%
廣州必瘦站品牌管理有限公司 (Guangzhou Perfect Shape Limited) <sup>®</sup> (formerly known as 廣州必瘦站纖體美容有限公司)	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
必瘦站企業管理諮詢(深圳)有限公司 (Perfect Shape Consultancy Shenzhen Limited) <sup>®</sup>	The PRC	Investment holding in the PRC	RMB1,000,000	100%	100%
廣州必瘦站美容服務有限公司 (Guangzhou Shape Perfect Limited) <sup>®</sup> (formerly known as 廣州瘦必站纖體美容有限公司)	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
北京纖麗佳企業管理諮詢有限公司 (Beijing Slimming Beauty Limited) <sup>®</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	N/A	100%
深圳必瘦站美容纖體有限公司 (Shenzhen Shape Perfect Limited) <sup>®</sup> (formerly known as 深圳瘦必站美容纖體有限公司)	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
上海慕詩企業管理諮詢有限公司 (Shanghai Mushi Consultancy Limited) <sup>®</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
上海必瘦站企業管理諮詢有限公司 (Shanghai Perfect Shape Consultancy Limited) <sup>®</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
廣州羅紹淼醫療美容診所有限公司 (Guangzhou Luo Shao Miao Cosmetic Clinic Limited) <sup>®</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
上海愛瑪企業管理諮詢有限公司 (Shanghai Emma Consultancy Limited) <sup>®</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%

## Notes to the Consolidated Financial Statements

### 37 PARTICULARS OF PRINCIPAL SUBSIDIARIES — CONTINUED

Name of subsidiary	Place of incorporation/ establishment	Principal activities and place of operation	Registered/ issued and fully paid-up capital	Effective interest held by the Group	
				2024	2023
<b>Indirect interests: — continued</b>					
必瘦站投資管理諮詢(上海)有限公司 (Shanghai Perfect Shape Investment Management Limited) <sup>#</sup>	The PRC	Investment holding in the PRC	RMB1,000,000	100%	100%
上海必瘦站美容服務有限公司 (Shanghai Perfect Shape Cosmetic Limited) <sup>⊙</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB10,000,000	100%	100%
深圳必瘦站醫療美容診所 (Shenzhen Perfect Shape Cosmetic Limited) <sup>⊙</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB200,000	100%	100%
廣州必瘦站醫療美容診所有限公司 (Guangzhou Zhenmei Clinic Limited) <sup>⊙</sup> (formerly known as 廣州臻美診所有限公司)	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
上海必瘦站醫療科技有限公司 (Shanghai Perfect Shape Cosmetic Technology Limited) <sup>⊙</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB1,000,000	100%	100%
上海麗約信息科技有限公司 (Shanghai Liyue Xinxin Technology Limited) <sup>⊙</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB500,000	100%	100%
上海必瘦站皮膚科診所有限公司 (Shanghai Shoubitzhan Dermatology Clinic Co., Ltd.) <sup>⊙</sup>	The PRC	Provision of medical, aesthetic medical and beauty and wellness services in the PRC	RMB4,000,000	100%	N/A

<sup>#</sup> The company is established as a wholly foreign-owned enterprise in the PRC.

<sup>⊙</sup> The company is established as a limited liability company in the PRC.

Note: The English names of the group companies established in the PRC represent the best effort by the directors in translating its Chinese name as they do not have official English names.

### 38 NON-CONTROLLING INTERESTS

#### (i) Transactions with non-controlling interests

During the year ended 31 March 2024, Goku (Hong Kong) Limited, non-controlling interests (“NCI”), made a capital contribution of HK\$4,698,000 to Perfect Goku Holdings Limited.

## Notes to the Consolidated Financial Statements

### 39 BALANCE SHEET OF THE COMPANY

	2024 HK\$'000	2023 HK\$'000
<b>ASSETS</b>		
<b>Non-current assets</b>		
Interests in subsidiaries	22,035	22,035
Amounts due from subsidiaries	1,025,246	1,291,361
	<b>1,047,281</b>	1,313,396
<b>Current assets</b>		
Prepayments and other receivables	138	155
Cash and cash equivalents	1,195	3,081
	<b>1,333</b>	3,236
<b>Total assets</b>	<b>1,048,614</b>	1,316,632
<b>EQUITY</b>		
Share capital	125,619	125,653
Reserves (Note (a))	922,931	1,190,918
<b>Total equity</b>	<b>1,048,550</b>	1,316,571
<b>LIABILITY</b>		
<b>Current liability</b>		
Accruals and other payables	64	61
<b>Total equity and liability</b>	<b>1,048,614</b>	1,316,632

The balance sheet of the Company was approved by the Board of Directors on 28 June 2024 and was signed on its behalf.

\_\_\_\_\_  
**Au-Yeung Kong**  
*Director*

\_\_\_\_\_  
**Au-Yeung Wai**  
*Director*

## Notes to the Consolidated Financial Statements

### 39 BALANCE SHEET OF THE COMPANY — CONTINUED

Note (a) Reserve movement of the Company

	Share premium HK\$'000	Retained earnings HK\$'000	Capital reserve HK\$'000	Capital redemption reserve HK\$'000	Share-based compensation reserve HK\$'000	Exchange reserve HK\$'000	Total HK\$'000
At 1 April 2022	329,159	769,006	22,015	8,045	—	(630)	1,127,595
Profit for the year	—	246,928	—	—	—	—	246,928
Issuance of shares from settlement of scrip dividends (Note 12)	58,272	—	—	—	—	—	58,272
Dividends — cash and scrip dividends (Note 12)	(59,807)	(191,785)	—	—	—	—	(251,592)
Currency translation differences	—	—	—	—	—	630	630
Share-based payment (Note 15)	—	—	—	—	4,237	—	4,237
Issuance of shares upon the exercise of share options (Note 27(a))	18,862	—	—	—	(4,237)	—	14,625
Repurchase and cancellation of ordinary shares (Note 27(b))	(10,027)	—	—	250	—	—	(9,777)
At 31 March 2023 and 1 April 2023	<b>336,459</b>	<b>824,149</b>	<b>22,015</b>	<b>8,295</b>	<b>—</b>	<b>—</b>	<b>1,190,918</b>
Profit for the year	—	<b>124,003</b>	—	—	—	—	<b>124,003</b>
Dividends — cash dividends (Note 12)	<b>(71,603)</b>	<b>(320,331)</b>	—	—	—	—	<b>(391,934)</b>
Share-based payment (Note 15)	—	—	—	—	<b>1,304</b>	—	<b>1,304</b>
Repurchase and cancellation of ordinary shares (Note 27(b))	<b>(1,394)</b>	—	—	<b>34</b>	—	—	<b>(1,360)</b>
At 31 March 2024	<b>263,462</b>	<b>627,821</b>	<b>22,015</b>	<b>8,329</b>	<b>1,304</b>	<b>—</b>	<b>922,931</b>

Note:

Pursuant to the reorganisation in preparation for the listing of the shares of the Company on the Stock Exchange (the "Reorganisation"), the Company acquired the entire issued share capital of Success Honour Holdings Limited, Perfect Shape Holdings (China) Limited, Perfect Shape & Skin Management Co., Ltd. and Perfect Shape Advertising Company Limited, the then holding companies of all other companies comprising the Group and consequently became the holding company of the Group. The Reorganisation was completed on 1 December 2011.

The capital reserve of the Company represents the difference between the aggregate of consideration paid and nominal amounts of the Company's shares issued pursuant to the Reorganisation, and the value of net assets of the underlying subsidiaries.

## Notes to the Consolidated Financial Statements

### 40 BENEFITS AND INTERESTS OF DIRECTORS

#### (a) Directors' emoluments (regarded as key management compensation)

Details of directors' emolument were disclosed in Note 16.

#### (b) Directors' retirement benefits and termination benefits

None of the directors received or will receive any retirement benefits or termination benefits during the year (2023: Nil).

#### (c) Consideration provided to third parties for making available directors' services

During the year ended 31 March 2024, the Company did not pay consideration to any third parties for making available directors' services (2023: Nil).

#### (d) Information about loans, quasi-loans and other dealings in favour of directors, controlled bodies corporate by and connected entities with such directors

As at 31 March 2024, there were no loans, quasi-loans and other dealings in favour of the directors, controlled bodies corporate by and connected entities with such directors (2023: Nil).

#### (e) Directors' material interests in transactions, arrangements or contracts

Save as disclosed in Note 35 to the consolidated financial statements, there were no significant transactions, arrangements and contracts in relation to the Group's business to which the Company was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year ended 31 March 2024 (2023: Nil).