

# MADISON WINE® Madison Wine Holdings Limited

### 麥迪森酒業控股有限公司

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 8057)

## ANNOUNCEMENT OF THIRD QUARTERLY RESULTS FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET ("GEM") OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE "STOCK EXCHANGE")

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

#### FINANCIAL HIGHLIGHTS

For the nine months ended 31 December 2015, unaudited operating results of the Company and its subsidiaries (collectively referred to as the "Group") were as follows:

- the Group recorded a revenue of approximately HK\$98.0 million for the nine months ended 31 December 2015 (nine months ended 31 December 2014: HK\$74.3 million), representing an increase of approximately 31.9% as compared with the corresponding period in 2014.
- loss attributable to the owners of the Company for the nine months ended 31 December 2015 amounted to approximately HK\$6.9 million (nine months ended 31 December 2014: HK\$394,000). Should the one-off listing expenses of approximately HK\$13.0 million incurred by the Company for its listing exercise be excluded, profit for the period and total comprehensive income for the period attributable to owners of the Company for the nine months ended 31 December 2015 would reach approximately HK\$6.1 million.
- the Directors do not recommend the payment of any dividend for the nine months ended 31 December 2015.

The board of Directors (the "Board") is pleased to present the unaudited condensed consolidated results of the Group for the nine months ended 31 December 2015, together with the comparative unaudited figures for the corresponding period in 2014, as follows:

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

FOR THE THREE MONTHS AND NINE MONTHS ENDED 31 DECEMBER 2015

		Three mon		Nine months ended 31 December	
		2015	2014	2015	2014
	<b>NOTES</b>	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		(unaudited)	(unaudited)	(unaudited)	(unaudited)
Revenue	4	40,767	35,817	97,999	74,309
Cost of sales		(28,155)	(26,928)	(70,033)	(58,028)
Gross profit		12,612	8,889	27,966	16,281
Other income	5	741	782	5,036	857
Selling and distribution expenses		(2,916)	(3,189)	(9,833)	(9,853)
Administrative expenses		(10,039)	(2,629)	(28,405)	(6,932)
Finance costs	6		(194)		(710)
Profit (loss) before tax		398	3,659	(5,236)	(357)
Income tax expense	7	(718)	(29)	(1,457)	(29)
(Loss) profit for the period and total comprehensive (expense) income for the period	8	(320)	3,630	(6,693)	(386)
(Loss) profit for the period and total comprehensive (expense) income for the period attributable to:					
Owners of the Company		(443)	3,622	(6,901)	(394)
Non-controlling interests		123	8	208	8
		(320)	3,630	(6,693)	(386)
(Loss) earnings per share (HK cents) Basic	10	(0.11)	1.21	(2.09)	(0.13)
Diluted		(0.11)	1.21	(2.09)	(0.13)

### CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

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	Share capital HK\$'000	Share premium HK\$'000	Other reserve HK\$'000	Share option reserve HK\$'000	Retained earnings HK\$'000	Total HK\$'000	Non- controlling interests HK\$'000	Total HK\$'000
			(Note a)					
At 1 April 2014 (audited) (Loss) profit for the period and total comprehensive (expense) income	78	-	23,669	-	13,766	37,513	-	37,513
for the period					(394)	(394)	8	(386)
At 31 December 2014 (unaudited)	78		23,669		13,372	37,119	8	37,127
At 1 April 2015 (audited)	78	_	23,669	-	27,925	51,672	155	51,827
(Loss) profit for the period and total comprehensive (expense) income								
for the period	-	-	-	-	(6,901)	(6,901)	208	(6,693)
Issue of shares upon reorganisation	-		5.000			<b>7.2</b> 00		<b>5.200</b>
(the "Reorganisation") (Note b)	(0.5)	_	5,293	-	_	5,300	_	5,300
Arising from Reorganisation (Note c)	(85)	(2.000)	85	-	_	_	_	_
Capitalisation issue (Note d)	3,000	(3,000)	_	_	_	_	_	_
Issuance of ordinary shares in connection with the listing								
(the "Listing") (Note e)	1,000	74,000				75,000		75,000
Transaction costs in connection with the Listing	1,000	(5,624)	_	_	_	(5,624)	_	(5,624)
Recognition of equity-settled	_	(3,024)	_	_	_	(3,024)	_	(3,024)
share-based payments expenses				948		948		948
At 31 December 2015 (unaudited)	4,000	65,376	29,047	948	21,024	120,395	363	120,758

#### Notes:

- (a) The other reserve was arisen from the transfer of the entire issued share capital and shareholder's loan in Madison Wine (HK) Company Limited ("Madison Wine (HK)") to Madison International Wine Company Limited ("Madison International") upon the Reorganisation.
- (b) On 20 April 2015, Madison International allotted and issued 870 shares of US\$1.00 each (equivalent to approximately HK\$7,000 in aggregate) to Timebase Holdings Limited ("Timebase"), an independent third party, at a consideration of HK\$5,300,000.
- (c) On 21 September 2015, the Company acquired the entire issued share capital in Madison International from Royal Spectrum Holding Company Limited ("Royal Spectrum"), Keywood Limited ("Keywood") and Timebase, in consideration of the Company allotting and issuing 819 shares, 100 shares and 80 shares of HK\$0.01 each (equivalent to HK\$10 in aggregate), all credited as fully paid to Royal Spectrum, Keywood and Timebase, respectively.
- (d) Pursuant to shareholders' written resolution passed on 21 September 2015, the Directors were authorised to capitalise a sum of HK\$2,999,990 standing to the credit of the share premium account of the Company by applying such sum towards the paying up in full at par a total of 299,999,000 shares for allotment and issue to the then shareholders of the Company as at 21 September 2015 in proportion to their then respective shareholdings in the Company.
- (e) In connection with the Company's placing and the Listing, the Company issued 100,000,000 ordinary shares of HK\$0.01 each at a price of HK\$0.75 for a total consideration (before expenses) of HK\$75,000,000. Dealings of the Company's shares on GEM commenced on 8 October 2015.

#### NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2015

#### 1. GENERAL

The Company was incorporated in the Cayman Islands under the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands as an exempted company with limited liability on 15 April 2015. The shares of the Company have been listed on GEM on 8 October 2015. The addresses of the registered office and the principal place of business of the Company are Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1-1111, Cayman Islands and Flat A & B, 10/F, North Point Industrial Building, 499 King's Road, North Point, Hong Kong respectively.

The Company is an investment holding company. Its major operating subsidiaries are mainly engaged in sales of alcoholic beverages and provision of wine storage services.

The functional currency of the Group is Hong Kong dollar ("HK\$"), which is the same as the presentation currency of the condensed consolidated financial statements.

#### 2. BASIS OF PREPARATION

Pursuant to the Reorganisation as detailed in the section headed "History, Reorganisation and Corporate Structure – Reorganisation" in the prospectus of the Company dated 29 September 2015 (the "Prospectus"), the Company became the holding company of the companies now comprising the Group on 21 September 2015. The companies now comprising the Group have been under the common control of the ultimate shareholders including Mr. Ting Pang Wan Raymond ("Mr. Ting"), Mr. Lin Samuel Jr. and Mr. Zhu Hui Xin throughout the period or since their respective dates of incorporation up to 31 December 2015, whichever is the shorter period. The Group comprising the Company and its subsidiaries resulting from the Reorganisation is regarded as a continuing entity. Accordingly, the combined financial statements of the Group have been prepared as if the Company had always been the holding company of the companies now comprising the Group throughout the nine months ended 31 December 2014, using the principles of merger accounting in accordance with Accounting Guideline 5 "Merger Accounting for Common Control Combinations".

The condensed consolidated financial statements have been prepared in accordance with the applicable disclosure requirements of Chapter 18 of the GEM Listing Rules.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

The condensed consolidated financial statements have been prepared on the historical cost basis.

The significant accounting policies that have been used in the preparation of these condensed consolidated financial statements for the nine months ended 31 December 2015 are consistent with those adopted in the accountants' report included in the Prospectus for the year ended 31 March 2015, except for the adoption of the new and revised Hong Kong Financial Reporting Standards ("HKFRSs").

In the current period, the Group has adopted all the new and revised HKFRSs, amendments to HKASs and interpretations ("Ints") (hereinafter collectively referred to as "new and revised HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") that are relevant to the Group and effective for accounting periods beginning on or after 1 April 2015. The adoption of these new and revised HKFRSs did not result in significant changes to the Group's accounting policies and amounts reported for the current and prior periods.

The Group has not early adopted the new and revised HKFRSs issued by the HKICPA that have been issued but are not yet effective for the current period. The Directors anticipate that the application of the new and revised HKFRSs will have no material impact on the results and financial position of the Group.

#### 4. REVENUE AND SEGMENT INFORMATION

Revenue represents the fair value of the consideration received and receivable for goods sold and services provided by the Group to outside customers less discounts.

The Group's operation is mainly derived from sales of alcoholic beverages. For the purpose of resources allocation and performance assessment, the chief operating decision maker ("CODM") (i.e. the Directors) reviews the overall results and financial position of the Group as a whole prepared in accordance with accounting policies which conform to HKFRSs. Accordingly, the Group has only one single operating segment and no further analysis of this single segment is presented.

#### Geographical information

The Group's operations are located in Hong Kong (country of domicile) during the periods.

During the periods, the Group's revenue is derived solely in Hong Kong from customers. As at the end of each reporting period, the Group's non-current assets by location of assets are all located in Hong Kong.

#### 5. OTHER INCOME

	Three month	Nine months ended		
	31 Decer	31 December		
	2015	2014	2015	2014
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Bank interest income	_	_	1	_
Consignment income	245	768	4,336	768
Net exchange gain	_	_	30	_
Others	496	14	669	89
	741	782	5,036	857

#### 6. FINANCE COSTS

	Three month	hs ended	Nine months ended	
	31 December		31 December	
	2015	2014	2015	2014
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Interest on amount due to a Director		194		710

#### 7. INCOME TAX EXPENSE

	Three months ended		Nine months ended		
	31 Dece	31 December		31 December	
	2015	2014	2015	2014	
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	
Current tax:					
Hong Kong Profits Tax	718	29	1,058	29	
Deferred taxation			399		
	718	29	1,457	29	

Hong Kong Profits Tax is calculated at 16.5% on the estimated assessable profits during the relevant periods.

#### 8. (LOSS) PROFIT FOR THE PERIOD

	Three months ended		Nine months ended	
	31 Decer	nber	31 December	
	2015	2014	2015	2014
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
(Loss) profit for the period				
has been arrived at after charging:				
Cost of inventories recognised				
as expense	28,155	26,928	70,033	58,028
Depreciation of plant and equipment	727	702	2,246	1,774
Professional expenses incurred in				
connection with the Listing	3,101	_	13,037	_
Net exchange loss	60	13	_	20
Minimum lease payments under				
operating leases in respect of office				
premises, warehouses and shop	1,086	1,491	3,998	4,516
Share-based payment expenses	948		948	_

#### 9. DIVIDEND

No dividend was paid, declared or proposed during the period. The Directors do not recommend the payment of any dividend for the nine months ended 31 December 2015 (nine months ended 31 December 2014: nil).

#### 10. (LOSS) EARNINGS PER SHARE

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

31 December   31 December   2015   2014   2015	2014 HK\$'000 (unaudited)
HK\$'000HK\$'000HK\$'000(unaudited)(unaudited)(unaudited)	HK\$'000
(unaudited) (unaudited) (unaudited) (Loss) earnings	
(Loss) earnings	(unaudited)
(Loss) earnings for the purpose of	
basic and diluted (loss) earnings	
per share for the period attributable	
to the owners of the Company (443) 3,622 (6,901)	(394)
Number of shares	
Weighted average number of ordinary	
shares for the purpose of basic	
(loss) earnings per share <b>392,391,304</b> 300,000,000 <b>330,909,091</b>	300,000,000
Effect of dilutive potential	
ordinary shares:	
Share options 131,425 N/A 43,968	N/A
<b>392,522,729</b> 300,000,000 <b>330,953,059</b>	300,000,000

The weighted average number of ordinary shares in issue during the three months and nine months ended 31 December 2015 used in the calculation of basic loss per share is determined on the assumption that the 1,000 ordinary shares and the 299,999,000 ordinary shares issued upon the capitalisation issue and Reorganisation as described in the Prospectus had been in issue since 1 April 2014, and the weighted average of 100,000,000 ordinary shares issued upon placing.

The weighted average number of ordinary shares in issue during the three months and nine months ended 31 December 2014 used in the calculation of basic earnings (loss) per share is determined on the assumption that the 1,000 ordinary shares and the 299,999,000 ordinary shares issued upon the capitalisation issue and Reorganisation as described in the Prospectus had been in issue since 1 April 2014.

Diluted loss per share is equal to the basic loss per share for the three months and nine months ended 31 December 2015, as the effect of the Company's outstanding share options would result in a decrease in loss per share for the respective periods.

Diluted earnings (loss) per share is equal to the basic earnings (loss) per share for the three months and nine months ended 31 December 2014 as there were no dilutive potential ordinary shares outstanding during the respective periods.

#### MANAGEMENT DISCUSSION AND ANALYSIS

#### **Business Review**

During the nine months ended 31 December 2015, revenue was increased by approximately 31.9% to approximately HK\$98.0 million (nine months ended 31 December 2014: HK\$74.3 million). We are engaged in the retail sales and wholesales of a wide spectrum of wine products and other alcoholic beverages in Hong Kong with a focus on red wine. The increase in revenue was mainly the result of our expanding market appearance by the relocation of our retail store. Our new flagship store commenced business operations in mid June 2015 at a location within close proximity to luxury car retail shops which share a similar customer base with our Group.

#### **Financial Review**

#### Revenue

Revenue of the Group increased by approximately 31.9% from approximately HK\$74.3 million to HK\$98.0 million for the nine months ended 31 December 2014 and 2015 respectively. The increase was mainly due to the expanding market appearance and the expansion of the sales team during the nine months ended 31 December 2015.

#### Gross Profit and Gross Profit Margin

Gross profit of the Group increased by approximately 71.8% from approximately HK\$16.3 million to approximately HK\$28.0 million for the nine months ended 31 December 2014 and 2015 respectively. The increase was mainly due to the increase in revenue during the period.

Gross profit margin of the Group increased from 21.9% to 28.5% for the nine months ended 31 December 2014 and 2015 respectively. The increase was mainly due to the application of a more competitive pricing approach with a lower profit margin for our sales during the nine months ended 31 December 2014.

#### Other Income

Other income of the Group increased significantly from approximately HK\$857,000 to approximately HK\$5.0 million for the nine months ended 31 December 2014 and 2015 respectively. The increase was mainly due to the increase in consignment sales which has been commenced since November 2014.

#### Selling and Distribution Expenses

Selling and distribution expenses of the Group remained stable for the nine months ended 31 December 2014 and 2015.

#### Administrative Expenses

Administrative expenses of the Group increased by approximately 311.6% from approximately HK\$6.9 million to HK\$28.4 million for the nine months ended 31 December 2014 and 2015 respectively. The increase was mainly due to (i) the one-off listing expenses of approximately HK\$13.0 million incurred by the Group for its listing exercise during the nine months ended 31 December 2015; (ii) the increase in salary of approximately HK\$2.9 million for our management and administrative staff; (iii) the increase in other administrative expenses of approximately HK\$4.6 million incurred by the Group with the increase in number of staff and (iv) the recognition of share-based payment expenses of approximately HK\$1.0 million upon the grant of share options on 17 December 2015.

#### Income Tax Expense

Income tax expenses for the Group increased from HK\$29,000 to HK\$1.5 million. The increase was due to the increase in profit before tax excluding the listing expenses which is non-deductible for the tax assessment.

## Loss for the Period and Total Comprehensive Expense for the Period Attributable to Owners of the Company

Loss for the period attributable to owners of the Company increased significantly from approximately HK\$394,000 to HK\$6.9 million for the nine months ended 31 December 2014 and 2015 respectively. Such change was mainly attributable to the listing expenses incurred by the Group for its listing exercise during the nine months ended 31 December 2015.

Should the one-off listing expenses of approximately HK\$13.0 million incurred by the Company for its listing exercise be excluded, profit for the period and total comprehensive income for the period attributable to owners of the Company for the nine months ended 31 December 2015 would reach approximately HK\$6.1 million.

#### **Dividend**

The Directors do not recommend the payment of any dividend for the nine months ended 31 December 2015 (nine months ended 31 December 2014: nil).

#### OTHER INFORMATION

#### **Share Option Scheme**

The Company has conditionally adopted a share option scheme pursuant to a written resolution of the shareholders of the Company passed on 21 September 2015 (the "Share Option Scheme") for the purpose of providing incentives or rewards to eligible persons for their contribution to the Group and/or enabling the Group to recruit and retain high-calibre employees and attract human resources that are valuable to the Group. The terms of the Share Option Scheme are in accordance with the provisions of Chapter 23 of the GEM Listing Rules.

On 17 December 2015, the Company granted an aggregate of 18,100,000 share options to the grantees of the Company, to subscribe, in aggregate, for up to 18,100,000 ordinary shares of HK\$0.01 each in the share capital of the Company under the Share Option Scheme.

#### Purchase, Sale or Redemption of Listed Securities of the Company

The shares of the Company were listed on GEM on 8 October 2015. Neither the Company nor any of its subsidiaries have purchased, sold or redeemed any listed securities of the Company after Listing and up to 31 December 2015.

#### **Directors' Interests in Competing Business**

As at 31 December 2015, 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.

#### **Deed of Non-competition**

A deed of non-competition dated 29 September 2015 (the "Deed of Non-competition") was entered into among the Company and the controlling shareholders of the Company, namely by Royal Spectrum, Devoss Global Holdings Limited and Mr. Ting, in favour of the Company (for the Company and for the benefit of its subsidiaries) regarding certain non-competition undertakings. Details of the Deed of Non-competition were disclosed in the section headed "Relationship with Controlling Shareholders" to the Prospectus.

#### **Code of Conduct Regarding Securities Transactions by Directors**

The Company has adopted a code of conduct regarding securities transactions by Directors on terms no less exacting than the required standard of dealings as set out in Rules 5.48 to 5.67 of the GEM Listing Rules (the "Model Code"). As the shares of the Company were not listed on GEM until 8 October 2015, the Model Code was not applicable to the Company before the date of the Listing. The Company, having made specific enquiry of all the Directors, confirmed that all the Directors have complied with the required standard of dealings as set out in the Model Code since the date of the Listing and up to 31 December 2015.

#### **Corporate Governance Practices**

The Company is committed to achieving high standards of corporate governance to safeguard the interests of the shareholders of the Company and enhance its corporate value. The Company has adopted the principles and code provisions of the Corporate Governance Code and Corporate Governance Report (the "CG Code") as set out in Appendix 15 to the GEM Listing Rules as its corporate governance practices.

As the shares of the Company were not listed on GEM until 8 October 2015, the code provisions were not applicable to the Company before the date of Listing. Throughout the period since the date of the Listing and up to 31 December 2015, to the best knowledge of the Board, the Company had complied with the code provisions in the CG Code, save for the deviation from the code provision A.2.1 as explained below:

Pursuant to the code provision A.2.1 of the CG Code, the roles of chairman and chief executive should be separate and should not be performed by the same individual. The division of responsibilities between the chairman and the chief executive should be clearly established and set out in writing.

Mr. Ting is the chairman (the "Chairman") of the Board and is responsible for major decision-making, implementation of business strategies and overseeing the overall operation of the Group. The Chairman also takes the lead to ensure that the Board works effectively and acts in the best interest of the Company by encouraging the Directors to make active contributions to Board's affairs and promoting a culture of openness and debate.

The Company has no such position as the chief executive officer (the "CEO") and therefore the daily operation and management of the Group is monitored by the executive Directors as well as the senior management.

The Board is of the view that, notwithstanding without the presence of CEO, the balance of power and authority is ensured by the operation of the Board, which comprises experienced individuals who would meet from time to time to discuss issues affecting the operation of the Group.

#### **Interests of Compliance Adviser**

As notified by the Company's compliance adviser, Innovax Capital Limited (the "Compliance Adviser"), save for the compliance adviser agreement dated 24 September 2015 entered into between the Company and the Compliance Adviser, neither the Compliance Adviser nor any of its directors, employees or close associates had any interest in the share capital of the Company or any member of the Group (including options or rights to subscribe for such securities) or otherwise in relation to the Company which is required to be notified to the Company pursuant to Rule 6A.32 of the GEM Listing Rules as at 31 December 2015 and date of this announcement.

#### **Audit Committee**

The audit committee of the Company (the "Audit Committee") was established on 21 September 2015 with written terms of reference in compliance with Rules 5.28 and 5.29 of the GEM Listing Rules and code provision C.3.3 of the CG Code. The primary duties of the Audit Committee are mainly to review the financial reporting, risk management and internal control systems of the Group; to review the accounting policy and financial position of the Group; to communicate with external auditors; and to assess the performance of internal financial and audit personnel.

The Audit Committee comprises three independent non-executive Directors, namely Mr. Chu Kin Wang Peleus ("Mr. Chu"), Ms. Debra Elaine Meiburg and Ms. Fan Wei. Mr. Chu is the chairman of the Audit Committee.

The financial information in this announcement has not been audited by the auditor of the Company, but the Audit Committee has reviewed the unaudited consolidated results of the Group for the nine months ended 31 December 2015 and is of the opinion that such results complied with the applicable accounting standards, the requirements under the GEM Listing Rules and other applicable legal requirements, and that adequate disclosures had been made.

By order of the Board

Madison Wine Holdings Limited

Ting Pang Wan Raymond

Chairman and Executive Director

Hong Kong, 3 February 2016

As at the date of this announcement, the executive Directors are Mr. Ting Pang Wan Raymond, Mr. Kao Sheng-Chi, and Mr. Zhu Qin; and the independent non-executive Directors are Ms. Debra Elaine Meiburg, Ms. Fan Wei and Mr. Chu Kin Wang Peleus.

This announcement will remain on the "Latest Company Announcements" page of the GEM website (www.hkgem.com) for at least 7 days from the date of its publication. This announcement will also be published on the website of the Company (www.madison-wine.com).