



**MODERN**  
BEAUTY SALON  
HOLDINGS LIMITED

現代美容控股有限公司

Stock Code 股份代號：919




2014/2015

Annual Report 年報

A watercolor illustration of various flowers, including purple, yellow, and pink blossoms with green leaves, framing the page. The style is soft and artistic, with visible brushstrokes and a light, airy feel.

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# Corporate Profile





*Modern Beauty Salon Holdings Limited (the "Company") and its subsidiaries (the "Group" or "Modern Beauty") is a leader of the beauty industry in Hong Kong offering professional treatments as well as quality services and products with natural ingredients. We are positioned at the high end of the beauty industry that is dedicated to providing beauty and wellness services to customers who pursue a rejuvenating experience from the highest level of technical expertise and impeccable guest service. Our business operation is composed of five service lines as follows:*

## Corporate Profile

### Beauty and Facial

Modern Beauty Salon offers a wide range of treatments by our well trained beauty therapists. Our beauty consultants review customers' usage regularly and recommend suitable treatments to our customers. We also customize specific treatments according to the needs of our VIP customers. Our senior management closely monitors the latest trends of beauty industry and acquires state-of-the-art beauty machines in order to maintain a pipeline of new treatments.

### Slimming

Slim Express offers a series of weight management programs that deliver stunning results. These programs are specially designed to kick-start the metabolism and bring awareness to healthier food choices. Together with our practical solutions offered by advanced equipments and machines, customers will rediscover esteem that brings balance into their lives.

### Spa and massage

Our spa and massage treatments provide a form of escapism and offer an immersive opportunity for our customers to experience pampering styles and grooming techniques inspired by the luxurious living in the 21st century. "be sanctuary spa" provides resplendent bathroom furnishings and a hydrotherapeutic pool decorated with fresh flowers and carved statues, which fill the room with an aura of nature. Yue Spa is the first spa centre adopting the Five Elements – the traditional Chinese philosophy as its theme. It provides spa treatment sets named according to Destiny, Soil, Metal, Wood, Water, Fire and Earth that effectively reduce stress and improve the skin conditions. Moment of Serenity is a foot treatment centre that offers foot spa, foot treatment and foot massage services.

### Aesthetics Services

As the world of advanced skin care and anti-aging services develops and matures, aesthetics services emerge. Present day cosmetic laser technicians can use a specific form of energy to tighten skin, stimulate the production of collagen to eliminate wrinkles and fine line, remove tattoos or unwanted hair, or a myriad of other highly sought after services. Aesthetics services include skincare treatments, professional consultation and referral service on plastic reconstruction, which is most specialized and effective and with the highest quality.

### Sales of skincare and wellness products

We have been selling skincare and wellness products through many brands, such as "be", "FERRECARE", "p.e.n", "Y.U.E". "Advanced Natural", "Bioline", "Malu Wilz", "BeYu", "Fanola", "Byothea", "Mila d'Opiz". The Group launched distributor brands "Bioline", "Malu Wilz", "Fanola", "Byothea", "Mila d'Opiz", "BeYu" as well as further promoted our self-owned brands "p.e.n", "be", "FERRECARE", "Y. U. E.", "Advanced Natural" with the aim of expanding our product sales business and potential clientele through providing diversified highquality skincare products. All products are built on cleanliness and nature, and utilize natural ingredients to enhance the quality of inner and outer skin, and optimize the natural beauty of skin from within. With sales points across Hong Kong, Kowloon and the New Territories, we strive to seek for high quality and efficient skincare and wellness products and updated information on beauty, to bring pure beauty with zero burden resulting from state-of-the-art technology to women today.

As at 31 March 2015, we had 32, 8, 14, 3 and 2 service centres in Hong Kong, Mainland China, Singapore, Malaysia and Taiwan, respectively. These service centres are integrated in nature and provide different business combinations at different locations wherever appropriate. Our retail network, which operates under the brands of "be Beauty Shop" and "p.e.n" shop, had 11, and 7 outlets respectively as at 31 March 2015.

## Corporate Information

### Board of Directors

Dr. Tsang Yue, Joyce (Chairperson)  
 Mr. Yip Kai Wing  
 Ms. Yeung See Man  
 Ms. Liu Mei Ling, Rhoda  
 (Independent Non-executive Director)  
 Mr. Wong Man Hin, Raymond  
 (Independent Non-executive Director)  
 Mr. Hong Po Kui, Martin  
 (Independent Non-executive Director)  
 Mr. Lam Tak Leung  
 (Independent Non-executive Director)

### Authorised Representatives

Ms. Yeung See Man  
 Mr. Yip Kai Wing

### Company Secretary

Mr. Wong Shu Pui

### Audit Committee

Ms. Liu Mei Ling, Rhoda (Chairperson)  
 Mr. Wong Man Hin, Raymond  
 Mr. Hong Po Kui, Martin

### Nomination Committee

Dr. Tsang Yue, Joyce (Chairperson)  
 Mr. Wong Man Hin, Raymond  
 Mr. Hong Po Kui, Martin  
 Ms. Liu Mei Ling, Rhoda

### Remuneration Committee

Mr. Wong Man Hin, Raymond  
 (Chairperson)  
 Dr. Tsang Yue, Joyce  
 Mr. Hong Po Kui, Martin  
 Ms. Liu Mei Ling, Rhoda

### Registered Office

M&C Corporate Services Limited  
 PO Box 309 GT  
 Uglan House  
 South Church Street  
 George Town  
 Grand Cayman  
 Cayman Islands

### Head Office and Principal Place of Business in Hong Kong

6th Floor  
 Sino Industrial Plaza  
 9 Kai Cheung Road  
 Kowloon Bay  
 Kowloon  
 Hong Kong

### Auditor

KPMG  
 Certified Public Accountants  
 8th Floor, Prince's Building  
 10 Chater Road  
 Central  
 Hong Kong

### Share Registrar and Transfer Office

Tricor Investor Services Limited  
 Level 22, Hopewell Centre  
 183 Queen's Road East  
 Hong Kong

### Principal Bankers

The Hongkong and Shanghai Banking Corporation Limited  
 1 Queen's Road Central  
 Hong Kong

Standard Chartered Bank (Hong Kong) Limited  
 4-4A Des Voeux Road Central  
 Hong Kong

### Stock Code

919

### Investors Relation

Email address:  
[ir@modernbeautysalon.com](mailto:ir@modernbeautysalon.com)

### Website

[www.modernbeautysalon.com](http://www.modernbeautysalon.com)

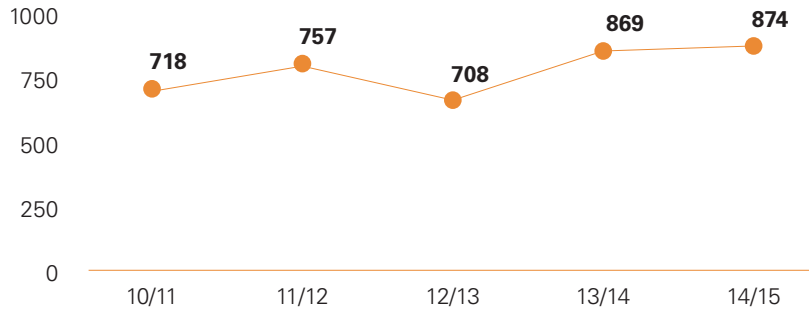






## Financial Highlights

### Turnover HK\$ (million)



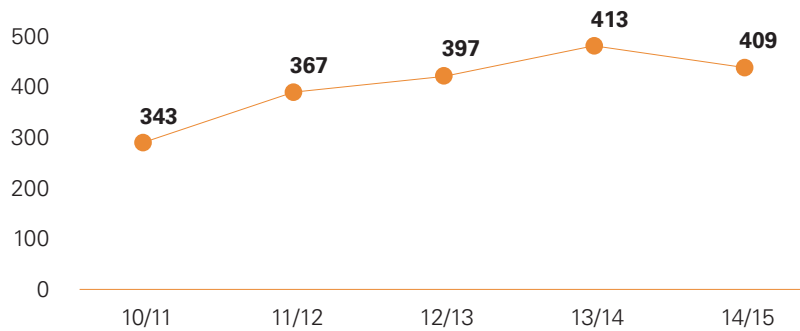
- The Group's turnover reached approximately HK\$874.2 million in FY2015, representing an increase of 0.6% compared with approximately HK\$868.8 million in FY2014.

- Gross receipts from sales of prepaid beauty packages decreased from approximately HK\$772.2 million in FY2014 to approximately HK\$749.9 million in FY2015.

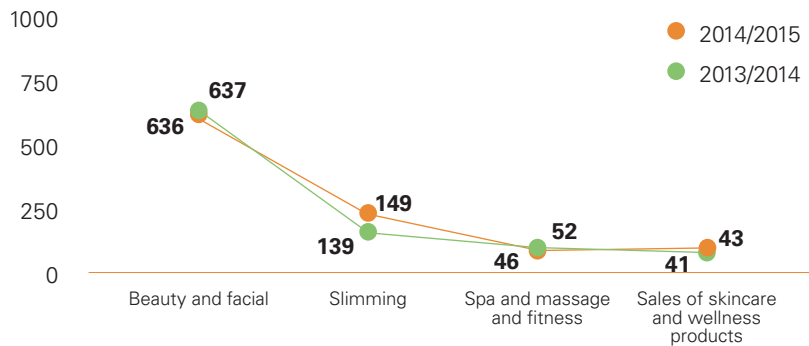
- Profit attributable to equity shareholders reached HK\$68.8 million in FY2015, representing an increase of 25.5% compared with approximately HK\$54.8 million in FY2014.

- The Board recommended the payment of a final dividend of HK2.1 cents per ordinary share for the year under review.

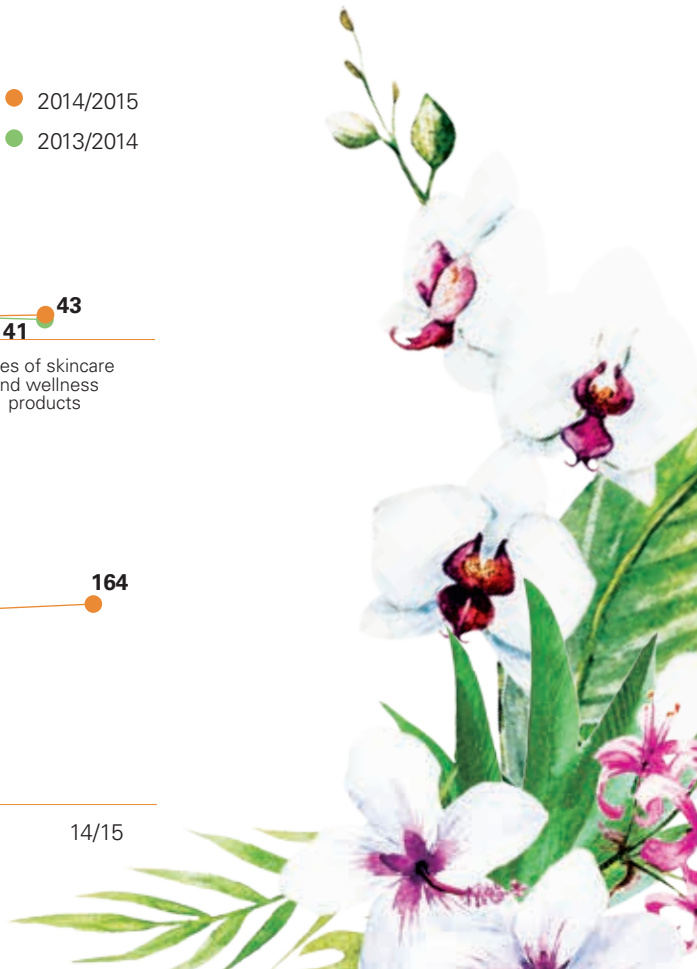
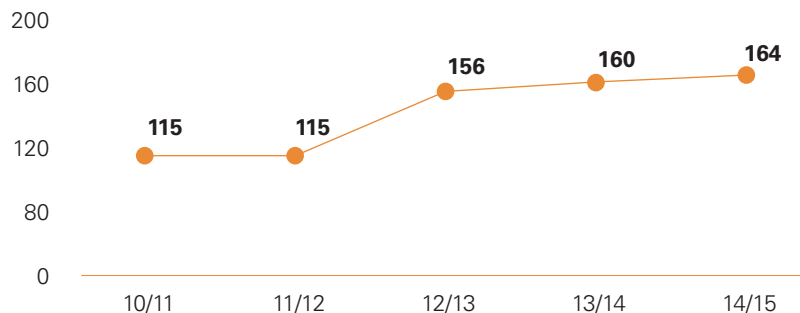
### Employee Benefits Expenses HK\$ (million)



### Sales Mix HK\$ (million)



### Occupancy Costs HK\$ (million)



# 2014/2015 Milestones and Key Events

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## May 2014

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- Opening the newest be Beauty Shop at Hung Hom



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## May 2014

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- Opening the new service centre at The World Trade Centre, Causeway Bay



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## June 2014

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- Opening the new service centre at Metroplaza, Kwai Fong



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## July 2014

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- Opening the newest service centre at Nan Fung Plaza, Tseung Kwan O



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## December 2014

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- Dr. Tsang Yue, Joyce was awarded "Executive Award" in DHL/SCMP Hong Kong Business Awards 2014



## 2014/2015 Milestones and Key Events

### January 2015

- Opening the new flagship service centre at King's View Court, Quarry Bay



### February 2015

- Awarded "Excellent Beauty and Spa Service Award" by Darizi Magazine



### March 2015

- Awarded "Caring Company 2011-2015" by Hong Kong Council of Social Service



### July 2015

- Dr. Tsang Yue, Joyce, Chairperson and Chief Executive Officer of the Group, was awarded the Medal of Honour by the Government of the HKSAR



*Chairperson's  
Statement*



## Chairperson's Statement

On behalf of the Board of Directors (the "Board") of Modern Beauty Salon Holdings Limited (the "Company"), I am pleased to present the audited financial report of the Company and its subsidiaries (the "Group") for the financial year ended 31 March 2015 ("FY2015" or the "year under review").

### Business Review

During FY2015, thanks to the continuous thriving demand on the Group's beauty services in Hong Kong and South East Asian markets, the Group saw a sustained and stable growth in turnover and earnings due to support from our long-term and committed client. With years of experience in delivering quality services and the prolonged efforts of our professional team, the Group was able to meet different challenges in the market and achieved an impressive business performance. With a turnover of approximately HK\$874.2 million representing an increase of 0.6% compared with approximately HK\$868.8 million for FY2014, the operating profits in FY2015 maintained at an encouraging level of around HK\$82.9 million, representing an increase of 3.3% compared with HK\$80.2 million for the same period last year. Profit attributable to equity shareholders reached HK\$68.8 million in FY2015, representing an increase of 25.5% compared with approximately HK\$54.8 million in FY2014.

### Awards

During the year under review, the Group was proud to be awarded a number of awards, including "Excellent Beauty and Spa Service Award 2014" from Darzi Magazine and "Caring Company" by Hong Kong Council of Social Service from 2011-2015 for 4 consecutive years. These awards clearly showed the Group's renowned brand recognition and reputation. The brand's outstanding public recognition will help sustain and further boost the brand competitiveness and the market share of the Group.

### Outlook

The Group shall maintain the proactive and prudent attitude in seeking business opportunities to maintain steady growth in Greater China and Asia. The Group envisages business projects including joint ventures to expand our business in the beauty and slimming

service market and particularly to expand aesthetics services market and retail product business. In July 2014, we formed a joint venture with an Australian partner to operate a factory in Melbourne and owns the brand called "Advanced Natural" in Australia. The joint venture engages not only in the manufacture of the "Advanced Natural" beauty and skincare products, but also wholesales and/or retails of these products internationally in various countries. This allows the Group to widen the geographical scope of the product business with valuable contribution from our partner in the said areas to tap into more business opportunities.

Meanwhile, the Group has been strengthening and developing the skincare and wellness product business by expanding our sales network, increasing brands and products exposure, or acquiring and licensing new skincare and wellness product brands so as to achieve our business diversification goal. It is expected that the sales of skincare and wellness products will be a major impetus behind the Group's profit growth in the future, and we will consider a spin-off listing of the products business in future when appropriate.

The Group has also seen favourable consumer response to our growing wedding and family photo package business with our in-house photographers and stylists which aim to provide multi-faceted service to our loyal customers.

### Appreciation

During FY2015, the Group was able to achieve a splendid financial position despite different market challenges. On behalf of the Board, I would like to express my sincere gratitude to the management team and staff for their diligence and work commitment. My grateful appreciation also extends to our business partners, customers as well as shareholders for their loyal support, and for pushing the Group to become the leading player in the beauty business. I look forward to contributing to Modern Beauty's success in establishing its leading position in the beauty service industry in Asia alongside with your support and participation.

**Dr. Tsang Yue, Joyce**

*Chairperson and Chief Executive Officer*

Hong Kong, 26 June 2015



A decorative frame with a white border and a light blue inner frame. Inside the frame, a woman with brown hair styled in an updo with a white flower accessory is smiling and leaning out. She is wearing a light pink dress with a silver sequined bodice. The background within the frame is a soft, light blue sky with white clouds. Outside the frame, there are various tropical elements: green palm fronds at the top left, a red and blue parrot perched on a branch with pink flowers at the top right, and several tropical flowers including pink and white hibiscus, purple and yellow flowers, and a Bird of Paradise flower at the bottom left.

*Management Discussion  
and Analysis*

## Management Discussion and Analysis

### Overview

During the year under review, turnover of the Group amounted to approximately HK\$874.2 million, representing an increase of 0.6% compared with approximately HK\$868.8 million for the year ended 31 March 2014 ("FY2014" or the "same period last year"). The receipts from sales of prepaid beauty packages during the year under review was HK\$749.9 million, a decrease of 2.9% over the same period last year. The employees benefit expenses and occupancy costs decreased by 1.1% and increased by 1.9% to HK\$408.5 million and HK\$163.6 million respectively as compared with the same period last year. The Group recorded an operating profit of HK\$82.9 million during the year under review (FY2014: operating profit of HK\$80.2 million).



### Business Review

#### Hong Kong

In Hong Kong, with the enriching lifestyle of females, beauty, slimming and anti-aging have turned from extravagance to daily necessities. As revealed by the Hong Kong Census and Statistics Department, the female population in Hong Kong (excluding foreign domestic helpers) between the ages of 20 to 59 in 2013 reached 2,195,900, and this population is said to be ever increasing in the coming decades. We have long been targeting on this customer age and as at 31 March 2015, our customers in Hong Kong increased to approximately 376,000, which represents an 7.1% increase as compared to approximately 351,000 over the same period last year. With the increasing hectic pace of life, we understand that customers are requesting efficient, effective, relaxing and revitalizing beauty and slimming services. In response to these high demands, we provide a variety of services such as skincare, slimming, hairstyling, cosmetics, manicures, pedicures, electrology, aesthetics services, etc.

Turnover for the year under review increased by 6.1%. According to the accounting policies, deferred revenue is recognised when service treatments are delivered to customers or upon expiry of prepaid beauty packages. Hence, unrecognized deferred revenue for the year under review will be fully recognised in revenue in the upcoming financial years according to actual situations. Revenue from services rendered and expiry of prepaid beauty packages and receipts from prepaid beauty packages for the year under review were HK\$651.5 million and HK\$617.0 million respectively (FY2014: HK\$614.8 million and HK\$617.3 million). Revenue from sales of skincare and wellness products was HK\$36.7 million in FY2015 (FY2014: HK\$34.0 million). Our customers in Hong Kong amounted up to a total of approximately 376,000 during the year under review, representing an increase of 7.1% as compared to approximately 351,000 in the same period last year.

Management Discussion and Analysis



To capture higher profit margins and help to unleash the most beautiful aspects for our customers, we offer a number of innovative and sophisticated beauty, slimming and anti-aging treatments and machineries, which can be exemplified by some technologies such as “HIFU Beauty System Treatment” to release high-intensity focused ultrasound to penetrate into the deep SMAS fascia skin tissue and dermis to stimulate the skin to produce more collagen and thus tighten the skin and lessen the wrinkles; “Thermage Treatment” to generate radiofrequency energy to increase metabolic rate of subcutaneous tissue and stimulate new collagen growth to make the skin look sleeker, smoother and younger and also to contour the body; “High-Speed integrated vacuum-assist technology Treatment” to provide extremely effective and long lasting result for removing unwanted hair. There are many other technologies not mentioned above being utilized to serve the best to our customers.

In terms of the sales of skincare and wellness products, as of 31 March 2015, the Group had a total of 18 stores under the names of “p.e.n” and “be Beauty Shop”, locating across Hong Kong, Kowloon and New Territories. More than 80 varieties of products are available for sale under different series of skincare service, including “Y.U.E”, “Advanced Natural”, “Bioline”, “BeYu”, “Malu Wilz”, “p.e.n”, “be” which can fulfill the needs of customers with different skin types.

**Mainland China**

We conduct our Mainland China operations through three wholly foreign owned enterprises established in Beijing, Shanghai and Guangzhou in the People’s Republic of China (the “PRC”). These three wholly foreign owned enterprises operate a total of 8 service centres (FY2014: 10 service centres) at the three cities referred, with a total weighted average gross floor area of approximately 28,000 square feet (FY2014: 33,500 square feet).





## Management Discussion and Analysis

During the year under review, we closed one shop in Guangzhou due to the expiry of the leasehold agreement. We will continue to identify suitable shop location and open more shop to capture the business opportunity in China. The Group's turnover in Mainland China decreased to HK\$29.2 million (FY2014: HK\$34.1 million) and receipts from sales of prepaid beauty packages decreased by 8.9% to HK\$27.7 million as compared to HK\$30.4 million for the same period last year. The business recorded a loss of HK\$6.4 million during the year under review as compared with a loss of HK\$3.5 million for the same period last year.

We have cooperated with a partner to set up a factory in Dongguan. The factory is scheduled to come into operation during the second half of the calendar year of 2015. The factory serves to develop and manufacture skincare and wellness products for our customers in Mainland China. Also, to cope with the ever increasing byzantine complexity of the import product licensing regulations in Mainland China, the factory serves to import raw materials of skincare products from Europe, Australia and different parts of the world to Mainland



China, and then carry out filling and packaging in the factory. As a result, the procedure of importing foreign skincare products to Mainland China will be tremendously expedited to suit the increasing need of our customers in Mainland China.

### Singapore and Malaysia

In FY2015, the number of service centres in Singapore and Malaysia remained unchanged at 14 and 3 respectively. During the year under review, the turnover from operations in Singapore and Malaysia was HK\$153.3 million, as compared with HK\$185.1 million for the same period last year. Revenue recognised for provision of beauty and wellness services and expiry of prepaid beauty packages and receipts from sales of prepaid beauty packages in Singapore and Malaysia amounted to HK\$148.3 million and HK\$101.3 million respectively, as compared with HK\$180.3 million and HK\$123.0 million for the same period last year.

The drop in revenue is mainly due to the continuous depreciation of the Singapore Dollars against Hong Kong Dollars during the second half of the year under review, and also due to the local intense competition. We will continue to pursue the business expansion of its beauty and facial and slimming services and product sales business in Singapore and Malaysia when appropriate opportunity arises in order to strengthen and enhance our brand status and brand awareness in the local market and to bring more fruitful long term return to the Group.

### Taiwan

During the first half of FY2014, the Group set up two service centres in Taiwan. We will continue to maintain a prudent approach in developing the local business.



## Management Discussion and Analysis

**Financial Review****Turnover**

Set out below is a breakdown on the turnover of the Group by service lines and product sales during FY2015 (with comparative figures for FY2014):

Sales mix	2015		2014		Change
	HK\$'000	Percentage of turnover	HK\$'000	Percentage of turnover	
Beauty and facial	635,734	72.7%	636,930	73.3%	-0.2%
Slimming	148,592	17.0%	139,340	16.0%	+6.6%
Spa and massage	46,468	5.3%	51,649	6.0%	-10.0%
Fitness	-	-	177	0.0%	-100.0%
Beauty and wellness services	830,794	95.0%	828,096	95.3%	+0.3%
Sales of skincare and wellness products	43,441	5.0%	40,710	4.7%	+6.7%
<b>Total</b>	<b>874,235</b>	<b>100.0%</b>	<b>868,806</b>	<b>100.0%</b>	<b>+0.6%</b>

Turnover of the Group was mainly contributed by the beauty, facial and slimming services. During the year under review, the Group's turnover from beauty and wellness services increased by about 0.3% from approximately HK\$828.1 million in FY2014 to approximately HK\$830.8 million in the year under review.

The Group reported that the sales of new prepaid beauty packages of the Group amounted to HK\$749.9 million, representing a slight decrease of 2.9% compared with HK\$772.2 million for the same period last year, while cash and cash equivalents in hand were maintained at a healthy level. Deferred revenue will be recognised and credited to turnover in the upcoming financial years according to actual situations.

Set out below is an analysis on the deferred revenue:

Movement of deferred revenue	2015					2014				
	Hong Kong HK\$'000	Mainland China HK\$'000	Taiwan HK\$'000	Singapore and Malaysia HK\$'000	Total HK\$'000	Hong Kong HK\$'000	Mainland China HK\$'000	Taiwan HK\$'000	Singapore and Malaysia HK\$'000	Total HK\$'000
At beginning of the year	537,836	12,509	772	137,334	688,451	535,364	14,071	-	198,179	747,614
Exchange differences	-	(21)	54	(2,770)	(2,737)	-	295	13	(3,581)	(3,273)
Gross receipts from sales of prepaid beauty packages	617,027	27,661	3,874	101,361	749,923	617,304	30,359	1,518	123,025	772,206
Revenue recognised for provision of beauty and wellness services and expiry of prepaid beauty package	(651,513)	(27,497)	(3,508)	(148,276)	(830,794)	(614,832)	(32,216)	(759)	(180,289)	(828,096)
<b>At end of the year</b>	<b>503,350</b>	<b>12,652</b>	<b>1,192</b>	<b>87,649</b>	<b>604,843</b>	<b>537,836</b>	<b>12,509</b>	<b>772</b>	<b>137,334</b>	<b>688,451</b>

## Management Discussion and Analysis

### Employee benefit expenses

Employee benefit expenses (including staff's salaries and bonuses as well as directors' remunerations) represented the largest component of the Group's operating costs. During the year under review, employee benefit expenses decreased by about 1.1% from HK\$413.1 million in FY2014 to approximately HK\$408.5 million. Employee benefit expenses accounted for 46.7% of our turnover in FY2015, as compared to 47.5% for FY2014. The total headcount of the Group as at 31 March 2015 decreased by 4.1% to 1,752, as compared to a headcount of 1,826 for the same period last year. The drop of employee benefits expenses and headcount is mainly due to the continuous cost efficiency that we endeavor to pursue. The Group's remuneration policies are in line with the prevailing market practices and are determined based on the individual performance and experience. For the purpose of motivating and rewarding our staff, discretionary bonus and share options are granted to eligible employees based on individual performance and the Group's results. The Group introduced the elite system since the first quarter of 2010, whereby excellent staff with outstanding performance will receive discretionary bonus in recognition of their contribution.

### Occupancy costs

As of 31 March 2015, the Group operated a total of 42 service centres in Mainland China, Hong Kong and Taiwan with a total weighted average gross floor area of approximately 294,300 square feet, representing an decrease of 1.5% as compared to 298,800 square feet in FY2014. The number of product sales points of the Group was 76 during the year under review (FY2014: 83). As of 31 March 2015, the Group had 14 and 3 beauty service centres in Singapore and Malaysia respectively, with a total weighted average gross floor area of approximately 28,000 square feet and approximately 8,900 square feet respectively (FY2014: approximately 25,600 square feet and approximately 8,900 square feet respectively). The Group's occupancy costs in FY2015 were approximately HK\$163.6 million (FY2014: HK\$160.5 million), accounting for approximately 18.7% of our turnover (FY2014: 18.5%).

### Depreciation

Depreciation for the year under review increased 8.9% to HK\$47.8 million as compared with HK\$43.9 million for FY2014. The increase is mainly due to the depreciation incurred in the renovations, beauty equipment and fixtures of the new big sized services centres opened from the beginning to the middle of the financial year of 2015.

### Other operating expenses

Other operating expenses include bank charges, advertising costs, utilities and building management fees. Bank charges recorded changes in line with sales of new prepaid beauty packages, which slightly increased by 0.7% to HK\$37.6 million. Advertising costs decreased to HK\$8.3 million from HK\$11.0 million for the same period last year. Advertising cost as a percentage of turnover decreased from 1.3% in FY2014 to 0.95% in FY2015. The decrease reflected the Group's ability to enjoy cost advantage in advertising cost as it could spread such costs across an enlarged service centre network that covers Hong Kong, the PRC, Singapore, Malaysia and Taiwan. Advertising cost is allocated in effective way to raise brand awareness and capture a greater market share.

### Profit for the year

Profit for the year under review attributable to equity shareholders of the Company increased from approximately HK\$54.8 million in FY2014 to approximately HK\$68.8 million. Net profit margin attributable to equity shareholders of the Company increased from 6.3% in FY2014 to 7.9% in FY2015. The Group will continue to expand its business when opportunities arise in order to achieve the long-term value-added objective of maximizing shareholders' returns. Basic earnings per share was HK7.88 cents as compared to basic earnings per share of HK6.28 cents for the same period last year.



## Management Discussion and Analysis

### Dividend per share

The Board recommended payment of a final dividend of HK2.1 cents per share subject to approval of the shareholders at the forthcoming Annual General Meeting. Together with the interim dividends of HK3.4 cents per share paid during the year under review, the total dividend paid for the year ended 31 March 2015 will be HK5.5 cents per share.

### Liquidity, financial resources and capital structure

The Group generally finances its liquidity requirements through the receipts from sales of prepaid beauty packages and settlement of credit card prepayment transactions with banks. During the year under review, we maintained a strong financial position with abundant cash and bank balances of approximately HK\$397.2 million (FY2014: HK\$440.9 million) with no bank borrowings. Our cash is primarily used as working capital and to finance our normal operating expenses, as well as to pay for the purchase of skincare and wellness products, materials and consumable used in the provision of beauty and wellness services. During the year under review, except for the fund required for operation, the majority of the Group's cash was held under fixed and savings deposits as in line with the Group's prudent treasury policies.

### Capital expenditure

The total capital expenditure of the Group during the year under review was approximately HK\$31.6 million, as compared to HK\$60.1 million for the same period last year. The amount was mainly used for the additions of leasehold improvements, motor vehicles and equipment and machinery in connection with the expansion and integration of its service network in Hong Kong, Mainland China and Southeast Asian regions.

### Contingent liabilities and capital commitment

The Board considered that there was no material contingent liabilities as at 31 March 2015. The Group had capital commitment of HK\$7.6 million as at 31 March 2015 (31 March 2014: HK\$5.2 million), mainly for the acquisition of plant and equipment.

### Charges on assets

As of 31 March 2015, the Group had pledged bank deposits of HK\$53.8 million (31 March 2014: HK\$52.2 million) in favour of certain banks to secure banking facilities granted to certain subsidiaries in the Group.

### Foreign exchange risk exposures

The Group's transactions were mainly denominated in Hong Kong Dollars. However, the exchange rates of Hong Kong Dollars against Renminbi, Singapore Dollars and Ringgit Malaysia also affected the operating costs as the Group expanded its business to Mainland China and Southeast Asian regions. The management will closely monitor the risk exposures faced by the Group, and will take necessary actions to minimise potential risks and strike a balance between our exposure and return so as to properly hedge such exposures.

### Human resources and training

The Group had a workforce of 1,752 staff as of 31 March 2015 (31 March 2014: 1,826 staff), including 1,278 front-line service centre staff in Hong Kong, 99 in Mainland China and 174 in Southeast Asian regions (Singapore, Malaysia and Taiwan). Back office staff totaled 140 in Hong Kong, 19 in Mainland China and 42 in Southeast Asian regions. The Group reviews its remuneration policies on a regular basis with reference to the legal framework, market conditions and performance of the Group and individual staff. The Remuneration Committee also reviews the remuneration policies and packages of executive directors and the senior management. Share options and discretionary bonus are also granted to eligible employees based on the Group's results and individual performance of the employees. The Group has adopted the share option scheme since 20 January 2006. As at 31 March 2015, 6,120,000 share options had been granted to certain directors, senior management and employees of the Group. Pursuant to the remuneration policies of the Group, employees' remunerations comply with the legal requirements of all jurisdictions in which we operate, and are in line with the market rates. During the year under review, total employee benefit expenses including directors' emoluments amounted to HK\$408.5 million, representing a 1.1% decrease as compared to HK\$413.1 million in FY2014. To enhance the service quality and core skills of our staff members, the Group regularly organises training programs designed by the Group's senior management for its staff. In addition, the seminars also facilitate the interaction and communication between the Group's management and the general staff.



## Management Discussion and Analysis

### Outlook

FY2015 has proven to be a challenging year as the persistent slowdown of China's economic growth weakened the local consumption sentiment. Hong Kong also faced with intense political controversy. Among European countries, the ongoing debt crisis has hurt the local economy as well. Nonetheless, the Group was able to record growth in revenue and reported a satisfactory profit during the period under review. These positive results are mainly attributable to our continuous dedication to offer the best and safest services and products to our customers, and the willingness to invest on its beauty and wellness business.

In July of 2014, we formed a joint venture with an Australian partner. The joint venture operates a factory in Melbourne and owns the brand called "Advanced Natural" in Australia. The joint venture engages not only in the manufacture of the "Advanced Natural" beauty and skincare products, but also wholesales and/or retails of these products internationally in Europe, Australia, Middle-East, Mainland China and Southeast Asian regions. This allows the Group to extend tremendously in geographical scope of the product business and leverage the profound experience of our partner in the said areas to tap into opportunities in bringing greater returns to the Shareholders.

We have teamed up with a partner to set up a factory in Dongguan. The factory serves two main purposes to the Group. Firstly, the factory serves to develop and manufacture skincare and wellness products for our customers in Mainland China. Secondly, to cope with the ever increasing byzantine complexity of the import product licensing regulations in China, the factory serves to import raw materials of skincare products from Europe, Australia and different parts of the world to Mainland China, and then carry out filling and packaging in the factory. As a result, the procedure of importing foreign skincare products to Mainland China will be sped up tremendously to suit the increasing need of our consumers in Mainland China.

The above two newly orchestrated operations heralds a new era to our Group and will offer momentous impetus to our product business in future.

In the coming year, the Group will continue to endeavor to improve the operational efficiency of beauty and wellness business so as to enhance its market competitiveness, profitability and to pay a healthy dividend.



## Investor Relations and Financial Calendar

Upholding the principles of timeliness, fairness and openness, we continue to proactively expand our active and effective investor relations program during the year under review. We are committed to maintaining stable and smooth two-way communications with the shareholders, investors, sell side analysts, financial media and potential investors, so as to ensure that the investors fully understand the current and future developments of the Group and make informed investment decisions, and allow the Group's shares price to fully reflect the long-term value of the Company.

### Investor Relations Strategy and Policy

We understand the importance of transparency and accountability to the Company and strongly believe that the best way to improve business transparency and accountability to shareholders is a sincere and active communication with investors, media and the public on an on-going basis so as to enhance the investment sector and the community's perception and understanding on the Group's business affairs, strategies and plans and financial positions. We also highly value investors' opinions and feedback as these will help us to formulate our development strategy for the enhancement of shareholder value.

### Effective Two-way Communication

We have in place a dedicated investor relations team for handling investor relations and setting up a bridge between the Group and the investors. During the year under review, as arranged by the investor relations team, we held such investor relations events as the annual general meeting. The investment community is able to have a clearer insight on our business development and the shareholders are able to have latest information on the Group.

Valuable opinions from investors on our business development will also be collected by the investor relations team through various channels to enable the Group to better understand the market's concern and formulate more effective future investor relations programs and business strategy and practices.

As our business continues to grow, we expect more access to the capital markets, and it will be more and more important to maintain timely and smooth communication with the investors. We shall continue to improve and enhance our investor relations system, and endeavor to maintain a high standard of investor relations.

### Financial Calendar

Last day to register for 2015 Annual General Meeting	21 August 2015
Closure of Register of Members for 2015 Annual General Meeting	24 August 2015 to 26 August 2015, both dates inclusive
2015 Annual General Meeting	26 August 2015
Last day to register for entitlement to 2015 final dividend	2 September 2015
Closure of Register of Members for entitlement to 2015 final dividend	3 September 2015 to 7 September 2015, both dates inclusive
Record date for entitlement to 2015 final dividend	7 September 2015
Payment of 2015 final dividend	2 October 2015

### Share Information

Modern Beauty Salon Holdings Limited has been listed on The Stock Exchange of Hong Kong Limited since 9 February 2006.

Issued ordinary shares as at 31 March 2015:	873,996,190 shares
Board lot:	4,000 shares
Nominal value:	HK\$0.10 per share
Market Capitalization as at 31 March 2015:	HK\$568 million

### Stock Codes

Stock Exchange:	919
Reuters:	0919.HK
Bloomberg:	919 HK

## *Biography of Directors and Senior Management*

### **Executive Directors**

#### **Dr. Tsang Yue, Joyce**

Aged 54, is Executive Director and the Chairperson of the Board, the Chief Executive Officer of the Group, and the Chairperson of the Nomination Committee and a member of the Remuneration Committee of the Company. She is the founder and substantial shareholder of the Company as well as a veteran in the beauty and wellness industry who has profound understanding and distinctive expertise on how to originate and capitalize on the trends and changes in the market. Her wealth of knowledge in the business and her unique vision in corporate management had enabled to spearhead business growth at the Group in a dynamic manner. She holds a Doctorate in Business Administration (Honoris Causa) from International American University. She is a Fellow of the Hong Kong Institute of Directors. She is the Honorary Fellow of The Professional Valuation Centre of Hong Kong. Dr. Tsang is also devoted to community and welfare activities. She is also the founder and chairperson of Grateful Heart Charitable Foundation Limited and the founder and dean of Beauty Expert International College. She was also awarded the "Prime Awards for Outstanding Leaders" from "Metro Box magazine", "The 4th Excellence in Achievement of World Chinese Youth Entrepreneurs" jointly from Yazhou Zhoukan and World Federation of Chinese Entrepreneurs Organization. She was awarded "Woman Entrepreneur of the Year" in 2011 from APEA. Dr. Tsang was also awarded the "Distinced Listed Company Leader 2012" and the "Distinced Chinese Medal" by the Hong Kong Commercial Daily and Glorious China Association. She was also awarded "The President's Volunteer Service Award", the "Congratulatory Letter of The White House Washington" and the "US President Volunteer Service Award Medal". In 2012, Dr. Tsang was appointed as the Honorary President of the sixth committee of Hong Kong Women Development Association Limited for a term of three years. Dr. Tsang was appointed as the Honorary President of the fifteenth executive committee of Tuen Mun District Women's Association Limited for the year 2012 to 2015. In 2013, Dr. Tsang was appointed as a committee member of the 11th Chinese People's Political Consultative Conference in Hunan Province, China. In 2013, Dr. Tsang was appointed as the Convenor of Community Kitchen of Food for Good. Dr. Tsang was also appointed as the Vice President of New Territories Anniversary Celebration Activities Organizing Committee. Dr. Tsang was also awarded "Outstanding Entrepreneur" by Capital CEO + Capital Entrepreneur in March 2014. Dr. Tsang was also the winner of Executive Award in DHL/SCMP Hong Kong Business Awards 2014. In 2015, Dr. Tsang was appointed as the Founding Executive Vice Chairman of Happy Hong Kong Charity Foundation for a term of three years. In 2015, Dr. Tsang was appointed as the Vice President of the sixth Executive Committee of Hong Kong New Territories District Adviser Alumni Association. Dr. Tsang was awarded the Medal of Honour (MH) by the Hong Kong Special Administrative Region Government in July 2015. Dr. Tsang is the spouse of Dr. Lee Soo Ghee, a former Executive Director of the Company (resigned on 15 September 2010) and currently Chief Administrative Officer of the Company.

#### **Mr. Yip Kai Wing**

Aged 41, is the Chief Technology Officer and an Executive Director of the Company. Mr. Yip is responsible for all computer and information system matters of the Group. Mr. Yip brings with him about twelve years of experience in the system integration, information system, network operation and telecommunications industries. He graduated from the Chinese University of Hong Kong in 1997 with a Bachelor Degree in Social Science and was awarded a Microsoft Certified Professional Systems Engineer, as well as CheckPoint Certified Administrator and Turbolinux Engineer in 2002. Mr. Yip joined the Group in March 2002.

#### **Ms. Yeung See Man**

Aged 41, is an Executive Director and the Financial Controller of the Group. She is responsible for overseeing the accounting and financial reporting of the Group. Ms. Yeung graduated from The Hong Kong Polytechnic University with a Bachelor Degree of Arts in Accountancy in 1995. She is an associate member of The Institute of Chartered Accountants in England and Wales as well as a member of the Hong Kong Institute of Certified Public Accountants. She is also a fellow member of the Association of Chartered Certified Accountants. Ms. Yeung has over six years of audit experience with Deloitte Touche Tohmatsu. She joined the Group in March 2004.

### **Independent Non-Executive Directors**

#### **Ms. Liu Mei Ling, Rhoda**

Aged 53, was appointed as an Independent Non-executive Director in December 2009. Ms. Liu is a Member of the Canadian Chartered Professional Accountants, Fellow Practicing Member of the Hong Kong Institute of Certified Public Accountants, Fellow Member of the Taxation Institute of Hong Kong, and Fellow Member of the Hong Kong Institute of Directors. Ms. Liu holds a Bachelor of Art Degree in Finance and Commercial Studies from University of Western Ontario in Canada, Professional Degree in China Law from Tsing Hua University in China, and a Master of Business Administration Degree from McMaster University in Canada. Ms. Liu is a Practicing Certified Public Accountant in Hong Kong and sole proprietor of Liu & Wong, Certified Public Accountants. Ms. Liu is also an independent non-executive director, chairperson of audit committee and member of remuneration committee and nomination committee of Mirach Energy Limited, a company listed on the Singapore Stock Exchange. Save as disclosed above, Ms. Liu did not hold directorship in other listed public companies in the past three years.

## Biography of Directors and Senior Management

### Mr. Wong Man Hin, Raymond

Aged 49, was appointed as an Independent Non-executive Director in December 2009. Mr. Wong is a member of American Institute of Certified Public Accountants (CPA), a Certified Management Accountant (CMA) and holds a certificate in financial management (CFM). Mr. Wong holds a bachelor degree in chemical engineering and a master degree in economics. Mr. Wong is an executive director and deputy chairman of Raymond Industrial Limited (stock code: 229), a company listed on the Main Board of the Stock Exchange. Mr. Wong is also an independent non-executive director of Nan Nan Resources Enterprise Limited (formerly known as International Resources Enterprise Limited) (stock code: 1229), a company listed on the Main Board of the Stock Exchange. Mr. Wong was an independent non-executive director of Fulbond Holdings Limited (stock code: 1041) during the period from 8 December 2006 to 5 August 2009. Mr. Wong was an independent non-executive director of BEP International Holdings Limited (stock code: 2326) during the period from 9 October 2007 to 5 June 2009. Mr. Wong was also an independent non-executive director of ERA Holdings Global Ltd. (stock code: 8043) during the period from 17 August 2007 to 25 February 2008.

### Mr. Hong Po Kui, Martin

Aged 65, was appointed as an Independent Non-executive Director in December 2009. Mr. Hong has been practicing as a solicitor of the High Court of the Hong Kong Special Administrative Region for over 36 years. Mr. Hong is a Notary Public issued by Hong Kong Society of Notaries. Mr. Hong is now the senior partner of Messrs. Lau Chan & Ko, Solicitors & Notaries. Mr. Hong is also an independent non-executive director of Sau San Tong Holdings Limited (stock code: 8200), a company listed on the Growth Enterprise Market of the Stock Exchange.

### Mr. Lam Tak Leung

Aged 62, was appointed as an Independent Non-executive Director with effect from 1 January 2013. Mr. Lam graduated from City University of Macau with a Master Degree of Business Administration in June 2012. Mr. Lam has been dealing with his business in Hunan Province, China for more than 30 years, and is currently the President of Steeland Investment and Development Limited. In 2013, Mr. Lam Tak Leung was appointed as a Counsellor of Hunan Provincial People's Government, China. He also was a committee member of the 7th, 8th, 9th and 10th Chinese People's Political Consultative Conference (CPPCC) in Hunan Province, China. Meanwhile, he was the 5th and 6th Vice President of Hunan Overseas Friendship Association. Mr. Lam is currently a member of Tuen Mun District Council, chairman of Hong Kong New Territories District Adviser Alumni Association, chairman of New

Territories West Residents Association. He has been serving the community in Hong Kong for many years and was awarded the British Medal of Honour (BH) by Queen Elizabeth in 1995, awarded the Medal of Honour (MH) by the Hong Kong Special Administrative Region Government in 2006 and appointed as the Justice of Peace (JP) by the Hong Kong Special Administrative Region Government in 2012.

## Senior Management

### Dr. Lee Soo Ghee

Aged 40, is the Chief Administrative Officer of the Company. Dr. Lee is a former Executive Director of the Company (resigned on 15 September 2010). Dr. Lee is responsible for overseeing brand management, overseas business/supply chain, marketing and sales, products research and development, property management, procurement and administration of the Group. He is also responsible for providing comprehensive, technical, programmatic guidance in the areas of facilities management, logistics management and creative design and engineering as well as overall planning and strategic development of the Group's operation. Dr. Lee holds a diploma in Electronics, Computer & Communication Engineering from Singapore Polytechnic, having extraordinary talent in the sphere of design. He also holds a Degree of Doctor from Business Administration by International American University. He is the spouse of Dr. Tsang Yue, Joyce, Executive Director and Chairperson of the Board.

### Mr. Wong Shu Pui

Aged 48, is the Company Secretary of the Company. Mr. Wong is a former Executive Director of the Company (resigned on 11 December 2012). Mr. Wong is a Solicitor admitted in Hong Kong. He joined the Group in April 2008 as Legal Counsel and has years of experience in many fields. Mr. Wong is now appointed to provide leading legal advice and support to all the Group's major business projects and activities.

### Ms. Ip Lai Fong

Aged 43, is the Operation Manager of Customer Service of the Group. She is responsible for the day-to-day operation of the Customer Services Department. Ms. Ip obtained an Advanced Certificate Programme on Professional Customer Service from Hong Kong Management Association in 2005. Ms. Ip graduated from Lingnan University and The Hong Kong Management Association in 2007 with Diploma in Business Management. She has seven years of guest services experience in Kimberley Hotel, Hilton Hotel and Marriott Harbour View Hotel – Hong Kong (previously known as New World Harbour View Hotel) in Hong Kong. Ms. Ip joined the Group in May 1999.



# Corporate Governance Report

## Corporate Governance Practices

The Company is committed to principles of good corporate governance consistent with prudent management and enhancement of shareholder value, which emphasize transparency, accountability and independence.

The Company has adopted the code provisions (“Code Provisions”) set out in the Corporate Governance Code (taking effect from 1 April 2012) (the “Code”) as set out in Appendix 14 to the Rules Governing The Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”).

During the year under review, the Company met the Code Provisions in the Code, except for the deviation from Code provision A.2.1, Code Provision A.6.7 and Code Provision C.1.2 as set out below.

## Model Code for Securities Transactions by Directors

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (“Model Code”) set out in Appendix 10 to the Listing Rules as the code of conduct regarding securities transactions by the directors of the Company (the “Directors”).

Having made specific enquiry of all Directors, all Directors confirmed that they had complied with, and there had been no non-compliance with, the required standard set out in the Model Code and its code of conduct regarding the Directors’ securities transactions during the year under review.

## Board of Directors

### Board Composition

Composition of the board of directors of the Company (the “Board”) is as follows:

#### *Executive Directors:*

Dr. Tsang Yue, Joyce, Chairperson of the Board & Chief Executive Officer  
Mr. Yip Kai Wing  
Ms. Yeung See Man

#### *Independent Non-executive Directors:*

Ms. Liu Mei Ling, Rhoda  
Mr. Wong Man Hin, Raymond  
Mr. Hong Po Kui, Martin  
Mr. Lam Tak Leung

The Board is currently composed of three executive Directors (including Chairperson of the Board) and four independent non-executive directors. The Board considered this composition to be balanced and to reinforce a stronger independent review and monitoring function on overall management practices. The policy concerning diversity of Board members of the Company is to maintain a balanced composition of Board members in terms of age, gender, skills, experience, education to reinforce a stronger independent review and monitoring function. A majority of the independent non-executive Directors have the appropriate professional or accounting qualifications required by Rule 3.10(2) of the Listing Rules. Directors’ biographical details and relevant relationships are set out in the section headed “Biography of Directors and Senior Management” on pages 22 to 23 of this annual report.

## Board Meetings

The Board conducts meeting on a regular basis and also as and when required. Board meetings are scheduled in advance to facilitate maximum attendance by Directors. The Company Secretary assists the Chairperson in preparing the meeting agendas, and each Director may request inclusion of items in the agenda. Senior Management is invited to join all Board meetings to enhance the Board and management communication. Meeting agendas and other relevant information are provided to the Directors in advance of Board or Board committee meetings.

During the year under review, save for executive Board meetings held between executive Directors during the normal course of business of the Company, the Board held 14 board meetings.

## Corporate Governance Report

**Directors' Attendance at Board/Board Committee/General Meetings**

A summary of all Directors' attendance at the Board meetings, Board Committee meetings and general meetings held during the year under review is set out in the following table:

	Board Meetings	Audit Committee Meetings	Remuneration Committee Meetings	2014 Annual General Meeting
<b>Executive Directors</b>				
Dr. Tsang Yue, Joyce <sup>1</sup>	0/14	N/A	1/2	1/1
Mr. Yip Kai Wing	11/14	N/A	N/A	0/1
Ms. Yeung See Man	13/14	N/A	N/A	1/1
<b>Independent Non-Executive Directors</b>				
Ms. Liu Mei Ling, Rhoda <sup>2</sup>	13/14	2/2	2/2	1/1
Mr. Wong Man Hin, Raymond <sup>3</sup>	13/14	2/2	2/2	0/1
Mr. Hong Po Kui, Martin	5/14	1/2	1/2	0/1
Mr. Lam Tak Leung	3/14	N/A	N/A	0/1

Notes:

1. Chairperson of the Board and Chairperson of the Nomination Committee of the Company.
2. Chairperson of the Audit Committee of the Company.
3. Chairperson of the Remuneration Committee of the Company.

**Respective Responsibilities, Accountabilities and Contributions of the Board and the Management**

The Board is responsible for the leadership and control of the Group (comprising the Company and its subsidiaries) and oversees the Group's business, strategic decisions and performance. The Board has the functions of considering and approving the strategies, financial objectives, annual budget and investment proposals of the Group. The independent non-executive Directors, who combine to offer diverse industry expertise, serve the important function of advising the management on strategy and ensuring that the Board maintains high standards of financial and other mandatory reporting requirements as well as providing adequate checks and balances for safeguarding the interests of shareholders and the Company as a whole. Significant transactions shall be approved by the Board.

The members of the Board have no financial, business, family or other material/relevant relationship with each other.

The Board also takes up the corporate governance functions pursuant to the Code. During the year under review, the work performed by the Board on corporate governance function is summarized as follows:

- (a) developed and reviewed policies and practices on corporate governance;
- (b) reviewed and monitored the training and continuous professional development of directors and senior management;
- (c) reviewed and monitored the policies and practices on compliance with legal and regulatory requirements;
- (d) developed, reviewed and monitored the code of conduct and compliance manual (if any) applicable to employees and directors; and
- (e) reviewed the Company's compliance with the Code and disclosure in the Corporate Governance Report.

## Corporate Governance Report

### Delegation to Management

Day-to-day operational responsibilities are specifically delegated by the Board to the management under the leadership of the Chief Executive Officer (“CEO”). Major matters include implementation of the strategies and decisions approved by the Board and the management assumes full responsibility to the Board for operations of the Group.

### Directors’ Participation in Continuous Professional Trainings

Code Provision A.6.5 of the Code provides that all directors should participate in continuous professional development to develop and refresh their knowledge and skills. This is to ensure that their contribution to the Board remains informed and relevant. The Company should be responsible for arranging and funding suitable training, placing an appropriate emphasis on the roles, functions and duties of a listed company director. All Directors have been required to provide the Company with their training records. During the year under review, the Company organized training courses to the Directors or provided written materials to develop and refresh their professional skills on the latest development of applicable laws, rules and regulations for the Directors to assist them in discharging their duties. Some Directors participated in continuous professional development by attending other professional training courses or by reading relevant materials in relation to corporate governance matter. The Company has received from the relevant Directors the confirmations on taking continuous professional training course during the year under review as follows:–

Dr. Tsang Yue, Joyce	Reading materials
Mr. Yip Kai Wing	Participation in training courses
Ms. Yeung See Man	Participation in training courses
Ms. Liu Mei Ling, Rhoda	Participation in training courses
Mr. Wong Man Hin, Raymond	Participation in training courses
Mr. Hong Po Kui, Martin	Participation in training courses
Mr. Lam Tak Leung	Reading materials

### Chairperson and Chief Executive Officer

During the year under review, Dr. Tsang Yue, Joyce (“Dr. Tsang”) was both the Chairperson and CEO of the Company. Code provision A.2.1 of the Code stipulates that the role of chairperson and chief executive should be separate and should not be performed by the same individual. After reviewing the management structure, the Board is of the opinion that Board decisions are collective decisions of all Directors made by way of voting and not decisions of the Chairperson of the Board alone. Further, there is a clear division of responsibilities between the management of the Board and the day-to-day management of the business of the Company, which relies on the support of the senior management. As such, the power of management of the Company is not concentrated in any one individual. The Board considers that the present structure will not impair the balance of power and authority between the Board and the senior management of the Group.

### Code Provision A.6.7

Code Provision A.6.7 provides that Independent Non-executive Directors and other Non-executive Directors of the Company should attend general meetings and develop a balanced understanding of the views of the shareholders.

Mr. Wong Man Hin, Raymond, an Independent Non-executive Director of the Company, was absent from the Annual General Meeting of the Company held on 29 August 2014 due to personal reason.

Mr. Hong Po Kui, Martin, an Independent Non-executive Director of the Company, was absent from the Annual General Meeting of the Company held on 29 August 2014 due to personal reason.

Mr. Lam Tak Leung, an Independent Non-executive Director of the Company, was absent from the Annual General Meeting of the Company held on 29 August 2014 due to personal reason.

## Corporate Governance Report

### Code Provision C.1.2

Code Provision C.1.2 provides that management of the Company should provide all members of the board with monthly updates giving a balanced and understandable assessment of the Company's performance, position and prospects in sufficient detail to enable the board as a whole and each director to discharge their duties under Rule 3.08 and Chapter 13 of the Listing Rules.

For some months of FY2015, the management of the Company missed in providing all members of the board with monthly updates giving a balanced and understandable assessment of the Company's performance, position and prospects in sufficient detail due to job reallocation of staff in the Accounting Department of the Company. The management of the Company will ensure compliance with this Code Provision in the future.

### Independence of Independent Non-executive Directors ("INEDs")

Ms. Liu Mei Ling, Rhoda, Mr. Wong Man Hin, Raymond and Mr. Hong Po Kui, Martin, INEDs, had each entered into a letter of appointment dated 27 August 2013 for a term of three years commencing from 27 August 2013, subject to, inter alia, retirement from office by rotation at least once every three years and re-election in accordance with the Company's Articles of Association. Mr. Lam Tak Leung, INED, had entered into a letter of appointment dated 21 December 2012 for a term of three years commencing from 1 January 2013, subject to, inter alia, retirement from office by rotation at least once every three years and re-election in accordance with the Company's Articles of Association.

Each INED is required to give a written annual confirmation of his/her independence and to inform the Company as soon as practicable if there is any change that may affect his/her independence. The Company confirms that it has received from each INED an annual confirmation of his/her independence pursuant to Rule 3.13 of the Listing Rules and the Company still considers each INED to be independent.

### Appointment and Re-election of the Directors

In accordance with the Articles of Association of the Company, the appointment of a new director must be approved by the Board. The Board has delegated the power to the Nomination Committee to select and recommend candidates for directorship including the consideration of referrals and engagement of external recruitment professionals when necessary. The responsibilities of Nomination Committee are set out in the subheading "Board Committees" below.

All Directors, including INEDs, elected at the annual general meeting are subject to retirement at annual general meeting of the Company by rotation at least once every three years in accordance with the Company's Articles of Association. All retiring Directors, including INEDs, shall be eligible for re-election. All Directors, including non-executive Directors, appointed to fill a causal vacancy or as an addition to the existing Board, shall hold office only until the first annual general meeting after their appointment and shall then be eligible for re-election.

### Board Committees

The Board has established the following committees with defined terms of reference, which are on no less exacting terms than those set out in the Code:

- Remuneration Committee
- Nomination Committee
- Audit Committee

Each Committee has authority to engage outside consultants or experts as it considers necessary to discharge the Committee's responsibilities. Minutes of all committees meetings are circulated to their members. To further reinforce independence and effectiveness, all Audit Committee members are INEDs, and the Nomination and Remuneration Committees have been structured with a majority of INEDs as members.

## Corporate Governance Report

### Remuneration Committee

The composition of the Remuneration Committee is as follows:

*Independent Non-executive Directors*

Mr. Wong Man Hin, Raymond (Chairman)

Ms. Liu Mei Ling, Rhoda

Mr. Hong Po Kui, Martin

*Executive Director*

Dr. Tsang Yue, Joyce

The responsibilities of Remuneration Committee as set out in its written terms of reference include reviewing and determining the terms of remuneration packages, bonuses and other compensation payable to the Directors and senior management according to the policies as prescribed. Such policies (including Directors' remuneration policy) are to link total compensation for senior management with the achievement of annual and long term performance goals. By providing total compensation at competitive industry levels for delivering on-target performance, the Group seeks to attract, motivate and retain the key executives essential to its long term success.

During the year under review, the Remuneration Committee met twice. Details of the attendance of the members of the Remuneration Committee in the said meeting(s) are set out under the sub-heading "Directors' Attendance at Board/Board Committee/General Meetings" above.

The work performed by the Remuneration Committee during the year under review is summarized as follows:

- a. reviewed remuneration policy, organizational structure and human resources deployment;
- b. reviewed performance and remuneration of Executive Directors and senior management for the year under review; and
- c. reviewed the compensation and benefits for directors and senior management for the year under review.

### Nomination Committee

The composition of the Nomination Committee is as follows:

*Executive Director*

Dr. Tsang Yue, Joyce (Chairman)

*Independent Non-executive Directors*

Ms. Liu Mei Ling, Rhoda

Mr. Wong Man Hin, Raymond

Mr. Hong Po Kui, Martin

The Board established the Nomination Committee with written terms of reference which cover recommendations to the Board on the appointment of Directors, evaluation of Board composition, assessment of the independence of INEDs and the management of Board succession.

The basis for the Nomination Committee to select and recommend candidates emphasize appropriate professional knowledge and industry experience, personal ethics, integrity and personal skills, and possible time commitments to the Board and the Company.

During the year under review, the Nomination Committee did not hold any meeting.

## Corporate Governance Report

**Audit Committee**

The composition of the Audit Committee is as follows:

*Independent Non-executive Directors*

Ms. Liu Mei Ling, Rhoda (Chairman)

Mr. Wong Man Hin, Raymond

Mr. Hong Po Kui, Martin

The Audit Committee reviews the Group's financial reporting, internal controls and corporate governance issues and makes relevant recommendations to the Board. All Audit Committee members possess appropriate professional qualifications, accounting or related financial management expertise as required under the Listing Rules. During the year under review, the Audit Committee met twice. Details of the attendance of the members of the Audit Committee in the said meeting(s) are set out under the sub-heading "Directors' Attendance at Board/Board Committee/General Meetings" above.

The work performed by the Audit Committee during the year under review is summarized as follows:

- a. approved the remuneration and terms of engagement of KPMG as the external auditor of the Company;
- b. reviewed the external auditor's independence and objectivity and the effectiveness of audit process in accordance with applicable standards;
- c. reviewed the audit planning for the annual results circulated to them;
- d. reviewed the interim and annual financial statements before submission to the Board; and
- e. reviewed the audit programme of the internal audit function and risk management systems.

The Audit Committee had reviewed and approved the Group's annual results for the year under review prior to their approval by the Board.

**Auditors' Remuneration**

During the year under review, the remuneration paid/payable to the Company's external auditor, KPMG and its network firms, for providing the audit and other services were as follows:

	<b>Fee paid/ payable HK\$'000</b>
Audit services	2,819
Non-audit services	300

**Remuneration of Directors and Senior Management**

The remuneration of the members of the senior management by band for the year under review is set out below:

<b>Remuneration bands (HK\$)</b>	<b>Number of persons</b>
HK\$Nil to HK\$1,000,000	8
HK\$1,000,001 to HK\$2,000,000	1
Over HK\$2,000,000	1

Further particulars regarding Director's remuneration and the five highest paid employees are set out in notes 8 and 9 to the financial statements, respectively.

## Corporate Governance Report

### **Directors' Responsibilities for preparing accounts and Auditor's Responsibilities**

The Directors acknowledged their responsibility for preparing the accounts of the Company for the year under review and the auditor's reporting responsibilities is set out on page 45 of this annual report.

### **Internal Control and Risk Management**

The Board has conducted a review of the effectiveness of the internal control system of the Company and its subsidiaries.

The Board is responsible for maintaining a sound and effective system of internal controls in the Group and for reviewing its effectiveness through the Audit Committee. Such system is designed to manage the risk of failure to achieve corporate objectives. It aims to provide reasonable but not absolute assurance against material misstatement, loss or fraud.

The Board has delegated to executive management the design, implementation and ongoing assessment of such systems of internal controls, while the Board through its Audit Committee oversees and reviews the adequacy and effectiveness of relevant financial, operational and compliance controls and risk management procedures that have been in place. Qualified personnel throughout the Group maintain and monitor these systems of controls on an ongoing basis.

Based on the results of evaluations and representations made by the senior management, the Audit Committee is satisfied that:

- there is an ongoing process for identifying, evaluating and managing the significant risks faced by the Group that threaten the achievement of its business objectives; and
- an appropriate system of internal control and risk management has been in place for the year under review, and up to the date of approval of this annual report.

### **Company Secretary**

The Company Secretary of the Company took no less than 15 hours of relevant professional training during the year under review.

### **Shareholders' Rights**

#### **The Way by Which Shareholders Can Convene Extraordinary General Meeting/Put Forward Proposal**

Pursuant to Article 79 of the Articles of Association of the Company, the Board may, whenever it thinks fit, convene an extraordinary general meeting. General meetings shall also be convened on the written requisition of any two or more members of the Company deposited at the principal office of the Company in Hong Kong or, in the event the Company ceases to have such a principal office, the registered office specifying the objects of the meeting and signed by the requisitionists, provided that such requisitionists held as at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company which carries the right of voting at general meetings of the Company. General meeting may also be convened on the written requisition of any one member of the Company which is a recognized clearing house (or its nominee(s)) deposited at the principal office of the Company in Hong Kong or, in the event the Company ceases to have such a principal office, the registered office specifying the objects of the meeting and signed by the requisitionists, provided that such requisitionists held as at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company which carries the right of voting at general meetings of the Company. If the Board does not within 21 days from the date of deposit of the requisition proceed duly to convene the meeting to be held within a further 21 days, the requisitionist(s) themselves or any of them representing more than one half of the total voting rights of all of them, may convene the general meeting in the same manner, as nearly as possible, as that in which meetings may be convened by the Board provided that any meeting so convened shall not be held after the expiration of three months from the date of deposit of the requisition, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed to them by the Company.

And, if a shareholder wishes to make any proposal at any general meeting of the Company, the shareholder should deposit a written notice of the proposal to the Company Secretary of the Company within 7 days commencing from the date of the notice of the general meeting of the Company (or such other period as may be determined and announced by the Director from time to time).

## Corporate Governance Report

**The Procedures for Sending Enquiries to the Board**

Any enquiries to be put to the Board are welcomed and can be addressed to the Investors Relation Department of the Company by email at [ir@modernbeautysalon.com](mailto:ir@modernbeautysalon.com) or by mail to the following address:

Modern Beauty Salon Holdings Limited  
6/F., Sino Industrial Plaza  
9 Kai Cheung Road  
Kowloon Bay  
Kowloon  
Hong Kong

Attn: Investor Relation Department

**Investor Relations and Communications with Shareholders**

The Company has a proactive policy for promoting investor relations and communications by maintaining regular dialogue and fair disclosure with investors, analysts and the media. On the other hand, the Company's annual general meeting provides another channel for the Chairperson and the senior management to meet and communicate with shareholders, who are likewise encouraged to participate. All shareholders are provided at least 21 days' notice to attend the annual general meeting, during which the Chairperson and the senior management are available to answer questions. The results of the voting by poll are published on the Group's website.

Our website ([www.modernbeautysalon.com](http://www.modernbeautysalon.com)) facilitates effective communications with shareholders and investors, making corporate information and other relevant financial and non-financial information available electronically and on a timely basis. The Group also values feedback from shareholders on its efforts to promote transparency and foster investor relationships.

**Changes in Constitutional Documents**

There was no significant change in the Company's constitutional documents during the year under review.



# Report of the Directors

The directors (the "Directors") of Modern Beauty Salon Holdings Limited (the "Company") have pleasure in submitting their report together with the audited financial statements of the Company and its subsidiaries (collectively, the "Group") for FY2015.

## Principal Activities

The principal activities of the Company is investment holding and the principal activities of the Group continued throughout FY2015 was provision of beauty and wellness services and sales of skincare and wellness products. Details of the Company's principal subsidiaries as at 31 March 2015 are set out in note 14 to the financial statements.

## Results and Appropriations

The results of the Group for FY2015 are set out in the consolidated statement of profit or loss on page 47.

The turnover and results of the Group are principally derived from the provision of beauty and wellness services in Hong Kong, Mainland China, Taiwan, Singapore and Malaysia. The Group's turnover and results by reportable segment are set out in note 3 to the financial statements. A detailed review of the development of the business of the Group during the year under review, and likely future prospects, is set out in the sections headed "Chairperson's Statement" and "Management Discussion and Analysis" of this annual report.

An interim dividend of HK3.4 cent per Share, amounting to HK\$29,716,000, was paid to shareholders of the Company ("Shareholders") during the year under review (FY2014: an interim dividend of HK2.5 cents per Share totaling HK\$21,850,000).

The Directors are pleased to recommend the payment of a final dividend of HK2.1 cents per Share amounting to HK\$18,354,000 during the year under review (FY2014: a final dividend of HK2.0 cents per Share, totaling HK\$17,480,000), subject to the Shareholders' approval at the forthcoming annual general meeting of the Company ("AGM").

The Annual General Meeting ("AGM") is scheduled to be held on Wednesday, 26 August 2015. For determining the entitlement to attend and vote at the AGM, the register of members of the Company will be closed from Monday, 24 August 2015 to Wednesday, 26 August 2015, both days inclusive, during which period no transfer of Share will be effected. In order to be eligible to attend and vote at the AGM, all transfers of Shares, accompanied by the relevant share certificates, must be lodged with the Company's share registrar in Hong Kong, Tricor Investor Services Limited, Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong, for registration not later than 4:30 p.m. on Friday, 21 August 2015.

The proposed final dividend is subject to the passing of an ordinary resolution by the Shareholders at the AGM. The record date for entitlement to the proposed final dividend is Monday, 7 September 2015. For determining the entitlement to the proposed final dividend, the register of members of the Company will be closed from Thursday, 3 September 2015 to Monday, 7 September 2015, both days inclusive, during which period no transfer of Share will be effected. In order to qualify for the proposed final dividend, all transfers of Shares, accompanied by the relevant share certificates, must be lodged with the Company's share registrars in Hong Kong, Tricor Investor Services Limited, for registration not later than 4:30 p.m. on Wednesday, 2 September 2015. The payment of final dividend will be made on Friday, 2 October 2015.

## Reserves

Movements during the year under review in the reserves of the Group and the Company are set out in the consolidated statement of changes in equity on pages 52 and note 24 to the financial statements respectively.

## Report of the Directors

### **Distributable Reserves**

As at 31 March 2015, the Company's reserve available for distribution amounted to approximately HK\$492.7 million. Movements in reserves of the Company during the year under review and the distributable reserves of the Company as at 31 March 2015 are set out in note 24 to the financial statements.

### **Financial Summary**

A summary of the results and assets and liabilities of the Group for the last five financial years is set out on page 102, which does not form part of the financial statements.

### **Property, Plant and Equipment**

During the year under review, the Group spent approximately HK\$31.6 million on additions to property, plant and equipment mainly for the expansion and enhancement of its service capability and relocation purpose.

Details of movements in the Group's property, plant and equipment during the year under review are set out in note 12 to the financial statements.

### **Management Contracts**

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company and the Group were entered into or existed during the year under review.

### **Major Customers and Suppliers**

During the year under review, the aggregate purchases attributable to the Group's largest supplier accounted for approximately 9% (FY2014: 15%) of the Group's total purchase for the year under review and the five largest suppliers taken together accounted for approximately 27% (FY2014: 34%) of the Group's total purchase for the year under review.

The five largest customers of the Group in aggregate accounted for less than 5% of the total sales.

None of the Directors, their associates, or any Shareholders (which to the knowledge of the Directors own more than 5% of the Company's issued share capital) had any interest in any of the Group's five largest suppliers and customers during the year under review.

### **Share Capital**

Details of movements in the share capital of the Company during the year under review are set out in note 24 to the financial statements.

### **Convertible Notes**

Details of the convertible notes of the Group during the year under review are set out in note 23 to the financial statements.

### **Pre-emptive Rights**

There are no provisions for pre-emptive rights under the Company's Articles of Association or the laws of the Cayman Islands, which would oblige the Company to offer new Shares on a pro-rata basis to existing Shareholders.

Report of the Directors

### **Charitable Donations**

During the year under review, the Group made donations of approximately HK\$360,100 to charitable and non-profit-making organisations.

### **Directors**

The Directors during the year under review and up to the date of this report are:

#### **Executive Directors**

Dr. Tsang Yue, Joyce (Chairperson and Chief Executive Officer)  
Mr. Yip Kai Wing  
Ms. Yeung See Man

#### **Independent Non-executive Directors**

Mr. Wong Man Hin, Raymond  
Mr. Hong Po Kui, Martin  
Ms. Liu Mei Ling, Rhoda  
Mr. Lam Tak Leung

Pursuant to Article 130 of the Company's Articles of Association, Ms. Yeung See Man, Mr. Wong Man Hin, Raymond and Mr. Lam Tak Leung will retire by rotation and, being eligible, offer themselves for re-election at the forthcoming AGM. Particulars of the aforesaid Directors seeking for re-election at the AGM are set out in the relevant circular to be sent to the Shareholders.

The Company had received from each Independent Non-executive Director ("INED") an annual confirmation of his or her independence as regard each of the factors referred to in Rule 3.13(1) to (8) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") and the Company considered all of them to be independent.

#### **Directors' Service Contracts**

None of the Directors has entered into any service contract which is not determinable by the Company and any of its subsidiaries within one year without payment of compensation, other than statutory compensation.

#### **Directors' Interests in Contracts**

Save as disclosed in the section headed "Continuing Connected Transactions" below and in note 29 to the financial statements and those exempted from the reporting, annual review, announcement and independent shareholders' approval requirements under the Listing Rules, no contract of significance to the business of the Group to which the Company, its subsidiaries, its holding companies or any subsidiaries of its holding companies was a party and in which a Director had a material interest, whether directly or indirectly, subsisted at the end of the year under review or at any time during the year under review.

#### **Competing Interest**

Save as disclosed in the section headed "Continuing Connected Transactions" below, none of the Directors or their respective associates (as defined in the Listing Rules) had an interest in a business, which competes or may compete with the business of the Group.

## Report of the Directors

**Directors' and Chief Executives' Interests and Short Positions in the Shares, Underlying Shares and Debentures**

As at 31 March 2015, the interests and short positions of the Directors and chief executive of the Company in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO") as recorded in the register kept by the Company pursuant to Section 352 of the SFO or otherwise notified to the Company and The Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers ("Model Code") set out in Appendix 10 to the Listing Rules, were as follows:

**Long positions in Shares, underlying Shares and Debentures of the Company**

Name	Capacity in which interests are held	Interests in Shares	Equity Derivatives (Share Options)	Equity Derivatives (Convertible Note)	Total Interests	Approximate Percentage of Issued Share Capital of the Company <sup>1</sup>
Dr. Tsang Yue, Joyce	Founder of a discretionary trust	646,760,190	–	87,619,048	734,379,238	84.03%
	Interest of spouse <sup>2</sup>	650,000	–	–	650,000	0.07%
Mr. Yip Kai Wing	Beneficial Owner	185,000	500,000 <sup>3</sup>	–	685,000	0.08%
	Interest of spouse <sup>4</sup>	–	200,000	–	200,000	0.02%
Ms. Yeung See Man	Beneficial Owner	172,000	300,000 <sup>5</sup>	–	472,000	0.05%

## Notes:

- The percentage has been compiled based on the total number of Shares of the Company in issue as at 31 March 2015 (i.e. 873,996,190 Shares).
- Dr. Tsang Yue, Joyce is the spouse of Dr. Lee Soo Ghee and is deemed to be interested in the Shares in which Dr. Lee Soo Ghee is deemed or taken to be interested for the purpose of the SFO.
- The period during which the equity derivatives (share options) under the name of Mr. Yip Kai Wing are exercisable is set out in the section headed "Share Option Scheme" below.
- Mr. Yip Kai Wing is the spouse of Ms. Ng Kwai Ho and is deemed to be interested in the derivative shares in which Ms. Ng Kwai Ho is deemed or taken to be interested for the purpose of the SFO (Ms. Ng Kwai Ho is the grantee of an option in respect of 200,000 Shares of HK\$0.10 each of the Company under the Share Option Scheme adopted by the shareholders of the Company on 20 January 2006).
- The period during which the equity derivatives (share options) under the name of Ms. Yeung See Man are exercisable is set out in the section headed "Share Option Scheme" below.

Save as disclosed above, as at 31 March 2015, none of the Directors and chief executive of the Company nor their respective associates had any interest or short position in the shares, underlying shares and debentures of the Company or any of its associated corporation (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 pursuant to section 352 of the SFO, to be entered in the register referred to therein, or notified to the Company and the Stock Exchange pursuant to the Model Code.

## Report of the Directors

**Directors' Rights to Acquire Shares or Debentures**

Save as disclosed above and in the section headed "Share Option Scheme" below, at no time during the year under review was the Company, any of its holding companies, subsidiaries or fellow subsidiaries a party to any arrangements to enable the Directors or chief executive of the Company or any of their respective spouses or children under 18 years of age to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

**Substantial Shareholders' and Other Persons' Interests and Short Positions in the Shares and Underlying Shares**

As at 31 March 2015, the interests or short positions of substantial shareholders and other persons of the Company in the shares and underlying shares of the Company as recorded in the register required to be kept under section 336 of the SFO, or as otherwise notified to the Company, were as follows:

**Long positions of substantial shareholders and other persons in the Shares and underlying Shares of the Company**

Name	Capacity in which interests are held	Interests in Shares	Equity Derivatives (Convertible Note)	Total Interests	Approximate Percentage of Issued Share Capital of the Company <sup>1</sup>
Dr. Tsang Yue, Joyce	Founder of a discretionary trust	646,760,190	87,619,048	734,379,238 <sup>4</sup>	84.03%
	Interest of spouse <sup>2</sup>	650,000	–	650,000	0.07%
Dr. Lee Soo Ghee	Beneficial owner	650,000	–	650,000	0.07%
	Interest of spouse <sup>3</sup>	646,760,190	87,619,048	734,379,238 <sup>4</sup>	84.03%
TMF (Cayman) Ltd. <sup>5</sup>	Trustee (other than a bare trustee)	646,760,190	87,619,048	734,379,238 <sup>4</sup>	84.03%
Kelday International Limited <sup>5</sup>	Nominee for another person (other than a bare trustee)	646,760,190	87,619,048	734,379,238 <sup>4</sup>	84.03%
Allied Chance Management Limited <sup>5</sup>	Interest of corporation controlled by it	646,760,190	87,619,048	734,379,238 <sup>4</sup>	84.03%
Allied Wealth Limited <sup>5</sup>	Beneficial owner	178,760,190	87,619,048	266,379,238 <sup>6</sup>	30.48%
Silver Compass Holdings Corp <sup>5</sup>	Beneficial owner	367,200,000	–	367,200,000 <sup>6</sup>	42.01%
Silver Hendon Enterprises Corp <sup>5</sup>	Beneficial owner	100,800,000	–	100,800,000 <sup>6</sup>	11.53%
Mutual Fund Elite	Custodian corporation/ approved lending agent	60,764,000	–	60,764,000	6.95%

## Report of the Directors

### Notes:

1. The percentage has been compiled based on the total number of Shares of the Company in issue as at 31 March 2015 (i.e. 873,996,190 Shares).
2. Dr. Tsang Yue, Joyce is the spouse of Dr. Lee Soo Ghee and is deemed to be interested in the Shares in which Dr. Lee Soo Ghee is deemed or taken to be interested for the purpose of the SFO.
3. Dr. Lee Soo Ghee is the spouse of Dr. Tsang Yue, Joyce and is deemed to be interested in the Shares in which Dr. Tsang Yue, Joyce is deemed or taken to be interested for the purpose of the SFO.
4. These Shares were the same parcel of Shares held by a trust of which Dr. Tsang Yue, Joyce was the founder. TMF (Cayman) Ltd. was the trustee of the trust. See Note 5.
5. Allied Wealth Limited, Silver Compass Holdings Corp. and Silver Hendon Enterprises Corp. are indirect wholly-owned subsidiaries of Allied Chance Management Limited. Allied Chance Management Limited is in turn a direct wholly-owned subsidiary of Kelday International Limited. TMF (Cayman) Ltd. is the ultimate holding company of Allied Chance Management Limited and Kelday International Limited.
6. These Shares were included in the above-mentioned number of Shares of 734,379,238. See note 4 and note 5.

Apart from the above, no other interest or short position in the shares or underlying shares of the Company was recorded in the register required to be kept under section 336 of the SFO as at 31 March 2015.

## Share Option Scheme

On 20 January 2006, the Shareholders adopted a share option scheme ("2006 Scheme").

On 23 October 2006, the Board resolved to grant 15,640,000 share options to certain Directors and employees of the Group pursuant to the 2006 Scheme, to take up option to subscribe for shares of the Company ("Shares") at an exercise price of HK\$1.33 per option and exercisable for a period of one to six years after the vesting period of four to nine years commencing from the date of grant. The life of options is ten years.

Summary of the 2006 Scheme is set out as follows:

### (a) Purpose of the 2006 Scheme

The purpose of the 2006 Scheme is to give Participants (as defined in sub-paragraph (b) herein below) an opportunity to have a personal stake in the Company and help motivate Participants to optimise their performance and efficiency and attract and retain them whose contributions are important to the long-term growth and profitability of the Group.

### (b) Participants of the 2006 Scheme

Any directors (including executive directors, non-executive directors and independent non-executive directors) and employees (whether full-time or part-time) of the Group and any advisors, consultants, of any member of the Group who the Board considers, in its sole discretion, have contributed or will contribute to the Group.

## Report of the Directors

**(c) Total Number of Shares Available for Issue under the 2006 Scheme**

The maximum number of shares of HK\$0.10 each of the Company ("Shares") which may be issued upon exercise of all options to be granted under the 2006 Scheme and any other share option schemes of the Company shall not in aggregate exceed ten (10) per cent. of the relevant class of Shares in issue on 9 February 2006, the date of listing of the Shares on the Stock Exchange (the "Listing Date") (without taking into account any Shares which may be issued pursuant to the exercise of the Over-allotment Option (as defined in the 2006 Scheme) (the "Scheme Mandate Limit"). Option lapsed in accordance with the terms of the 2006 Scheme and any other share option scheme of the Company will not be counted for the purpose of calculating the Scheme Mandate Limit.

The maximum number of Shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the 2006 Scheme and other share option schemes of the Company shall not exceed thirty (30) per cent. of the relevant class of Shares in issue from time to time. No options shall be granted under share option scheme of the Company (including the 2006 Scheme) if this will result in the thirty (30) per cent. limit being exceeded.

The total number of Shares available for issue under the 2006 Scheme is 62,360,000 which represents 7.1% of the issued share capital of the Company as at the date of this annual report.

**(d) Maximum Entitlement of Each Participant under the 2006 Scheme**

Except with the approval of the Shareholders in general meeting, the maximum number of Shares to a specifically identified single Participant who accepts the offer of an option in accordance with the 2006 Scheme ("Grantee"), issued and to be issued upon exercise of options granted under the 2006 Scheme and any other share option scheme of the Company shall not in any twelve (12) month period exceed one (1) per cent of the Shares in issue.

**(e) The period within which the Shares must be taken up under an option**

An option may be exercised by the Grantee at any time during the period to be notified by the Board to each Grantee at the time of making an offer which shall commence on the date falling six (6) months after the date of grant and expiring not later than ten (10) years from the date of grant.

**(f) The minimum period, if any, for which an option must be held before it can be exercised**

Six (6) months after the date of grant.

**(g) The amount, if any, payable on application or acceptance of the option**

HK\$1.00

**(h) Basis of Determining the Exercise Price**

The price per Share at which a grantee may subscribe for Shares on the exercise of an option pursuant to the 2006 Scheme shall be determined by the Board in its absolute discretion but in any event shall at least be the higher of:

- (i) the closing price of the Shares as stated in the Stock Exchange's daily quotations sheet on the date of grant;
- (ii) the average closing price of the Shares as stated in the Stock Exchange's daily quotations sheets for the five (5) business days immediately preceding the date of grant (provided that the new issue price shall be used as the closing price for any business day falling within the period before the listing of the Shares, where the Company has been listed for less than five (5) business days as at the date of grant); and
- (iii) the nominal value of the Shares.

## Report of the Directors

**(i) The remaining life of the 2006 Scheme**

The Company by ordinary resolution in general meeting or the Board may at any time terminate the operation of the 2006 Scheme and in such event no further options will be offered or granted. Subject to the aforesaid, the 2006 Scheme shall be valid and effective for a period of ten (10) years commencing on 20 January 2006 (i.e. until 19 January 2016).

Name	Balance as at 1 April 2014	No. of options granted during the year under review	Reclassification	No. of options exercised/ cancelled/ lapsed during the year under review	No. of options as at 31 March 2015	Date of grant	Period during which options are exercisable	Exercise price	Approximate percentage of share issued
<i>Executive Directors</i>									
Mr. Yip Kai Wing	125,000	-	-	-	125,000	23/10/2006	23/10/2010 to 22/10/2016	HK\$1.33	0.01%
Mr. Yip Kai Wing	175,000	-	-	-	175,000	23/10/2006	23/10/2014 to 22/10/2016	HK\$1.33	0.02%
Mr. Yip Kai Wing	200,000	-	-	-	200,000	23/10/2006	23/10/2015 to 22/10/2016	HK\$1.33	0.02%
Ms. Yeung See Man	75,000	-	-	-	75,000	23/10/2006	23/10/2010 to 22/10/2016	HK\$1.33	0.01%
Ms. Yeung See Man	105,000	-	-	-	105,000	23/10/2006	23/10/2014 to 22/10/2016	HK\$1.33	0.01%
Ms. Yeung See Man	120,000	-	-	-	120,000	23/10/2006	23/10/2015 to 22/10/2016	HK\$1.33	0.01%
Others	1,375,000	-	-	(45,000)	1,330,000	23/10/2006	23/10/2010 to 22/10/2016	HK\$1.33	0.15%
Others	1,925,000	-	-	(63,000)	1,862,000	23/10/2006	23/10/2014 to 22/10/2016	HK\$1.33	0.21%
Others	2,200,000	-	-	(72,000)	2,128,000	23/10/2006	23/10/2015 to 22/10/2016	HK\$1.33	0.24%
Total	6,300,000	-	-	(180,000)	6,120,000				

## Note:

- The relevant percentages are calculated by reference to the Shares in issue on 31 March 2015 i.e. 873,996,190 shares.



## Report of the Directors

### Continuing Connected Transactions

Certain transactions entered into by the Group constituted continuing connected transactions under the Listing Rules during the year under review, in respect of which the Company confirms that it has complied with the disclosure requirements in accordance with Chapter 14A of the Listing Rules. Details of these transactions required to be disclosed are set out below.

The following transactions have been approved by independent shareholders at an Extraordinary General Meeting held on 31 March 2014.

Since the Group intends to continue to lease certain existing premises and may lease certain new premises and, if appropriate, other new premises from subsidiaries ("Owners") of Asia Power Global Limited ("Lessor"), a company wholly owned by a family trust set up by Dr. Tsang Yue, Joyce, as its operating facilities (including but not limited to offices, retail shops, service centres and warehouses) and staff quarters and anticipates that it will enter into new leases during the ordinary and usual course of the Group's business during the three years ending 31 March 2017, the Company and the Lessor entered into a Master Lease Agreement on 20 February 2014 ("Master Lease Agreement") to set out the principal terms and conditions governing the leasing of premises by the Group from the Owners pursuant to the Master Lease Agreement by entering into a tenancy or lease agreement in respect of such premises between the Group and the relevant Owner ("2014-2017 Leasing Arrangements") in the future.

The Master Lease Agreement shall be for a term commencing from 1 April 2014 and ending on 31 March 2017. In addition, the Master Lease Agreement may be terminated by the Company by giving the Lessor at least sixty days' written notice of termination.

Each of the 2014-2017 Leasing Arrangements to be entered into between the Company and the relevant Owner pursuant to the Master Lease Agreement will have a term commencing on or after 1 April 2014 and expiring on or before 31 March 2017.

Pursuant to the Master Lease Agreement, each 2014-2017 Leasing Arrangement shall be on normal commercial terms and shall be on terms which are no less favourable than those offered by the Owners to other independent third parties and the amount of rental (exclusive of rates, land rent and management fees) under each 2014-2017 Leasing Arrangement shall be determined by the parties to each 2014-2017 Leasing Arrangement with reference to the then prevailing market rents on premises comparable in location, area and permitted use.

In respect of any additional new premises to be identified by the Group, the Company will obtain a fair rent opinion from an independent property valuer regarding the then prevailing market rent of such new premises. The independent non-executive Directors will also review the proposed 2014-2017 Leasing Arrangements in respect of any additional new premises in light of the then prevailing market rent of such new premises and other terms of the leases to ensure that the proposed 2014-2017 Leasing Arrangements are (i) entered into in the ordinary and usual course of business of the Company; (ii) on normal commercial terms and on terms that are no less favourable than those offered by the Owners to other independent third parties; and (iii) in accordance with the terms of the Master Lease Agreement.

The government rent, rates and management fee under each 2014-2017 Leasing Arrangement will be paid to the government or, as the case may be, the management companies by the relevant tenant directly.

The maximum consideration payable by the Group to the Lessor and/or the Owners (as the case may be) under the 2014-2017 Leasing Arrangements pursuant to the Master Lease Agreement for the year ending 31 March 2015, the year ending 31 March 2016 and the year ending 31 March 2017 in the amount of HK\$76.3 million, HK\$76.3 million and HK\$76.3 million, respectively ("2014-2017 Annual Caps").

## Report of the Directors

Pursuant to the Master Leasing Agreement, the Group (as tenant) and the Owners (as landlord) has entered into the following tenancy agreements:

- (i) tenancy agreement dated 8 April 2014 in respect of Workshops Nos. 11-31, 32B, 33B, 41-78 and Store Room No. 10 on 6th Floor and Lorry Car Parking Space Nos. L8, L10, L14 and L15 on Basement, Sino Industrial Plaza, No. 9 Kai Cheung Road, Kowloon Bay, Kowloon, Hong Kong at the monthly rent of HK\$436,050 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (ii) tenancy agreement dated 8 April 2014 in respect of 18th Floor, Hou Feng Industrial Building, Nos. 1-5 Wing Kin Road, Kwai Chung, New Territories, Hong Kong at the monthly rent of HK\$61,200 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (iii) tenancy agreement dated 8 April 2014 in respect of D1-D14, 3rd Floor, Block D and Car Storage Parking Space Nos. 131-132 on 1st Floor, Tsing Yi Industrial Centre Phase II Nos. 1-33 Cheung Tat Road, Tsing Yi, New Territories, Hong Kong at the monthly rent of HK\$137,700 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (iv) tenancy agreement dated 8 April 2014 in respect of Shop 1 on Ground Floor and 1st Floor (with flat roof adjacent thereto) including the staircases and landings treatment on and leading from the Ground Floor to the First Floor and Covered Air-Conditioned Plant Shelter on 2nd Floor, Len Fat Masion, Nos. 56-60, 64-86 Kin Yip Street, Yuen Long, New Territories, Hong Kong at the monthly rent of HK\$153,000 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (v) tenancy agreement dated 8 April 2014 in respect of Shop and Toilet Area on 1st Floor, Shop and Toilet Area on 2nd Floor, Lift and Staircase (No.3) and Grease Trap Room on 1st Floor, 1st Floor Staircase for 2nd Floor, Lift and Staircase on 2nd Floor, Lift Machine Room for 1st to 2nd Floors on 3rd Floor, Signage Units Nos. 1 to 8 on Ground Floor, Signage Units Nos. 9 to 14 on 1st Floor, Store and Open Store on Ground Floor, The Grandeur, 47 Jardine's Bazaar, Causeway Bay, Hong Kong at the monthly rent of HK\$719,100 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (vi) tenancy agreement dated 8 April 2014 in respect of Units B74-B90, B99-B116, B132-B136, 1/F., The Commercial Accommodation of Well On Garden, No. 9 Yuk Nga Lane, Tseung Kwan O, New Territories, Hong Kong at the monthly rent of HK\$168,300 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (vii) tenancy agreement dated 8 April 2014 in respect of Portion A of Shop 3 on Ground Floor, Unit B on Cockloft, Whole of 1st Floor, Whole of Block B on 2nd Floor and Portion of Roof, Chung On Building, No. 297/303 & 307/313 Sha Tsui Road, Tsuen Wan, New Territories together with Flat 1 and Flat Roof on 1st Floor, Kwong Yick Building, 315-323 Sha Tsui Road, Tsuen Wan, New Territories at the monthly rent of HK\$749,700 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (viii) tenancy agreement dated 8 April 2014 in respect of 1/F (including its Flat Roof and Stair-Entrance on Ground Floor), King Kwong Mansion, No. 8 King Kwong Street, Happy Valley, Hong Kong at the monthly rent of HK\$68,850 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (ix) tenancy agreement dated 8 April 2014 in respect of Commercial Area on Upper Ground Floor, 1st Floor (excluding canopy) and 2nd Floor, V. Heun Building, No. 138 Queen's Road, Central, Hong Kong at the monthly rent of HK\$566,100 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;

## Report of the Directors

- (x) tenancy agreement dated 8 April 2014 in respect of 1st Floor and 2nd Floor Commercial Unit with 1st Floor and 2nd Floor Advertising Space of Paradise Square, 3 Kwong Wa Street, Kowloon, Hong Kong at the monthly rent of HK\$538,050 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xi) tenancy agreement dated 8 April 2014 in respect of Shop No. 5 on Ground Floor, Paradise Square, 3 Kwong Wa Street, Kowloon, Hong Kong at the monthly rent of HK\$12,750 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xii) tenancy agreement dated 8 April 2014 in respect of Shops B2B and B2C of Portion B on Ground Floor, Portion B on 1st Floor, Whole of 2nd Floor, MRT Plaza, Hang Ying House, Nos. 318-328 King's Road, North Point, Hong Kong at the monthly rent of HK\$512,550 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xiii) tenancy agreement dated 8 April 2014 in respect of 3rd and 4th Floor, (including Flat Roof) BCC Building, Nos 25-31 Carnarvon Road, Kowloon, Hong Kong at the monthly rent of HK\$306,000 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xiv) tenancy agreement dated 8 April 2014 in respect of Flat A, 32nd Floor, Tower 3, The Wings, Tseung Kwan O, New Territories, Hong Kong at the monthly rent of HK\$30,600 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xv) tenancy agreement dated 9 July 2014 in respect of 21 Kovan Road #09-16, Singapore 548192 at the monthly rent of S\$4,000 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014;
- (xvi) tenancy agreement dated 9 July 2014 in respect of Blk 218 Bedok North Street 1 #01-19 Singapore 460218 at the monthly rent of S\$6,600 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 36 months from 1 April 2014; and
- (xvii) tenancy agreement dated 24 December 2014 in respect of Portion B of Shop C on Ground Floor and Shop E on Basement, King's View Court, 901-907 King's Road, Quarry Bay, Hong Kong at the monthly rent of HK\$212,500 exclusive of rates, Government rent, management fee and other outgoings (including but not limited to water, gas and electricity charges) for a term of 27 months 24 days from 8 December 2014

(collectively, the transactions above are referred to as "Continuing Connected Transactions").

The Independent Non-executive Directors have reviewed the Continuing Connected Transactions and confirmed that the transactions have been entered into:

- (i) in the ordinary and usual course of business of the Group;
- (ii) either on normal commercial terms or, on terms no less favourable to the Group than terms available to or from independent third parties; and
- (iii) in accordance with the relevant agreement governing them on terms that are fair and reasonable and in the interests of the Shareholders as a whole.

## Report of the Directors

Pursuant to the Listing Rules, the Company has engaged the auditor of the Company to report on the Continuing Connected Transactions in accordance with the Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The auditor has confirmed in writing to the Board of Directors that in respect of the Continuing Connected Transactions:

- a. nothing has come to their attention that causes them to believe that the Continuing Connected Transactions have not been approved by the Company's board of directors.
- b. for transactions involving the provision of goods or services by the Group, nothing has come to their attention that causes them to believe that the transactions were not, in all material respects, in accordance with the pricing policies of the Group.
- c. nothing has come to their attention that causes them to believe that the transactions were not entered into, in all material respects, in accordance with the relevant agreements governing such transactions.
- d. with respect to the aggregate amount of the Continuing Connected Transactions, nothing has come to their attention that causes them to believe that the Continuing Connected Transactions have exceeded the maximum aggregate annual value disclosed in the previous announcement dated 20 February 2014 made by the Company in respect of the Continuing Connected Transactions.

The Company confirms that it has complied with the disclosure requirements, where appropriate, in accordance with Chapter 14A of the Listing Rules.

### Public Float

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

### Issue of Unlisted Warrants

On 21 May 2013, the Company entered into a conditional warrant subscription agreement ("Subscription Agreement A") with Mr. Ko Kin Hang ("Subscriber A") and a conditional warrant subscription agreement ("Subscription Agreement B") with Oxley Investment Company Ltd. ("Subscriber B"), a company incorporated in the British Virgin Islands with limited liability and the entire share capital of which is legally and beneficially owned by Mr. Tsang Kwong Chiu, Kevin. Unless otherwise stated, terms defined in the Company's announcement dated 21 May 2013 shall have the same meanings when used in this paragraph. Pursuant to Subscription Agreement A and Subscription Agreement B, the Company has agreed to issue in aggregate 85,000,000 unlisted warrants ("Warrants") conferring rights to subscribe up to HK\$89,250,000 for Shares and pursuant to each of the Subscription Agreement A and the Subscription Agreement B respectively, each of the Subscriber A and the Subscriber B has agreed to subscribe for 42,500,000 Warrants at the issue price of HK\$0.002 per Warrant. The net issue price, after deduction of relevant expenses, is approximately HK\$0.0005 per Warrant. Each of the Warrants carries the right to subscribe for one new Share ("Warrant Share") to be issued by the Company upon the exercise of the subscription rights attaching to the Warrants at the subscription price of HK\$1.05 per Warrant Share ("Subscription Price"). Upon full exercise of the subscription rights attaching to the Warrants, 85,000,000 Warrant Shares will be issued. Assuming the full exercise of the subscription rights attaching to the Warrants, the net price to the Company of each Warrant, which is calculated by dividing the aggregate net proceeds from the Warrant Subscriptions and the exercise of the subscription rights attaching to the Warrants by the total number of the Warrants, is approximately HK\$1.05. The subscription rights attaching to the Warrants can be exercised at any time during a period of 36 months commencing from the date of issue of the Warrants. The closing market price of the Company's Shares was HK\$0.52 per Share on 21 May 2013, being the date on which the terms relating to the issue of the Warrants were fixed. Subscriber A and Subscriber B are third parties independent of the Company and of the connected persons (as defined in the Listing Rules) of the Company and are not connected persons. The Board considers that the issue of Warrants, with a subscription price at a substantial premium, represents an opportunity to raise additional funds for the Company to cater for its future needs while broadening the Shareholder and capital base of the Company. In addition, the Warrants is not interest bearing and will not result in any immediate dilution effect on the shareholding of the existing Shareholders. The net proceeds from the subscriptions of the Warrants by Subscriber A and Subscriber B of approximately HK\$50,000 will be applied as general working capital of the Group. Assuming the exercise in full of the subscription rights attaching to the Warrants, the net proceeds from the exercise of the subscription rights attaching to the Warrants of approximately HK\$89.3 million shall be applied as general working capital of the Group. Further details of the aforesaid issue of Warrants are set out in the announcement of the Company dated 21 May 2013. During the year under review, no warrants were exercised.

Report of the Directors

### **Purchase, Sale or Redemption of the Company's Listed Securities**

During the year under review, the Company did not redeem, and neither the Company nor any of its subsidiaries purchased or sold, any of the Company's listed securities.

### **Audit Committee**

The Audit Committee had reviewed and approved the Group's annual results for the year ended 31 March 2015 prior to their approval by the Board. Information on the work of the Audit Committee and its composition are set out in the Corporate Governance Report on page 29 of this annual report.

### **Corporate Governance**

The Company's corporate governance practices are set out in Corporate Governance Report on page 24 of this annual report.

### **Auditor**

The financial statements for FY2015 had been audited by KPMG who will retire and, being eligible, offer itself for re-appointment at the AGM. A resolution for the re-appointment of KPMG as auditor of the Company will be proposed at the forthcoming AGM.

In the financial year ended on 31 March 2014, KPMG was appointed by the Directors as auditor of the Company to fill the casual vacancy of RSM Nelson Wheeler who did not seek for re-appointment as auditor of the Company for financial year ended on 31 March 2014. Save as aforesaid, there was no other change of auditor in the past three years.

By order of the Board  
**Dr. Tsang Yue, Joyce**  
*Chairperson and Chief Executive Officer*

Hong Kong, 26 June 2015

# Independent Auditor's Report



## **Independent auditor's report to the shareholders of Modern Beauty Salon Holdings Limited** *(Incorporated in Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Modern Beauty Salon Holdings Limited (the "Company") and its subsidiaries (together the "Group") set out on pages 47 to 100, which comprise the consolidated and company statements of financial position as at 31 March 2015, the consolidated statement of profit or loss, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information.

### **Directors' Responsibility for the Consolidated Financial Statements**

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants 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.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. This report is made solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the consolidated financial statements that give a true and fair view 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

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

## Independent Auditor's Report

### **Opinion**

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at 31 March 2015 and of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

### **KPMG**

*Certified Public Accountants*  
8th Floor, Prince's Building  
10 Chater Road  
Central, Hong Kong

26 June 2015

# Consolidated Statement of Profit or Loss

For the year ended 31 March 2015

	Note	2015 HK\$'000	2014 HK\$'000
<b>Turnover</b>	4	<b>874,235</b>	868,806
Other income	5	<b>2,344</b>	2,919
Cost of inventories sold		<b>(29,103)</b>	(27,647)
Advertising costs		<b>(8,337)</b>	(11,028)
Building management fees		<b>(15,905)</b>	(18,101)
Bank charges		<b>(37,618)</b>	(37,343)
Employee benefit expenses	6(b)	<b>(408,527)</b>	(413,100)
Depreciation		<b>(47,821)</b>	(43,932)
Occupancy costs		<b>(163,551)</b>	(160,538)
Other operating expenses		<b>(82,852)</b>	(79,843)
<b>Profit from operations</b>		<b>82,865</b>	80,193
Interest income		<b>2,769</b>	2,066
Finance costs	6(a)	<b>(346)</b>	(476)
Fair value changes on investment properties		<b>72</b>	–
Fair value change on purchase consideration		<b>(114)</b>	–
Share of profit of an associate		<b>77</b>	–
Share of profit of a joint venture		<b>474</b>	–
<b>Profit before taxation</b>	6	<b>85,797</b>	81,783
Income tax expense	7(a)	<b>(16,866)</b>	(26,942)
<b>Profit for the year</b>		<b>68,931</b>	54,841
<b>Attributable to:</b>			
Equity shareholders of the Company		<b>68,849</b>	54,844
Non-controlling interests		<b>82</b>	(3)
<b>Profit for the year</b>		<b>68,931</b>	54,841
<b>Earnings per share (HK cents)</b>	11		
Basic		<b>7.88</b>	6.28
Diluted		<b>7.20</b>	5.75

The notes on pages 54 to 100 form part of these financial statements. Details of dividends payable to equity shareholders of the Company attributable to the profit for the year are set out in note 24(b).



## Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 31 March 2015

	Note	2015 HK\$'000	2014 HK\$'000
<b>Profit for the year</b>		<b>68,931</b>	54,841
<b>Other comprehensive income for the year (after tax and reclassification adjustments):</b>			
<i>Items that may be reclassified subsequently to profit or loss:</i>			
Exchange differences on translation of foreign operations		162	1,208
Revaluation of investment properties		3,552	–
<b>Other comprehensive income for the year</b>		<b>3,714</b>	1,208
<b>Total comprehensive income for the year</b>		<b>72,645</b>	56,049
<b>Attributable to:</b>			
Equity shareholders of the Company		72,495	56,052
Non-controlling interests		150	(3)
<b>Total comprehensive income for the year</b>		<b>72,645</b>	56,049

The notes on pages 54 to 100 form part of these financial statements.

# Consolidated Statement of Financial Position

As at 31 March 2015

	Note	2015 HK\$'000	2014 HK\$'000
<b>Non-current assets</b>			
Property, plant and equipment	12	122,427	148,986
Investment properties	13	12,420	–
Interest in an associate		79	–
Interest in a joint venture	15	5,146	–
Deposits	16	29,309	20,053
Deferred tax assets	17(a)	14,256	14,473
		<b>183,637</b>	183,512
<b>Current assets</b>			
Inventories	18	23,499	23,402
Trade and other receivables, deposits and prepayments	16	221,363	238,818
Tax recoverable		15,811	16,124
Pledged bank deposits	19	53,842	52,170
Cash and bank balances	20	397,248	440,850
		<b>711,763</b>	771,364
<b>Current liabilities</b>			
Trade and other payables, deposits received and accrued expenses	21	92,129	91,955
Deferred revenue	22	604,843	688,451
Convertible note	23	3,680	3,680
Tax payable		16,662	21,306
		<b>717,314</b>	805,392
<b>Net current liabilities</b>		<b>(5,551)</b>	(34,028)
<b>Total assets less current liabilities</b>		<b>178,086</b>	149,484

## Consolidated Statement of Financial Position

As at 31 March 2015

	Note	2015 HK\$'000	2014 HK\$'000
<b>Non-current liabilities</b>			
Convertible note	23	454	1,948
Deferred tax liabilities	17(a)	1,787	2,231
Purchase consideration payable for an acquisition	26(e)	4,673	–
		<b>6,914</b>	4,179
<b>NET ASSETS</b>			
		<b>171,172</b>	145,305
<b>CAPITAL AND RESERVES</b>			
Share capital	24(c)	87,400	87,400
Reserves		83,563	57,846
<b>Total equity attributable to equity shareholders of the Company</b>			
		<b>170,963</b>	145,246
Non-controlling interests		209	59
<b>TOTAL EQUITY</b>			
		<b>171,172</b>	145,305

Approved and authorised for issue by the Board of Directors on 26 June 2015.

**Ms. Yeung See Man**  
*Director*

**Mr. Yip Kai Wing**  
*Director*

The notes on pages 54 to 100 form part of these financial statements.

# Statement of Financial Position

As at 31 March 2015

	Note	2015 HK\$'000	2014 HK\$'000
<b>Non-current asset</b>			
Investment in a subsidiary	14	101,076	101,076
<b>Current assets</b>			
Amounts due from subsidiaries	14	482,897	441,980
Prepayments	16	–	38
Cash and bank balances	20	258	259
		<b>483,155</b>	442,277
<b>Current liabilities</b>			
Other payables	21	7	5
Convertible note	23	3,680	3,680
		<b>3,687</b>	3,685
<b>Net current assets</b>		<b>479,468</b>	438,592
<b>Total assets less current liabilities</b>		<b>580,544</b>	539,668
<b>Non-current liability</b>			
Convertible note	23	454	1,948
<b>NET ASSETS</b>		<b>580,090</b>	537,720
<b>CAPITAL AND RESERVES</b>			
Share capital	24	87,400	87,400
Reserves		492,690	450,320
<b>TOTAL EQUITY</b>		<b>580,090</b>	537,720

Approved and authorised for issue by the Board of Directors on 26 June 2015.

**Ms. Yeung See Man**  
Director

**Mr. Yip Kai Wing**  
Director

The notes on pages 54 to 100 form part of these financial statements.

# Consolidated Statement of Changes in Equity

For the year ended 31 March 2015

Attributable to equity shareholders of the Company

Note	Attributable to equity shareholders of the Company									Non-controlling interests		Total equity HK\$'000
	Share capital HK\$'000	Share premium HK\$'000	Share-based compensation reserve HK\$'000	Warrants reserve HK\$'000	Merger reserve HK\$'000	Exchange reserve HK\$'000	Convertible note reserve HK\$'000	Property revaluation reserve HK\$'000	Retained earnings HK\$'000	Total HK\$'000	HK\$'000	
<b>Balance at 1 April 2013</b>	87,400	289,999	3,931	-	(374,921)	64	84,870	-	54,038	145,381	62	145,443
<b>Changes in equity for 2014:</b>												
Profit for the year	-	-	-	-	-	-	-	-	54,844	54,844	(3)	54,841
Other comprehensive income	-	-	-	-	-	1,208	-	-	-	1,208	-	1,208
Total comprehensive income	-	-	-	-	-	1,208	-	-	54,844	56,052	(3)	56,049
Share-based payments	6(b)	-	-	453	-	-	-	-	-	453	-	453
Issue of warrants		-	-	-	170	-	-	-	-	170	-	170
2013 special dividends paid	24(b)(ii)	-	-	-	-	-	-	-	(34,960)	(34,960)	-	(34,960)
2014 interim dividends paid	24(b)(i)	-	-	-	-	-	-	-	(21,850)	(21,850)	-	(21,850)
		-	-	453	170	-	-	-	(56,810)	(56,187)	-	(56,187)
<b>Balance at 31 March 2014 and 1 April 2014</b>	87,400	289,999	4,384	170	(374,921)	1,272	84,870	-	52,072	145,246	59	145,305
<b>Changes in equity for 2015:</b>												
Profit for the year	-	-	-	-	-	-	-	-	68,849	68,849	82	68,931
Other comprehensive income												
- Exchange differences on translation of subsidiaries	-	-	-	-	-	809	-	-	-	809	-	809
- Exchange differences on translation of a joint venture	-	-	-	-	-	(647)	-	-	-	(647)	-	(647)
- Revaluation of investment properties	-	-	-	-	-	-	-	3,552	-	3,552	-	3,552
Total comprehensive income	-	-	-	-	-	162	-	3,552	68,849	72,563	82	72,645
Share-based payments	6(b)	-	-	355	-	-	-	-	-	355	-	355
Lapse of share options		-	-	(133)	-	-	-	-	133	-	-	-
Decrease in the Group's interests in a subsidiary		-	-	-	-	-	-	-	(5)	(5)	5	-
Acquisition of subsidiaries		-	-	-	-	-	-	-	-	-	63	63
2014 final dividends paid	24(b)(ii)	-	-	-	-	-	-	-	(17,480)	(17,480)	-	(17,480)
2015 interim dividends paid	24(b)(i)	-	-	-	-	-	-	-	(29,716)	(29,716)	-	(29,716)
		-	-	222	-	-	-	-	(47,068)	(46,846)	68	(46,778)
<b>Balance at 31 March 2015</b>	87,400	289,999	4,606	170	(374,921)	1,434	84,870	3,552	73,853	170,963	209	171,172

The notes on pages 54 to 100 form part of these financial statements.

# Consolidated Cash Flow Statement

For the year ended 31 March 2015

Note	2015 HK\$'000	2014 HK\$'000
<b>Operating activities</b>		
Profit before taxation	85,797	81,783
Adjustments for:		
Depreciation	47,821	43,932
Interest income	(2,769)	(2,066)
Finance costs	346	476
Equity-settled share-based payment expenses	355	453
Net (gain)/loss on disposals of property, plant and equipment	(61)	629
Fair value changes on investment properties	(72)	–
Fair value change on purchase consideration	114	–
Share of profit of an associate	(77)	–
Share of profit of a joint venture	(474)	–
<b>Operating profit before changes in working capital</b>	<b>130,980</b>	125,207
Increase in inventories	(354)	(4,391)
Decrease in trade and other receivables, deposits and prepayments	6,743	8,460
Increase in trade and other payables, deposits received and accrued expenses	1,724	8,266
Decrease in deferred revenue	(80,871)	(55,890)
<b>Cash generated from operations</b>	<b>58,222</b>	81,652
Interest received	2,769	2,066
Interest element of finance lease payable paid	–	(4)
Tax (paid)/refunded	(20,618)	732
<b>Net cash generated from operating activities</b>	<b>40,373</b>	84,446
<b>Investing activities</b>		
Purchase of property, plant and equipment	(31,648)	(60,145)
Proceeds from disposals of property, plant and equipment	374	11
Increase in pledged bank deposits	(1,672)	(5,008)
<b>Net cash used in investing activities</b>	<b>(32,946)</b>	(65,142)
<b>Financing activities</b>		
Proceeds from issue of warrants	–	170
Dividends paid to equity shareholders of the Company	(47,196)	(56,810)
Capital element of finance lease payable paid	–	(18)
Interest paid on convertible note	(1,840)	(1,840)
<b>Net cash used in financing activities</b>	<b>(49,036)</b>	(58,498)
<b>Net decrease in cash and cash equivalents</b>	<b>(41,609)</b>	(39,194)
<b>Effect of foreign exchange rates changes</b>	<b>(1,993)</b>	(1,205)
<b>Cash and cash equivalents at beginning of year</b>	<b>440,850</b>	481,249
<b>Cash and cash equivalents at end of year</b>	<b>397,248</b>	440,850

The notes on pages 54 to 100 form part of these financial statements.

# Notes to the Financial Statements

For the year ended 31 March 2015

## 1 General Information

Modern Beauty Salon Holdings Limited (the "Company") was incorporated in the Cayman Islands with limited liability. The address of its registered office is M&C Corporate Services Limited, PO Box 309 GT, Uglund House, South Church Street, George Town, Grand Cayman, Cayman Islands. The address of its principal place of business is 6th Floor, Sino Industrial Plaza, 9 Kai Cheung Road, Kowloon Bay, Kowloon, Hong Kong. The Company's shares are listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange").

The Company is an investment holding company. The principal activities of its subsidiaries are provision of beauty and wellness services and the sales of skincare and wellness products. In the opinion of the directors of the Company, Ms. Tsang Yue, Joyce ("Ms. Tsang"), who is a director of the Company, is the ultimate controlling party of the Company.

## 2 Significant Accounting Policies

### (a) Statement of compliance

These financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and accounting principles generally accepted in Hong Kong. These financial statements also comply with the applicable disclosure requirements of the Hong Kong Companies Ordinance, which for this financial year and the comparative period, as permitted by the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited ("Listing Rules"), continue to be those of the predecessor Hong Kong Companies Ordinance (Cap. 32). These financial statements also comply with the applicable disclosure provisions of the Listing Rules. A summary of the significant accounting policies adopted by the Group is set out below.

The HKICPA has issued certain new and revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Group and the Company. Note 2(c) provides information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Group for the current and prior accounting periods reflected in these financial statements.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(b) Basis of preparation of the financial statements**

The consolidated financial statements for the year ended 31 March 2015 comprise the Company and its subsidiaries (together referred to as the "Group") and the Group's interest in an associate and a joint venture.

The measurement basis used in the preparation of the financial statements is the historical cost basis.

The preparation of financial statements in conformity with HKFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of HKFRSs that have significant effect on the financial statements and major sources of estimation uncertainty are discussed in note 30.

As at 31 March 2015, the Group had net current liabilities of HK\$5,551,000. Notwithstanding the net current liabilities of the Group at 31 March 2015, the Group's consolidated financial statements have been prepared on a going concern basis because the directors are of the opinion that the Group would have adequate funds to meet its obligation, as and when they fall due, having regard to the following:

- (i) the Group expects to generate positive operating cash flows in the future; and
- (ii) the deferred revenue of HK\$604,843,000 represents prepayment of beauty and wellness packages and will be recognised as income rather than refunded.

Consequently, the consolidated financial statements have been prepared on a going concern basis.

**(c) Changes in accounting policies**

The HKICPA has issued a number of amendments to HKFRSs and one new interpretation that are first effective for the current accounting period of the Group and the Company. Of these, the following developments are relevant to the Group's financial statements:

- Amendments to HKAS 32, *Offsetting financial assets and financial liabilities*
- Amendments to HKAS 36, *Recoverable amount disclosures for non-financial assets*

The Group has not applied any new standard or interpretation that is not yet effective for the current accounting period. Impacts of the adoption of the amended HKFRSs are discussed below:

**Amendments to HKAS 32, Offsetting financial assets and financial liabilities**

The amendments to HKAS 32 clarify the offsetting criteria in HKAS 32. The amendments do not have an impact on these financial statements as they are consistent with the policies already adopted by the Group.



## Notes to the Financial Statements

For the year ended 31 March 2015

### 2 Significant Accounting Policies (Continued)

#### (c) Changes in accounting policies (Continued)

##### **Amendments to HKAS 36, Recoverable amount disclosures for non-financial assets**

The amendments to HKAS 36 modify the disclosure requirements for impaired non-financial assets. Among them, the amendments expand the disclosures required for an impaired asset or cash-generating unit whose recoverable amount is based on fair value less costs of disposal. The adoption of these amendments does not have an impact on the Group's financial report.

#### (d) Subsidiaries and non-controlling interests

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed, 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. When assessing whether the Group has power, only substantive rights (held by the Group and other parties) are considered.

An investment in a subsidiary is consolidated into the consolidated financial statements from the date that control commences until the date that control ceases. Intra-group balances, transactions and cash flows and any unrealised profits arising from intra-group transactions are eliminated in full in preparing the consolidated financial statements. Unrealised losses resulting from intra-group transactions are eliminated in the same way as unrealised gains but only to the extent that there is no evidence of impairment.

Non-controlling interests represent the equity in a subsidiary not attributable directly or indirectly to the Company, and in respect of which the Group has not agreed any additional terms with the holders of those interests which would result in the Group as a whole having a contractual obligation in respect of those interests that meets the definition of a financial liability. For each business combination, the Group can elect to measure any non-controlling interests either at fair value or at the non-controlling interests' proportionate share of the subsidiary's net identifiable assets.

Non-controlling interests are presented in the consolidated statement of financial position within equity, separately from equity attributable to the equity shareholders of the Company. Non-controlling interests in the results of the Group are presented on the face of the consolidated statement of profit or loss and the consolidated statement of profit or loss and other comprehensive income as an allocation of the total profit or loss and total comprehensive income for the year between non-controlling interests and the equity shareholders of the Company. Loans from holders of non-controlling interests and other contractual obligations towards these holders are presented as financial liabilities in the consolidated statement of financial position in accordance with notes 2(l) or 2(m) depending on the nature of the liability.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(d) Subsidiaries and non-controlling interests (Continued)**

Changes in the Group's interests in a subsidiary that do not result in a loss of control are accounted for as equity transactions, whereby adjustments are made to the amounts of controlling and non-controlling interests within consolidated equity to reflect the change in relative interests, but no adjustments are made to goodwill and no gain or loss is recognised.

When the Group loses control of a subsidiary, it is accounted for as a disposal of the entire interest in that subsidiary, with a resulting gain or loss being recognised in profit or loss. Any interest retained in that former subsidiary at the date when control is lost is recognised at fair value and this amount is regarded as the fair value on initial recognition of a financial asset or, when appropriate, the cost on initial recognition of an investment in an associate or joint venture (see note 2(e)).

In the Company's statement of financial position, an investment in a subsidiary is stated at cost less impairment losses (see note 2(i)), unless the investment is classified as held for sale (or included in a disposal group that is classified as held for sale).

**(e) Associates and joint ventures**

An associate is an entity in which the Group or Company has significant influence, but not control or joint control, over its management, including participation in the financial and operating policy decisions.

A joint venture is an arrangement whereby the Group or Company and other parties contractually agree to share control of the arrangement, and have rights to the net assets of the arrangement.

An investment in an associate or a joint venture is accounted for in the consolidated financial statements under the equity method, unless it is classified as held for sale (or included in a disposal group that is classified as held for sale). Under the equity method, the investment is initially recorded at cost, adjusted for any excess of the Group's share of the acquisition-date fair values of the investee's identifiable net assets over the cost of the investment (if any). Thereafter, the investment is adjusted for the post acquisition change in the Group's share of the investee's net assets and any impairment loss relating to the investment (see notes 2(i)). Any acquisition-date excess over cost, the Group's share of the post-acquisition, post-tax results of the investees and any impairment losses for the year are recognised in the consolidated statement of profit or loss, whereas the Group's share of the post-acquisition post-tax items of the investees' other comprehensive income is recognised in the consolidated statement of profit or loss and other comprehensive income.

## Notes to the Financial Statements

For the year ended 31 March 2015

### **2 Significant Accounting Policies (Continued)**

#### **(e) Associates and joint ventures (Continued)**

When the Group's share of losses exceeds its interest in the associate or the joint venture, the Group's interest is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the investee. For this purpose, the Group's interest is the carrying amount of the investment under the equity method together with the Group's long-term interests that in substance form part of the Group's net investment in the associate or the joint venture.

Unrealised profits and losses resulting from transactions between the Group and its associates and joint venture are eliminated to the extent of the Group's interest in the investee, except where unrealised losses provide evidence of an impairment of the asset transferred, in which case they are recognised immediately in profit or loss.

If an investment in an associate becomes an investment in a joint venture or vice versa, retained interest is not remeasured. Instead, the investment continues to be accounted for under the equity method.

In all other cases, when the Group ceases to have significant influence over an associate or joint control over a joint venture, it is accounted for as a disposal of the entire interest in that investee, with a resulting gain or loss being recognised in profit or loss. Any interest retained in that former investee at the date when significant influence or joint control is lost is recognised at fair value and this amount is regarded as the fair value on initial recognition of a financial asset.

#### **(f) Investment properties**

Investment properties are land and/or buildings which are owned or held under a leasehold interest to earn rental income and/or for capital appreciation. These include land held for a currently undetermined future use and property that is being constructed or developed for future use as investment property.

Investment properties are stated at fair value, unless they are still in the course of construction or development at the end of the reporting period and their fair value cannot be reliably measured at that time. Any gain or loss arising from a change in fair value or from the retirement or disposal of an investment property is recognised in profit or loss. Rental income from investment properties is accounted for as described in note 2(s)(iii).

When the Group holds a property interest under an operating lease to earn rental income and/or for capital appreciation, the interest is classified and accounted for as an investment property on a property-by-property basis. Any such property interest which has been classified as an investment property is accounted for as if it were held under a finance lease, and the same accounting policies are applied to that interest as are applied to other investment properties leased under finance leases. Lease payments are accounted for as described in note 2(h).

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(g) Property, plant and equipment**

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses (see note 2(i)).

Gains or losses arising from the retirement or disposal of an item of property, plant and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the item and are recognised in profit or loss on the date of retirement or disposal.

Depreciation is calculated to write off the cost or valuation of items of property, plant and equipment, less their estimated residual value, if any, using the straight line method over their estimated useful lives as follows:

– Land and buildings	Over the lease term
– Leasehold improvements	Over the lease term
– Equipment and machinery	4 years
– Furniture and fixtures	4 years
– Motor vehicles	3 years
– Computers	3 years

Where parts of an item of property, plant and equipment have different useful lives, the cost or valuation of the item is allocated on a reasonable basis between the parts and each part is depreciated separately. Both the useful life of an asset and its residual value, if any, are reviewed annually.

**(h) Leased assets**

An arrangement, comprising a transaction or a series of transactions, is or contains a lease if the Group determines that the arrangement conveys a right to use a specific asset or assets for an agreed period of time in return for a payment or a series of payments. Such a determination is made based on an evaluation of the substance of the arrangement and is regardless of whether the arrangement takes the legal form of a lease.

**Operating lease charges**

Where the Group has the use of assets held under operating leases, payments made under the leases are charged to profit or loss in equal instalments over the accounting periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the leased asset. Lease incentives received are recognised in profit or loss as an integral part of the aggregate net lease payments made. Contingent rentals are charged to profit or loss in the accounting period in which they are incurred.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(i) Impairment of assets****(i) Impairment of investments in equity securities, trade and other receivables**

Investments in equity securities, trade and other current and non-current receivables that are stated at cost or amortised cost are reviewed at the end of each reporting period to determine whether there is objective evidence of impairment. Objective evidence of impairment includes observable data that comes to the attention of the Group about one or more of the following loss events:

- significant financial difficulty of the debtor;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- it becoming probable that the debtor will enter bankruptcy or other financial reorganisation;
- significant changes in the technological, market, economic or legal environment that have an adverse effect on the debtor; and
- a significant or prolonged decline in the fair value of an investment in equity instrument below its cost.

If any such evidence exists, any impairment loss is determined and recognised as follows:

- For investments in an associate and a joint venture accounted for under the equity method in the consolidated financial statements (see note 2(e)), the impairment loss is measured by comparing the recoverable amount of the investment with its carrying amount in accordance with note 2(i)(ii). The impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount in accordance with note 2(i)(ii).
- For trade and other current receivables and other financial assets carried at amortised cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition of these assets), where the effect of discounting is material. This assessment is made collectively where these financial assets share similar risk characteristics, such as similar past due status, and have not been individually assessed as impaired. Future cash flows for financial assets which are assessed for impairment collectively are based on historical loss experience for assets with credit risk characteristics similar to the collective group.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the impairment loss was recognised, the impairment loss is reversed through profit or loss. A reversal of an impairment loss shall not result in the asset's carrying amount exceeding that which would have been determined had no impairment loss been recognised in prior years.

Impairment losses are written off against the corresponding assets directly, except for impairment losses recognised in respect of trade debtors included within trade and other receivables, whose recovery is considered doubtful but not remote. In this case, the impairment losses for doubtful debts are recorded using an allowance account. When the Group is satisfied that recovery is remote, the amount considered irrecoverable is written off against trade debtors directly and any amounts held in the allowance account relating to that debt are reversed. Subsequent recoveries of amounts previously charged to the allowance account are reversed against the allowance account. Other changes in the allowance account and subsequent recoveries of amounts previously written off directly are recognised in profit or loss.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(i) Impairment of assets (Continued)****(ii) Impairment of other assets**

Internal and external sources of information are reviewed at the end of each reporting period to identify indications that the following assets may be impaired or, an impairment loss previously recognised no longer exists or may have decreased:

- property, plant and equipment; and
- investment in subsidiaries, an associate and a joint venture in the Company's statement of financial position.

If any such indication exists, the asset's recoverable amount is estimated.

- Calculation of recoverable amount

The recoverable amount of an asset is the greater of its fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Where an asset does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the smallest group of assets that generates cash inflows independently (i.e. a cash-generating unit).

- Recognition of impairment losses

An impairment loss is recognised in profit or loss if the carrying amount of an asset, or the cash-generating unit to which it belongs, exceeds its recoverable amount. Impairment losses recognised in respect of cash-generating units are allocated to reduce the carrying amount of the assets in the unit (or group of units) on a pro rata basis, except that the carrying value of an asset will not be reduced below its individual fair value less costs of disposal (if measurable) or value in use (if determinable).

- Reversals of impairment losses

An impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount. A reversal of an impairment loss is limited to the asset's carrying amount that would have been determined had no impairment loss been recognised in prior years. Reversals of impairment losses are credited to profit or loss in the year in which the reversals are recognised.

**(iii) Interim financial reporting and impairment**

Under the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited, the Group is required to prepare an interim financial report in compliance with HKAS 34, Interim financial reporting, in respect of the first six months of the financial year. At the end of the interim period, the Group applies the same impairment testing, recognition, and reversal criteria as it would at the end of the financial year (see notes 2(i)(i) and (ii)).

## Notes to the Financial Statements

For the year ended 31 March 2015

### **2 Significant Accounting Policies (Continued)**

#### **(j) Inventories**

Inventories are carried at the lower of cost and net realisable value.

Cost is calculated using the weighted average cost formula and comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

When inventories are sold, the carrying amount of those inventories is recognised as an expense in the period in which the related revenue is recognised. The amount of any write-down of inventories to net realisable value and all losses of inventories are recognised as an expense in the period the write-down or loss occurs. The amount of any reversal of any write-down of inventories is recognised as a reduction in the amount of inventories recognised as an expense in the period in which the reversal occurs.

#### **(k) Trade and other receivables**

Trade and other receivables are initially recognised at fair value and thereafter stated at amortised cost using the effective interest method, less allowance for impairment of doubtful debts (see note 2(i)), except where the receivables are interest-free loans made to related parties without any fixed repayment terms or the effect of discounting would be immaterial. In such cases, the receivables are stated at cost less allowance for impairment of doubtful debts.

#### **(l) Convertible note**

Convertible note that can be converted to equity share capital at the option of the holder, where the number of shares that would be issued on conversion and the value of the consideration that would be received at that time do not vary, are accounted for as compound financial instruments which contain both a liability component and an equity component.

At initial recognition the liability component of the convertible note is measured as the present value of the future interest and principal payments, discounted at the market rate of interest applicable at the time of initial recognition to similar liabilities that do not have a conversion option. Any excess of proceeds over the amount initially recognised as the liability component is recognised as the equity component. Transaction costs that relate to the issue of a compound financial instrument are allocated to the liability and equity components in proportion to the allocation of proceeds.

The liability component is subsequently carried at amortised cost. The interest expense recognised in profit or loss on the liability component is calculated using the effective interest method. The equity component is recognised in the capital reserve until either the note is converted or redeemed.

If the note is converted, the convertible note reserve, together with the carrying amount of the liability component at the time of conversion, is transferred to share capital and share premium as consideration for the shares issued. If the note is redeemed, the convertible note reserve is released directly to retained profits.

#### **(m) Trade and other payables**

Trade and other payables are initially recognised at fair value and are subsequently stated at amortised cost unless the effect of discounting would be immaterial, in which case they are stated at cost.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(n) Cash and cash equivalents**

Cash and cash equivalents comprise cash at bank and on hand, demand deposits with banks and other financial institutions, and short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition.

**(o) Employee benefits****(i) Short term employee benefits and contributions to defined contribution retirement plans**

Salaries, annual bonuses, paid annual leave, contributions to defined contribution retirement plans and the cost of non-monetary benefits are accrued in the year in which the associated services are rendered by employees. Where payment or settlement is deferred and the effect would be material, these amounts are stated at their present values.

**(ii) Defined contribution retirement plans**

The Group operates a mandatory provident fund scheme (the "MPF Scheme") under the Hong Kong Mandatory Provident Fund Schemes Ordinance for all qualifying employees in Hong Kong. The Group's contributions to the MPF Scheme are calculated at 5% of the salaries and wages subject to a monthly maximum amount of contribution of HK\$1,500 (HK\$1,250 before 1 June 2014) per employee and vest fully with employees when contributed into the MPF Scheme.

The employees of the Group's subsidiaries established in the People's Republic of China (the "PRC") are members of a central pension scheme operated by the local municipal government. These subsidiaries are required to contribute certain percentage of the employees' basic salaries and wages to the central pension scheme to fund the retirement benefits. The local municipal government undertakes to assume the retirement benefits obligations of all existing and future retired employees of these subsidiaries. The only obligation of these subsidiaries with respect to the central pension scheme is to meet the required contributions under the scheme.

The Group's subsidiaries established in Singapore are required to make contributions to defined contribution retirement benefit plans are recognised as an expense as they fall due. The entity's legal or constructive obligation is limited to the amount that it agrees to contribute to an independently administered fund which is the Central Provident Fund in Singapore (a government managed retirement benefit plan).



## Notes to the Financial Statements

For the year ended 31 March 2015

### **2 Significant Accounting Policies (Continued)**

#### **(o) Employee benefits (Continued)**

##### **(iii) Share-based payments**

The fair value of share options granted to directors and employees is recognised as an employee cost with a corresponding increase in a share-based compensation reserve within equity. The fair value is measured at grant date using the Black-Scholes valuation model, taking into account the terms and conditions upon which the options were granted. Where the employees have to meet vesting conditions before becoming unconditionally entitled to the options, the total estimated fair value of the options is spread over the vesting period, taking into account the probability that the options will vest.

During the vesting period, the number of share options that is expected to vest is reviewed. Any resulting adjustment to the cumulative fair value recognised in prior years is charged/credited to the profit or loss for the year of the review, unless the original employee expenses qualify for recognition as an asset, with a corresponding adjustment to the share-based compensation reserve. On vesting date, the amount recognised as an expense is adjusted to reflect the actual number of options that vest (with a corresponding adjustment to the share-based compensation reserve) except where forfeiture is only due to not achieving vesting conditions that relate to the market price of the Company's shares. The equity amount is recognised in the share-based compensation reserve until either the option is exercised (when it is included in the amount recognised in share capital for the shares issued) or the option expires (when it is released directly to retained profits).

##### **(iv) Termination benefits**

Termination benefits are recognised at the earlier of when the Group can no longer withdraw the offer of those benefits and when it recognises restructuring costs involving the payment of termination benefits.

#### **(p) Income tax**

Income tax for the year comprises current tax and movements in deferred tax assets and liabilities. Current tax and movements in deferred tax assets and liabilities are recognised in profit or loss except to the extent that they relate to items recognised in other comprehensive income or directly in equity, in which case the relevant amounts of tax are recognised in other comprehensive income or directly in equity, respectively.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and their tax bases. Deferred tax assets also arise from unused tax losses and unused tax credits.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(p) Income tax (Continued)**

Apart from differences which arise on initial recognition of assets and liabilities, all deferred tax liabilities, and all deferred tax assets to the extent that it is probable that future taxable profits will be available against which the asset can be utilised, are recognised. Future taxable profits that may support the recognition of deferred tax assets arising from deductible temporary differences include those that will arise from the reversal of existing taxable temporary differences, provided those differences relate to the same taxation authority and the same taxable entity, and are expected to reverse either in the same period as the expected reversal of the deductible temporary difference or in periods into which a tax loss arising from the deferred tax asset can be carried back or forward. The same criteria are adopted when determining whether existing taxable temporary differences support the recognition of deferred tax assets arising from unused tax losses and credits, that is, those differences are taken into account if they relate to the same taxation authority and the same taxable entity, and are expected to reverse in a period, or periods, in which the tax loss or credit can be utilised.

Where investment properties are carried at their fair value in accordance with the accounting policy set out in note 2(f), the amount of deferred tax recognised is measured using the tax rates that would apply on sales of those assets at their carrying value at the reporting date unless the property is depreciable and is held within a business model whose objective is to consume substantially all of the economic benefits embodied in the property over time, rather than through sale. In all other cases, the amount of deferred tax recognised is measured based on the expected manner of realisation or settlement of the carrying amount of the assets and liabilities, using tax rates enacted or substantively enacted at the end of the reporting period. Deferred tax assets and liabilities are not discounted.

The carrying amount of a deferred tax asset is reviewed at the end of each reporting period and is reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow the related tax benefit to be utilised. Any such reduction is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

Additional income taxes that arise from the distribution of dividends are recognised when the liability to pay the related dividends is recognised.

Current tax balances and deferred tax balances, and movements therein, are presented separately from each other and are not offset. Current tax assets are offset against current tax liabilities, and deferred tax assets against deferred tax liabilities, if the Company or the Group has the legally enforceable right to set off current tax assets against current tax liabilities and the following additional conditions are met:

- in the case of current tax assets and liabilities, the Company or the Group intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously; or
- in the case of deferred tax assets and liabilities, if they relate to income taxes levied by the same taxation authority on either:
  - the same taxable entity; or
  - different taxable entities, which, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered, intend to realise the current tax assets and settle the current tax liabilities on a net basis or realise and settle simultaneously.

## Notes to the Financial Statements

For the year ended 31 March 2015

### 2 Significant Accounting Policies (Continued)

#### (q) Provisions and contingent liabilities

Provisions are recognised for liabilities of uncertain timing or amount when the Group or the Company has a legal or constructive obligation arising as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditure expected to settle the obligation.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

#### (r) Purchase consideration

Purchase consideration recognised in a business combination is measured at fair value at the date of acquisition. Subsequently, it is remeasured to fair value at each reporting date until the contingency is settled, with the changes in the fair value recognised in profit or loss.

#### (s) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Provided it is probable that the economic benefits will flow to the Group and the revenue and costs, if applicable, can be measured reliably, revenue is recognised in profit or loss as follows:

##### (i) Sale of skincare and wellness products

Revenue is recognised when goods are delivered to the customers which is taken to be the point in time when the customer has accepted the goods and the related risks and rewards of ownership. Revenue excludes value added tax or other sales taxes and is after deduction of any trade discounts.

##### (ii) Provision of beauty and wellness services

Revenue is recognised when services treatments are delivered to customers. Payments that are related to services not yet rendered are deferred and shown as deferred revenue in the statement of financial position. Upon expiry of prepaid packages of beauty and wellness services, the corresponding deferred revenue is fully recognised in profit or loss.

##### (iii) Rental income from operating leases

Rental income receivable under operating leases is recognised in profit or loss in equal instalments over the periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the use of the leased asset. Lease incentives granted are recognised in profit or loss as an integral part of the aggregate net lease payments receivable. Contingent rentals are recognised as income in the accounting period in which they are earned.

##### (iv) Interest income

Interest income is recognised as it accrues using the effective interest method.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(s) Revenue recognition (Continued)****(v) Government grants**

Government grants are recognised in the statement of financial position initially when there is reasonable assurance that they will be received and that the Group will comply with the conditions attaching to them. Grants that compensate the Group for expenses incurred are recognised as income in profit or loss on a systematic basis in the same periods in which the expenses are incurred. Grants that compensate the Group of the cost of an asset are deducted from the carrying amount of the asset and consequently are effectively recognised in profit or loss over the useful life of the asset by way of reduced depreciation expense.

**(vi) Commission income and magazine subscription income**

Commission income is recognised upon the provision of services and magazine subscription income is recognised on a straight line basis over the subscription period.

**(t) Translation of foreign currencies**

Foreign currency transactions during the year are translated into Hong Kong dollars at the foreign exchange rates ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated into Hong Kong dollars at the foreign exchange rates ruling at the end of the reporting period. Exchange gains and losses are recognised in profit or loss.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated into Hong Kong dollars using the foreign exchange rates ruling at the transaction dates. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated into Hong Kong dollars using the foreign exchange rates ruling at the dates the fair value was measured.

The results of foreign operations are translated into Hong Kong dollars at the exchange rates approximating the foreign exchange rates ruling at the dates of the transactions. Statement of financial position items are translated into Hong Kong dollars at the closing foreign exchange rates at the end of the reporting period. The resulting exchange differences are recognised in other comprehensive income and accumulated separately in equity in the exchange reserve.

On disposal of a foreign operation, the cumulative amount of the exchange differences relating to that foreign operation is reclassified from equity to profit or loss when the profit or loss on disposal is recognised.

## Notes to the Financial Statements

For the year ended 31 March 2015

**2 Significant Accounting Policies (Continued)****(u) Related parties****(a) A person, or a close member of that person's family, is related to the Group if that person:**

- (i) has control or joint control over the Group;
- (ii) has significant influence over the Group; or
- (iii) is a member of the key management personnel of the Group or the Group's parent.

**(b) An entity is related to the Group if any of the following conditions applies:**

- (i) The entity and the Group are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
- (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
- (iii) Both entities are joint ventures of the same third party.
- (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
- (v) The entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group.
- (vi) The entity is controlled or jointly controlled by a person identified in (a).
- (vii) A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

Close members of the family of a person are those family members who may be expected to influence, or be influenced by, that person in their dealings with the entity.

**(v) Segment reporting**

Operating segments, and the amounts of each segment item reported in the financial statements, are identified from the financial information provided regularly to the Group's most senior executive management for the purposes of allocating resources to, and assessing the performance of, the Group's various lines of business and geographical locations.

Individually material operating segments are not aggregated for financial reporting purposes unless the segments have similar economic characteristics and are similar in respect of the nature of products and services, the nature of production processes, the type or class of customers, the methods used to distribute the products or provide the services, and the nature of the regulatory environment. Operating segments which are not individually material may be aggregated if they share a majority of these criteria.

## Notes to the Financial Statements

For the year ended 31 March 2015

**3 Segment Information**

The Group has two reportable segments as follows:

Beauty and wellness services	–	Provision of beauty and wellness services
Skincare and wellness products	–	Sales of skincare and wellness products

The Group's reportable segments are strategic business units that offer different products and services. They are managed separately because each business requires different technology and marketing strategies.

Segment profits do not include other income, interest income, finance costs, fair value changes on investment properties and purchase consideration, share of profits of an associate and a joint venture, unallocated costs, which comprise corporate administrative expenses, and income tax expense. Segment assets do not include properties held for corporate uses, deferred tax assets and tax recoverable. Segment liabilities do not include tax payable, convertible note, deferred tax liabilities, amounts due to related companies, amount due to the ultimate controlling party and purchase consideration payable for an acquisition.

- (a) Information regarding the Group's reportable segments as provided to the Group's most senior executive management for the purposes of resource allocation and assessment of segment performance for the years ended 31 March 2015 and 2014 is set out below.

	Beauty and wellness services HK\$'000	Skincare and wellness products HK\$'000	Total HK\$'000
<b>Year ended 31 March 2015</b>			
Revenue from external customers	830,794	43,441	874,235
Reportable segment profit	101,338	18,210	119,548
<b>Other segment information:</b>			
Additions to property, plant and equipment	31,648	–	31,648
Depreciation	45,142	2,679	47,821
<b>As at 31 March 2015</b>			
Reportable segment assets	822,869	8,933	831,802
Reportable segment liabilities	684,225	12,658	696,883
<b>Year ended 31 March 2014</b>			
Revenue from external customers	828,096	40,710	868,806
Reportable segment profit	107,760	13,937	121,697
<b>Other segment information:</b>			
Additions to property, plant and equipment	58,097	2,048	60,145
Depreciation	38,761	5,171	43,932
<b>As at 31 March 2014</b>			
Reportable segment assets	887,754	11,843	899,597
Reportable segment liabilities	766,426	13,891	780,317

## Notes to the Financial Statements

For the year ended 31 March 2015

**3 Segment Information (Continued)****(b) Reconciliations of reportable segment profit, assets and liabilities**

	2015 HK\$'000	2014 HK\$'000
<b>Profit:</b>		
Reportable segment profit	119,548	121,697
Other income	2,344	2,919
Interest income	2,769	2,066
Finance costs	(346)	(476)
Fair value changes on investment properties	72	–
Fair value change on purchase consideration	(114)	–
Share of profit of an associate	77	–
Share of profit of a joint venture	474	–
Unallocated costs	(39,027)	(44,423)
Income tax expense	(16,866)	(26,942)
Consolidated profit for the year	68,931	54,841
<b>Assets:</b>		
Reportable segment assets	831,802	899,597
Investment properties	12,420	–
Properties held for corporate use	15,886	24,682
Interest in an associate	79	–
Interest in a joint venture	5,146	–
Deferred tax assets	14,256	14,473
Tax recoverable	15,811	16,124
Consolidated total assets	895,400	954,876
<b>Liabilities:</b>		
Reportable segment liabilities	696,883	780,317
Tax payable	16,662	21,306
Convertible note	4,134	5,628
Deferred tax liabilities	1,787	2,231
Amounts due to related companies	87	87
Amount due to the ultimate controlling party	2	2
Purchase consideration payable for an acquisition	4,673	–
Consolidated total liabilities	724,228	809,571
<b>Other information:</b>		
Total additions to property, plant and equipment of reportable segments and consolidated additions	31,648	60,145
Total depreciation of reportable segments and consolidated depreciation	47,821	43,932

## Notes to the Financial Statements

For the year ended 31 March 2015

**3 Segment Information (Continued)****(c) Geographic information**

The following table sets out information about the geographical location of (i) the Group's revenue from external customers and (ii) the Group's property, plant and equipment ("specified non-current assets"). The geographical location of customers is based on the location at which the services were provided or the goods delivered. The geographical location of the specified non-current asset is based on the physical location of the asset, in the case of property, plant and equipment. Specified non-current assets do not include investment properties, interests in an associate and a joint venture, deferred tax assets and deposits.

	Revenue from external customers		Specified non-current assets	
	2015 HK\$'000	2014 HK\$'000	2015 HK\$'000	2014 HK\$'000
Hong Kong (place of domicile)	688,177	648,859	97,197	119,927
Mainland China	29,230	34,124	10,579	9,721
Singapore	142,070	174,728	11,351	14,830
Malaysia	11,250	10,336	1,012	1,012
Taiwan	3,508	759	2,288	3,496
	<b>874,235</b>	868,806	<b>122,427</b>	148,986

**4 Turnover**

The principal activities of the Group are the provision of beauty and wellness services and sales of skincare and wellness products.

The amount of each significant category of revenue recognised in turnover during the year is as follows:

	2015 HK\$'000	2014 HK\$'000
Revenue recognised from provision of beauty and wellness services and expiry of prepaid beauty packages	830,794	828,096
Sales of skincare and wellness products	43,441	40,710
	<b>874,235</b>	868,806

**5 Other Income**

	2015 HK\$'000	2014 HK\$'000
Commission income	85	847
Government grants	898	880
Net gain on disposals of property, plant and equipment	61	–
Magazine subscription income	–	7
Rental income	536	–
Others	764	1,185
	<b>2,344</b>	2,919



## Notes to the Financial Statements

For the year ended 31 March 2015

**6 Profit Before Taxation**

Profit before taxation is arrived at after charging:

**(a) Finance costs**

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Finance lease charges	–	4
Interest on convertible note wholly repayable within five years (note 23)	<b>346</b>	472
	<b>346</b>	476

**(b) Employee benefit expenses**

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Wages and salaries	<b>382,903</b>	386,789
Contributions to defined contribution retirement plan	<b>24,295</b>	24,532
Other staff welfare	<b>974</b>	1,326
Share-based payments (note 25)	<b>355</b>	453
	<b>408,527</b>	413,100

**(c) Other items**

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Auditor's remuneration – Current	<b>3,052</b>	2,905
Foreign exchange loss, net	<b>5,189</b>	442
Operating lease charges for land and buildings	<b>163,551</b>	160,538
Net loss on disposals of property, plant and equipment	–	629
Loss on disposal of a subsidiary	<b>47</b>	–

## Notes to the Financial Statements

For the year ended 31 March 2015

**7 Income Tax in the Consolidated Statement of Profit or Loss****(a) Taxation in the consolidated statement of profit or loss represents:**

	2015 HK\$'000	2014 HK\$'000
<b>Current tax – Hong Kong Profits Tax</b>		
Provision for the year	7,139	46
Over-provision in respect of prior years	(23)	(17)
	<b>7,116</b>	29
<b>Current tax – Overseas</b>		
Provision for the year	10,502	15,088
(Over)/under-provision in respect of prior years	(460)	29
	<b>10,042</b>	15,117
<b>Deferred tax</b>		
Origination and reversal of temporary differences (note 17(a))	(292)	11,796
	<b>16,866</b>	26,942

The provision for Hong Kong Profits Tax for 2015 is calculated at 16.5% (2014: 16.5%) of the estimated assessable profits for the year, taking into account a reduction granted by the Hong Kong SAR Government of 75% of the tax payable for the year of assessment 2013-14 subject to a maximum reduction of \$10,000 for each business (2014: the same statutory concession was granted for the year of assessment 2012-13 and was taken into account in calculating the provision for 2014). Taxation for overseas subsidiaries is charged at the appropriate current rates of taxation ruling in the relevant countries.

**(b) Reconciliation between the tax expense and accounting profit at applicable tax rates:**

	2015 HK\$'000	2014 HK\$'000
Profit before taxation	85,797	81,783
Notional tax on profit before taxation, calculated at 16.5% (2014: 16.5%)	14,157	13,494
Effect of different tax rates of subsidiaries	963	587
Tax effect of tax exemption	(443)	(516)
Tax effect of non-taxable income	(704)	(1,164)
Tax effect of non-deductible expenses	1,162	2,174
Tax effect of utilisation of tax losses previously not recognised	(2,684)	(122)
Tax effect of tax losses and other temporary differences previously recognised and now reversed	–	8,976
Tax effect of temporary differences previously not recognised and now recognised	–	2,226
Tax effect of temporary differences and tax losses not recognised (Over)/under-provision in respect of prior years	4,898 (483)	(55) 12
Actual tax expense	<b>16,866</b>	26,942

## Notes to the Financial Statements

For the year ended 31 March 2015

**8 Directors' Remuneration**

Directors' remuneration disclosed with reference to section 161 of the predecessor Hong Kong Companies Ordinance (Cap. 32), is as follows:

Name of Director	Note	2015				Total HK\$'000
		Directors' fees HK\$'000	Salaries and other benefits in kind HK\$'000	Share-based payments HK\$'000	Retirement scheme contributions HK\$'000	
Tsang Yue, Joyce		-	16,238	-	69	16,307
Yip Kai Wing		-	684	28	18	730
Yeung See Man		-	742	17	18	777
Liu Mei Ling, Rhoda		300	-	-	-	300
Wong Man Hin, Raymond		240	-	-	-	240
Hong Po Kui, Martin		240	-	-	-	240
Lam Tak Leung		240	-	-	-	240
		<b>1,020</b>	<b>17,664</b>	<b>45</b>	<b>105</b>	<b>18,834</b>

Name of Director	Note	2014				Total HK\$'000
		Directors' fees HK\$'000	Salaries and other benefits in kind HK\$'000	Share-based payments HK\$'000	Retirement scheme contributions HK\$'000	
Tsang Yue, Joyce		-	17,255	-	67	17,322
Yip Kai Wing		-	676	36	15	727
Leung Man Kit	(i)	-	1,114	-	13	1,127
Yeung See Man		-	663	22	15	700
Liu Mei Ling, Rhoda		300	-	-	-	300
Wong Man Hin, Raymond		240	-	-	-	240
Hong Po Kui, Martin		240	-	-	-	240
Lam Tak Leung		240	-	-	-	240
		<b>1,020</b>	<b>19,708</b>	<b>58</b>	<b>110</b>	<b>20,896</b>

Note:

(i) Resigned on 13 February 2014

## Notes to the Financial Statements

For the year ended 31 March 2015

**9 Individuals with Highest Emoluments**

Of the five individuals with the highest emoluments, one (2014: one) is director whose emolument is disclosed in note 8. The aggregate of the emoluments in respect of the other four (2014: four) individuals are as follows:

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Basic salaries and allowances	<b>5,713</b>	5,265
Contributions to defined contribution retirement plan	<b>138</b>	129
Share-based payments	<b>56</b>	72
	<b>5,907</b>	5,466

The emoluments of the four (2014: four) individuals with the highest emoluments are within the following bands:

	<b>Number of individuals</b>	
	<b>2015</b>	2014
Nil – HK\$1,000,000	–	–
HK\$1,000,001 – HK\$1,500,000	<b>3</b>	3
HK\$1,500,001 – HK\$2,000,000	<b>1</b>	1
	<b>4</b>	4

During the year, no emoluments were paid by the Group to any of the directors or the highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office (2014: Nil).

**10 Loss Attributable to Equity Shareholders of the Company**

The consolidated profit attributable to equity shareholders of the Company includes a loss of HK\$789,000 (2014: loss of HK\$1,077,000) which has been dealt with in the financial statements of the Company.

Reconciliation of the above amount to the Company's profit for the year:

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Amount of loss attributable to equity shareholders dealt with in the Company's financial statements	<b>(789)</b>	(1,077)
Dividends from subsidiary attributable to the profits of the current financial year, approved and paid during the year	<b>90,000</b>	38,800
Company's profit for the year (note 24(a))	<b>89,211</b>	37,723

Details of dividends paid and payable to equity shareholders of the Company are set out in note 24(b).

## Notes to the Financial Statements

For the year ended 31 March 2015

**11 Earnings Per Share****(a) Basic earnings per share**

The calculation of basic earnings per share is based on the profit attributable to ordinary equity shareholders of the Company of HK\$68,849,000 (2014: earnings of HK\$54,844,000) and 873,996,190 ordinary shares (2014: 873,996,190 ordinary shares) in issue during the year.

**(b) Diluted earnings per share**

The calculation of diluted earnings per share is based on the profit attributable to ordinary equity shareholders of the Company of HK\$69,195,000 (2014: earnings of HK\$55,316,000) and the weighted average number of ordinary shares of 961,615,238 shares (2014: 961,615,238 ordinary shares), calculated as follows:

**(i) Profit attributable to ordinary equity shareholders of the Company (diluted)**

	2015 HK\$'000	2014 HK\$'000
Profit attributable to ordinary equity shareholders	68,849	54,844
After tax effect of effective interest on the liability component of convertible note	346	472
Profit attributable to ordinary equity shareholders (diluted)	69,195	55,316

**(ii) Weighted average number of ordinary shares (diluted)**

	2015	2014
Weighted average number of ordinary shares at 31 March	873,996,190	873,996,190
Effect of conversion of convertible note (note 23)	87,619,048	87,619,048
Weighted average number of ordinary shares (diluted) at 31 March	961,615,238	961,615,238

The Company's share options and unlisted warrants as at 31 March 2015 and 2014 do not give rise to any dilution effect to the earnings per share.

## Notes to the Financial Statements

For the year ended 31 March 2015

**12 Property, Plant and Equipment**

	The Group						
	Land and buildings HK\$'000	Leasehold improvements HK\$'000	Equipment and machinery HK\$'000	Furniture and fixtures HK\$'000	Motor vehicles HK\$'000	Computers HK\$'000	Total HK\$'000
<b>Cost:</b>							
At 1 April 2013	24,682	168,793	91,708	5,137	15,943	10,784	317,047
Additions	-	49,669	8,149	204	1,178	945	60,145
Disposals/written off	-	(28,763)	(3,072)	(25)	-	(3)	(31,863)
Exchange differences	-	(407)	(254)	(41)	(38)	(10)	(750)
At 31 March 2014 and 1 April 2014	24,682	189,292	96,531	5,275	17,083	11,716	344,579
Additions	-	21,648	6,746	69	2,371	814	31,648
Fair value change on revaluation upon transfer of assets to investment properties	3,552	-	-	-	-	-	3,552
Transfer to investment properties (note 12(b))	(12,348)	-	-	-	-	-	(12,348)
Disposals/written off	-	(12,179)	(587)	(41)	(1,956)	(546)	(15,309)
Exchange differences	-	(2,467)	(1,734)	(192)	(205)	(66)	(4,664)
At 31 March 2015	15,886	196,294	100,956	5,111	17,293	11,918	347,458
<b>Depreciation:</b>							
At 1 April 2013	-	92,465	65,077	3,521	13,122	9,138	183,323
Charge for the year	-	30,315	10,499	536	1,941	641	43,932
Written back on disposals/written off	-	(28,124)	(3,071)	(25)	-	(3)	(31,223)
Exchange differences	-	(203)	(176)	(33)	(21)	(6)	(439)
At 31 March 2014 and 1 April 2014	-	94,453	72,329	3,999	15,042	9,770	195,593
Charge for the year	-	34,081	11,037	528	1,530	645	47,821
Written back on disposals/written off	-	(11,866)	(587)	(41)	(1,956)	(546)	(14,996)
Exchange differences	-	(1,714)	(1,314)	(176)	(126)	(57)	(3,387)
At 31 March 2015	-	114,954	81,465	4,310	14,490	9,812	225,031
<b>Carrying amount:</b>							
At 31 March 2015	15,886	81,340	19,491	801	2,803	2,106	122,427
At 31 March 2014	24,682	94,839	24,202	1,276	2,041	1,946	148,986

(a) As of 31 March 2015 and 2014, the Group's land and buildings at their carrying amounts are situated in Hong Kong under medium-term leases.

(b) During the year ended 31 March 2015, certain properties were leased to a related party (see note 29(a)) and resulted in a change in use of the properties from self use to leasing for rental income. Upon this change in use, the Group transferred these properties from land and buildings to investment properties. These investment properties are stated at their fair values in accordance with the accounting policy set out in note 2(f) and the appreciation in value of \$3,552,000, representing the difference between their fair value and net book value at the date of the transfer, was credited to property revaluation reserve.

## Notes to the Financial Statements

For the year ended 31 March 2015

**13 Investment Properties**

	<b>The Group 2015 HK\$'000</b>
At 1 April	–
Transferred from property, plant and equipment	<b>12,348</b>
Fair value gain	<b>72</b>
At 31 March	<b>12,420</b>

Investment properties were revalued at 31 March 2015. Details of the fair value measurement are disclosed in note 13(a)(i). Investment properties are revalued by Roma Appraisal Limited, an independent firm of chartered surveyors, and future market condition changes may result in further gains or losses to be recognised through profit or loss account in subsequent periods.

As of 31 March 2015, the Group's investment properties at their carrying amounts are situated in Hong Kong under medium-term leases.

**(a) Fair value measurement of investment properties****(i) Fair value hierarchy**

The following table presents the fair value of the Group's investment properties measured at the end of the reporting period on a recurring basis, categorised into the three-level fair value hierarchy as defined in HKFRS 13, Fair value measurement. The level into which a fair value measurement is classified is determined with reference to the observability and significance of the inputs used in the valuation technique as follows:

- Level 1 valuations: Fair value measured using only Level 1 inputs i.e. unadjusted quoted prices in active markets for identical assets or liabilities at the measurement date
- Level 2 valuations: Fair value measured using Level 2 inputs i.e. observable inputs which fail to meet Level 1, and not using significant unobservable inputs. Unobservable inputs are inputs for which market data are not available
- Level 3 valuations: Fair value measured using significant unobservable inputs

All of the Group's investment properties measured at fair value on a recurring basis are categorised as Level 3 of the fair value hierarchy.

During the year ended 31 March 2015, there were no transfers between Level 1 and Level 2, or transfers into or out of Level 3 in respect of the Group's investment properties. The Group's policy is to recognise transfers between levels of fair value hierarchy as at the end of the reporting period in which they occur.

All the Group's investment properties were revalued as at 31 March 2015 by an independent firm of surveyors, Roma Appraisal Limited, who have among their staff Members of the Hong Kong Institute of Surveyors. The Group's senior management have discussion with the surveyors on the valuation assumptions and valuation results when the valuation is performed at each reporting date.

## Notes to the Financial Statements

For the year ended 31 March 2015

**13 Investment Properties (Continued)****(a) Fair value measurement of investment properties (Continued)****(ii) Information about Level 3 fair value measurements**

The fair value of the Group's investment properties is determined on a recurring basis using the direct comparison approach assuming sale of properties in their existing state with vacant possession and by reference to recent comparable sales transactions as available in the market.

Fair value adjustment of investment properties is recognised in the line item "fair value change on investment properties" on the face of the consolidated statement of profit or loss.

All the gains recognised in profit or loss for the year arise from the properties held at the end of the reporting period.

**(b) Investment properties leased out under operating leases**

The Group leases out investment properties. The leases typically run for an initial period of three years, with an option to renew the lease after that date, at which time all terms will be renegotiated. Lease payments are adjusted periodically to reflect market rentals. None of the leases includes contingent rentals.

The Group's total future minimum lease payments under non-cancellable operating leases are receivable as follows:

	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Within 1 year	<b>536</b>	–
After 1 year but within 5 years	<b>536</b>	–
After 5 years	–	–
	<b>1,072</b>	–



## Notes to the Financial Statements

For the year ended 31 March 2015

**14 Investment in a Subsidiary and Amounts due from Subsidiaries**

	<b>The Company</b>	
	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Investment in a subsidiary (unlisted shares, at cost)	<b>101,076</b>	101,076
Amounts due from subsidiaries	<b>482,897</b>	441,980

The amounts due from subsidiaries are unsecured, interest free and recoverable on demand.

The following list contains only the particulars of subsidiaries which principally affected the results, assets or liabilities of the Group.

Name of company	Place of incorporation/ registration	Particulars of issued and paid up capital	Percentage of ownership interest		Principal activities and place of operation
			Direct	Indirect	
BE Universal Limited	Hong Kong	1,000 ordinary shares	–	100%	Provision of beauty and wellness services and sales of skincare and wellness products, Hong Kong
Beauty Expert (B.V.I.) Limited	British Virgin Islands	1,000 ordinary shares of US\$1 each	–	100%	Provision of franchise and trademark services in relation to the provision of beautification and gymnastic services, Hong Kong
Beauty Expert (International) Limited	Hong Kong	10,000 ordinary shares	–	100%	Provision of management services, Hong Kong
Beauty Expert (Logistics) Limited	Hong Kong	10,000 ordinary shares	–	100%	Sales of skincare and wellness products and leasing of property, plant and equipment, Hong Kong
Kin Yik Biomedical Technology Limited	Hong Kong	2 ordinary shares	–	100%	Provision of beauty and wellness services and sales of skincare and wellness products, Hong Kong
Koladen Enterprises Inc.*	British Virgin Islands	100 ordinary shares of US\$1 each	100%	–	Investment holding, Hong Kong
Modern Beauty Salon (HK) Limited	Hong Kong	2 ordinary shares	–	100%	Provision of beauty and wellness services and sales of skincare and wellness products, Hong Kong
Spread Full Limited	Hong Kong	1 ordinary share	–	100%	Provision of beauty and wellness services, Hong Kong
Rise Star Asia Pacific Limited	Hong Kong	1 ordinary share	–	100%	Property holding, Hong Kong

## Notes to the Financial Statements

For the year ended 31 March 2015

**14 Investment in a Subsidiary and Amounts due from Subsidiaries (Continued)**

Name of company	Place of incorporation/ registration	Particulars of issued and paid up capital	Percentage of ownership interest		Principal activities and place of operation
			Direct	Indirect	
Zegna Management Limited	Hong Kong	1 ordinary share	–	100%	Investment holding, Hong Kong
Modern Beauty Salon (S) Pte. Limited	Singapore	150,000 ordinary shares of S\$1 each	–	100%	Provision of beauty and wellness services, Singapore
Splendid Overseas Pte. Limited	Singapore	150,000 ordinary shares of S\$1 each	–	100%	Provision of beauty and wellness services, Singapore
Lucky Marketing Management Company Pte. Limited	Singapore	100,000 ordinary shares of S\$1 each	–	100%	Provision of beauty consultancy, marketing and management services, Singapore
Modern Beauty Wellness Pte. Limited	Singapore	150,000 ordinary shares of S\$1 each	–	100%	Provision of beauty and wellness services, Singapore
Beaclear Enterprise Sdn. Bhd.	Malaysia	500,000 ordinary shares of RM1 each	–	100%	Provision of beauty and wellness services and sales of skincare and wellness products, Malaysia
Modern (Human Resource) Limited	Hong Kong	10,000 ordinary shares	–	100%	Provision of management services, Hong Kong
Zi Advertising (HK) Limited	Hong Kong	10,000 ordinary shares	–	100%	Provision of advertising services, Hong Kong
Modern Beauty Holdings Limited*	British Virgin Islands	1,000 ordinary shares of US\$1 each	–	100%	Investment holding, Hong Kong
Advanced Natural (Hong Kong) Limited	Hong Kong	10,000 ordinary shares	–	51%	Sales of skincare and wellness products, Hong Kong
Modern Beauty Management Company Limited	Hong Kong	1,000 ordinary shares	–	100%	Investment holding, Hong Kong
Modern Beauty Salon (International) Limited	British Virgin Islands	450,000 preferred shares of US\$0.1 each and 50,000 ordinary shares of US\$0.1 each	–	100%	Provision of sub-franchising services in relation to the provision of beautification and gymnastic services, Hong Kong
Modern Beauty Saloon Limited	Hong Kong	10,000 ordinary shares	–	100%	Provision of sub-franchising services in relation to the provision of beautification and gymnastic services, Hong Kong
Moral Management Limited	Hong Kong	1 ordinary share	–	100%	Investment holding, Hong Kong
Nice Sound Investments Limited*	British Virgin Islands	1 ordinary share of US\$1	–	100%	Investment holding, Hong Kong

## Notes to the Financial Statements

For the year ended 31 March 2015

**14 Investment in a Subsidiary and Amounts due from Subsidiaries (Continued)**

Name of company	Place of incorporation/ registration	Particulars of issued and paid up capital	Percentage of ownership interest		Principal activities and place of operation
			Direct	Indirect	
Shanghai Be Beauty Salon and Fitness Company Limited* 上海貝倚美容健身有限公司 ("SHBS") (Note)	PRC	Registered capital of HK\$10,000,000	-	100%	Provision of beauty and wellness services, PRC
Guangzhou Be Beauty Salon and Fitness Company Limited* 廣州貝倚美容健身有限公司 ("GZBS") (Note)	PRC	Registered capital of HK\$15,000,000	-	100%	Provision of beauty and wellness services, PRC
Beijing Modern Beauty Salon Company Limited* 北京芭伊妮美容有限公司 ("BJMBS") (Note)	PRC	Registered capital of US\$2,250,000	-	100%	Provision of beauty and wellness services, PRC
台灣貝倚有限公司* (「台灣貝倚」) (Note)	Taiwan	Registered capital of TWD15,000,000	-	100%	Provision of beauty and wellness services, Taiwan
杰裕有限公司* (「杰裕」) (Note)	Taiwan	Registered capital of TWD500,000	-	100%	Provision of beauty and wellness services, Taiwan
Main Deal Limited	British Virgin Islands	1 ordinary share	-	100%	Investment holding, Hong Kong
Sino Kingdom Trading Limited	Hong Kong	1 ordinary share	-	100%	Sales of skincare and wellness products, Hong Kong
Gold Treasure Limited*	Hong Kong	650,000 ordinary shares	-	91%	Investment holding, Hong Kong

\* Companies not audited by KPMG. The financial statements of the subsidiaries not audited by KPMG reflect total net assets and total turnover constituting approximately 11% and 4% respectively of the related consolidated totals.

Note: SHBS, GZBS, and BJMBS are wholly foreign owned enterprises established in the PRC. 台灣貝倚 and 杰裕 are wholly foreign owned enterprises established in Taiwan. These subsidiaries have financial reporting year end dated on 31 December in accordance with the local statutory requirements, which is not coterminous with the Group. The consolidated financial statements of the Group were prepared based on the management accounts of these subsidiaries for the year ended 31 March 2015.

## Notes to the financial statements

For the year ended 31 March 2015

**15 Interest in a Joint Venture**

	The Group		The Company	
	2015 HK\$'000	2014 HK\$'000	2015 HK\$'000	2014 HK\$'000
Unlisted shares, at cost	–	–	–	–
Shares of net assets	5,146	–	–	–
	5,146	–	–	–

Details of the Group's interest in the joint venture, which are accounted for using the equity method in the consolidated financial statements, are as follows:

Name of joint venture	Form of business structure	Place of incorporation	Particulars of issued and paid up capital	Percentage of ownership interest		Principal activities and place of operation
				Direct	Indirect	
Care Plus International Pty Limited	Incorporated	Australia	100 ordinary shares of AUD1 each	–	49%	Manufacturing and trading of beauty and wellness products, Australia

During the year, the Group entered into agreements with an individual ("the seller") to acquire 49% equity interest in Care Plus International Pty Limited, which is incorporated in Australia, ("the joint venture") with a subsequent acquisition of an additional 2% equity interest in the joint venture in 2016. The joint venture is an unlisted corporate entity whose quoted market price is unavailable.

Pursuant to the agreements, the consideration for the acquisition of the 49% equity interest comprises a cash consideration of AUD1 (equivalent to HK\$7) payable immediately and a further contingent amount to be settled in 2018 (if applicable) depending upon the fulfilment of certain pre-determined conditions. In connection with the acquisition, the joint venture acquired the beauty and skincare businesses from another Australian entity, which is wholly owned by the seller. The principal activities of the joint venture are the manufacturing and trading of beauty and wellness products.

As the financial and operational processes of the entity require the unanimous consent of the Group and the individual, this investment has been accounted for as a joint venture under HKFRS 11 *Joint Arrangements* as at 31 March 2015.

As determined by an independent valuer, the fair value of the Group's share of the acquired business (including tangible and intangible assets, and goodwill) of the joint venture was AUD733,000 (equivalent to HK\$5,319,000) as at 30 July 2014, the effective date of the acquisition.

Care Plus International Pty Limited is the only joint venture in which the Group participates and it is not considered material to the Group. Financial information of this joint venture is as follows:

	HK\$'000
Profit from continuing operations	474
Other comprehensive income	(647)
Total comprehensive income	(173)

As at 31 March 2015, the fair value of the additional 2% equity interest in the joint venture was AUD16,000 (equivalent to HK\$94,000) which has been recognised under "Trade and other receivables, deposits and prepayments".

## Notes to the Financial Statements

For the year ended 31 March 2015

**16 Trade and Other Receivables, Deposits and Prepayments**

	The Group		The Company	
	2015 HK\$'000	2014 HK\$'000	2015 HK\$'000	2014 HK\$'000
<b>Non-current asset</b>				
Deposits	29,309	20,053	–	–
<b>Current assets</b>				
Trade receivables	55,053	55,790	–	–
Trade deposits retained by banks/ credit card companies (note)	135,774	134,587	–	–
Rental and other deposits, prepayments and other receivables	30,419	48,167	–	38
Amounts due from related companies (note 29(b))	117	274	–	–
	221,363	238,818	–	38
	250,672	258,871	–	38

Note: Trade deposits represent trade receivables that were retained by the banks/credit card companies in reserve accounts to secure the Group's performance of services to customers who paid for the services by credit cards, in accordance with the merchant agreements entered into between the Group and the banks/credit card companies.

**(a) Ageing analysis**

At the end of the reporting period, the ageing analysis of trade receivables, based on the invoice date, is as follows:

	The Group	
	2015 HK\$'000	2014 HK\$'000
0 – 30 days	21,517	23,711
31 – 60 days	9,684	9,366
61 – 90 days	11,537	9,834
91 – 180 days	10,606	9,480
Over 180 days	1,709	3,399
	55,053	55,790

The Group's turnover comprises mainly cash and credit card sales. Trade receivables are due within 7 – 180 days (2014: 7 – 180 days), from the date of billing. Further details on the Group's credit policy are set out in note 26(a).

**(b) Impairment of trade receivables**

At 31 March 2015 and 2014, none of the Group's trade receivables were individually determined to be impaired.

## Notes to the financial statements

For the year ended 31 March 2015

**16 Trade and Other Receivables, Deposits and Prepayments (Continued)****(c) Trade receivables that are not impaired**

At 31 March 2015, trade receivables of approximately HK\$2,577,000 that were past due but not impaired (2014: HK\$2,351,000) relate to banks/credit card companies that have good track record with the Group. Based on past experience, management believes that no impairment allowance is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable. The ageing analysis of these trade receivables, based on due date, is as follows:

	The Group	
	2015 HK\$'000	2014 HK\$'000
0 – 30 days	1,626	1,503
31 – 60 days	117	–
61 – 90 days	–	–
91 – 150 days	–	5
Over 150 days	834	843
	<b>2,577</b>	2,351

**17 Deferred Tax in the Consolidated Statement of Financial Position****(a) The components of deferred tax assets/(liabilities) recognised in the consolidated statement of financial position and the movements during the year are as follows:**

	The Group					
	Depreciation allowances in excess of the related depreciation HK\$'000	The related depreciation in excess of depreciation allowances HK\$'000	Deferred revenue HK\$'000	Tax losses HK\$'000	Others HK\$'000	Total HK\$'000
<b>Deferred tax arising from:</b>						
At 1 April 2013	(79)	5,861	2,717	15,646	46	24,191
Charged to profit or loss (note 7(a))	(2,226)	(5,662)	–	(3,908)	–	(11,796)
Exchange differences	–	–	(158)	6	(1)	(153)
At 31 March 2014 and 1 April 2014	(2,305)	199	2,559	11,744	45	12,242
Credited/(charged) to profit or loss (note 7(a))	342	–	(800)	731	19	292
Exchange differences	176	–	(237)	2	(6)	(65)
At 31 March 2015	(1,787)	199	1,522	12,477	58	12,469
					<b>2015 HK\$'000</b>	2014 HK\$'000
<b>Represented by:</b>						
Deferred tax assets					<b>14,256</b>	14,473
Deferred tax liabilities					<b>(1,787)</b>	(2,231)
					<b>12,469</b>	12,242

## Notes to the Financial Statements

For the year ended 31 March 2015

**17 Deferred Tax in the Consolidated Statement of Financial Position (Continued)**

- (b) At the end of the reporting period, the Group has total tax losses of HK\$134,711,000 (2014: HK\$136,726,000). A deferred tax asset has been recognised in respect of HK\$75,388,000 (2014: HK\$70,945,000) of such losses as it is probable that future taxable profits will be generated against which the losses can be utilised. No deferred tax asset has been recognised in respect of the remaining HK\$59,323,000 (2014: HK\$65,781,000) due to the unpredictability of future profit streams.

Included in unrecognised tax losses are (a) losses of HK\$14,377,000 (2014: HK\$7,345,000) from the PRC operations that will expire in five years, from the year the losses were incurred, (b) losses of HK\$3,207,000 (2014: HK\$301,000) from the Taiwan operations that will expire in ten years, from the year the losses were incurred, and (c) losses of HK\$41,739,000 (2014: HK\$58,135,000) from other jurisdictions that can be carried forward indefinitely.

**18 Inventories**

As at 31 March 2015 and 2014, inventories represented finished goods of skincare and wellness products.

**19 Pledged Bank Deposits**

The Group's pledged bank deposits represented deposits pledged to banks to secure banking facilities of HK\$6,000,000 (2014: HK\$6,000,000) and credit card instalment programme granted to the Group. The deposits are denominated in United States dollars, Hong Kong dollars and Taiwan dollars at floating interest rate, with effective interest rate during the year of 0.01% (2014: 0.01%), 0.1% – 0.16% (2014: 0.04% – 0.1%) and 0.94% – 1.345% (2014: Nil) per annum respectively and therefore are subject to foreign currency risk and cash flow interest rate risk.

The Group had undrawn facilities of HK\$3,408,000 (2014: HK\$3,851,000) in form of documentary credit and trust receipt loan at 31 March 2015.

**20 Cash and Bank Balances**

Cash and bank balances comprise:

	The Group		The Company	
	2015 HK\$'000	2014 HK\$'000	2015 HK\$'000	2014 HK\$'000
Cash at bank and in hand	246,163	290,988	258	259
Short-term bank deposits	151,085	149,862	–	–
Cash and bank balances	397,248	440,850	258	259

## Notes to the financial statements

For the year ended 31 March 2015

**21 Trade and Other Payables, Deposits Received and Accrued Expenses**

	The Group		The Company	
	2015 HK\$'000	2014 HK\$'000	2015 HK\$'000	2014 HK\$'000
Trade payables	2,361	2,471	–	–
Other payables, deposits received and accrued expenses	89,679	89,395	7	5
Amount due to the ultimate controlling party (note 29(b))	2	2	–	–
Amounts due to related companies (note 29(b))	87	87	–	–
	<b>92,129</b>	91,955	<b>7</b>	5

All of the trade and other payables, deposit received and accrued expenses are expected to be settled or recognised as income within one year or are repayable on demand.

As of the end of the reporting period, the ageing analysis of trade payables, based on the invoice date, is as follows:

	The Group	
	2015 HK\$'000	2014 HK\$'000
Within 90 days	2,352	2,461
Over 90 days	9	10
	<b>2,361</b>	2,471

**22 Deferred Revenue**

(a) An ageing analysis, based on invoice date, of the deferred revenue is as follows:

	The Group	
	2015 HK\$'000	2014 HK\$'000
Within 1 year	603,032	655,843
More than 1 year but within 2 years	1,811	4,578
More than 2 years but within 3 years	–	28,030
	<b>604,843</b>	688,451

(b) Movement of deferred revenue:

	The Group	
	2015 HK\$'000	2014 HK\$'000
At beginning of year	688,451	747,614
Gross receipts from sales of prepaid beauty packages	749,923	772,206
Revenue recognised for provision of beauty and wellness services and expiry of prepaid beauty packages	(830,794)	(828,096)
Exchange differences	(2,737)	(3,273)
At end of year	<b>604,843</b>	688,451



## Notes to the Financial Statements

For the year ended 31 March 2015

**23 Convertible Note**

The Company has issued convertible note ("CN") with face value of HK\$250,000,000 to Ms. Tsang on 10 January 2012 to settle the consideration for the Company's acquisition of the entire equity interest in Zegna Management Limited (see note 23(d)(iv)(b)). Ms. Tsang is entitled to convert the CN in whole or in part (in the amount not less than a whole multiple of HK\$1,000,000 or, if the remaining outstanding amount of the CN is in a lesser amount, such lesser amount) into new ordinary shares of the Company at the conversion price of HK\$1.05 per share at any time between the date of issue of the CN and 9 January 2017. No conversion right attached to the CN may be exercised if following such exercise, the public float of the Company will fall below the minimum requirement as prescribed under the Listing Rules. The value of the CN which remains outstanding on the maturity date shall be automatically converted into the new ordinary shares of the Company at the then prevailing conversion price. However, in the event that such conversion would result in the Company's failure to comply with the public float requirement as prescribed under the Listing Rules, there shall not be any conversion in respect of such value of the CN and the balance of the CN not converted into the shares of the Company, shall be redeemed by the Company at a redemption amount equals to 100% of the value of the said balance of the CN.

The CN bears interest at 2% per annum and shall be payable annually on each 31 March.

Upon the issuance, the value of the CN has been split into the liability component and the equity component of HK\$19,374,000 and HK\$230,626,000 respectively.

On 6 March 2012, CN with face value of HK\$158,000,000 were converted into 150,476,190 ordinary shares of the Company. The equity component of the CN was decreased to HK\$84,870,000 upon the conversion.

**Movements of the liability component are as follows:**

	<b>The Group and the Company</b>	
	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Liability component at 1 April	<b>5,628</b>	6,996
Interest charged (note 6(a))	<b>346</b>	472
Interest paid	<b>(1,840)</b>	(1,840)
Liability component at 31 March	<b>4,134</b>	5,628
Less: Amount due within one year	<b>(3,680)</b>	(3,680)
Amount due more than one year but within five years	<b>454</b>	1,948

The interest charged for the year is calculated by applying an effective interest rate of 9.15% to the liability component of the CN.

The directors estimate the carrying amount of the liability component of the CN at 31 March 2015 of HK\$4,134,000 (2014: HK\$5,628,000) is not materially different from its fair value at that date.

## Notes to the financial statements

For the year ended 31 March 2015

**24 Capital, Reserves and Dividends****(a) Movements in components of equity**

The reconciliation between the opening and closing balances of each component of the Group's consolidated equity is set out in the consolidated statement of changes in equity. Details of the changes in the Company's individual components of equity between the beginning and the end of the year are set out below:

	Share capital HK\$'000	Share premium HK\$'000	Share-based compensation reserve HK\$'000	Warrants reserve HK\$'000	Contributed surplus HK\$'000	Convertible note reserve HK\$'000	Retained earnings HK\$'000	Total HK\$'000
<b>At 1 April 2013</b>	87,400	289,999	3,931	-	47,076	84,870	42,908	556,184
<b>Changes in equity for 2014:</b>								
Total comprehensive income for the year	-	-	-	-	-	-	37,723	37,723
Share-based payments	-	-	453	-	-	-	-	453
Issue of warrants	-	-	-	170	-	-	-	170
2013 special dividends paid	-	-	-	-	-	-	(34,960)	(34,960)
2014 interim dividends paid	-	-	-	-	-	-	(21,850)	(21,850)
<b>At 31 March 2014 and 1 April 2014</b>	87,400	289,999	4,384	170	47,076	84,870	23,821	537,720
<b>Changes in equity for 2015:</b>								
Total comprehensive income for the year	-	-	-	-	-	-	89,211	89,211
Share-based payments	-	-	355	-	-	-	-	355
Lapse of share options	-	-	(133)	-	-	-	133	-
2014 final dividends paid	-	-	-	-	-	-	(17,480)	(17,480)
2015 interim dividends paid	-	-	-	-	-	-	(29,716)	(29,716)
<b>At 31 March 2015</b>	87,400	289,999	4,606	170	47,076	84,870	65,969	580,090

**(b) Dividends****(i) Dividends payable to equity shareholders of the Company attributable to the year**

	2015 HK\$'000	2014 HK\$'000
Interim dividend declared and paid of HK3.4 cents per ordinary share (2014: HK2.5 cents per ordinary share)	29,716	21,850
Final dividend proposed after the end of the reporting period of HK2.1 cents per ordinary share (2014: HK2.0 cents per ordinary share)	18,354	17,480
	<b>48,070</b>	<b>39,330</b>

The final dividend proposed after the end of the reporting period has not been recognised as a liability at the end of the reporting period.

## Notes to the Financial Statements

For the year ended 31 March 2015

**24 Capital, Reserves and Dividends (Continued)****(b) Dividends (Continued)****(ii) Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved and paid during the year**

	2015 HK\$'000	2014 HK\$'000
Special dividend in respect of the previous financial year, approved and paid during the year, of HK\$Nil (2014: HK4.0 cents per ordinary share)	–	34,960
Final dividend in respect of the previous financial year, approved and paid during the year ended 31 March 2014, of HK2.0 cents per ordinary share	<b>17,480</b>	–
	<b>17,480</b>	34,960

**(c) Share capital****Authorised and issued share capital**

	2015		2014	
	No. of shares	Amount HK\$'000	No. of shares	Amount HK\$'000
<b>Authorised:</b>				
Ordinary shares of HK\$0.1 each	<b>10,000,000,000</b>	<b>1,000,000</b>	10,000,000,000	1,000,000
<b>Issued and fully paid:</b>				
Ordinary shares of HK\$0.1 each	<b>873,996,190</b>	<b>87,400</b>	873,996,190	87,400

On 21 May 2013, the Company and two independent third parties entered into two subscription agreements in respect of the placement of 42,500,000 unlisted warrants of the Company to each subscriber at a price of HK\$0.002 per warrant. Each warrant confers the right to subscribe for one ordinary share of the Company of HK\$0.1 each at a subscription price of HK\$1.05 at anytime during a period of 36 months commencing from the date of issue of the warrant, subject to adjustment upon occurrence of certain events. The placement was completed on 21 June 2013 with the warrants expiring on 20 June 2016. No warrants were exercised during the year.

**(d) Nature and purpose of reserves****(i) Share premium**

Under the Companies Law of the Cayman Islands, the funds in the share premium account of the Company are distributable to the shareholders of the Company provided that immediately following the date on which the dividend is proposed to be distributed, the Company will be in a position to pay off its debts as they fall due in the ordinary course of business.

**(ii) Share-based compensation reserve**

The share-based compensation reserve comprises the portion of the grant date fair value of unexercised share options granted to directors and employees of the Group that has been recognised in accordance with the accounting policy adopted for share-based payments in note 2(o)(iii).

## Notes to the financial statements

For the year ended 31 March 2015

**24 Capital, Reserves and Dividends (Continued)****(d) Nature and purpose of reserves (Continued)****(iii) Warrants reserve**

The warrants reserve represents the net proceeds received from the issue of warrants of the Company. The warrants reserve is transferred to the share premium account when the warrant is exercised or released directly to retained earnings when the warrant expires.

**(iv) Merger reserve**

The merger reserve represents the aggregate of:

- (a) Pursuant to the Group's reorganisation effected on 24 January 2006 (the "Reorganisation"), the Company acquired the share capital of Koladen Enterprises Inc. in consideration of allotment and issue of 539,999,925 shares to its corporate shareholders, Silver Compass Holdings Corp. and Silver Hendon Enterprises Corp. Under the merger basis of accounting, the difference between the nominal value of the shares of subsidiaries acquired over the nominal value of the share capital of the Company issued in exchange amounting to approximately HK\$53,982,000 was debited to the merger reserve of the Group.
- (b) Pursuant to the sale and purchase agreement dated 5 July 2011 ("SPA") entered into between BE Universal Limited ("BE Universal", a subsidiary of the Company) as purchaser and Ms. Tsang as vendor, BE Universal conditionally agreed to acquire the entire equity interest in Zegna Management Limited ("Zegna") together with its subsidiaries (collectively referred to as the "Zegna Group") from Ms. Tsang at a consideration of HK\$250,000,000 which is to be satisfied by the issue of CN at conversion price of HK\$1.05 per share (hereinafter referred to as the "Business Combination").

On 30 September 2011, BE Universal and Ms. Tsang entered into a supplemental sale and purchase agreement ("Supplemental SPA") to amend and supplement certain terms of the SPA including (i) the businesses of two subsidiaries of Zegna, namely Modern Beauty Salon (S) Pte. Limited ("MBSS") and Splendid Overseas Pte. Limited ("Splendid") to be taken up by another newly set-up subsidiary; (ii) MBSS shall execute a deed of waiver in favour of Euro King Limited ("Euro King", a then subsidiary of Zegna) to discharge and release its obligations to settle any amounts due to MBSS as ascertained in a special audit up to a maximum amount of HK\$70,000,000 (the "Waiver"); and (iii) the entire issued share capital of Euro King shall be transferred by Zegna to Ms. Tsang (or her nominee) at nil consideration, representing deemed partial consideration of the Business Combination; in fact that Euro King shall not form part of the Zegna Group in the Business Combination. Details of the SPA and Supplemental SPA relating to the Business Combination are set out in the announcement and circular of the Company dated 5 July 2011 and 30 September 2011 respectively.

The Business Combination was completed on 10 January 2012 when all the precedent conditions to the Business Combination were fulfilled and the issue of the CN has taken place.

## Notes to the Financial Statements

For the year ended 31 March 2015

**24 Capital, Reserves and Dividends (Continued)****(d) Nature and purpose of reserves (Continued)****(iv) Merger reserve (Continued)**

(b) (Continued)

The merge reserve arising from the acquisition of Zegna Group comprised of:

- A debit amount of approximately HK\$71,488,000, representing the deemed partial consideration of the Business Combination, being the net assets value of Euro King after the Waiver disposed to Ms. Tsang at nil consideration, pursuant to the Supplemental SPA of the Business Combination; in fact that Euro King did not form part of the Zegna Group in the Business Combination.
- A credit balance of approximately HK\$549,000, being the difference between the aggregate amount of nominal value of the shares of subsidiaries acquired by Zegna and the relevant consideration paid.
- A net debit amount of HK\$249,999,999, being the difference between (i) the value of the CN amounting to HK\$250,000,000 issued for the Business Combination; and (ii) the nominal value of the share capital of Zegna.

**(v) Contributed surplus**

The contributed surplus of the Company arose as a result of the Reorganisation and represented the excess of the fair value of the subsidiaries acquired, over the nominal value of the share capital of the Company issued in exchange therefore.

**(vi) Exchange reserve**

The exchange reserve comprises all foreign exchange differences arising from the translation of the financial statements of foreign operations. The reserve is dealt with in accordance with the accounting policies set out in note 2(t).

**(vii) Convertible note reserve**

The convertible note reserve represents the equity component of the convertible note at initial recognition, representing the value of the embedded option for the holder to convert the note into equity of the Company.

**(viii) Property revaluation reserve**

The property revaluation reserve has been set up to deal with the fair value changes arising from the Group's property, plant and equipment reclassified to investment properties.

**(e) Capital management**

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

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The only externally imposed capital requirement is that for the Group to maintain its listing on the Stock Exchange it has to have a public float of at least 25% of the shares. The Group receives a report from the shares registrars monthly on substantial share interests showing the non-public float and it demonstrates continuing compliance with the 25% limit throughout the year.

## Notes to the financial statements

For the year ended 31 March 2015

**25 Share-based Payments**

On 20 January 2006, the Company established a share option scheme (the "share option scheme") whereby the Board of Directors is authorised to grant share options to the directors and employees of the Group.

On 23 October 2006, the Board of Directors resolved to grant 15,640,000 share options to certain directors and employees of the Group pursuant to the share option scheme, to subscribe for shares of the Company at an exercise price of HK\$1.33 per option. The share options are exercisable for a period of one to six years after the vesting period of four to nine years commencing from the date of grant. The life of the share options is ten years.

Particulars of the share option scheme is set out in pages 37 to 39 of this annual report. Details of the share options outstanding during the year are as follows:

	Outstanding at beginning of year	Number of share options Lapsed during the year	Outstanding at end of year	Exercisable at end of year
<b>Year ended 31 March 2015</b>				
Directors	800,000	–	800,000	480,000
Senior management	350,000	–	350,000	210,000
Other employees	5,150,000	(180,000)	4,970,000	2,982,000
	<b>6,300,000</b>	<b>(180,000)</b>	<b>6,120,000</b>	<b>3,672,000</b>
Year ended 31 March 2014				
Directors	800,000	–	800,000	200,000
Senior management	350,000	–	350,000	87,500
Other employees	5,150,000	–	5,150,000	1,287,500
	6,300,000	–	6,300,000	1,575,000

The options outstanding at 31 March 2015 had an exercise price of HK\$1.33 (2014: HK\$1.33) and a weighted average remaining contractual life of 1.6 years (2014: 2.6 years).

**26 Financial Risk Management and Fair Values of Financial Instruments**

Exposure to credit, liquidity, interest rate and currency risks arises in the normal course of the Group's business. The Group's exposure to these risks and the financial risk management policies and practices used by the Group to manage these risks are described below.

**(a) Credit risk**

The Group's credit risk is primarily attributable to trade receivables, trade deposits retained by banks/credit card companies. Management has a credit policy in place and the exposures to these credit risks are monitored on an ongoing basis.

The credit risk on trade deposits retained by banks/credit card companies is limited as the counterparties are reputable banks with sound credit ratings. Sales to customers are made in cash or via credit cards. The credit risk on trade receivables is limited as the counterparties are reputable banks with sound credit ratings.

The Group does not provide any other guarantees which would expose the Group or the Company to credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the statement of financial position.

## Notes to the Financial Statements

For the year ended 31 March 2015

**26 Financial Risk Management and Fair Values of Financial Instruments (Continued)****(b) Liquidity risk**

The Group's policy is to regularly monitor its liquidity requirements to ensure that it maintains sufficient reserves of cash and adequate committed lines of funding from major financial institutions to meet its liquidity requirements in the short and longer term.

The following tables show the remaining contractual maturities at the end of the reporting period of the Group's and the Company's financial liabilities, which are based on contractual undiscounted cash flows (including interest payments computed using contractual rates or, if floating, based on rates current at the end of the reporting period) and the earliest date the Group and the Company can be required to pay:

	Contractual undiscounted cash outflow					Carrying amount HK\$'000
	Less than 1 year HK\$'000	Between 1 and 2 years HK\$'000	Between 2 and 5 years HK\$'000	Over 5 years HK\$'000	Total HK\$'000	
<b>At 31 March 2015</b>						
<i>The Group</i>						
Trade and other payables, deposits received and accrued expenses	92,129	-	-	-	92,129	92,129
Convertible note	3,680	1,432	-	-	5,112	4,134
	<b>95,809</b>	<b>1,432</b>	<b>-</b>	<b>-</b>	<b>97,241</b>	<b>96,263</b>
<i>The Company</i>						
Other payables	7	-	-	-	7	7
Convertible note	3,680	1,432	-	-	5,112	4,134
	<b>3,687</b>	<b>1,432</b>	<b>-</b>	<b>-</b>	<b>5,119</b>	<b>4,141</b>
<b>At 31 March 2014</b>						
<i>The Group</i>						
Trade and other payables, deposits received and accrued expenses	91,955	-	-	-	91,955	91,955
Convertible note	3,680	1,840	3,272	-	8,792	5,628
	<b>95,635</b>	<b>1,840</b>	<b>3,272</b>	<b>-</b>	<b>100,747</b>	<b>97,583</b>
<i>The Company</i>						
Other payables	5	-	-	-	5	5
Convertible note	3,680	1,840	3,272	-	8,792	5,628
	<b>3,685</b>	<b>1,840</b>	<b>3,272</b>	<b>-</b>	<b>8,797</b>	<b>5,633</b>

## Notes to the financial statements

For the year ended 31 March 2015

**26 Financial Risk Management and Fair Values of Financial Instruments (Continued)****(c) Currency risk****(i) Exposure to currency risk**

The following table details the Group's exposure at the end of the reporting period to currency risk arising from recognised assets or liabilities denominated in a currency other than the functional currency of the entity to which they relate. For presentation purposes, the amounts of the exposure are shown in Hong Kong dollars, translated using the spot rate at the year end date. Differences resulting from the translation of the financial statements of foreign operations into the Group's presentation currency are excluded.

**Group**

	<b>Exposure to foreign currencies (expressed in Hong Kong dollars)</b>			
	<b>2015</b>		<b>2014</b>	
	<b>Renminbi HK\$'000</b>	<b>European Euro HK\$'000</b>	<b>Renminbi HK\$'000</b>	<b>European Euro HK\$'000</b>
Cash and bank balances	<b>104,404</b>	<b>47</b>	78,972	3,205
Trade and other payables, deposits received and accrued expenses	<b>(1,213)</b>	<b>-</b>	-	(1,893)
Net exposure arising from recognised assets and liabilities	<b>103,191</b>	<b>47</b>	78,972	1,312

**(ii) Sensitivity analysis**

The following table indicates the instantaneous change in the Group's profit after tax (and retained earnings) that would arise if foreign exchange rates to which the Group has significant exposure at the end of the reporting period had changed at that date, assuming all other risk variables remained constant. In this respect, it is assumed that the pegged rate between the Hong Kong dollars and the United States dollars would be materially unaffected by any changes in movement in value of the United States dollar against other currencies.

**The Group**

	<b>2015</b>		<b>2014</b>	
	<b>Increase/ (decrease) in foreign exchange rates</b>	<b>Effect on profit after tax and retained earnings</b>	<b>Increase/ (decrease) in foreign exchange rates</b>	<b>Effect on profit after tax and retained earnings</b>
Renminbi	<b>5% (5)%</b>	<b>4,308 (4,308)</b>	5% (5)%	3,297 (3,297)
European Euro	<b>5% (5)%</b>	<b>2 (2)</b>	5% (5)%	55 (55)

Results of the analysis as presented in the above table represent an aggregation of the instantaneous effects on each of the Group entities' profit after tax and equity measured in the respective functional currencies, translated into Hong Kong dollars at the exchange rate ruling at the end of the reporting period for presentation purposes.



## Notes to the Financial Statements

For the year ended 31 March 2015

**26 Financial Risk Management and Fair Values of Financial Instruments (Continued)****(c) Currency risk (Continued)****(ii) Sensitivity analysis (Continued)**

The sensitivity analysis assumes that the change in foreign exchange rates had been applied to re-measure those financial instruments held by the Group which expose the Group to foreign currency risk at the end of the reporting period. The analysis excludes differences that would result from the translation of the financial statements of foreign operations into the Group's presentation currency. The analysis is performed on the same basis for 2014.

**(d) Fair value measurement**

The carrying amounts of the Group's financial instruments carried at cost or amortised cost are not materially different from their fair values as at 31 March 2015 and 2014.

**(e) Fair value measurement****Financial assets and liabilities measured at fair value****(i) Fair value hierarchy**

The following table presents the fair value of the Group's financial instruments measured at the end of the reporting period on a recurring basis, categorised into the three-level fair value hierarchy as defined in HKFRS 13, *Fair value measurement*. The level into which a fair value measurement is classified is determined with reference to the observability and significance of the inputs used in the valuation technique as follows:

- Level 1 valuations: Fair value measured using only Level 1 inputs i.e. unadjusted quoted prices in active markets for identical assets or liabilities at the measurement date
- Level 2 valuations: Fair value measured using Level 2 inputs i.e. observable inputs which fail to meet Level 1, and not using significant unobservable inputs. Unobservable inputs are inputs for which market data are not available
- Level 3 valuations: Fair value measured using significant unobservable inputs

**The Group**

	<b>Fair value at 31 March 2015 HK\$'000</b>	<b>Fair value measurements as at 31 March 2015 categorised into Level 3 HK\$'000</b>
<b>Recurring fair value measurement</b>		
Financial liability:		
– Purchase consideration payable for an acquisition	4,673	4,673

Notes to the financial statements

For the year ended 31 March 2015

## 26 Financial Risk Management and Fair Values of Financial Instruments (Continued)

### (e) Fair value measurement (Continued)

#### Financial assets and liabilities measured at fair value (Continued)

##### (ii) Information about Level 3 fair value measurements

As mentioned in note 15 in respect of the acquisition, the fair value of the contingent consideration was HK\$4,673,000 as at 31 March 2015 and is recognised as a financial liability under "Purchase consideration payable for an acquisition".

The fair value of purchase consideration payable for an acquisition is determined by an independent external valuer based on the latest financial forecast of the joint venture and other relevant information.

The movements during the year in the balance of Level 3 fair value measurements are as follows:

	2015 HK\$'000
<b>Purchase consideration payable for an acquisition:</b>	
At 1 April	–
Acquisition of a joint venture	5,548
Fair value change on purchase consideration	114
Foreign exchange difference	(989)
At 31 March	4,673
Gain for the year included in profit or loss for liability held at the end of the reporting period	875

## 27 Commitments

### (a) Operating lease commitments

At 31 March 2015, the total future minimum lease payments under non-cancelable operating leases are payable as follows:

	The Group	
	2015 HK\$'000	2014 HK\$'000
Not later than one year	150,390	128,081
Later than one year and not later than five years	138,609	94,468
Over five years	–	–
	<b>288,999</b>	222,549

Operating lease payments represent rentals payable by the Group for certain of its beauty service centres, retail shops, offices, staff quarters and warehouses operated by the subsidiaries. Leases are negotiated for an average term of 3 years (2014: 3 years) and rentals are either fixed over the lease terms or are based on the higher of a minimum guaranteed rental or a sales level based rental. The minimum guaranteed rental has been used to compute the above commitments.

## Notes to the Financial Statements

For the year ended 31 March 2015

**27 Commitments (Continued)****(b) Capital commitments**

Capital commitments outstanding at 31 March 2015 not provided for in the financial statements were as follows:

	<b>The Group</b>	
	<b>2015</b> <b>HK\$'000</b>	2014 HK\$'000
Contracted but not yet provided for:		
– Acquisition of plant and equipment	<b>7,644</b>	5,229

**28 Contingent Liabilities**

During the course of business, the Group has received complaints and claims concerned with the provision of beauty services in respect of breach of contract, content of advertisement, tenancy dispute and personal injuries in relation to the services provided, including claims of insignificant or unspecified amounts. The directors are of the opinion that the loss or settlement for such complaints and claims have no material financial impact to the Group.

**29 Material Related Party Transactions and Balances****(a) Material related party transactions**

In addition to those related party transactions disclosed elsewhere in the financial statements, the Group had the following material transactions with its related parties during the year:

	Note	<b>2015</b> <b>HK'000</b>	2014 HK'000
<b>Rental expenses paid to related companies:</b>	(i)		
– All Link International Limited		<b>367</b>	672
– East Union Industries Limited		<b>1,652</b>	1,488
– Joy East Limited		<b>734</b>	552
– Luck Elegant Industrial Limited		<b>1,628</b>	780
– Lucky Forever Limited		<b>17,550</b>	14,117
– Golden National Limited		<b>8,997</b>	7,800
– United Industries Limited		<b>8,459</b>	5,165
– Well Faith International Enterprise Limited		<b>13,862</b>	11,021
– Wise World Limited		<b>1,836</b>	1,608
	(vi)	<b>55,085</b>	43,203
<b>Rental income received from a related company:</b>	(ii)		
– Grateful Heart Charitable Foundation Limited		<b>536</b>	–
<b>Interest charge on convertible note issued to ultimate controlling party:</b>			
– Ms. Tsang		<b>346</b>	472
<b>Salaries and other benefits in kind paid to related parties:</b>			
– Related party A	(iii)	<b>1,826</b>	1,694
– Related party B	(iv)	<b>1,510</b>	1,277
– Related party C	(iv)	–	17
– Related party D	(v)	<b>457</b>	411
		<b>3,793</b>	3,399

## Notes to the financial statements

For the year ended 31 March 2015

**29 Material Related Party Transactions and Balances (Continued)****(a) Material related party transactions (Continued)**

Notes:

- (i) The pricing of the related party transactions are mutually agreed by the Group and the related companies. Ms. Tsang is the ultimate controlling party of the related companies.
- (ii) The amount represented rental income received for area leased to a related company for use as office at a monthly rental mutually agreed by both parties. Ms. Tsang is the member of the related company.
- (iii) Related party A is the spouse of a director, Ms. Tsang.
- (iv) Related party B and C are the sons of a director, Ms. Tsang.
- (v) Related party D is the spouse of a director, Mr. Yip Kai Wing.
- (vi) The related party transactions in respect of rental expenses above constitute connected transactions or continuing connected transactions as defined in Chapter 14A of the Listing Rules. The disclosures required by Chapter 14A of the Listing Rules are provided in the Report of the directors.

**(b) Balances with related parties**

The amounts due from/to related companies and the ultimate controlling party are unsecured, interest free and recoverable/repayable on demand. Ms. Tsang is the ultimate controlling party of those related companies.

Amounts due from related companies disclosed with reference to section 161B of the predecessor Hong Kong Companies Ordinance (Cap. 32), are as follows:

	<b>The Group</b>		
	<b>Balance at 31 March 2015 HK\$'000</b>	Balance at 1 April 2014 HK\$'000	Maximum amount outstanding during the year HK\$'000
All Link International Limited	1	1	70
Grateful Heart Charitable Foundation Limited	8	237	175
Lucky Forever (S) Pte. Limited	31	24	36
Swisscelin Distribution Limited	72	11	129
United Industries Limited	–	1	2
Advanced Natural Australia Pty Ltd	5	–	5
	<b>117</b>	274	

**30 Critical Judgements and Key Estimates****Key sources of estimation uncertainty**

The key assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are discussed below.

**(a) Property, plant and equipment and depreciation**

The Group determines the estimated useful lives, residual values and related depreciation charges for the Group's property, plant and equipment. This estimate is based on the historical experience of the actual useful lives and residual values of property, plant and equipment of similar nature and functions. The Group will revise the depreciation charge where useful lives and residual values are different to those previously estimated, or it will write-off or write-down technically obsolete or non-strategic assets that have been abandoned or sold.

## Notes to the Financial Statements

For the year ended 31 March 2015

**30 Critical Judgements and Key Estimates (Continued)****Key sources of estimation uncertainty (Continued)****(b) Impairment of property, plant and equipment**

The Group conducts impairment reviews of property, plant and equipment whenever events or changes in circumstances indicated that their carrying amounts may not be recoverable. Determining whether an asset is impaired requires an estimation of the value in use, which requires the Group to estimate the future cash flows and a suitable discount rate in order to calculate the present value. Where the actual future cash flows are less than expected, a material impairment loss may arise.

**31 Possible Impact of Amendments, New Standards and Interpretations Issued But Not Yet Effective for the Year Ended 31 March 2015**

Up to the date of issue of these financial statements, the HKICPA has issued a few amendments and new standards which are not yet effective for the year ended 31 March 2015 and which have not been adopted in these financial statements. These include the following which may be relevant to the Group.

	Effective for accounting periods beginning on or after
<i>Annual improvements to HKFRSs 2010-2012 cycle</i>	1 July 2014
<i>Annual improvements to HKFRSs 2011-2013 cycle</i>	1 July 2014
<i>Annual improvements to HKFRSs 2012-2014 cycle</i>	1 January 2016
Amendments to HKFRS 11, <i>Accounting for acquisitions of interests in joint operations</i>	1 January 2016
Amendments to HKAS 16 and HKAS 38, <i>Clarification of acceptable methods of depreciation and amortisation</i>	1 January 2016
HKFRS 15, <i>Revenue from contracts with customers</i>	1 January 2017
HKFRS 9, <i>Financial instruments</i>	1 January 2018

The Group is in the process of making an assessment of what the impact of these amendments is expected to be in the period of initial application. So far it has concluded that the adoption of them is unlikely to have a significant impact on the Group's results of operations and financial position.

In addition, the requirements of Part 9, "Accounts and Audit", of the new Hong Kong Companies Ordinance (Cap. 622) come into operation from the Company's first financial year commencing after 3 March 2014 (i.e. the Company's financial year which began on 1 April 2014) in accordance with section 358 of that Ordinance. The Group is in the process of making an assessment of the expected impact of the changes in the Companies Ordinance on the consolidated financial statements in the period of initial application of Part 9. So far it has concluded that the impact is unlikely to be significant and will primarily only affect the presentation and disclosure of information in the consolidated financial statements.

**32 Approval of Financial Statements**

The financial statements were approved and authorised for issue by the Board of Directors on 26 June 2015.

## *Properties Held by the Group*

<b>Location</b>	<b>Category of the lease</b>	<b>Use</b>
Unit 7, 8, 9, East Wing, Twenty-seventh Floor, Tuen Mun Central Square, No. 22 Hoi Wing Road, Tuen Mun, New Territories	Medium-term lease	Rented to a related party
Unit 10, 11, 12 and 15, East Wing, Twenty-seventh Floor, Tuen Mun Central Square, No. 22 Hoi Wing Road, Tuen Mun, New Territories	Medium-term lease	The property is currently vacant
Unit 16, West Wing, Twenty-seventh Floor, Tuen Mun Central Square, No. 22 Hoi Wing Road, Tuen Mun, New Territories	Medium-term lease	The property is currently vacant

## Five Years Financial Summary

### Consolidated Results

	2015 HK\$'000	Year ended 31 March			
		2014 HK\$'000	2013 HK\$'000	2012 HK\$'000	2011 HK\$'000 (Restated)
Turnover	<b>874,235</b>	868,806	708,122	756,605	718,230
Profit/(loss) before tax	<b>85,797</b>	81,783	(57,983)	101,357	107,491
Income tax (expense)/credit	<b>(16,866)</b>	(26,942)	4,549	(19,220)	(18,228)
Profit/(loss) for the year	<b>68,931</b>	54,841	(53,434)	82,137	89,263

### Consolidated Assets and Liabilities

	2015 HK\$'000	As at 31 March			
		2014 HK\$'000	2013 HK\$'000	2012 HK\$'000	2011 HK\$'000 (Restated)
Total non-current assets	<b>183,637</b>	183,512	180,179	288,824	276,813
Total current assets	<b>711,763</b>	771,364	811,086	729,920	653,128
Total assets	<b>895,400</b>	954,876	991,265	1,018,744	929,941
Total non-current liabilities	<b>(6,914)</b>	(4,179)	(3,316)	(4,556)	(37)
Total current liabilities	<b>(717,314)</b>	(805,392)	(842,506)	(742,045)	(648,375)
Total liabilities	<b>(724,228)</b>	(809,571)	(845,822)	(746,601)	(648,412)
Net assets	<b>171,172</b>	145,305	145,443	272,143	281,529



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