# UKF (HOLDINGS) LIMITED 英裘(控股)有限公司

GEM stock code: 8168



**Interim Report 2012** 

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

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## **Financial highlights**

- Recorded an unaudited turnover of approximately HK\$153.8 million for the six months ended 30 September 2012, representing an increase of approximately 39.9% over the same period of the previous year.
- Recorded an unaudited profit and total comprehensive income attributable to the equity holders of the Company of approximately HK\$10.3 million for the six months ended 30 September 2012, representing an increase of approximately 41.7% over the same period of the previous year.
- Basic earnings per share for the six months ended 30 September 2012 were HK\$1.34 cents (2011: HK\$1.01 cents).
- The Directors do not recommend the payment of an interim dividend for the six months ended 30 September 2012.

#### **Chairman's statement** Interim results

The Group's unaudited turnover from selling raw mink and raw fox skins amounted to approximately HK\$153.8 million for the six months ended 30 September 2012 which represented an increase of approximately HK\$43.8 million or approximately 39.9% as compared to approximately HK\$110.0 million for the six months ended 30 September 2011.

The unaudited net profit of the Group attributable to shareholders amounted to approximately HK\$10.3 million for the six months ended 30 September 2012 which represented an increase of approximately HK\$3.0 million or approximately 41.7% as compared to approximately HK\$7.3 million for the six months ended 30 September 2011.

Basic earnings per share for the six months ended 30 September 2012 was approximately HK\$1.34 cents, as compared to HK\$1.01 cents for the same period in 2011.

#### **Business review**

China experienced a better-than-expected winter retail season in selling mink garments. The steady economic growth enabled China's large and increasingly wealthy middle class to exhibit their success by wearing mink garments. Since numerous fur factories and fur merchants have made a considerable amount of profit, the good market condition of the fur garment industry attracts friends and relatives of the fur merchants to invest in this industry. These two factors boosted the demand of fur skins in the region and were the main contributors of the favourable sales made by the Group during the record period.

Meanwhile, Russia also benefited from the great profits from the higher prices of oil and natural gas. Spurred by tradition and the great need for fur garments and fur hats due to their extremely cold climate, Russia's demand for fur during the last winter season was enormous. This resulted in very strong sales at the mink auction in Copenhagen in April this year. These sales resulted in record high attendance of fur buyers, which pushed the mink price to a new peak.

As certain fur skin traders or garment factories were restrained by their respective cash flow position and therefore did not actively participate in the June 2012 auctions in Helsinki and Copenhagen, the bidding price for mink and fox skins eased off in those auctions. However, this created a good opportunity for the Group to purchase a greater volume of 'good' to 'top quality' mink skins at a favourable price in preparation of the peak garment production period in summer.

Fur factories made their best endeavour in August 2012 to purchase good quality mink skins for garment production for the upcoming winter season, whereas bargaining for fairly priced skins before the September 2012 auction, which is the final auction of the year. Therefore, the Group achieved a great success in sales of mink skins in August 2012.

The September 2012 auctions in Copenhagen and Helsinki, being the last opportunity to buy mink and fox for this season, recorded an approximately 10% to 20% increase in price when buyers aggressively bid for the skins inside the auction rooms.

In addition to the trading as described above, the Group has also started a new related business in September 2012 by acting as a fur skin purchasing broker for good customers and earned good buying commission. This also allows an opportunity for the Group to do some financing, if required by customers, in the fur skin purchasing brokerage process after securing a 30% deposit with the full amount of the purchase as collateral.

#### **Prospects**

With strong prices established in the September auctions in Copenhagen and Helsinki for mink and fox skins, the mink and fox skins previously purchased by the Group may be sold at a higher price for the remainder of the year. Hence, the Group should enjoy a handsome profit from its inventory in the next few months.

The Mid-Autumn Festival this year was the coolest among the past 20+ years. Temperatures reached subzero level in North East China and parts of Europe as early as mid-October. The cool weather simulated the sales of mink garments during the golden week (October 1-7) in China. In addition to the colder weather, the fur retailers in China look forward to a longer selling peak-season since the Chinese New Year holidays are later than usual. When the mink garment's inventory is low after Chinese New year, the fur merchants and fur factories will approach us to plan their 2013 fur skins purchase from us.

Top International designer brands such as: Hermès, Louis Vuitton, Giorgio Armani and Fendi have all created extensive fur or fur-trimmed collections for the fall and winter seasons this year. Since they set the trends worldwide, the demand for mink garments and fox trimmed ready-to-wear garments in China and Russia is expected to remain at a very high level.

In the coming fall and winter season, a greater number of shops will sell fur and especially fur-trimmed garments — which are fashionable and more affordable for China's massive middle class population.

Apart from the factors above, demand of fur garments is likely to be further enhanced as a result of the steady economic growth of China and Russia, which is partly driven by the rising price of raw materials caused by QE3. With the benefit and anticipation of steady economic growth, Chinese and Russian citizens will have plenty of money to buy luxury items such as fur garments for gifts or for their own use.

Currently, the Group has started to engage in a new and profitable trade in raw mink skins with a very wellknown source, North American Fur Auctions ("NAFA"). Together with the Group's starting out to be a raw fur skin purchasing broker at the auctions, the Group's earnings will be satisfactory for the second half of 2012.

Wong Chun Chau Chairman

Hong Kong, 30 October 2012

The board of Directors (the "Board") of the Company is pleased to present the unaudited condensed consolidated results of the Company and its subsidiaries (collectively the "Group") for the three months and six months ended 30 September 2012 together with comparative unaudited figures for the corresponding periods in 2011, as follows:

### Unaudited condensed consolidated statement of comprehensive income

For the three months and the six months ended 30 September 2012

|                            |       | Three months ended<br>30 September |                         | Six months ended<br>30 September |              |
|----------------------------|-------|------------------------------------|-------------------------|----------------------------------|--------------|
|                            |       | 2012                               | 2011                    | 2012                             | 2011         |
|                            | Notes | HK\$                               | HK\$                    | HK\$                             | HK\$         |
|                            |       | (unaudited)                        | (unaudited)             | (unaudited)                      | (unaudited)  |
| Turnover                   | 4     | 93,735,994                         | 52,561,623              | 153,801,253                      | 100 070 090  |
|                            | 4     |                                    |                         |                                  | 109,972,082  |
| Cost of sales              |       | (79,626,686)                       | (45,561,713)            | (130,808,638)                    | (93,979,583) |
| Gross profit               |       | 14,109,308                         | 6,999,910               | 22,992,615                       | 15,992,499   |
| Other income               | 5     | 394,101                            | 27,712                  | 424,142                          | 158,085      |
| Administrative expenses    | 0     | (6,650,667)                        | (4,704,930)             | (9,188,595)                      | (5,820,296)  |
| Finance costs              | 6     | (821,067)                          | (4,704,930) (1,315,416) | (9,188,595) (1,038,580)          | (1,629,762)  |
|                            | 0     | (021,007)                          | (1,313,410)             | (1,030,300)                      | (1,029,702)  |
| Profit before tax          |       | 7,031,675                          | 1,007,276               | 13,189,582                       | 8,700,526    |
| Income tax expenses        | 7     | (1,732,172)                        | (166,201)               | (2,898,144)                      | (1,439,110)  |
|                            |       |                                    |                         |                                  |              |
| Profit for the period      |       |                                    |                         |                                  |              |
| and total comprehensive    |       |                                    |                         |                                  |              |
| income for the period      |       |                                    |                         |                                  |              |
| attributable to the equity |       |                                    |                         |                                  |              |
| holders of the Company     | 8     | 5,299,503                          | 841,075                 | 10,291,438                       | 7,261,416    |
|                            |       | -,,                                | 0,010                   | ,                                | .,,          |
| Earnings per share (cents) |       |                                    |                         |                                  |              |
| Basic and diluted          | 10    | 0.65                               | 0.12                    | 1.34                             | 1.01         |

## Unaudited condensed consolidated statement of financial position

As at 30 September 2012

|   |       | 30 September<br>2012      | 31 March<br>2012        |
|---|-------|---------------------------|-------------------------|
|   | Notes | HK\$                      | HK\$                    |
|   |       | (unaudited)               | (audited)               |
| Non-current asset                                     |       |                           |                         |
| Plant and equipment                                   | 11    | 69,936                    | 40,080                  |
|   |       | 69,936                    | 40,080                  |
|   |       |                           |                         |
| Current assets  |       |                           | 10 50 1 770             |
| Inventories   | 10    | 47,925,403                | 18,524,772              |
| Trade and other receivables<br>Bank balances and cash | 12    | 112,493,076<br>16,771,108 | 57,100,691<br>9,173,880 |
|   |       |                           |                         |
|   |       | 177,189,587               | 84,799,343              |
| Current liabilities                                   |       |                           |                         |
| Trade and other payables                              | 13    | 17,170,263                | 13,591,445              |
| Tax payables  |       | 9,374,753                 | 6,481,752               |
| Dividend payable                                      |       | 4,140,000                 | -                       |
| Auction loans   |       | 5,747,514                 | 18,829,180              |
| Bank borrowing  | 14    | 50,347,549                | 17,277,113              |
|   |       | 86,780,079                | 56,179,490              |
| Net current assets                                    |       | 90,409,508                | 28,619,853              |
| Total assets less current liabilities                 |       | 90,479,444                | 28,659,933              |
| Non-current liability                                 |       |                           |                         |
| Deferred tax liability                                | 16    | 9,587                     | 4,444                   |
| Net assets  |       | 90,469,857                | 28,655,489              |
| Capital and reserves                                  |       |                           |                         |
| Share capital   | 15    | 9,600,000                 | 7,200,000               |
| Reserves  |       | 80,869,857                | 21,455,489              |
| Total equity  |       | 90,469,857                | 28,655,489              |

## Unaudited condensed consolidated statement of changes in equity

For the six months ended 30 September 2012

|  | Share<br>capital<br>HK\$ | Share<br>premium<br>HK\$ | Merger<br>reserve<br>HK\$ | Share<br>options<br>reserve<br>HK\$ | Retained<br>profits<br>HK\$ | Total<br>HK\$             |
|--|--------------------------|--------------------------|---------------------------|-------------------------------------|-----------------------------|---------------------------|
| At 1 April 2011 (audited)<br>Profit for the period | 78,000                   | -                        | _                         |                                     | 12,021,223                  | 12,099,223                |
| and total comprehensive income for the period      | -                        | _                        |                           | -                                   | 7,261,416                   | 7,261,416                 |
| At 30 September 2011                               | 70.000                   |                          |                           |                                     | 10,000,000                  | 10,000,000                |
| (unaudited)  | 78,000                   |                          | _                         |                                     | 19,282,639                  | 19,360,639                |
| At 1 April 2012 (audited)<br>Dividend declared     | 78,000                   |                          | _<br>_                    | -                                   | 28,577,489<br>(8,280,000)   | 28,655,489<br>(8,280,000) |
| Shares swap pursuant to group reorganisation       |                          |                          |                           |                                     |                             |                           |
| (Note 15(c))<br>Issue of shares by placing         | 7,122,000                | —                        | (7,122,000)               | _                                   | -                           | _                         |
| (Note 15(e))                                       | 2,400,000                | 60,000,000               | _                         | _                                   | —                           | 62,400,000                |
| Shares issue expenses                              | —                        | (3,737,547)              | -                         | —                                   | —                           | (3,737,547)               |
| Recognition of equity-settled share based payments | -                        | _                        | _                         | 1,140,477                           | _                           | 1,140,477                 |
| Profit for the period<br>and total comprehensive   |                          |                          |                           |                                     |                             |                           |
| income for the period                              | -                        | -                        | -                         | _                                   | 10,291,438                  | 10,291,438                |
| At 30 September 2012                               |                          |                          |                           |                                     |                             |                           |
| (unaudited)  | 9,600,000                | 56,262,453               | (7,122,000)               | 1,140,477                           | 30,588,927                  | 90,469,857                |

## Unaudited condensed consolidated statement of cash flows

For the six months ended 30 September 2012

|   | Six months ended<br>30 September |                             |  |
|---|----------------------------------|-----------------------------|--|
|   | 2012<br>HK\$<br>(unaudited)      | 2011<br>HK\$<br>(unaudited) |  |
| Net cash used in operating activities   | (65,834,196)                     | (35,351,991)                |  |
| Net cash (used in)/generated from investing activities                              | (41,219)                         | 7                           |  |
| Net cash generated from financing activities  | 73,472,643                       | 35,193,494                  |  |
| Net increase/(decrease) in cash and cash equivalents                                | 7,597,228                        | (158,490)                   |  |
| Cash and cash equivalents at 1 April  | 9,173,880                        | 276,197                     |  |
| Cash and cash equivalents at 30 September,<br>represented by bank balances and cash | 16,771,108                       | 117,707                     |  |

#### Notes to the unaudited condensed consolidated financial statements

For the three months and six months ended 30 September 2012

#### 1. General information

UKF (Holdings) Limited (the "Company") was incorporated in the Cayman Islands on 31 March 2011 as an exempted company with limited liability under the Companies Law, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands. The addresses of the registered office and the principal place of business of the Company are Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman KY1-1111, Cayman Islands and 902, Harbour Centre, Tower 2, 8 Hok Cheung Street, Hung Hom, Kowloon, Hong Kong respectively.

The condensed consolidated financial statements are presented in Hong Kong dollars ("HK\$"), which is the same as the functional currency of the Company and its primary subsidiaries. HK\$ is the currency of the primary economic environment in which the principal subsidiaries of the Company operate (the functional currency of the principal subsidiaries).

The directors of the Company consider that Trader Global Investments Limited, a company incorporated in the British Virgin Islands ("BVI") with limited liability, is the ultimate holding company of the Company.

Pursuant to a group reorganisation (the "Reorganisation") to rationalise the structure of the Company and its subsidiaries (hereinafter collectively referred to as the "Group") in preparation of the listing of the Company's shares on the Growth Enterprise Market ("GEM") of The Stock Exchange of Hong Kong Limited (the "Stock Exchange"), the Company became the holding company of the Group on 1 August 2012. Details of the Reorganisation were set out in the section headed "History and Development" to the prospectus of the Company dated 15 August 2012 (the "Prospectus").

The Group resulting from the Reorganisation is regarded as a continuing entity. Accordingly, these condensed consolidated financial statements have been prepared on the basis as if the Company has always been the holding company of the companies comprising the Group throughout the six months ended 30 September 2012, using the principles of merger accounting as prescribed in Hong Kong Accounting Guideline 5 "Merger Accounting for Common Control Combinations" issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA").

The shares of the Company have been listed on the GEM of the Stock Exchange on 24 August 2012.

The Company is engaged in investment holding while the Group is principally engaged in trading of fur skins of foxes and minks.

These condensed interim financial statements have not been audited.

#### 2. Basis of preparation

The condensed consolidated financial statements have been prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 "Interim Financial Reporting" issued by the HKICPA as well as with the applicable disclosure requirements of Chapter 18 of the Rules Governing the Listing of Securities on the GEM of the Stock Exchange.

## 3. Principal accounting policies

The condensed consolidated financial statements have been prepared on the historical cost basis except for certain financial instruments, which are measured at fair values.

Except as described below, the accounting policies and methods of computation used in the condensed consolidated financial statements for the six months ended 30 September 2012 are the same as those followed in the preparation of the Group's financial information for each of the two years ended 31 March 2012 as included in the accountants' report under Appendix I of the Prospectus (the "Accountants' Report").

In the current interim period, the Group has applied, for the first time, the following amendments to Hong Kong Financial Reporting Standards ("HKFRSs") issued by the HKICPA.

Amendments to HKFRS 1 Amendments to HKFRS 7 Amendments to HKAS 12 Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters Disclosures — Transfers of Financial Assets Deferred Tax — Recovery of Underlying Assets

The application of the above amendments to HKFRSs in the current interim period has had no material effect on the amounts reported in these condensed consolidated financial statements and/or disclosures set out in these condensed consolidated financial statements.

The Group has not early adopted new or revised HKFRSs, interpretations and amendments (hereinafter collectively referred to as "New HKFRSs") that have been issued but are not yet effective as set out in Note 3 to section A of the Accountants' Report.

In addition, the following amendments to HKFRSs have been issued but are not effective subsequent to the date of the Prospectus:

| Annual Improvements to HKFRSs<br>2009-2011 Cycle HKFRS 1<br>Amendments | Amendments to a number of HKFRSs issued in June 2012 <sup>1</sup> |
|--|---|
| HKFRS 1 Amendments   | Amendments to HKFRS 1 First-time Adoption of Hong Kong            |
|  | Financial Reporting Standards — Government Loans                  |
| Amendments to HKFRS 10,  | Amendments to HKFRS 1 First-time Adoption of Hong Kong            |
| HKFRS 11 and HKFRS 12  | Financial Reporting Standards — Government Loans <sup>1</sup>     |

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2013

The directors of the Company anticipate that the application of these new and revised HKFRSs will have no material impact on the results and the financial position of the Group in the future.

## 4. Segment information

HKFRS 8 requires operating segments to be identified on the basis of internal reports about components of the Group that are regularly reviewed by the chief operating decision maker (the board of directors) in order to allocate resources to the segment and to assess its performance.

For management purpose, the Group operates in one business unit based on their products, and has one reportable and operating segment: trading of fur skins. The Board reviewed the sales of major products for the purpose of resources allocation and performance assessment. Accordingly, the Group does not have any identifiable segment or any discrete information for segment reporting purpose.

|                      | Three months ended<br>30 September |                     | Six montl<br>30 Sept |                     |
|----------------------|------------------------------------|---------------------|----------------------|---------------------|
|                      | 2012                               | 2011                | 2012                 | 2011                |
|                      | HK\$<br>(unaudited)                | HK\$<br>(unaudited) | HK\$<br>(unaudited)  | HK\$<br>(unaudited) |
| Trading of fur skins | 93,735,994                         | 52,561,623          | 153,801,253          | 109,972,082         |

An analysis of the Group's turnover for each reporting period is as follows:

#### **Geographical information**

An analysis of the Group's turnover for each reporting period by geographical market is as follows:

|           | Three months ended<br>30 September |             | Six months ended<br>30 September |             |
|-----------|------------------------------------|-------------|----------------------------------|-------------|
|           | 2012                               | 2011        | 2012                             | 2011        |
|           | HK\$                               | HK\$        | HK\$                             | HK\$        |
|           | (unaudited)                        | (unaudited) | (unaudited)                      | (unaudited) |
|           |                                    |             |                                  |             |
| PRC       | 87,293,792                         | 40,601,161  | 130,128,656                      | 65,917,388  |
| Europe    | 499,187                            | 6,993,203   | 14,258,597                       | 39,087,435  |
| Russia    | _                                  | 4,251,968   | 2,460,619                        | 4,251,968   |
| Hong Kong | 5,943,015                          | 715,291     | 6,953,381                        | 715,291     |
|           |                                    |             |                                  |             |
|           | 93,735,994                         | 52,561,623  | 153,801,253                      | 109,972,082 |

## 5. Other income

|  | Three months ended<br>30 September |             | Six mont<br>30 Sept |             |
|--|------------------------------------|-------------|---------------------|-------------|
|  | 2012                               | 2011        | 2012                | 2011        |
|  | HK\$                               | HK\$        | HK\$                | HK\$        |
|  | (unaudited)                        | (unaudited) | (unaudited)         | (unaudited) |
|  |                                    |             |                     |             |
| Bank interest income                   | 20                                 | 3           | 32                  | 7           |
| Exchange gain, net                     | 257,438                            | -           | 286,385             | —           |
| Interest income from a related company | -                                  | -           | _                   | 48,922      |
| Interest income from customers         | -                                  | 14,641      | _                   | 14,641      |
| Bonus and rebate from auction houses   | 4,794                              | 13,068      | 5,876               | 94,515      |
| Brokerage commission                   | 131,849                            | -           | 131,849             | -           |
|  |                                    |             |                     |             |
|  | 394,101                            | 27,712      | 424,142             | 158,085     |

## 6. Finance costs

|   | Three months ended |             | Six months ended |             |
|---|--------------------|-------------|------------------|-------------|
|   | 30 Sep             | tember      | 30 Sept          | tember      |
|   | 2012               | 2011        | 2012             | 2011        |
|   | HK\$               | HK\$        | HK\$             | HK\$        |
|   | (unaudited)        | (unaudited) | (unaudited)      | (unaudited) |
| leteret de la company de la contrata |                    |             |                  |             |
| Interest wholly repayable within five year:   |                    |             |                  |             |
| Trust receipt loan interest   | 268,287            | 136,411     | 374,464          | 288,396     |
| Overdraft interest  | 192                | 139         | 2,319            | 1,245       |
| Auction interest  | 378,707            | 717,688     | 388,624          | 717,688     |
| Auction finance interest  | 173,881            | 461,178     | 273,173          | 622,433     |
|   |                    |             |                  |             |
|   | 821,067            | 1,315,416   | 1,038,580        | 1,629,762   |

## 7. Income tax expenses

|                             | Three months ended<br>30 September |             | Six montl<br>30 Sept |             |
|-----------------------------|------------------------------------|-------------|----------------------|-------------|
|                             | 2012                               | 2011        | 2012                 | 2011        |
|                             | HK\$                               | HK\$        | HK\$                 | HK\$        |
|                             | (unaudited)                        | (unaudited) | (unaudited)          | (unaudited) |
| The charge comprises:       |                                    |             |                      |             |
| Hong Kong Profits Tax       | 1,726,311                          | 166,892     | 2,893,001            | 1,440,492   |
| Deferred taxation (Note 16) | 5,861                              | (691)       | 5,143                | (1,382)     |
|                             |                                    | 1111        |                      |             |
|                             | 1,732,172                          | 166,201     | 2,898,144            | 1,439,110   |

(i) Hong Kong Profits Tax is calculated at 16.5% of the estimated assessable profit for the both periods.

(ii) Pursuant to the rules and regulations of the Cayman Islands and BVI, the Group is not subject to any income tax in the Cayman Islands and BVI.

## 8. Profit for the period

|   | Three months ended |             | Six month   | ns ended    |
|---|--------------------|-------------|-------------|-------------|
|   | 30 Sep             | tember      | 30 Sept     | ember       |
|   | 2012               | 2011        | 2012        | 2011        |
|   | HK\$               | HK\$        | HK\$        | HK\$        |
|   | (unaudited)        | (unaudited) | (unaudited) | (unaudited) |
| Profit for the period has been                      |                    |             |             |             |
| arrived at after charging:                          |                    |             |             |             |
|   |                    |             |             |             |
| Cost of inventories recognized                      |                    |             |             |             |
| as expenses   | 36,993,625         | 25,719,993  | 160,085,203 | 88,046,570  |
| Staff costs (including directors'                   |                    |             |             |             |
| remuneration)                                       |                    |             |             |             |
| <ul> <li>Salaries and allowances</li> </ul>         | 730,190            | 522,900     | 1,321,880   | 1,045,800   |
| <ul> <li>Defined contribution retirement</li> </ul> |                    |             |             |             |
| benefit scheme contributions                        | 22,722             | 17,895      | 43,936      | 35,790      |
| Depreciation  | 6,385              | 5,010       | 11,395      | 10,020      |
| Equity-settled share-based payments                 | 1,140,477          | _           | 1,140,477   | _           |
| Exchange loss, net                                  | _                  | 51,938      | _           | 15,273      |
| Operating lease payments                            | 89,218             | 93,419      | 177,402     | 186,837     |

## 9. Dividends

No dividends were paid, declared or proposed during the interim period. The Directors do not recommend the payment of an interim dividend for the six months ended 30 September 2012 (six months ended 30 September 2011: Nil).

#### **10. Earnings per share**

The calculation of the basic earnings per share for the six months ended 30 September 2012 and 2011 is based on the profit and total comprehensive income attributable to the equity holders of the Company and the weighted average number of ordinary shares in issue during the six months ended 30 September 2012 and 2011 on the assumption that 720,000,000 shares of HK\$0.01 each, representing the number of shares of the Company immediately after the Reorganisation as disclosed in Appendix V to the Prospectus but excluding any shares to be issued pursuant to the placing had been effective on 1 April 2011.

The dilutive earnings per share is equal to the basic earnings per share as there were no dilutive potential ordinary shares outstanding during the six months ended 30 September 2012 and 2011.

#### **11.Movements in plant and equipment**

During the six months ended 30 September 2012, the Group spent HK\$41,251 (six months ended 30 September 2011: Nil) on acquisition of plant and equipment.

## **12.Trade and other receivables**

|                                | 30 September | 31 March   |
|--------------------------------|--------------|------------|
|                                | 2012         | 2012       |
|                                | HK\$         | HK\$       |
|                                | (unaudited)  | (audited)  |
|                                |              |            |
| Trade receivables              | 87,121,271   | 56,695,858 |
| Prepayments                    | 132,620      | 314,377    |
| Trade deposit                  | 25,010,685   | -          |
| Deposits and other receivables | 228,500      | 90,456     |
|                                |              |            |
|                                | 112,493,076  | 57,100,691 |

The Group offered to its trade customers credit periods ranging from 15 to 120 days. The Group did not hold any collateral over the trade receivable balances. The following is an aged analysis of trade receivables presented based on invoice date at the end of the reporting period.

## **12.Trade and other receivables** (Continued)

|               | 30 September | 31 March   |
|---------------|--------------|------------|
|               | 2012         | 2012       |
|               | HK\$         | HK\$       |
|               | (unaudited)  | (audited)  |
|               |              |            |
| 0 — 60 days   | 37,616,576   | 46,813,517 |
| 61 — 90 days  | 35,462,135   | 6,504,981  |
| 91 — 120 days | 11,255,473   | 3,377,360  |
| Over 120 days | 2,787,087    |            |
|               |              |            |
|               | 87,121,271   | 56,695,858 |

## **13.Trade and other payables**

The following is an aged analysis of the Group's trade payables presented based on the invoice date at the end of the reporting period:

|  | 30 September<br>2012<br>HK\$<br>(unaudited) | 31 March<br>2012<br>HK\$<br>(audited) |
|--|---|---------------------------------------|
| 0 — 60 days<br>61 — 90 days<br>91 — 120 days                       | 15,743,554<br>                              | 3,259,249<br><br>10,046,430           |
| Trade payables<br>Customer deposits<br>Other payables and accruals | 15,743,554<br>78,000<br>1,348,709           | 13,305,679<br>—<br>285,766            |
|  | 17,170,263                                  | 13,591,445                            |

## 14.Bank borrowing

|                    | 30 September | 31 March   |
|--------------------|--------------|------------|
|                    | 2012         | 2012       |
|                    | HK\$         | HK\$       |
|                    | (unaudited)  | (audited)  |
| Trust receipt loan | 50,347,549   | 17,277,113 |

## **15.Share capital**

|  |       | Number of<br>shares | Nominal value of<br>ordinary shares |
|--|-------|---------------------|-------------------------------------|
|  | Notes |                     | HK\$                                |
| Ordinary shares of HK\$0.01 each       |       |                     |                                     |
| Authorised:                            |       |                     |                                     |
| Upon incorporation                     | (a)   | 38,000,000          | 380,000                             |
| Increase in authorised share capital   | (b)   | 2,462,000,000       | 24,620,000                          |
| At 30 September 2012                   |       | 2,500,000,000       | 25,000,000                          |
| Issued and fully paid:                 |       |                     |                                     |
| Upon incorporation                     | (a)   | 1                   | 0.1                                 |
| Issue of shares upon Reorganisation    | (C)   | 71,999,999          | 7,199,999.9                         |
| Subdivided into 10 shares of par value |       |                     |                                     |
| of HK\$0.01 each                       | (d)   | 648,000,000         | -                                   |
| Issue of shares upon listing           | (e)   | 240,000,000         | 2,400,000                           |
| At 30 September 2012                   |       | 960,000,000         | 9,600,000                           |

- (a) At as the date of incorporation of the Company, its authorised share capital was HK\$380,000 divided into 3,800,000 shares of HK\$0.1 each, one of which was issued to Codan Trust Company (Cayman) Limited nil-paid on 31 March 2011 and such a share was transferred to Trader Global Investments Limited on the same day.
- (b) Pursuant to written resolutions of the sole shareholder of the Company passed on 1 August 2012, the authorised share capital of the Company was increased from HK\$380,000 to HK\$25,000,000 by the creation of an additional 246,200,000 shares of HK\$0.10 each, such new shares to rank pari passu with the then existing shares in all respects.
- (c) Pursuant to written resolutions of the directors of the Company passed on 1 August 2012, it was resolved that in exchange of and as consideration for the acquisition of the entire issued share capital of 2 shares of US\$1.00 each in the capital of Trade Region Limited from Mr. Wong, the Company (i) credited as fully paid at par the 1 nil-paid Share of HK\$0.10 each held by Trader Global Investments Limited and (ii) allotted and issued 71,999,999 Shares of HK\$0.10 each, all credited as fully paid, to Trader Global Investments Limited.
- (d) On 1 August 2012, each of the then issued and unissued shares of par value of HK\$0.10 each in the share capital of the Company was subdivided into 10 Shares of par value of HK\$0.01 each. Upon the share subdivision becoming effective, the authorised share capital of the Company became HK\$25,000,000 divided into 2,500,000,000 Shares, of which 720,000,000 were in issue and fully paid. All the shares upon the share subdivision becoming effective rank pari passu in all respects with each other and the share subdivision did not result in any change in the relevant rights of the shareholders.
- (e) On 24 August 2012, the Company issued 240,000,000 new ordinary shares of HK\$0.01 each pursuant to the placing at a price of HK\$0.26 each upon the listing of the shares of the Company on the GEM of the Stock Exchange.

## **16.Deferred taxation**

The following are the major deferred tax liabilities recognised and movements thereon during the current and preceding interim periods:

|  | Accelerated tax<br>depreciation<br>HK\$ |
|--|---|
| At 1 April 2011 (audited)                                  | 7,208                                   |
| Credited to the unaudited condensed consolidated statement |   |
| of comprehensive income                                    | (1,382)                                 |
| At 30 September 2011 (unaudited)                           | 5,826                                   |
| At 1 April 2012 (audited)                                  | 4,444                                   |
| Charged to the unaudited condensed consolidated statement  |   |
| of comprehensive income                                    | 5,143                                   |
| At 30 September 2012 (unaudited)                           | 9,587                                   |

## Management discussion and analysis Financial review

#### Turnover

The Group's turnover for the six months ended 30 September 2012 was approximately HK\$153.8 million, representing a significant increase of approximately 39.9% from approximately HK\$110.0 million of the corresponding period in 2011. The increase in the turnover was mainly attributable to the strong demand of fur skins in PRC and Russia and hence increases sales volume of fur skins.

#### Cost of fur skins sold

The cost of fur skins sold amounted to approximately HK\$130.8 million for the six months ended 30 September 2012, representing an increase of approximately 39.2% from approximately HK\$94.0 million of the corresponding period in 2011. The increase in the cost of fur skins sold was mainly attributable to the increase in sales of fur skins for the six months ended 30 September 2012 as compared with the six months ended 30 September 2011.

#### Gross profit and gross profit margin

The gross profit of the Group were approximately HK\$23.0 million and HK\$16.0 million for the six months ended 30 September 2012 and 2011 respectively, representing an increase of approximately 43.8%. Moreover, the gross profit margin of the Group slightly increased from approximately 14.5% for the six months ended 30 September 2011 to approximately 14.9% for the six months ended 30 September 2012. The increase in gross profit was primarily due to the expansion of the Group's business scale and increase in sales volume with a stable gross profit margin. The Group has conducted less resale in auction houses for the six months ended 30 September 2012 due to the relatively stable market price of fur skins and keen demand from the PRC and Russia customers. The gross profit margin attained from the resale of fur skins through auction houses is usually lower than that which can be attained from the sale of fur skins to other customers.

#### **Administrative expenses**

The administrative expenses of the Group increased by 57.9% from approximately HK\$5.8 million for the six months ended 30 September 2011 to approximately HK\$9.2 million for the six months ended 30 September 2012. The increase in the administrative expenses was primarily due to the increase in equity-settled share based payment and professional fee paid relating to the listing, both of which were caused by the listing of the shares of the Company on the GEM of the Stock Exchange on 24 August 2012 and the granting of the Pre-IPO share options to the executive directors, consultant and employees on 1 August 2012.

#### **Finance costs**

The finance costs of the Group decreased by approximately 36.3% from approximately HK\$1.6 million for the six months ended 30 September 2011 to approximately HK\$1.0 million for the six months ended 30 September 2012. The decrease in the finance costs was primarily due to the decrease in auction interest and auction finance interest. Following the listing of the Company's shares in August 2012, the Group obtained new banking facilities up to HK\$50 million; therefore, the Group did not need to rely on the auction finance at a relatively high interest rate. Auction interest paid to auction houses is the interest for the overdue payment after the 21-day interest free credit period. As the Group tended to shorten the period between purchases and sales of fur skins and shorten the settlement of payables to auction houses, the auction interest paid by the Group during the period dropped by 45.9% compared to the corresponding period in 2011.

#### Liquidity, financial resources and capital structure

The Group's funding and treasury activities are managed and controlled by the senior management. Historically, the Group met its liquidity and capital requirements principally through cash inflow from operating activities, auction loans and bank borrowing. Following the listing of the Company's shares August 2012, the Group met its liquidity and capital requirements by the net proceeds from placing, internal resources and bank borrowing.

The Group maintained bank balances and cash of approximately HK\$16.8 million as at 30 September 2012 (as at 31 March 2012: approximately HK\$9.2 million). The net assets of the Group as at 30 September 2012 were approximately HK\$90.5 million (as at 31 March 2012: approximately HK\$28.7 million)

As at 30 September 2012, the Group had bank borrowing in the form of trust receipt loan, of approximately HK\$50.3 million and auction loans of approximately HK\$5.7 million to finance its purchases of fur skins. The Group has obtained the banking facilities of up to HK\$50 million with a corporate guarantee provided by the Company and restriction on the gearing ratio and the net tangible assets of the Group. The net external gearing ratio representing the ratio of total interest bearing borrowings to the net assets of the Group was approximately 62% as at 30 September 2012 (31 March 2012: approximately 126%).

The Directors consider that the Group can meet the conditions of the banking facilities for the six months ended 30 September 2012 and in the future.

#### **Pledge of assets**

As at 30 September 2012, the Group did not pledge any of its assets for bank borrowing (31 March 2012: Nil).

#### **Capital commitments**

As at 30 September 2012, the Group did not have any significant capital commitments (31 March 2012: Nil).

#### **Contingent liabilities**

As at 30 September 2012, the Group did not have any material contingent liabilities (31 March 2012: Nil).

#### **Material Acquisitions or Disposals and Significant Investments**

The Group did not make any material acquisition or disposal of subsidiaries or significant investments during the six months ended 30 September 2012.

## Future Plans For Material Investments or Capital Assets and Expected Sources Of Funding

Save as disclosed under "Comparison of Future Plans and Prospects with Actual Business Progress" in this report, the Group did not have any specific plan for material investment or capital assets as at 30 September 2012.

#### **Employee Information**

As at 30 September 2012, the Group had a total of 11 staff including Directors (31 March 2012: 8). Staff costs including Director's remuneration amounted to approximately HK\$1.3 million for the six months ended 30 September 2012 (six months ended 30 September 2011: approximately HK\$0.7 million). Remuneration is determined based on the individual's qualification experience, position, job responsibility and market conditions. Salary adjustments and staff promotion are based on evaluation of staff performance by way of annual review, and discretionary bonuses would be paid to staff with reference to the financial performance of the Group of the preceding financial year. Other benefits include contributions to statutory mandatory provident fund scheme to its employees in Hong Kong, Pre-IPO Share Options and options that may be granted under the Share Option Scheme.

## Risk Management Credit Risk

Credit risk exposure represents trade receivables from customers which principally arise from our business activities. The Group has a credit policy in place and the credit risk is monitored on an on-going basis.

In order to minimize the credit risk, management of the Group reviews the recoverable amount of trade debt owned by each individual at each reporting date to ensure that adequate impairment losses are made for irrecoverable amounts. In this regard, the Board of Directors consider that the Group's credit risk is significantly controlled.

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The default risk of the industry and country in which customers operate also has an influence on credit risk but to a lesser extent. At the end of reporting period, the Group has a certain concentration of credit risk as 25.6% (As at 31 March 2012: 32.0%) and 80.2% (As at 31 March 2012: 91.2%) of the total trade and other receivables was due from the Group's largest customer and the five largest customers respectively.

#### **Liquidity risk**

The Group monitors its current and expected liquidity requirements regularly and ensuring sufficient liquid cash and adequate committed lines of funding from reputable financial institutions are available to meet the Group's liquidity requirements in the short and long term.

#### **Foreign currency risk**

The Group carries out its business in Hong Kong and worldwide and most of the transactions are denominated in United States dollars ("US\$"). The sales and purchases transactions of the Group are exposed to the foreign currency risk.

To mitigate the impact of exchange rate fluctuations, the Group continually assesses and monitors the exposure of foreign currency risk. During the record period, the management of the Group did not consider it necessary to use foreign currency hedging policy as the Group's and liabilities denominated in currencies other than the functional currency of the entity to which they related are short term foreign currency cash flows. As the HK\$ is pegged to the US\$, the Group considers the risk of movements in exchange rates between the HK\$ and the US\$ to be insignificant.

#### Comparison of future plans and prospects with actual business progress

An analysis comparing the future plans and prospects as contained in the prospectus of the Company dated 15 August 2012 ("Prospectus") with the Group's actual business progress for the period from 6 August 2012, being the latest practicable date as defined in the Prospectus, to 30 September 2012 (the "Relevant Period") is set out below:

|  | Future plans and prospects  | Actual business progress<br>during the Relevant Period                                     |
|--|---|--|
| Enhance ability to purchase<br>more fur skins from<br>the Kophenhagen Fur ("KF")<br>and Saga Furs Oyj ("Saga")<br>Auction houses | The Group will deploy more<br>resources in sourcing fur skins<br>in KF and Saga | The Group sourced more fur skins at favourable price in KF auction house in September 2012 |

The net proceeds from the Placing were approximately HK\$47.4 million, which was approximately HK\$7.3 million higher than what was anticipated in the prospectus due to the final placing price of HK\$0.26 per share was the highest placing price and was net of the actual expenses related to the listing which was approximately HK\$2.5 million over estimated in disbursements and financial printing costs. Accordingly, the Group adjusts the use of proceeds in the same manner and proportion as shown in the Prospectus.

The net proceeds from the Placing from the date of listing (i.e. 24 August 2012) to 30 September 2012 had been applied as follows:

|  | Adjusted use of<br>proceeds in the same<br>manner and proportion            |   |
|--|---|---|
|  | as shown in the<br>Prospectus during the<br>Relevant Period<br>HK\$ million | Actual use of<br>proceeds during the<br>Relevant Period<br>HK\$ million |
| Enhance ability to purchase more fur skins from the KF | 14.7  | 14.6  |

The Board will constantly evaluate the Group's business objective and will change or modify plans against the changing market conditions to ascertain the business growth of the Group.

#### **Share options schemes**

The Company has two share option schemes namely, the pre-IPO share option scheme (the "Pre-IPO Share Option Scheme") and the share option scheme (the "Share Option Scheme") which were adopted on 1 August 2012.

#### **Pre-IPO Share Option Scheme**

The Company adopted the Pre-IPO Share Option Scheme on 1 August 2012 under which the Company has conditionally granted options to certain Directors, consultant and employees of the Group to purchase shares of the Company with an exercise price HK\$0.208, HK\$0.26 and HK\$0.26 respectively.

The total number of shares in respect of which share options were granted under the Pre-IPO Share Option Scheme was 80,640,000 Shares which represented approximately 8.4% of the issued share capital of the Company as at 30 September 2012.

| Grantees                            | Relationship with the Group | Date of Grant | Exercise<br>Price<br>per Share | Number of<br>Underlying<br>Shares | Approximate<br>percentage of<br>shareholding |
|-------------------------------------|-----------------------------|---------------|--------------------------------|-----------------------------------|--|
| Mr. WONG, Chun Chau                 | Executive Director          | 1 Aug 2012    | HK\$0.208                      | 36,480,000                        | 3.8%   |
| Ms. KWOK, Yin Ning                  | Executive Director          | 1 Aug 2012    | HK\$0.208                      | 24,000,000                        | 2.5%   |
| C.L. Management<br>Services Limited | Consultant                  | 1 Aug 2012    | HK\$0.26                       | 14,400,000                        | 1.5%   |
| Employees                           | Employee                    | 1 Aug 2012    | HK\$0.26                       | 5,760,000                         | 0.6%   |

80,640,000 8.4%

#### **Share Option Scheme**

The Company adopted the Share Option Scheme on 1 August 2012, which was approved by the shareholders' written resolutions, is valid and effective for a period of 10 years. It is a share incentive scheme and is established to recognize and motivate the contribution of the eligible participants and to provide them with a direct economic interest in attaining the long term business objectives of the Company. Pursuant to the Share Option Scheme, the Board may, at its discretion, offer to grant an option to any Director, employee and any advisor or consultant who has contributed or is expected to contribute to the Group.

The total number of shares in respect of which share options may be granted under the Share Option Scheme must not exceed 10% of the total number of issued shares of the Company as at 30 September 2012.

The total number of shares issued and which may fall to be issued upon exercise of the options granted under the Share Option Scheme to eligible participants in any 12-month period up to and including the date of grant shall not exceed 1% of the shares in issue as the date of grant. Any further grant of options in excess of this 1% limit shall be subject to the approval of shareholders in a general meeting.

From 30 September 2012 and up to the date of approval of these financial statements, no share options have been granted under the Share Option Scheme.

## Directors' and chief executives' interests and short positions in the shares, underlying shares and debentures

As at 30 September 2012, save for the interest of the Directors in shares of the Company ("Shares") and share options as set out below, neither of the Directors nor the Chief Executive of the Company had interests or short positions in the shares of the Company, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571, Laws of Hong Kong) ("SFO") which (i) are 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 and short positions which they are taken or deemed to have under such provisions of the SFO); or (ii) were recorded in the register required to be kept under Section 352 of the SFO, or (iii) have to be notified to the Company and the Stock Exchange pursuant to the required standards of dealing by directors as referred to in Rule 5.46 of the GEM Listing Rules.

#### Long position in Shares

|                            |                                    |                | Approximate<br>Percentage of<br>Shareholding in |
|----------------------------|------------------------------------|----------------|---|
| Name                       | Nature of Interest                 | Name of Shares | the Company                                     |
| Mr. WONG, Chun Chau (Note) | Interest of controlled corporation | 720,000,000    | 75%   |

Note: Under the SFO, Mr. Wong is deemed to be interested in 720,000,000 Shares which are held by Trader Global Investments Limited, a company wholly owned by Mr. Wong.

| Name                          | Nature of Interest | Share Options | Approximate<br>Percentage of<br>Shareholding in<br>the Company | Approximate<br>Percentage of<br>Shareholding in<br>the Company<br>assuming all<br>the options<br>granted under<br>the Pre-IPO<br>Share Option<br>Scheme were<br>exercised |
|-------------------------------|--------------------|---------------|--|---|
|                               |                    |               |  |   |
| Mr. WONG, Chun Chau<br>(Note) | Beneficial owner   | 36,480,000    | 3.8%   | 3.5%  |
| Ms. KWOK, Yin Ning            | Beneficial owner   | 24,000,000    | 2.5%   | 2.3%  |

#### Long position in underlying Shares or equity derivatives of the Company

Note: Under the SFO, Mr. Wong is deemed to be interested in 720,000,000 Shares which are held by Trader Global Investments Limited, a company wholly owned by Mr. Wong.

Save as disclosed above, none of the Directors or the Chief Executives of the Company had any interest or short positions in any shares, underlying shares or debentures of the Company or any of its associated corporations as at 30 September 2012.

# Substantial shareholders' and other persons' interests and short positions in shares and underlying shares

As at 30 September 2012, according to the register of interests kept by the Company under Section 336 of the SFO, the following parties (in addition to those disclosed above in respect of the Directors and Chief Executives of the Company) had interests or short positions in the shares or underlying shares of the Company which were required to be recorded in the register and/or were directly or indirectly interested in 5% or more of the issued share capital carrying rights to vote in all circumstances at general meetings of any other members of the Group:

#### Long position in shares of the Company

| Name  | Nature of Interest | Name of Shares | Approximate<br>Percentage of<br>Shareholding in<br>the Company |
|---|--------------------|----------------|--|
| Trader Global Investments<br>Limited (Note 1) | Beneficial owner   | 720,000,000    | 75.00%   |
| Carafe Investment Company<br>Limited (Note 2) | Beneficial owner   | 51,000,000     | 5.31%  |

Note 1: The entire issued share capital of Trader Global Investments Limited is owned by Mr. Wong

Note 2: The entire issued share capital of Carafe Investment Company Limited is owned by Mr. Merzbacher Werner

Save as disclosed above, as at 30 September 2012, the Directors are not aware of any other persons who had interests or short positions in the shares or underlying shares of the Company which were interested in 5% or more of the issued share capital carrying rights to vote in all circumstances at general meetings of any other member of the Group or any persons (not being a Director) have interests or short positions in the shares or underlying shares of the Company which would full to be disclosed to the Company under the provisions in Divisions 2 and 3 of Part XV of the SFO.

#### Purchase, sale or redemption of listed securities

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the six months ended 30 September 2012.

#### **Corporate governance**

The Board is of the view that the Company has met the code provisions set out in the Corporate Governance Code and Corporate Governance Report contained in Appendix 15 to the GEM Listing Rules from the date of listing (i.e. 24 August 2012) up to and including 30 September 2012.

#### Securities transactions by directors

The Company has adopted a code of conduct regarding securities transactions by Directors on terms no less exacting than the required standard of dealings. The Company has also made specific enquiry of all Directors and the Company was not aware of any non-compliance with the required standard of dealings and its code of conduct regarding securities transactions by Directors during the six months ended 30 September 2012.

#### **Competing interests**

None of the Directors, controlling shareholders of the Company and their respective associates (as defined in the GEM Listing Rules) had any interests in any business which compete or may compete with the business of the Group or had or might have any other conflicts of interest with the Group as at 30 September 2012.

#### **Interest of compliance adviser**

As notified by VC Capital Limited ("VC Capital"), the Company's compliance adviser, neither VC Capital nor any of its directors or employees or associates had any interest in the share capital of the Company or any member of the Group (including options or rights to subscribe for such securities) as at 30 September 2012.

#### **Audit committee**

The Company has established an audit committee (the "Audit Committee") with written terms of reference in compliance with the GEM Listing Rules for the purpose of reviewing and providing supervision over the Group's financial reporting process, internal control system and the Group's financial statements. The Audit Committee comprises a total of three members, namely, Mr. Ang Wing Fung, Mr. Tang Tat Chi and Mr. Jean-pierre Philippe, all of whom are independent non-executive Directors. The Group's unaudited consolidated results for the six months ended 30 September 2012 have been reviewed by the Audit Committee. The Audit Committee is of opinion that the preparation of such financial information complied with the applicable accounting standards, the requirements under the GEM Listing Rules and any other applicable legal requirements, and that adequate disclosures have been made.

By Order of the Board UKF (Holdings) Limited Wong Chun Chau Chairman

Hong Kong, 30 October 2012

As at the date of this report, the Directors are as follows:

Executive Directors: Wong Chun Chau (Chairman) Kwok Yin Ning

Independent Non-executive Directors: Ang Wing Fung Tang Tat Chi Jean-pierre Philippe