

INTERIM REPORT | 2019  
中期業績報告



## CHARACTERISTICS OF THE GEM OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “EXCHANGE”)

GEM has been positioned as a market designed to accommodate small and mid-sized companies to which a higher investment risk may be attached than other companies listed on the Main Board of the Exchange. Prospective investors should be aware of the potential risks of investing in such companies and should make the decision to invest only after due and careful consideration.

Given the companies listed on GEM are generally small and mid-sized companies, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board of the Exchange and no assurance is given that there will be a liquid market in the securities traded on GEM.

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*This report, for which the directors (the “Directors”) of Sau San Tong Holdings Limited (the “Company”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the GEM of the Exchange (the “GEM Listing Rules”) for the purpose of giving information with regard to the Company. The Directors of the Company, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief: (1) the information contained in this report is accurate and complete in all material respects and not misleading or deceptive; and (2) there are no other matters the omission of which would make any statement herein or in this report misleading.*

## RESULTS

The Board of Directors (the “Board”) of the Company announces the unaudited consolidated financial results of the Company and its subsidiaries (the “Group”) for the three months and six months ended 30 September 2019, together with the comparative figures of the corresponding period in 2018, as follows:

### CONSOLIDATED STATEMENT OF PROFIT OR LOSS (UNAUDITED)

	Notes	For the three months ended 30 September		For the six months ended 30 September	
		2019 HK\$'000	2018 HK\$'000	2019 HK\$'000	2018 HK\$'000
Turnover	2	<b>379,495</b>	538,875	<b>629,155</b>	1,324,848
Cost of sales		<b>(356,909)</b>	(513,705)	<b>(574,562)</b>	(1,280,326)
Gross profit		<b>22,586</b>	25,170	<b>54,593</b>	44,522
Other revenue		<b>12</b>	1,186	<b>277</b>	1,799
Selling and distribution costs		<b>(23,861)</b>	(23,820)	<b>(47,196)</b>	(51,868)
General and administrative expenses		<b>(15,572)</b>	(31,131)	<b>(30,276)</b>	(56,537)
(Loss) from operations		<b>(16,835)</b>	(28,595)	<b>(22,602)</b>	(62,084)
Finance costs		<b>—</b>	(750)	<b>—</b>	(1,909)
(Loss) before taxation	3	<b>(16,835)</b>	(29,345)	<b>(22,602)</b>	(63,993)
Income tax expense	4	<b>(1,719)</b>	(2,243)	<b>(2,416)</b>	(5,269)
(Loss) for the period		<b>(18,554)</b>	(31,588)	<b>(25,018)</b>	(69,262)
Attributable to:					
Owners of the Company		<b>(20,437)</b>	(33,876)	<b>(27,287)</b>	(75,059)
Non-controlling interests		<b>1,883</b>	2,288	<b>2,269</b>	5,797
(Loss) for the period		<b>(18,554)</b>	(31,588)	<b>(25,018)</b>	(69,262)
		<i>HK cents</i>	<i>HK cents</i>	<i>HK cents</i>	<i>HK cents</i>
(Loss) per share	5				
Basic		<b>(2.7)</b>	(5.0)	<b>(3.8)</b>	(11.0)
Diluted		<b>N/A</b>	(5.0)	<b>N/A</b>	(11.0)

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE (LOSS) (UNAUDITED)

	For the three months ended 30 September		For the six months ended 30 September	
	2019	2018	2019	2018
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
(Loss) for the period	<b>(18,554)</b>	(31,588)	<b>(25,018)</b>	(69,262)
<b>Other comprehensive income/(loss) for the period:</b>				
Items that may be reclassified subsequently to profit or loss:				
— Exchange differences on translation of financial statements of foreign operations, net of nil tax	<b>3,149</b>	(2,634)	<b>606</b>	(17,434)
<b>Total comprehensive (loss) for the period</b>	<b>(15,405)</b>	(34,222)	<b>(24,412)</b>	(86,696)
<b>Attributable to:</b>				
Owners of the Company	<b>(15,018)</b>	(36,375)	<b>(23,487)</b>	(87,487)
Non-controlling interests	<b>(387)</b>	2,153	<b>(925)</b>	791
	<b>(15,405)</b>	(34,222)	<b>(24,412)</b>	(86,696)

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		(Unaudited) 30 September 2019	(Audited) 31 March 2019
	<i>Note</i>	<i>HK\$'000</i>	<i>HK\$'000</i>
<b>Non-current assets</b>			
Property, plant and equipment	6	127,750	130,705
Investment property	7	20,000	—
Goodwill		25,886	25,886
		<b>173,636</b>	<b>156,591</b>
<b>Current assets</b>			
Inventories		12,595	16,240
Financial assets at fair value through profit or loss	8	86,101	113,758
Trade receivables	9	130,968	194,060
Prepayments, deposits and other receivables		123,191	104,913
Loans and interest receivable		108,068	90,189
Amounts due from related parties		—	2
Current tax recoverable		—	2,016
Pledged bank deposits		—	7,003
Cash and cash equivalents		374,527	391,743
		<b>835,450</b>	<b>919,924</b>
<b>Current liabilities</b>			
Trade payables	10	18,330	12,641
Other payables and accrued charges		105,180	151,596
Amounts due to related parties		—	402
Contract liabilities		20,734	20,090
Current tax payable		973	12,144
		<b>145,217</b>	<b>196,873</b>

	(Unaudited) 30 September 2019 HK\$'000	(Audited) 31 March 2019 HK\$'000
	<i>Note</i>	
<b>Net current assets</b>	<b>690,233</b>	723,051
<b>Total assets less current liabilities</b>	<b>863,869</b>	879,642
<b>Non-current liabilities</b>		
Deferred tax liabilities	3,888	3,888
	<b>3,888</b>	3,888
<b>NET ASSETS</b>	<b>859,981</b>	875,754
<b>CAPITAL AND RESERVES</b>		
Share capital	120,079	109,268
Reserves	737,394	751,692
Total equity attributable to owners of the Company	857,473	860,960
Non-controlling interests	2,508	14,794
<b>TOTAL EQUITY</b>	<b>859,981</b>	875,754

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED)

For the six months ended 30 September 2019

	Attributable to owners of the Company										
	Share capital	Share premium	Merger reserve	Exchange reserve	Share-based payment reserve	The PRC statutory surplus reserve	Other reserve	Accumulated losses/retained profits	Total	Non-controlling interests	Total equity
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>At 1 April 2019</b>	109,288	778,605	(3,637)	3,562	6,625	19,967	28,055	(61,465)	860,960	14,794	875,754
<b>Changes in equity for the period:</b>											
Issue of new shares	10,611	9,189	-	-	-	-	-	-	20,000	-	20,000
(Loss)/profit for the period	-	-	-	-	-	-	-	(27,267)	(27,267)	2,269	(25,016)
Other comprehensive income/ (loss)	-	-	-	3,800	-	-	-	-	3,800	(3,194)	606
Dividend paid to Non-controlling interests	-	-	-	-	-	-	-	-	-	(11,361)	(11,361)
<b>At 30 September 2019</b>	120,079	787,794	(3,637)	7,362	6,625	19,967	28,055	(108,772)	857,473	2,508	859,981
<b>At 1 April 2018</b>	109,288	778,605	(3,637)	11,761	2,222	16,685	28,055	17,173	960,152	30,672	991,024
<b>Changes in equity for the period:</b>											
Equity-settled share-based transaction	-	-	-	-	4,403	-	-	-	4,403	-	4,403
(Loss)/profit for the period	-	-	-	-	-	-	-	(75,069)	(75,069)	5,797	(69,262)
Other comprehensive (loss)	-	-	-	(12,428)	-	-	-	-	(12,428)	(5,006)	(17,434)
<b>At 30 September 2018</b>	109,288	778,605	(3,637)	(647)	6,625	16,685	28,055	(57,866)	877,068	31,663	908,731

## CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED)

	For the six months ended 30 September	
	2019	2018
	<i>HK\$'000</i>	<i>HK\$'000</i>
Net cash (used in) operating activities	<b>(4,442)</b>	(49,269)
Net cash generated from investing activities	<b>2,795</b>	25,794
Net cash (used in) financing activities	<b>(11,961)</b>	(54,385)
(Decrease) in cash and cash equivalents	<b>(13,608)</b>	(77,860)
Cash and cash equivalents at 1 April	<b>391,743</b>	496,482
Effect of foreign exchange rate changes	<b>(3,608)</b>	(7,234)
Cash and cash equivalents at 30 September	<b>374,527</b>	411,388
Analysis of balances of cash and cash equivalents:		
Cash and bank balances	<b>374,527</b>	411,388



Notes:

**1. Basis of preparation and significant accounting policies**

The results have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards, which collective term include all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards and Interpretations issued by the Hong Kong Institute of Certified Public Accountants, accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance and also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities on the GEM of the Stock Exchange. They have been prepared under historical cost basis, except that the investment property and the financial instruments classified as financial assets at fair value through profit or loss are stated at their fair values. The principal accounting policies used in the preparation of the results are consistent with those adopted in the preparation of the annual report of the Group for the year ended 31 March 2019.

**2. Turnover and segment information**

Turnover represents the invoiced value of goods supplied to customers, net of discounts, returns, value-added tax and other sales tax; service income from provision of beauty and slimming services, net of discounts; franchise fees income; net gains or losses on financial assets at fair value through profit or loss and interest income from provision of money lending service.

An analysis of the Group's turnover and operating results for the six months ended 30 September 2019 by business segments is as follows:

	For the six months ended 30 September 2019						
	Distribution sale of cosmetic and skin care products HK\$'000	Investment in securities HK\$'000	Provision of beauty and slimming services HK\$'000	Franchise operations HK\$'000	Sale of health, beauty and related products HK\$'000	Money lending service HK\$'000	Total HK\$'000
Reportable segment revenue	595,175	(19,165)	43,251	629	1,867	7,398	629,155
Reportable segment results	7,249	(22,683)	(1,801)	(212)	(74)	5,735	(11,786)
Unallocated corporate expenses							(11,093)
Unallocated corporate other revenue							277
Loss from operations							(22,602)
Finance costs							—
Loss before taxation							(22,602)
Income tax expense							(2,416)
Loss for the period							(25,018)

For the six months ended 30 September 2018

	Distribution sale of cosmetic and skin care products <i>HK\$'000</i>	Investment in securities <i>HK\$'000</i>	Provision of beauty and slimming services <i>HK\$'000</i>	Franchise operations <i>HK\$'000</i>	Sale of health, beauty and related products <i>HK\$'000</i>	Money lending service <i>HK\$'000</i>	Total <i>HK\$'000</i>
Reportable segment revenue	1,322,878	(51,066)	43,678	773	2,210	6,375	1,324,848
Reportable segment results	19,930	(53,827)	(22,152)	(261)	(88)	3,841	(52,557)
Unallocated corporate expenses							(11,326)
Unallocated corporate other revenue							1,799
(Loss) from operations							(62,084)
Finance costs							(1,909)
(Loss) before taxation							(63,993)
Income tax expense							(5,269)
(Loss) for the period							(69,262)

### 3. (Loss) before taxation

	For the six months ended 30 September	
	2019	2018
	HK\$'000	HK\$'000
<b>Crediting</b>		
Bank Interest income	72	62
Other Interest income	10	587
<b>Charging</b>		
Depreciation of property, plant and equipment	7,163	7,117
Operating lease rentals: minimum lease payments		
— property rentals	10,668	15,969
Interest on bank loans	—	1,909

### 4. Income tax expense

The Provision for Hong Kong Profits Tax is calculated at 16.5% of the estimated assessable profits for the six months ended 30 September 2019 and for the six months ended 30 September 2018. Taxation for overseas subsidiaries is charged at the appropriate current rates of taxation ruling in relevant countries.

Taxation in the consolidated statement of profit or loss (unaudited) represents:

	For the six months ended 30 September	
	2019	2018
	HK\$'000	HK\$'000
Hong Kong profits tax	85	17
PRC enterprise income tax	2,331	5,252
	2,416	5,269

## 5. (Loss) per share

	For the three months ended 30 September		For the six months ended 30 September	
	2019	2018	2019	2018
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>(Loss)</b>				
(Loss) attributable to owners of the Company, used in the basic (loss) per share and diluted (loss) per share calculation	<b>(20,437)</b>	(33,876)	<b>(27,287)</b>	(75,059)
<b>Shares</b>				
Weighted average number of ordinary shares in issue, used in the basic (loss) per share calculation	<b>747,555,829</b>	682,925,982	<b>715,417,490</b>	682,925,982
Dilution effect of share options	—	733,699	—	368,854
Weighted average number of ordinary shares in issue, used in the diluted (loss) per share calculation	<b>747,555,829</b>	683,659,681	<b>715,417,490</b>	683,294,836

The assumed exercise of the outstanding share options has anti-dilutive effect and has therefore been excluded from the calculation of the diluted loss per share for the three months and six months ended 30 September 2019.

## 6. Property, plant and equipment

	(Unaudited) 30 September 2019 HK\$'000	(Unaudited) 30 September 2018 HK\$'000
Opening net book amount	130,705	138,853
Additions	4,208	987
Depreciation	(7,163)	(7,117)
Closing net book amount	<u>127,750</u>	<u>132,723</u>

## 7. Investment property

During the six months ended 30 September 2019, the Company has issued 67,567,567 ordinary shares of the Company at HK\$0.296 per share as a consideration of HK\$20,000,000 to acquire an investment property through acquisition of a subsidiary.

## 8. Financial assets at fair value through profit or loss

	(Unaudited) 30 September 2019 HK\$'000	(Audited) 31 March 2019 HK\$'000
Listed equity securities at fair value in Hong Kong (Note a)	78,850	92,269
Unlisted convertible bonds in Hong Kong (Note b)	—	12,182
Unlisted equity fund outside Hong Kong	7,251	9,307
	<u>86,101</u>	<u>113,758</u>

**8. Financial assets at fair value through profit or loss (Continued)**  
**(a) Listed equity securities in Hong Kong**

As at 30 September 2019, the Group had financial assets at fair value through profit or loss representing equity securities listed in Hong Kong of approximately HK\$78,850,000 (31 March 2019: approximately HK\$92,269,000). Details of significant investments are as follows:

Stock code	Name of investee company	Principal activities	No. of shares held	Percentage of total share capital owned by the Group as at 30 September		Market value at 30 September	Group's net assets as a 30 September	Unrealised gain/(loss) on change in fair value for the six months ended 30 September	Dividend received for the six months ended 30 September	
				'000	%					Cost HK\$'000
8101	EJE (Hong Kong) Holdings Limited (formerly known as Jia Meng Holdings Limited)	Design, manufacture and sale of mattresses and soft bed products, property investment and securities investment	221,728	7.67%	17,738	31,929	3.71%	(4,434)	-	-
1082	Hong Kong Education (Int'l) Investments Ltd.	Provision of private educational services, investment in securities, property investments and money lending business	20,000	3.65%	20,318	15,800	1.84%	(3,200)	-	-
1920	Hands Form Holdings Limited	Provision of wet trades works and other related ancillary work	37,330	1.44%	7,329	6,421	0.75%	(908)	-	-
1587	Shineroad International Holdings Limited	Provision of food ingredients and food additives to food manufacturers	10,000	1.47%	6,771	4,950	0.58%	150	-	-
1725	Eternity Technology Holdings Ltd.	Research and development, manufacture and sales of printed circuit board assembled electronic product	3,645	1.22%	5,347	4,155	0.48%	(1,192)	-	-

8. Financial assets at fair value through profit or loss (Continued)  
 (a) Listed equity securities in Hong Kong (Continued)

Stock code	Name of investee company	Principal activities	No. of shares held	Percentage of total share capital owned by the Group as at 31 March		Cost	Market value at 31 March	Percentage to the Group's net assets as a 31 March	Unrealised gain/(loss) on change in fair value for the year ended 31 March		Dividend received for the year ended 31 March
				2019	2019				2019	2019	
			'000	%	HK\$'000	HK\$'000	%	HK\$'000	HK\$'000		
8101	EJE (Hong Kong) Holdings Limited (formerly known as Jia Meng Holdings Limited)	Design, manufacture and sale of mattress and soft bed products, property investment and securities investment	221,728	7.67%	17,738	36,363	3.38%	(43,350)	-	-	
1082	Hong Kong Education (Int'l) Investments Ltd.	Provision of private educational services, investment in securities, property investments and money lending business	20,000	3.65%	20,318	19,000	1.76%	7,200	-	-	
1087	InvesTech Holdings Limited	Design, development and provision of communication system, as well as the manufacture and sales of signal transmission and connectivity products.	32,500	2.31%	5,200	9,425	0.88%	4,225	818	-	
1587	Shineroad International Holdings Limited	Provision of food ingredients and food additives to food manufacturers.	10,000	1.47%	6,771	4,800	0.45%	(1,971)	(236)	-	
1591	Shun Wo Group Holdings Limited	Foundation business of construction of residential, industrial and commercial buildings	77,220	1.93%	13,441	6,563	0.61%	(6,878)	(2,507)	-	

The fair values of listed equity securities are determined based on the quoted market closing price available on the Main Board and GEM of the Stock Exchange at the end of the reporting period.

- (b) Balance represented an unsecured, three years maturity 2% coupon convertible bonds with a principal amount of HK\$12,000,000 issued by Deson Construction International Holdings Limited, a company listed on GEM of the Stock Exchange.



## 9. Trade receivables

At the end of the reporting period, the ageing analysis of trade receivables is as follows:

	(Unaudited) 30 September 2019 <i>HK\$'000</i>	(Audited) 31 March 2019 <i>HK\$'000</i>
Less than 1 month	124,346	184,423
1 to 2 months	5,629	7,342
More than 2 months but less than 4 months	119	999
More than 4 months but less than 12 months	874	1,296
	<b>130,968</b>	194,060

Trade receivables are usually due within 30 to 90 days from the date of billing.

## 10. Trade payables

As at the end of the reporting period, the ageing analysis of trade payables is as follows:

	(Unaudited) 30 September 2019 <i>HK\$'000</i>	(Audited) 31 March 2019 <i>HK\$'000</i>
Due within 1 month or on demand	18,330	12,641

## INTERIM DIVIDEND

The Board does not recommend the payment of an interim dividend for the six months ended 30 September 2019 (2018: Nil).

## MAJOR EVENTS

- (1) On 8 May 2019, the Board proposed to implement the share consolidation on the basis that every eight (8) issued and unissued shares of par value of HK\$0.02 each in the share capital of the Company be consolidated into one (1) consolidated share of par value of HK\$0.16 each. This proposed share consolidation was approved by the shareholders in the extraordinary general meeting held on 10 June 2019 and became effective on 11 June 2019.
- (2) On 5 July 2019, the Company completed the acquisition of 100% equity interest of Earth Limited at the consideration of HK\$20,000,000 through issuance of 67,567,567 new Shares of par value of HK\$0.16 each of the Company. Earth Limited is the sole legal and beneficial owner of a residential property in Hong Kong.

## MANAGEMENT DISCUSSION AND ANALYSIS

### Business Review

For the six months ended 30 September 2019 (the “Period Under Review”), the Group’s turnover amounted to approximately HK\$629,155,000, representing a decrease of 53% from approximately HK\$1,324,848,000 in the corresponding period in last year. This is mainly attributable to the decrease in the distribution sales of our Shanghai Dong Fang Ri Hua Sales Co. Ltd. (“Dong Fang”) to approximately HK\$595,175,000 during the Period Under Review (2018: approximately HK\$1,322,878,000), Dong Fang’s sales channel through certain online platform (JD.COM and TMALL.COM) were terminated which resulted in the decrease in revenue of Dongfang.

Despite of the challenging market conditions encountered during the Period Under Review, the turnover generated from all our beauty, slimming and spa centres in both Hong Kong and in the People's Republic of China (the "PRC") remained relatively stable in nearly same level and amounted to approximately HK\$43,251,000 (2018: approximately HK\$43,678,000), representing a slightly decrease of 1% as compared to that of the corresponding period in last year. During the Period Under Review, the franchise co-operation business contributed approximately HK\$629,000 turnover to the Group (2018: approximately HK\$773,000). During the Period Under Review, the revenue generated from money lending business increased by 16.0% to approximately HK\$7,398,000 (2018: approximately HK\$6,375,000).

During the Period Under Review, the stock market is very volatile, the net losses on financial assets amounted to approximately HK\$19,165,000 (2018: approximately HK\$51,066,000).

During the Period Under Review, the Group recorded an increase of approximately HK\$10,071,000 in gross profit and has a decrease in loss attributable to owners of the Company of approximately HK\$47,772,000 to approximately HK\$27,287,000 (2018: approximately HK\$75,059,000). The increase in gross profit and decrease in loss attributable to owners of the Company is mainly due to the decrease in the net losses on financial assets through profit or loss from approximately HK\$51,066,000 in the corresponding period in last year to net losses of approximately HK\$19,165,000 during the Period Under Review.

## OUTLOOK

### Beauty, Slimming and Spa Centres

During the Period Under Review, both Hong Kong economy and PRC economy faced difficulties, the threat of US-China trade war and the protests in Hong Kong, as well as other negative factors such as increasing costs of sales, rising salaries and inflating rentals, the beauty, slimming and spa business was unavoidably affected to some extent in the Period Under Review. Despite of the difficulties, the turnover generated from all our beauty, slimming and spa centres in both Hong Kong and PRC remained relatively stable and decreased slightly by 1% from approximately HK\$43,678,000 in the corresponding period in last year to approximately HK\$43,251,000 during the Period Under Review.

The Group has a long history in the operation of beauty, slimming and spa centres in Hong Kong and the PRC. With extensive experience in the industry and committed efforts for innovations, the Group has continuously introduced sophisticated services and products of the highest quality for its customers, winning the long-term favour of its customers for its beauty and slimming products and services while successfully establishing brand advantages and customer loyalty. To further fortify its leading position in the industry, the Group has introduced a number of new beauty, slimming and anti-ageing treatments and machineries from time to time.

As the first listed beauty and slimming company in Hong Kong, the Group has consistently uphold the principles of quality products, professional services and honest operation. Backed by the strengths of the brand, the Group has won numerous awards over the years and enjoys sound reputation in Hong Kong, Macau and the PRC. It was strongly trusted by its customers. With increasingly intensive market competition, some industry players have resorted to all possible means including dishonest sales methods to secure their market shares. Coupled with various beauty and slimming incidents during recent years and seriously weak and outdated government supervision, customer confidence has been impaired. This, however, has at the same time encouraged the customer demand for quality beauty and slimming services. Maintaining the strategy of winning with quality, the Group will continue to leverage on its professional and outstanding beauty and slimming technologies, bring its brand visibility to the full play, and operate with honest and honour, in order to win over the consumers' trust, secure a wider business coverage in the high-end market and thereby realise sustainable growth and return.

## **Distribution Business in the PRC**

Product distribution in the PRC is another core business of the Group and is carried out by the Group's subsidiary, Dong Fang. Dong Fang is one of the top three distributors of P&G in the greater China in terms of average sales in the PRC, and is the top distributor in the East China area. It is responsible for the overall distribution coverage in the Shanghai region and provides supply and sales services to its customers via various channels, including online platforms, electrical appliances merchants, department stores channel, local modernised retail malls, supermarkets, small-sized supermarkets, convenient stores, maternity stores and cosmetic stores headquartered or regionally headquartered in Shanghai. Products involved include OLAY skincare, Head & Shoulders, Vidal Sassoon, Pantene, Rejoice, Pampers, Crest, Safeguard, Whisper, Ariel, Oral-B and Gillette. Moreover, the Company is responsible for the SK-II business in East and West China areas, covering Shanghai city, Zhejiang Province, Jiangsu Province, Anhui Province, Henan Province, Shanxi Province, Sichuan Province and Chongqing city. In the Period Under Review, the revenue of the distribution business decreased to approximately HK\$595,175,000 (2018: approximately HK\$1,322,818,000).

## **Health, Beauty and Related Products**

The Group spares no efforts in keeping itself abreast of time and marching at the forefront of the market. Through heavily investing in the development and introduction of products embedding advanced technologies and safe ingredients to enrich its portfolio of health and beauty products, the Group targets to bring to its customers a wider array of sophisticated product choices. This will in turn further enhance the attraction of the brand name Sau San Tong and ensure the Group's leading market position.

Going forward, the Group will continue to launch different safe and effective products that meet the different needs of its customers, helping them to achieve beauty in a healthy way. We believe that the segment of distribution of health and beauty products will continue to make a stable contribution to the Group's results in the time ahead.

## Franchise Co-Operation Business in the PRC

Building on its successful business in Hong Kong and a strong brand visibility, the Group started venturing into the enormous market in the PRC back in early 2004 and effectively laid a solid foundation in the beauty and slimming industry in China ahead of its counterparts, reaping a sizeable market share. Envy of the outstanding achievement of “Sau San Tong”, competitors, imitators and even fakers began to spring up like mushroom on the PRC market where the entry barrier to the industry was relatively low. To tackle the situation, apart from establishing high-end flagship centres in China to help clearly identify ourselves, the Group specially combined the name of our founder, Dr. Cheung Yuk Shan, Shirley with its brand name to form the new brand of “張玉珊修身堂” to establish the uniqueness of the brand, using it to fully explore the PRC market while letting the market and consumer more easily distinguish the genuine “Sau San Tong” brand and its inherent quality and professional products and services, protecting the consumers’ rights. The existing number of franchise co-operation shops also put “張玉珊修身堂” on the top position in the beauty and slimming industry in China.

## Securities Investments Business

As a move to expand its diversified business, the Group has commenced the new segment of securities investments business in 2015 to put the idle funds of the Company into long and short-term investments in listed securities in Hong Kong and other recognised securities markets in the overseas as well as wealth management products purchased from banks and other financial institutions, with a view to generate additional income outside its retail business, to widen its revenue base and minimise the risks of the Group on the overall, in order to enhance the capital use of the Company as well as the interests of the Company and its shareholders on the overall. During the Period under Review, the Group has recorded net losses on financial assets at fair value though profit and loss of approximately HK\$19,165,000, as compared with net losses of approximately HK\$51,066,000 in the corresponding period in last year.

## Money Lending Business

In 2016, the Group has commenced new business of money lending in order to better utilise the idle funds to generate additional returns to the Company. The Group provided both secured and unsecured loans. During the Period Under Review, the Group recorded interest income of approximately HK\$7,398,000 from money leading business, representing an increase of 16.0% from approximately HK\$6,375,000 in the corresponding period in last year.

## CAPITAL RESOURCES AND LIQUIDITY

Cash and bank balances as at 30 September 2019 were approximately HK\$374,527,000 compared to approximately HK\$391,743,000 as at 31 March 2019. The Group did not have any bank loans as at 30 September 2019 and 31 March 2019. The net assets of the Group of approximately HK\$859,981,000 (31 March 2019: approximately HK\$875,754,000). As at 30 September 2019, the Group's liability was approximately HK\$149,105,000, compared to approximately HK\$200,761,000 as at 31 March 2019. It includes account payables and other payables approximately HK\$123,510,000 (31 March 2019: approximately HK\$164,237,000), mainly for the daily operations of our subsidiary — Dong Fang), contract liabilities approximately HK\$20,734,000 (31 March 2019: approximately HK\$20,090,000). The liquidity ratio of the Group represented by a ratio of current assets over current liabilities was 5.75:1 (31 March 2019: 4.67:1), reflecting the adequacy of financial resources.

## TREASURY POLICY

The Group adopts a prudent approach towards its treasury policies. The Group evaluates the financial condition of its customers regularly to mitigate the credit risk. The average outstanding days of the Group's accounts receivable was maintained at below 90 days. To manage the liquidity risk, the Group closely monitors its liquidity position to ensure the liquidity structure of the Group's assets, liabilities and commitments and to ensure the fulfillment of its funding requirements. The Group has no investments in derivatives or structured financial products.

## NET ASSETS

As at 30 September 2019, the Group's net assets amounted to approximately HK\$859,981,000 compared to approximately HK\$875,754,000 as at 31 March 2019. There are no charges on the Group's assets as at 30 September 2019.

## CONTINGENT LIABILITIES

As at 30 September 2019, there were no material contingent liabilities.

## EMPLOYEE INFORMATION

As at 30 September 2019, the Group had 342 employees (2018: 391 employees). During the Period Under Review, the Group's total staff costs amounted to approximately HK\$36,807,000 (2018: approximately HK\$47,707,000).

The Group's remuneration policies are formulated on the basis of the performance and experience of individual employee and are in line with practices of local market in which the Group operates. In addition to the salary, the Group also offers to its employees other fringe benefits including share option, mandatory provident fund and medical benefits.

## USE OF PROCEEDS

The Group completed the Rights Issue on 3 March 2017 resulting in net proceeds of approximately HK\$352,000,000. Details of the use of proceeds is as follows:

- approximately HK\$40,000,000 was used for the development of the Group's money lending business;
- approximately HK\$20,000,000 was used for repayment of the outstanding amount due to Dr. Cheung Yuk Shan, Shirley under the Convertible Note;
- approximately HK\$30,000,000 was used for the development of securities trading business;
- approximately HK\$16,000,000 was used for acquisition of a residential property in Hong Kong through acquisition of a subsidiary; and
- approximately HK\$7,000,000 was used for renovation of office and shops

The remaining proceeds of approximately HK\$239,000,000 was unutilised at the date of this report.



## DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SHARES

As at 30 September 2019, the interests or short positions of the Directors and the chief executive of the Company or their respective associates in shares and underlying shares (the "Shares") of the Company or its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")) which are required to be notified to the Company and the Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO, including interests and/or short positions which they are deemed or taken to have under such provisions of the SFO, or which will be required, pursuant to section 352 of the SFO or as otherwise notified to the Company and the Exchange pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules were as follows:

### Long position in underlying shares of the Company

#### Share Option Scheme

The interests in the underlying shares of the Company arise from share options granted to the Director and the chief executive of the Company under the Company's share option scheme, details of which are as follows:

Name of director/ chief executive	Date of grant	Exercisable period	Subscription price per share	Aggregate long position in underlying shares of the Company	Approximate percentage interest in the Company's issued share capital
Mr. Mui Wai Sum	10 March 2016	10 March 2016 – 9 March 2021	HK\$1.056	2,276,420	0.30%
	31 August 2018	31 August 2018 – 30 August 2023	HK\$0.304	4,552,750	0.61%
				<u>6,829,170</u>	0.91%
Ms. Kwan Fei Ying	10 March 2016	10 March 2016 – 9 March 2021	HK\$1.056	2,276,419	0.30%
	31 August 2018	31 August 2018 – 30 August 2023	HK\$0.304	4,552,750	0.61%
				<u>6,829,169</u>	0.91%
Mr. Chan Ka Kin	31 August 2018	31 August 2018 – 30 August 2023	HK\$0.304	6,829,250	0.91%
Mr. Takashi Togo	31 August 2018	31 August 2018 – 30 August 2023	HK\$0.304	6,829,250	0.91%

*Note:* The above interest constitutes a long position of the Directors and the chief executive in a physically settled equity derivative for the purpose of the SFO.

Save as disclosed above, as at 30 September 2019, none of the Directors or chief executive of the Company or their respective associates has any personal, family, corporate or other interests or short positions in the shares of the Company or its associated corporations (within the meaning of Part XV of SFO) as recorded in the register required to be kept under section 352 of the SFO or as otherwise notified to the Company and the Exchange pursuant to the minimum standard of dealings by Directors and the chief executive of the Company as referred to in Rules 5.46 to 5.67 of the GEM Listing Rules, are required to be notified to the Company and the Exchange.

## SHARE OPTION SCHEME

	Date of grant	Exercisable period	Subscription price per share HK\$	At 1 April 2019	Granted during the period	At 30 September 2019
Directors	10 March 2016	10 March 2016 – 9 March 2021	1.056	2,276,420	–	2,276,420
	31 August 2018	31 August 2018 – 30 August 2023	0.304	18,211,250	–	18,211,250
Chief Executive Officer	10 March 2016	10 March 2016 – 9 March 2021	1.056	2,276,419	–	2,276,419
	31 August 2018	31 August 2018 – 30 August 2023	0.304	4,552,750	–	4,552,750
Employee	31 August 2018	31 August 2018 – 30 August 2023	0.304	6,829,250	–	6,829,250
Other participant	31 August 2018	31 August 2018 – 30 August 2023	0.304	6,829,250	–	6,829,250
				40,975,339	–	40,975,339
Weighted average exercise price				HK\$0.387		HK\$0.387
Weighted average of remaining contractual life				4.14 years		3.64 years

*Note:* The numbers of options and the subscription price per share have been retrospectively adjusted for the Share Consolidation on 23 September 2016 and 11 June 2019.

## SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN SHARES

As at 30 September 2019, so far was known to any Directors or chief executive of the Company, the following interests of which would fall to be disclosed under Divisions 2 and 3 of Part XV of the SFO, or who were deemed to be directly or indirectly interested in 5% or more of the issued capital of the Company, or which were recorded in the register of interests required to be kept under Section 336 of the SFO or have notified to the Company were as follows:

### Long position in shares

Substantial shareholder	Capacity	Number of shareholding	
		Share	Percentage
Yau Chung Chung	Beneficial owner	80,550,000	10.73%
Ho Yuen May May	Beneficial owner	67,567,567	9.0%

Save as disclosed above, as at 30 September 2019, no person, other than the Directors of the Company and the chief executive of the Group whose interests are set out in the section "Directors' and Chief Executive's Interests and Short Position in Shares" above, had registered an interest or short position in the share capital, underlying shares and debentures of the Company that was required to be recorded pursuant to Section 336 of the SFO.

## DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Save as disclosed under the heading "Directors and Chief Executive's Interests and Short Positions in Shares" above, at no time during the Period under Review were rights to acquire benefits by means of the acquisition of shares in or debentures of the Company granted to any Director or their respective spouse or children under 18 years of age, or were any such rights exercised by them; or was the Company, its holding company, or any of its subsidiaries or fellow subsidiaries a party to any arrangement to enable the directors to acquire such rights in any other body corporate.

## COMPETING INTERESTS

None of the Directors or substantial shareholders of the Company or their respective associates (as defined in the GEM Listing Rules) has any interest in a business which compete or might compete with the business of the Group.

## CORPORATE GOVERNANCE PRACTICES

The Company has established a formal and transparent procedure to protect the interests of the shareholders of the Company. The Company applied the principles and complied with all the code provisions as set out in the Code on Corporate Governance Practices contained in Appendix 15 of the GEM Listing Rules throughout the Quarter, except that:

Code provision C.1.2 stipulates that the management shall provide all members of the board with monthly updates. Management considers that quarterly updates and periodic instant updates when developments arising out of the ordinary business instead of monthly updates are sufficient for the Board to discharge its duties. Besides, during the Period Under Review, the Executive Directors have provided, and will continue to provide, to all Independent Non-executive Directors updates on any material changes to the position and prospects of the Company, which are considered to be sufficient to provide general updates of the Company's performance, position and prospects to the Board and allow them to give a balanced and understandable assessment of the same to serve the purpose required by the code provision C.1.2.

Code provision A2 stipulates the role of the chairman of the Board. The Company does not have the chairman of the Board and hence does not comply with code provision A2.

## AUDIT COMMITTEE

The Group has established an audit committee with written terms of reference in compliance with the GEM Listing Rules. The audit committee comprises three Independent Non-Executive Directors, namely Ms. Chiu Kam Hing, Kathy, Mr. Lau Wai Leung, Alfred and Mr. Roberts, Daniel William. The audit committee has reviewed the unaudited financial results of the Group for the three months and six months ended 30 September 2019.

## CODE OF CONDUCT REGARDING SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules as the code of conduct regarding securities transactions by the Directors. Having made specific enquiry of all Directors, the Company confirmed that all Directors have complied with the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules.

## PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY

Neither the Company, nor any of its subsidiaries purchased, redeemed or sold any of the Company's listed securities during the six months ended 30 September 2019.

On behalf of the Board  
**Sau San Tong Holdings Limited**  
**Mui Wai Sum**  
*Executive Director*

Hong Kong, 14 November 2019

*As at the date of this report, the Board comprises Executive Directors namely Mr. Mui Wai Sum and Mr. Chan Ka Kin; Non-executive Director namely Mr. Takashi Togo; Independent Non-executive Directors namely Ms. Chiu Kam Hing, Kathy, Mr. Lau Wai Leung, Alfred, and Mr. Roberts, Daniel William.*



修身堂控股有限公司  
SAU SAN TONG HOLDINGS LIMITED

Room 2303, 23/F, China Insurance Group Building, 141 Des Voeux Road, Central, Hong Kong.  
香港中環德輔道中141號中保集團23樓03室