



2023

Interim Report 中期業績報告

WL

WINE'S LINK INTERNATIONAL HOLDINGS LIMITED

威揚酒業國際控股有限公司

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立之有限公司)

Stock Code | 股份代號：8509



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

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The board of Directors (the “Board”) hereby presents the unaudited condensed consolidated results of the Company and its subsidiaries (collectively, the “Group”) for the six months ended 30 September 2023 (the “Period”), together with the comparative unaudited figures for the corresponding period in 2022, as follows:

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE THREE MONTHS AND SIX MONTHS ENDED 30 SEPTEMBER 2023

| | <i>Notes</i> | Three months ended 30 September | | Six months ended 30 September | |
|-----------------------------------|--------------|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Revenue | 3 | 45,818 | 27,950 | 84,674 | 61,197 |
| Cost of sales | | (33,455) | (16,717) | (60,776) | (38,178) |
| Gross profit | | 12,363 | 11,233 | 23,898 | 23,019 |
| Other income | 4 | 16 | 105 | 30 | 373 |
| Other gains and losses, net | 4 | (347) | 133 | (225) | 289 |
| Selling and distribution expenses | | (3,581) | (3,136) | (5,902) | (6,950) |
| Administrative expenses | | (3,234) | (5,374) | (8,059) | (10,913) |
| Finance costs | 5 | (2,163) | (1,375) | (4,372) | (2,162) |
| Profit before taxation | 6 | 3,054 | 1,586 | 5,370 | 3,656 |
| Income tax expense | 7 | (1,008) | (720) | (1,660) | (1,317) |
| Profit for the period | | 2,046 | 866 | 3,710 | 2,339 |

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (CONTINUED)

FOR THE THREE MONTHS AND SIX MONTHS ENDED 30 SEPTEMBER 2023

| | Three months ended 30 September | | Six months ended 30 September | |
|--|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| | | | | |
| Profit (loss) for the period attributable to: | | | | |
| – Owners of the Company | 2,067 | 943 | 3,743 | 2,509 |
| – Non-controlling interests | (21) | (77) | (33) | (170) |
| | 2,046 | 866 | 3,710 | 2,399 |
| Other comprehensive income after tax: | | | | |
| <i>Item that may be reclassified to profit or loss:</i> | | | | |
| <i>Exchange differences on translation of foreign operations</i> | 2 | – | 13 | – |
| Other comprehensive income for the period, net of tax | 2 | – | 13 | – |
| Total comprehensive income for the period | 2,048 | 866 | 3,723 | 2,339 |
| Total comprehensive income (expense) for the period attributable to: | | | | |
| – Owners of the Company | 2,068 | 943 | 3,781 | 2,509 |
| – Non-controlling interests | (20) | (77) | (58) | (170) |
| | 2,048 | 866 | 3,723 | 2,339 |
| Earnings per share | | | | |
| – Basic and diluted (HK cent) | 0.52 | 0.24 | 0.94 | 0.63 |

Note

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CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 30 SEPTEMBER 2023

| | Notes | As at 30 September 2023 (Unaudited) HK\$'000 | As at 31 March 2023 (Audited) HK\$'000 |
|--|-------|--|--|
| Non-current assets | | | |
| Property and equipment | 10 | 148,837 | 129,073 |
| Right-of-use assets | | 2,454 | 3,763 |
| Deferred tax assets | | 1,061 | 1,140 |
| Deposits and prepayments | | 1,944 | 20,548 |
| | | 154,296 | 154,524 |
| Current assets | | | |
| Inventories | | 144,167 | 138,765 |
| Trade receivables | 11 | 47,111 | 44,804 |
| Other receivables, deposits and prepayments | | 77,245 | 87,063 |
| Amounts due from related companies | | 454 | 454 |
| Bank balances and cash | | 105 | 5,754 |
| | | 269,082 | 276,840 |
| Current liabilities | | | |
| Trade payables | 12 | 7,060 | 6,610 |
| Other payables and accrued charges | | 2,666 | 3,155 |
| Contract liabilities | | 11,363 | 10,276 |
| Tax payable | | 3,155 | 2,787 |
| Bank borrowings and bank overdrafts | | 129,226 | 140,881 |
| Lease liabilities | | 2,321 | 2,700 |
| Provisions | | 500 | 140 |
| | | 156,291 | 166,549 |
| Net current assets | | 112,791 | 110,291 |
| Total assets less current liabilities | | 267,087 | 264,815 |

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED)

AS AT 30 SEPTEMBER 2023

| | As at 30 September 2023 (Unaudited) HK\$'000 | As at 31 March 2023 (Audited) HK\$'000 |
|---|--|--|
| Non-current liabilities | | |
| Lease liabilities | 60 | 1,011 |
| Provisions | - | 500 |
| | 60 | 1,511 |
| Net assets | 267,027 | 263,304 |
| Capital and reserves | | |
| Share capital | 4,000 | 4,000 |
| Reserves | 264,377 | 260,596 |
| Equity attributable to owners of the Company | 268,377 | 264,596 |
| Non-controlling interests | (1,350) | (1,292) |
| Total equity | 267,027 | 263,304 |



CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

| | Attributable to owners of the Company | | | | | | Non-controlling interests | Total equity |
|---|---------------------------------------|---------------|------------------------------|---------------|---------------------|----------|---------------------------|--------------|
| | Share capital | Share premium | Exchange fluctuation reserve | Other reserve | Accumulated profits | Total | | |
| | HK\$'000 | HK\$'000 | HK\$'000 | HK\$'000 | HK\$'000 | HK\$'000 | HK\$'000 | HK\$'000 |
| At 31 March 2023 and 1 April 2023 (audited) | 4,000 | 76,298 | (20) | 27,458 | 156,860 | 264,596 | (1,292) | 263,304 |
| Profit (loss) for the period | - | - | - | - | 3,743 | 3,743 | (33) | 3,710 |
| Other comprehensive income (expense) for the period: | | | | | | | | |
| Exchange differences on translation of foreign operations | - | - | 38 | - | - | 38 | (25) | 13 |
| Total comprehensive income (expense) for the period | - | - | 38 | - | 3,743 | 3,781 | (58) | 3,723 |
| At 30 September 2023 (unaudited) | 4,000 | 76,298 | 18 | 27,458 | 160,603 | 268,377 | (1,350) | 267,027 |
| At 31 March 2022 and 1 April 2022 (audited) | 4,000 | 76,298 | - | 27,458 | 140,261 | 248,017 | (1,069) | 246,948 |
| Profit (loss) and total comprehensive income (expense) for the period | - | - | - | - | 2,509 | 2,509 | (170) | 2,339 |
| At 30 September 2022 (unaudited) | 4,000 | 76,298 | - | 27,458 | 142,770 | 250,526 | (1,239) | 249,287 |

Note:

Other reserve represents the balance of HK\$7,458,000 in relation to the shareholder's contribution in relation to derivative financial instruments entered between Mr. Ting Chi Wai Roy ("Mr. Roy Ting") and the Group during the year ended 31 March 2016 and the effect of reorganisation of HK\$20,000,000 during the year ended 31 March 2016.

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

| | For the six months ended | |
|--|---------------------------------|---------------------------------|
| | 30 September | |
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| OPERATING ACTIVITIES | | |
| Profit before income tax | 5,370 | 3,656 |
| Adjustments for: | | |
| Depreciation of property and equipment | 3,135 | 3,521 |
| Depreciation of right-of-use assets | 1,309 | 1,996 |
| (Gain) loss on disposals of property and equipment | (165) | 5 |
| Write-off of property and equipment | 195 | – |
| Finance costs | 4,372 | 2,162 |
| Bank interest income | (2) | (1) |
| Operating cash flows before movements in working capital | 14,214 | 11,339 |
| (Increase) decrease in inventories | (5,402) | 11,024 |
| (Increase) decrease in trade receivables | (2,307) | 1,533 |
| Decrease (increase) in other receivables, deposits and prepayments | 10,062 | (6,405) |
| Increase in amount due to shareholders | – | 200 |
| Increase in trade payables | 450 | 752 |
| Decrease in other payables and accrued charges | (489) | (173) |
| Increase (decrease) in contract liabilities | 1,087 | (3,440) |
| Decrease in provisions | (140) | – |
| Cash generated from operations | 17,475 | 14,830 |
| Income tax paid | (1,213) | (6,325) |
| NET CASH FROM OPERATING ACTIVITIES | 16,262 | 8,505 |



CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2023

| | For the six months ended 30 September | |
|---|--|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| INVESTING ACTIVITIES | | |
| Bank interest received | 2 | 1 |
| Purchase of property and equipment | (474) | (46) |
| Proceeds from disposal of property and equipment | 165 | 80 |
| Advances to related companies | - | (2) |
| NET CASH (USED IN) FROM INVESTING ACTIVITIES | (307) | 33 |
| FINANCING ACTIVITIES | | |
| New bank borrowings raised | 40,652 | 41,709 |
| Interest paid on bank borrowings and bank overdrafts | (4,278) | (2,062) |
| Interest paid on lease liabilities | (94) | (100) |
| Repayment of bank borrowings | (56,395) | (46,293) |
| Repayment of lease liabilities | (1,330) | (2,018) |
| NET CASH USED IN FINANCING ACTIVITIES | (21,445) | (8,764) |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (5,490) | (226) |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD | 2,791 | (89) |
| Effect of foreign exchange rate changes, net | 13 | (158) |
| CASH AND CASH EQUIVALENTS AT END OF THE PERIOD | (2,686) | (473) |
| Represented by: | | |
| bank balances and cash | 105 | 5,414 |
| bank overdrafts | (2,791) | (5,887) |
| | (2,686) | (473) |

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

FOR THE THREE MONTHS AND SIX MONTHS ENDED 30 SEPTEMBER 2023

1. GENERAL

The Company was incorporated in the Cayman Islands and registered as an exempted company with limited liability under the Companies Act, Chapter 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands on 22 September 2016 and the shares of the Company have been listed on GEM. The address of the Company's registered office is at PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands, and the principal place of business is in 26th Floor, AIA Financial Centre, 712 Prince Edward Road East, San Po Kong, Kowloon, Hong Kong.

Shirz Limited, a limited company incorporated in the British Virgin Islands which holds 70% equity interests in the Company, is one of the controlling shareholders of the Company and is wholly owned by Ms. Wong Chi Lou Shirley ("Ms. Shirley Wong").

The Company is an investment holding company. Wine's Link Limited ("Wine's Link"), being its major operating subsidiary is primarily engaged in the wholesale and retail of a wide spectrum of wine products and other alcoholic beverages in Hong Kong.

The unaudited condensed consolidated financial statements for the Period are presented in Hong Kong dollar ("HK\$") which is also the functional currency of the Company.

2. BASIS OF PREPARATION

The unaudited condensed consolidated financial information of Group has been prepared in accordance with Hong Kong Accounting Standard 34 *Interim Financial Reporting* issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") and the applicable disclosure requirements of the Rules Governing the Listing of Securities on the GEM (the "GEM Listing Rules") of the Stock Exchange of Hong Kong Limited (the "Stock Exchange").

The unaudited condensed consolidated financial information does not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual financial statements for the year ended 31 March 2023.

The unaudited condensed consolidated financial information of the Group has been prepared in accordance with the same accounting policies adopted in Group's annual financial statements for the year ended 31 March 2023, except for the adoption of all the new and revised Hong Kong Financial Reporting Standards ("HKFRSs") (which include all HKFRSs, Hong Kong Accounting Standards and Interpretations) that are relevant to its operations and effective for its accounting period beginning on 1 April 2023.

The new and revised HKFRSs had no impact on the condensed consolidated financial information of the Group.



The Group has not applied the new and revised HKFRSs that have been issued but are not yet effective for the Period.

This unaudited condensed consolidated financial information has not been audited or reviewed by the Company's external auditors, but has been reviewed by the Company's audit committee.

3. REVENUE AND SEGMENT INFORMATION

The Group's operations are mainly derived from sale and distribution of wine products, other alcoholic beverages and wine accessory products in Hong Kong. For the purposes of resources allocation and performance assessment, the chief operating decision maker (i.e. the chief executive of the Group) reviews the overall results and financial position of the Group as a whole prepared in accordance with accounting policies which conform to HKFRSs. Accordingly, the Group has only one single operating segment and no further analysis of this single segment is presented.

Disaggregation of revenue from contracts with customers was disclosed as follows:

Revenue from contracts with customers

| | Three months ended 30 September | | Six months ended 30 September | |
|---|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Sales of wine products | | | | |
| – Wine products | 45,037 | 3,707 | 83,399 | 34,908 |
| – Other alcoholic beverages | 714 | 23,914 | 1,175 | 25,930 |
| – Wine accessory products | 67 | 329 | 100 | 359 |
| | 45,818 | 27,950 | 84,674 | 61,197 |
| Geographical markets: | | | | |
| Hong Kong | 45,799 | 27,887 | 84,617 | 60,445 |
| The People's Republic of China (the "PRC") | 19 | 63 | 57 | 752 |
| Timing of revenue recognition: | | | | |
| A point in time | 45,818 | 27,950 | 84,674 | 61,197 |

Geographical information

No geographical segment information is presented as the Group's revenue are all derived most from Hong Kong and small part from the PRC based on the location of goods delivered and the Group's property and equipment are all located in Hong Kong by physical location of assets.

Information about major customers

Revenue from a customer of the Group which individually accounted for 10% or more of the Group's revenue for each reporting period is set out below:

| | Six months ended 30 September | |
|------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Customer 1 | 10,564 | N/A* |

* Less than 10% of the Group's revenue.

4. OTHER INCOME/OTHER GAINS AND LOSSES, NET

Other income

| | Three months ended 30 September | | Six months ended 30 September | |
|----------------------|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Bank interest income | 1 | – | 2 | 1 |
| Government grant | – | – | – | 250 |
| Others | 15 | 105 | 28 | 122 |
| | 16 | 105 | 30 | 373 |



Other gains and losses, net

| | Three months ended 30 September | | Six months ended 30 September | |
|---|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| (Loss) gain on disposal of property and equipment | - | (1) | 165 | (5) |
| Write-off of property and equipment | (195) | - | (195) | - |
| Net exchange (loss) gain | (152) | 134 | (195) | 294 |
| | (347) | 133 | (225) | 289 |

5. FINANCE COSTS

| | Three months ended 30 September | | Six months ended 30 September | |
|--|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| The finance costs represent interest on: | | | | |
| - bank borrowings and bank overdrafts | 2,121 | 1,306 | 4,278 | 2,062 |
| - lease liabilities | 42 | 69 | 94 | 100 |
| | 2,163 | 1,375 | 4,372 | 2,162 |

6. PROFIT BEFORE TAXATION

| | Three months ended 30 September | | Six months ended 30 September | |
|--|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Profit before taxation has been arrived at after charging: | | | | |
| Cost of inventories recognised as an expense | 33,455 | 16,717 | 60,776 | 38,178 |
| Depreciation of property and equipment | 1,671 | 1,800 | 3,135 | 3,521 |
| Depreciation of right-of-use assets | 677 | 939 | 1,309 | 1,996 |
| Directors' remuneration | 479 | 399 | 888 | 798 |
| Other staff costs | | | | |
| Salaries and other benefits | 2,016 | 2,586 | 4,453 | 5,983 |
| Retirement benefits scheme contributions | 77 | 115 | 169 | 249 |
| Total staff costs | 2,572 | 3,100 | 5,510 | 7,030 |

7. INCOME TAX EXPENSE

| | Three months ended 30 September | | Six months ended 30 September | |
|------------------------------|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Hong Kong Profits Tax: | | | | |
| – Current tax | 990 | 772 | 1,581 | 1,409 |
| Deferred tax charge (credit) | 18 | (52) | 79 | (92) |
| | 1,008 | 720 | 1,660 | 1,317 |

The Hong Kong Profits Tax is calculated at 8.25% on the first HK\$2 million of the estimated assessable profits and at 16.5% on the estimated assessable profits above HK\$2 million for the qualifying group entity. The profits of the group entities not qualifying for the two-tiered profits tax rates regime will be taxed of a flat rate of 16.5%.



8. EARNINGS PER SHARE

The calculation of the basic earnings per share attributable to owners of the Company is based on the following data:

| | Three months ended 30 September | | Six months ended 30 September | |
|--|------------------------------------|---------------------------------|----------------------------------|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Earnings: | | | | |
| Profit for the period attributable to owners of the Company for the purposes of basic earnings per share calculation | 2,067 | 943 | 3,743 | 2,509 |
| | <hr/> | | <hr/> | |
| | Three months ended 30 September | | Six months ended 30 September | |
| | 2023 (Unaudited) '000 | 2022 (Unaudited) '000 | 2023 (Unaudited) '000 | 2022 (Unaudited) '000 |
| Number of shares: | | | | |
| Number of ordinary shares for the purpose of basic earnings per share calculation | 400,000 | 400,000 | 400,000 | 400,000 |

No diluted earnings per share for the Period and the six months ended 30 September 2022 were presented as there were no potential ordinary shares in issue during these periods.

9. DIVIDEND

No dividend was paid, declared or proposed for shareholders of the Company during the Period. The Board does not recommend the payment of any dividend for the Period (six months ended 30 September 2022: Nil).

10. PROPERTY AND EQUIPMENT

During the Period, the Group's additions of property and equipment amounted to approximately HK\$23,094,000 (six months ended 30 September 2022: approximately HK\$46,000).

Items of property and equipment with nil carrying value (six months ended 30 September 2022: approximately HK\$85,000) were disposed of during the six months ended 30 September 2023, resulting in gain on disposal of approximately HK\$165,000 (six months ended 30 September 2022: loss on disposal of approximately HK\$5,000).

Items of property and equipment with an aggregate carrying value of approximately HK\$195,000 (six months ended 30 September 2022: Nil) were written-off during the six months ended 30 September 2023.

11. TRADE RECEIVABLES

The Group's credit terms of 30 to 120 days are granted to its trade customers. The following is an ageing analysis of the trade receivables, net of allowance for credit losses, presented based on the invoice date, which approximated to the respective dates on which revenue was recognised, at the end of the reporting period:

| | As at 30 September 2023 (Unaudited) HK\$'000 | As at 31 March 2023 (Audited) HK\$'000 |
|-----------------|---|--|
| 0 to 30 days | 37,736 | 14,597 |
| 31 to 60 days | 142 | 52 |
| 61 to 90 days | 39 | 13 |
| 91 to 180 days | 9,194 | 28,002 |
| 181 to 365 days | - | 2,140 |
| | 47,111 | 44,804 |



12. TRADE PAYABLES

The credit period on purchases of goods is up to 90 days. The following is an ageing analysis of trade payables based on the invoice date at the end of the reporting period:

| | As at 30 September 2023 (Unaudited) HK\$'000 | As at 31 March 2023 (Audited) HK\$'000 |
|-----------------|---|--|
| 0 to 30 days | 395 | 6,437 |
| 31 to 60 days | 51 | – |
| 61 to 90 days | – | – |
| 91 to 180 days | 46 | – |
| 181 to 365 days | 6,399 | – |
| Over 365 days | 169 | 173 |
| | 7,060 | 6,610 |

13. RELATED PARTY TRANSACTIONS

Save as disclosed elsewhere in the condensed consolidated financial statements, the Group had the following transactions with its related parties during the period:

| | Six months ended 30 September | |
|--------------------|--|---------------------------------|
| | 2023 (Unaudited) HK\$'000 | 2022 (Unaudited) HK\$'000 |
| Sales of goods to: | | |
| – Ms. Shirley Wong | 24 | – |
| – Mr. Roy Ting | 1 | – |
| | 25 | – |

14. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

The carrying amounts of current financial assets and liabilities which are due to be received or settled within one year are reasonable approximation of their respective fair values, and accordingly, no disclosure of the fair values of these financial instruments is made.

For non-current financial assets and liabilities, the carrying amounts are not significantly different from their respective fair values, no disclosure of the fair values of these financial instruments is made.

15. COMPARATIVE AMOUNTS

Certain comparative amounts have been reclassified to conform with the current period's presentation and disclosures.



MANAGEMENT DISCUSSION AND ANALYSIS

Business Review

The business of the Group primarily involves the wholesale and retail of a wide spectrum of wine products and other alcoholic beverages in Hong Kong. The Group has a comprehensive product portfolio consisting of (i) wine products such as premium collectible red wine, i.e. red wine with selling prices at HK\$1,000 or above per bottle, fine red wine and white wine; (ii) other alcoholic beverages such as champagne, whisky, baijiu and sake; and (iii) wine accessory products such as wine decanters, wine glasses and wine openers, for customers' selection. The Group also develops alcoholic beverages under its self-owned brands.

During the Period, the Group found improvement in operating its wine business under moderating external challenges from (i) the global economic downturn; and (ii) the tightening monetary policy executed worldwide (altogether, the "External Challenges"). There is an improvement in the demand of premium collectible wine and fine wine segments compared to previous years, which resulted an increment in the Group's revenue and maintain a steady gross profit. Meanwhile, the Group is actively exploring other business opportunities during the Period, which include provision of promotion and marketing services for liquor brands and products, in addition to altering product segments with good potential and development of products under self-owned brands, as well as optimising the cost efficiency from business operation. The Board believes that the Group can seize the opportunity arising from the different trends in the liquor industry in the long term.

Financial Review

Revenue

Revenue of the Group increased by approximately 38.4% from approximately HK\$61.2 million for the six months ended 30 September 2022 to approximately HK\$84.7 million for the Period. The increase was due to the improvement of demand in wine products despite the External Challenges.

Cost of sales

The Group's cost of sales consists of the procurement of wine products and other alcoholic beverages from the suppliers. The Group recognises cost of sales upon the conclusion of a sales transaction. The cost of sales increased by approximately 59.2% from approximately HK\$38.2 million for the six months ended 30 September 2022 to approximately HK\$60.8 million for the Period. The increase in cost of sales was directly correlated with the increase in revenue for the Period.

Gross profit and gross profit margin

The gross profit represents revenue less cost of sales. For the Period, the gross profit of the Group slightly increased by approximately 3.8% from approximately HK\$23.0 million for the six months ended 30 September 2022 to approximately HK\$23.9 million for the Period. The overall gross profit margin amounted to approximately 37.6% and approximately 28.2% for the six months ended 30 September 2022 and the Period, respectively.

The Group recorded a relatively lower gross profit margin during the Period mainly due to the change in product mix with an increased proportion from sales of premium collectible wine and fine wine, and a decreased proportion from sales of certain self-owned brands of other alcoholic beverages during the Period.

Other income

Other income of the Group consisted primarily of (i) bank interest generated from the bank balances and (ii) sundry income. Other income decreased from approximately HK\$373,000 for the six months ended 30 September 2022 to approximately HK\$30,000 for the Period, which was mainly contributed by the anti-epidemic subsidies granted by the Government of the Hong Kong Special Administrative Region during the six months ended 30 September 2022 while there was no such income during the Period.

Other gains and losses, net

The Group recorded net losses of approximately HK\$225,000 and net gains of approximately HK\$289,000 for the Period and for the six months ended 30 September 2022, respectively.

The net gains or losses consisted of (i) gain or loss on disposal of property and equipment, (ii) write-off of property and equipment and (iii) net exchange gains or losses arising from the foreign currency fluctuations in respect of the foreign currency denominated trust receipt loans for the settlement of wine product purchased from the overseas suppliers.

Selling and distribution expenses

Selling and distribution expenses of the Group decreased from approximately HK\$7.0 million for the six months ended 30 September 2022 to approximately HK\$5.9 million for the Period. It was a result of the continuous implementation of cost reduction and efficiency enhancement during the Period.



Administrative expenses

Administrative expenses of the Group decreased from approximately HK\$10.9 million for the six months ended 30 September 2022 to approximately HK\$8.1 million for the Period. This decrease was mainly attributable to the decrease in staff costs and depreciation, which resulted from the continuous implementation of cost reduction and efficiency enhancement during the Period.

Finance costs

Finance costs increased from approximately HK\$2.2 million for the six months ended 30 September 2022 to approximately HK\$4.4 million for the Period. This increase was primarily attributable to the increase in the interest rates for bank borrowings for the Period as compared to the corresponding period of last year.

Income tax expense

Income tax expense of the Group increased by approximately 26.0% from approximately HK\$1.3 million for the six months ended 30 September 2022 to approximately HK\$1.7 million for the Period. The increase was mainly attributable to the increase in estimated assessable profit for the Period compared against the six months ended 30 September 2022.

Profit for the period, profit for the period attributable to owners of the Company and total comprehensive income for the period attributable to owners of the Company

Profit for the Period amounted to approximately HK\$3.7 million (six months ended 30 September 2022: approximately HK\$2.3 million). Profit for the Period attributable to owners of the Company and total comprehensive income for the Period attributable to owners of the Company amounted to approximately HK\$3.7 million (six months ended 30 September 2022: approximately HK\$2.5 million) and approximately HK\$3.8 million (six months ended 30 September 2022: approximately HK\$2.5 million), respectively.

The increase in profit for the period, profit for the period attributable to owners of the Company and total comprehensive income for the period attributable to owners of the Company was mainly due to the decrease in selling and distribution expenses and administrative expenses as a result of the continuous implementation of cost reduction and efficiency enhancement during the Period, the effect of which was partially offset by the increase in finance costs due to the rising interest rates for interest-bearing bank borrowings.

Dividend

The Board does not recommend the payment of any dividend for the Period (six months ended 30 September 2022: Nil).

Liquidity and financial resources

During the Period, the Group's operation and capital requirements were financed principally through a combination of cash flow generated from the operating activities and bank borrowings. As at 31 March 2023 and 30 September 2023, the Group had net current assets of approximately HK\$110.3 million and approximately HK\$112.8 million, respectively, including bank balances and cash of approximately HK\$5.8 million and approximately HK\$0.1 million respectively. The Group's current ratio (current assets divided by current liabilities) remained approximately 1.7 as at 31 March 2023 and 30 September 2023 mainly due to the combined effect of the decrease in other receivables, deposits and prepayments and the decrease in bank borrowings and bank overdrafts.

Gearing ratio is calculated by dividing total borrowings (including bank borrowings and bank overdrafts and lease liabilities) by total equity as at the end of the period. The Group's gearing ratio were approximately 54.9% and approximately 49.3% as at 31 March 2023 and 30 September 2023, respectively.

Treasury policies

The Group adopts prudent treasury policies. The Group's management performs an ongoing credit evaluation of the financial conditions of the customers in order to reduce the Group's exposure of credit risk. In addition to these ongoing credit evaluations, the Board closely monitors the Group's liquidity position to ensure that the liquidity structure of the Group's assets, liabilities and commitments can meet its funding requirements.

Commitments

As at 31 March 2023 and 30 September 2023, the Group did not have any capital commitment.

Capital structure

There has been no changes in the capital structure of the Group during the Period. The share capital of the Company only comprises of ordinary shares. As at 30 September 2023, the Company had 400,000,000 shares in issue.

Significant investments

As at 30 September 2023, there was no significant investments held by the Group.



Material acquisitions or disposals of subsidiaries, associates or joint ventures

During the Period and up to the date of this report, the Group did not have any material acquisition or disposals of subsidiaries, associates or joint ventures.

Contingent liabilities

The Group did not have material contingent liabilities as at 31 March 2023 and 30 September 2023.

Charge on assets

As at 30 September 2023, a property with a carrying value of approximately HK\$125.8 million (31 March 2023: HK\$128.5 million) was charged to secure bank borrowings and bank overdrafts of the Group of approximately HK\$126.8 million (31 March 2023: HK\$131.2 million).

Foreign exchange exposure

The Group is subject to relatively large exposure to foreign currency risk as the Group has foreign currency denominated trust receipt loans for the settlement of the wine product purchases from suppliers outside Hong Kong. The Group's exposure to foreign currency risk may affect the results of operations and financial position.

The Group recognises the importance of managing the foreign currency exchange risk exposure. To this end, the Group has ceased holding any pledged bank deposits in foreign currencies since October 2016.

The finance and accounts team of the Group is in charge of implementing the internal control measures on foreign currency risk. This team monitors the exposure to foreign currency risk with reference to, among other things, (i) the monthly and annual cash flow forecasts; (ii) historical cash flows; (iii) actual receivables; (iv) sales orders; (v) payables; (vi) purchase orders; and (vii) the potential hedging plans.

In respect of the purchases denominated in foreign currencies, the Group manages the associated foreign currency exchange risk exposure by closely monitoring the movement of foreign currency exchange rates and performing regular reviews of the net foreign exchange exposure. The Group has established a tracking and reporting system which records the latest exchange rate fluctuation information to enable the Group to effectively monitor the exposure to exchange rate risks and adjust the procurement strategy accordingly. For example, if there is an appreciation in Euro, the Group may choose to procure French red wine products from suppliers in the United Kingdom or Switzerland instead of France to minimise the foreign currency risk exposure. The Group does not currently have a foreign currency hedging policy. In the event of any change in circumstances leading the Group to believe that the exposure to foreign currency risk has heightened, the Group will, upon approval by the Board, implement necessary measures and policies to manage such risk, for example by entering into foreign currency hedging transactions.

Event after the reporting period

On 31 October 2023, Wine's Link, as borrower and the Company, as guarantor, accepted banking facility letters issued by Fubon Bank (Hong Kong) Limited ("Lender A") ("Facility Letters A"). The Facility Letters A comprise (i) trade and revolving loan facilities in the aggregate amount up to HK\$18,000,000 (the "Trade and Revolving Loan"); and (ii) an existing term loan maturing on 26 November 2023 and a corporate credit card of up to HK\$3,661,000 and HK\$200,000 respectively, which are agreed to be made available by the Lender A to Wine's Link on the terms and conditions contained therein and subject to, among others, review by the Lender A from time to time and the Lender A's overriding right of repayment on demand.

Pursuant to the Facility Letters A, the Company shall procure Ms. Shirley Wong and Mr. Roy Ting, the controlling shareholders of the Company continue to be the single largest shareholder and jointly hold not less than 50% beneficial interest of the Company. Also, regarding the Trade and Revolving Loan, Ms. Shirley Wong shall provide a personal guarantee for an amount of not less than HK\$18,000,000.

As at the date of this report, Ms. Shirley Wong and Mr. Roy Ting, by virtual of their spousal relationship, together hold 70% interest in the Company.

Please refer to the announcement of the Company dated 31 October 2023 for more details.



Employees and remuneration policies

The total number of employees were 30 and 26 as at 31 March 2023 and 30 September 2023, respectively. The Group's standard remuneration package includes base salary, discretionary bonus and medical insurance and contributions to retirement schemes. For the six months ended 30 September 2022 and the Period, the Group's total employee benefit expenses (including Directors' emoluments) amounted to approximately HK\$7.0 million and HK\$5.5 million, respectively.

Remuneration package is determined in light of the employees' qualification, position and seniority. To ensure the remuneration package remains competitive, the Group conducts annual assessment on each employee's remuneration package.

Future prospects

The shares of the Company (the "Shares") were successfully listed on GEM on 12 January 2018 (the "Listing Date"). The Board considers that such public listing status on the Stock Exchange is beneficial to the Company and the shareholders as a whole as the listing status on the Stock Exchange is a complementary way of advertising the Group which reinforces the corporate profile and market recognition. In addition, the creditworthiness will be enhanced from the suppliers' perspective, which may in turn allow the Group to have greater bargaining power over negotiations to bargain for longer trade and credit terms. It also enables the Group to gain direct access to the capital market to raise funds for future expansion.

During the Period, the Group has made steady progress in refining and expanding its business, putting more emphasis on diversifying its business. Apart from trading wine products of well-known chateaus or wineries and development of self-owned brands, the Group is also exploring collaborations with other liquor brands, for instance, providing marketing consultation services to assist China's liquor brands to tap into the domestic market of Hong Kong and other international countries, in order to diversify the Group's income streams as well as to achieve a synergy effect with its existing businesses. With growing popularity and maturity of business integration in the Greater Bay Area, the Group is able to discover opportunities to build a complete service chain, utilising experience and knowledge of the management team to provide precise services.

The Group believes that the aforesaid developments will optimise the business portfolio of the Group and bolster a sustainable and healthy performance of the Group in the long run. The Group will continue to take a prudent approach and adjust its business strategies to accommodate the rapid changing environment.

OTHER INFORMATION

Directors' and chief executives' interests and short positions in the Shares, underlying Shares and debentures of the Company or any other associated corporations

As at 30 September 2023, the interests and short positions of the Directors and the chief executives of the Company in the Shares, underlying Shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")) (i) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they were taken or deemed to have under such provisions of the SFO); or (ii) which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein; or (iii) which were required to be notified to the Company and the Stock Exchange pursuant to the required standard of dealings contained in Rules 5.46 to 5.67 of the GEM Listing Rules, were as follows:

| Name of Director | Nature of interests | Number of Shares held ⁽¹⁾ | Percentage of shareholding in the Company's issued share capital ⁽³⁾ |
|---------------------------------|------------------------------------|--------------------------------------|---|
| Ms. Shirley Wong ⁽²⁾ | Interest in controlled corporation | 280,000,000 (L) | 70% |

Notes:

- (1) The letter "L" denotes a long position in the Shares.
- (2) Ms. Shirley Wong is the sole shareholder of Shirz Limited and she is therefore deemed to be interested in the Shares held by Shirz Limited.
- (3) The approximate percentage was calculated based on 400,000,000 Shares in issue as at 30 September 2023.



Save as disclosed above, as at 30 September 2023, none of the Directors nor chief executive of the Company has registered any interests and short positions in the Shares, underlying Shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) (i) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which were taken or deemed to have under such provisions of the SFO); or (ii) which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein; or (iii) which were required to be notified to the Company and the Stock Exchange pursuant to the required standard of dealings.

Substantial shareholders' interests and short positions in the Shares, underlying Shares and debentures of the Company or any other associated corporations

So far as the Directors are aware, as at 30 September 2023, the following persons (not being Directors or chief executive of the Company) will have or be deemed or taken to have an interest or short position in the Shares or the underlying Shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which would be recorded in the register required to be kept under Section 336 of the SFO:

| Name of shareholder | Nature of interests | Number of Shares held ⁽¹⁾ | Percentage of shareholding in the Company's issued share capital ⁽³⁾ |
|-----------------------------|----------------------------|---|--|
| Shirz Limited | Beneficial owner | 280,000,000 (L) | 70% |
| Mr. Roy Ting ⁽²⁾ | Interest of spouse | 280,000,000 (L) | 70% |

Notes:

- (1) The letter "L" denotes a long position in the Shares.
- (2) Mr. Roy Ting is the spouse of Ms. Shirley Wong and is therefore deemed to be interested in all the Shares that Ms. Shirley Wong is interested in pursuant to the SFO.
- (3) The approximate percentage was calculated based on 400,000,000 Shares in issue as at 30 September 2023.

Save as disclosed above, as at 30 September 2023, the Directors were not aware of any other persons who had any interests or short positions in the Shares or underlying Shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which would be recorded in the register required to be kept under Section 336 of the SFO, and/or who are directly or indirectly interested in 5% or more of the nominal value of any class of share capital carrying rights to vote in all circumstances at general meetings of any other member of the Group.

Loan agreement with covenant relating to specific performance of the controlling shareholders

On 11 August 2023, Wine's Link, as borrower and the Company, as guarantor, accepted a banking facility letter issued by Chong Hing Bank Limited ("Lender B") ("Facility Letter B") which is to renew the banking facilities granted by the Lender B on 4 July 2022. This Facility Letter B comprises (i) facilities in the aggregate amount up to HK\$63,000,000, consisting of (a) a new 3-year term loan; (b) an existing term loan maturing on 1 March 2024; and (c) other trade facilities; and (ii) an overdraft facility in the amount up to HK\$3,000,000, which are agreed to be made available by the Lender B to Wine's Link on the terms and conditions contained therein and subject to, among others, review by the Lender B from time to time and the Lender B's overriding right of repayment on demand.

Pursuant to Facility Letter B, the Company shall procure Ms. Shirley Wong and Mr. Roy Ting, the controlling shareholders of the Company continue to be the single largest shareholder and jointly hold not less than 50% beneficial interest of the Company.

As at the date of this report, Ms. Shirley Wong and Mr. Roy Ting, by virtual of their spousal relationship, together hold 70% interest in the Company.

Please refer to the announcement of the Company dated 11 August 2023 for more details.

On 31 October 2023, Wine's Link, as borrower and the Company, as guarantor, accepted Facility Letters A issued by the Lender A. For details, please refer to the section headed "Event after the reporting period" in "Management discussion and analysis".



Share option scheme

The Company's share option scheme (the "Share Option Scheme") was adopted by the Company on 18 December 2017.

No share option has been granted, exercised, cancelled or lapsed under the Share Option Scheme since its adoption.

The total number of Shares available for issue under the Share Option Scheme was 40,000,000, representing 10% of the issued share capital of the Company as at the date of this report. As at 1 April 2023 and 30 September 2023, the total number of share options available for grant under the Share Option Scheme was 40,000,000.

Purchase, sale or redemption of listed securities of the Company

During the Period and up to the date of this report, neither the Company nor any of its subsidiaries have purchased, sold or redeemed any listed securities of the Company.

Competing interests

During the Period and up to the date of this report, none of the Directors or the controlling shareholders or substantial shareholders (as defined in the GEM Listing Rules) of the Company or their respective close associates (as defined in the GEM Listing Rules) were considered to have any interests in a business which competed or was likely to compete, either directly or indirectly, with the business of the Group and/or caused, or was likely to cause any other conflicts of interest with the Group.

Director's securities transactions

The Company has adopted a code of conduct regarding Director's securities transactions on terms no less exacting than the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules. Having been made a specific enquiry by the Company, all Directors confirmed that they had complied with the required standard of dealings and code of conduct regarding securities transactions throughout the Period and up to the date of this report.

Corporate governance practices

The Company is committed to maintaining high standards of corporate governance to safeguard the interests of the shareholders of the Company and enhance its corporate value. The Company has adopted with all the applicable principles of the Corporate Governance Code (the “CG Code”) as set out in Appendix 15 of the GEM Listing Rules.

The Company complied with all code provisions in the CG Code during the Period except for the code provision C.2.1 of the CG Code. Code C.2.1 provides that the roles of the chairman and chief executive officer should be separated and should not be performed by the same individual to ensure a balance of power and authority. Ms. Shirley Wong was appointed as the chairman of the Board (the “Board Chairman”) on 14 September 2023 and then she takes up both the role of the Board Chairman and chief executive officer of the Company which is a deviation of the CG Code. The Board considers that the vesting both roles in Ms. Shirley Wong will allow for more effective planning and execution of business strategies. Although the positions of the Board Chairman and chief executive officer are not separate, the powers and authorities have not been concentrated as all major decisions have been made in consultation with the Board and appropriate Board committees, as well as senior management. In addition, there are non-executive Director and three independent non-executive Directors on the Board offering their experience, expertise, independent advices and views from different perspectives. The Board is therefore of the view that there are adequate balance of power and safeguards in place. The Board will continue to review the effectiveness of the Group’s corporate governance structure to assess whether changes, including the separation of the role of the Board Chairman and chief executive officer, as and when necessary.

Changes in information of Directors

The changes in the information of the Directors as notified to the Company since the Company’s last published annual report are as follows:

1. Mr. Liu Kin Wai has resigned as the chief financial officer and company secretary of Orient Victory Smart Urban Services Holding Limited, a company listed on the Main Board of the Stock Exchange (stock code: 265), both with effect from 1 August 2023.
2. Ms. Yeung Chi Hung has resigned as the Board Chairman and chairman of the nomination committee of the Company (the “NC Chairman”), both with effect from 14 September 2023.



3. Ms. Shirley Wong has been appointed as the Board Chairman and the NC Chairman, both with effect from 14 September 2023.
4. Mr. Chan Cham Man Simon has been appointed by the Transport Department of the Government of the Hong Kong Special Administrative Region to be a board member of Contract Hire Car Permits Selection Board with effect from 1 October 2023.

Save as disclosed above, there is no change in the information of the Directors which is required to be disclosed pursuant to Rule 17.50A (1) of the GEM Listing Rules since the Company's last published annual report.

Audit committee

The audit committee of the Company (the "Audit Committee") was established on 18 December 2017 with written terms of reference in compliance with Rule 5.29 of the GEM Listing Rules and code provision D.3 of the CG Code. The primary duties of the Audit Committee include, but are not limited to, the following: (i) making recommendations to the Board on the appointment and removal of the external auditor; (ii) reviewing the financial statements of the Group and monitoring the integrity of such financial statements; and (iii) overseeing the financial reporting system, risk management and internal control procedures.

The Audit Committee comprises three independent non-executive Directors, namely, Ms. Chan Man Ki Maggie, Mr. Chan Cham Man Simon and Mr. Liu Kin Wai, of whom Mr. Liu Kin Wai has been appointed as the chairman of the Audit Committee.

The Audit Committee has reviewed the unaudited condensed consolidated results of the Group for the Period and is of the opinion that such results complied with the applicable accounting standards, the requirements under the GEM Listing Rules and other applicable legal requirements, and that adequate disclosures had been made.

By order of the Board
Wine's Link International Holdings Limited
Wong Chi Lou Shirley
Chairman and executive Director

Hong Kong, 9 November 2023

As at the date of this report, the executive Directors are Ms. Wong Chi Lou Shirley and Mr. Chan Sze Tung; the non-executive Director is Ms. Yeung Chi Hung, S.B.S., B.B.S., J.P. and the independent non-executive Directors are Ms. Chan Man Ki Maggie, M.H., J.P., Mr. Chan Cham Man Simon and Mr. Liu Kin Wai.

This report will remain on the “Latest Listed Company Information” page of the Stock Exchange website www.hkexnews.hk for at least 7 days from the date of its publication. This report will also be published on the website of the Company (www.wines-link.com).

WINE'S LINK INTERNATIONAL HOLDINGS LIMITED
威揚酒業國際控股有限公司

26/Floor, AIA Financial Centre, 712 Prince Edward Road East,
San Po Kong, Kowloon, Hong Kong

香港九龍新蒲崗太子道東712號友邦九龍金融中心26樓

T (852) 2317 1100 **F** (852) 2317 1032

E general@wines-link.com **W** wines-link.com