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# Corporate Information

## BOARD OF DIRECTORS

### Executive Directors

CHU Ming Ho  
(Chairman and Chief Executive Officer of the Group)  
YANG Peter Shun Tsing

### Non-Executive Director

WAN Yiu Hon

### Independent Non-Executive Directors

LI Wai Man  
CHENG Tak Chung  
LI Richard King Hang

## AUDIT COMMITTEE

LI Wai Man (Chairlady)  
CHENG Tak Chung  
LI Richard King Hang

## REMUNERATION COMMITTEE

LI Richard King Hang (Chairman)  
CHU Ming Ho  
CHENG Tak Chung

## NOMINATION COMMITTEE

CHU Ming Ho (Chairman)  
CHENG Tak Chung  
LI Richard King Hang

## COMPANY SECRETARY

CHAN Wai Hing Gloria (HKICPA)

## AUTHORISED REPRESENTATIVES

CHU Ming Ho  
(Chairman and Chief Executive Officer of the Group)  
CHAN Wai Hing Gloria

## AUDITOR

Deloitte Touche Tohmatsu

## LEGAL ADVISERS

### As to Hong Kong Law

Sidley Austin  
Solicitors, Hong Kong

## REGISTERED OFFICE

Conyers Trust Company (Cayman) Limited  
Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman  
KY1-1111  
Cayman Islands

## HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS IN HONG KONG

1/F, Century Centre  
44-46 Hung To Road  
Kwun Tong  
Kowloon  
Hong Kong

## PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE IN CAYMAN ISLANDS

Conyers Trust Company (Cayman) Limited  
Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman  
KY1-1111  
Cayman Islands

## BRANCH SHARE REGISTRAR AND TRANSFER OFFICE IN HONG KONG

Tricor Investor Services Ltd.  
Level 54, Hopewell Centre  
183 Queen's Road East,  
Hong Kong

## PRINCIPAL BANKS

Industrial and Commercial Bank of China (Asia) Limited  
Dah Sing Bank Limited  
Hang Seng Bank Limited  
DBS Bank (Hong Kong) Limited

## COMPANY'S WEBSITE

[www.microware1985.com](http://www.microware1985.com)

## STOCK CODE

1985

# Highlights of the Year

1

In the past year, Microware has organised end-users seminars of different scales to promote its cutting edge solutions and boost sales.



Microware also participated and sponsored expositions organised by IT leaders to demonstrate its leadership in the industry.



2







## Highlights of the Year



Microware attended overseas trainings and roundtable summits of its vendors to enhance vendors engagement.



3



## Highlights of the Year



Annual General Meeting 2018

## CARING FOR THE COMMUNITY



Rice Dumpling  
Delivery Voluntary  
Services 2018



Orbis Moonwalker 2018







# Chairman's Statement



On behalf of the board (the “**Board**”) of directors (the “**Directors**”) of Microwave Group Limited (the “**Company**”, together with its subsidiaries, the “**Group**”), I am pleased to present to the shareholders of the Company (the “**Shareholders**”) the annual report of the Group for the year ended 31 March 2019 (the “**Year**”).

For the Year, the Group reported total revenue of approximately HK\$1,255.1 million, representing an increase of approximately 14.5% as compared to the year ended 31 March 2018 (the “**Previous Year**”). Gross profit for the Year was approximately HK\$124.6 million, representing a year-on-year increase of approximately 4.5%. An analysis of the financial results of the Group for the Year is included in the Management Discussion and Analysis section in this report.

The information technology (“**IT**”) sector is constantly evolving, driven by new capabilities in transformative areas such as cloud computing, data analytics and cyber security. The changes not only reflect evolving market and customer needs, they have created new business opportunities. During the Year, the Group pivoted effectively to leverage some of the more profitable opportunities in line with our vision to “Create the Value. Explore the Future”. We focused on delivering our four core business solutions – Hybrid IT infrastructure, Smart Workspace, Security and Managed Services – with our customers clearly in mind. We continued to help our customers enhance their operational efficiency and achieve commercial success by making the most of their IT capabilities and resources.

Our strategy to sharpen our offerings in security and managed services while building on the gains made last year in our subscription-based business had delivered strong results. On security, the Group established an immersive training centre in the second half of 2018, which is the first of its kind to offer scenario-based cyber-attack training in Hong Kong in conjunction with an Israel-based company. Demand for training and security services has grown rapidly following high-profile security breaches in Hong Kong and elsewhere, and amid heightened security concerns as more companies migrate to the cloud. Most importantly, the Group has worked hard to overcome the staff retention challenges from last year and expanded the security consulting talent pool to support our customer’s cyber security needs through a combination of training and tailored solutions.

## Chairman's Statement

Enterprise IT end-users are increasingly receptive to subscription-based services because they obviate the need for significant upfront investment and provide a more predictable cost flow for expense management and business planning. A strong focus on subscription services throughout the Year helped the Group build long-term relationships with customers, lower the cost of sales and improve the utilisation rates of our management of services. In October 2018, the Group became a top-tier Microsoft Cloud Solution Provider (CSP) which meant that we could deliver the full range of Microsoft online solutions, integrated with our own value-added services seamlessly via the cloud. Our customers responded positively to the pay-as-you-consume model which reduced their IT investment costs while offering speedier delivery of solutions and services.

IT managed services continued to be a growth area for the Group. Over the Year, the Group invested in building our talent pool through recruitment and training with the goal of strengthening both the service quality and scope of our consultation services, from pre-sales to post-sales, across different customer segments.

Corporate Social Responsibility (CSR) is high on the agenda of the Group. We demonstrated our commitment to safeguarding the environment and caring for Hong Kong's less privileged through various community service and charitable activities to support the Community Chest, Operation Blessing Hong Kong and Orbis. In addition, for the past few years, we have offered bursary and scholarship funding to support underprivileged students of a local university.

For the twelfth consecutive year, the Group was awarded the 10 Years Plus Caring Company Logo by the Hong Kong Council of Social Services (HKCSS) in recognition of our enduring efforts to care for the community and our commitment to corporate citizenship.

Going forward, there are plenty of headwinds on the immediate horizon. The IT infrastructure solutions industry in Hong Kong remains highly competitive and fragmented. More broadly, the regional and global economic environment will be increasingly challenging, clouded by the trade tensions between China and the United States.

Facing such challenges, the Group's management team will continue to take proactive steps to adapt and expand our scope of services; to ensure we have our customers at the centre of everything we do; to retain, nurture and grow our talent pool and to enhance our service capabilities. We will deepen our market penetration by integrating our value-added services into our customer's businesses through our professional and knowledgeable sales and support teams.

Challenges create opportunities. The Group will keep empowering every employee to create long-term value for our customers and business partners by overcoming challenges and capitalising on opportunities. In this way, we will live our mission and "Create the Value. Explore the Future".

I would like to express my deepest gratitude for the generous support and trust of the Board, the Shareholders, business partners, clients and vendors. I would also like to take this opportunity to thank the senior management and the staff for their dedication, professionalism and contribution to the success we enjoyed during the Year. The Group will continue to optimise all opportunities for growth and work tirelessly for the benefit of all stakeholders.

**Chu Ming Ho**

*Chairman of the Board, executive Director and Chief Executive Officer*

Hong Kong, 28 June 2019







# Management Discussion and Analysis

## BUSINESS REVIEW

The Group is principally engaged in the provision of IT infrastructure solutions services and IT managed services in Hong Kong. The Group strives to provide one-stop IT experience which begins with (i) consultation and advice; (ii) hardware and/or software procurement; (iii) implementation; (iv) management and maintenance of the IT infrastructure solutions; to (v) provision of cyber securities training programmes.

On 8 March 2017 (the “**Listing Date**”), the Company was successfully listed (the “**Listing**”) on the Main Board of The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”). Through the Listing, the Group would like to significantly enhance the corporate governance and transparency in order to (i) continue its current business strategy of undertaking large-scale contracts; (ii) maintain and improve its quality of services to clients; (iii) improve its efficiency and achieve cost control; and (iv) strengthen its market position.

The Group is a well-established IT infrastructure solutions provider based in Hong Kong. As at 31 March 2019, the Group has maintained the number of both technical and sales staff who have passed the qualification test to ensure that the Group keeps abreast of the advanced technology development with its vendors. In addition, the Group has received a numerous of remarkable awards of top performance and enterprise solutions from the vendors as set out below:

Presented by	Awards
Lenovo (Hong Kong) Limited	FY1819 1H Best Dealer Award
Lenovo (Hong Kong) Limited	DCG Top Performance Award - Enterprise OpenStack Cloud Solution
Lenovo (Hong Kong) Limited	PCG Top Dealer Award
Hewlett Packard Enterprise	Top Performing PointNext Partner
Hewlett Packard Enterprise	Top Performing Reseller on Hybrid IT
Arcserve	FY19 Best Sellers UDP Appliance
CISCO	FY19H1 Best Volume Business Performer

The IT infrastructure solutions industry in Hong Kong is highly competitive and fragmented. In particular, the Board believes that the business environment of Hong Kong is challenging. The Group’s management team will continuously take proactive actions with an aim to improve the Group’s operations and results.

## FINANCIAL REVIEW

### Revenue

The total revenue of the Group amounted to approximately HK\$1,255.1 million for the Year, representing an increase of approximately HK\$158.9 million or 14.5% as compared to approximately HK\$1,096.2 million for the Previous Year. The increase in total revenue was mainly due to the increase in revenue of the business segment of IT infrastructure solution services which was approximately HK\$1,135.8 million for the Year, representing an increase of approximately HK\$149.8 million or 15.2% as compared to approximately HK\$986.0 million for the Previous Year. The revenue of the business segment of IT managed services was approximately HK\$119.3 million, representing an increase of approximately HK\$9.1 million or 8.3% as compared to approximately HK\$110.2 million for the Previous Year. For the Year, the business segments of IT infrastructure solutions services and IT managed services contributed approximately 90.5% and 9.5% to the total revenue of the Group, respectively.

## Management Discussion and Analysis

### Cost of sales

The cost of sales of the Group for the Year was approximately HK\$1,130.5 million, representing an increase of approximately HK\$153.5 million or 15.7% from approximately HK\$977.0 million for the Previous Year. Such increase was mainly attributable to the business segment of IT infrastructure solution services.

### Gross profit and gross profit margin

The gross profit of the Group for the Year was approximately HK\$124.6 million, representing an increase of approximately HK\$5.4 million or 4.5% from approximately HK\$119.2 million for the Previous Year. Such increase was mainly due to the increase in gross profit generated from the IT infrastructure solutions services of the Group.

### Operating expenses

The total operating expenses of the Group for the Year was approximately HK\$88.4 million, representing an increase of approximately HK\$5.2 million or 6.3% as compared to approximately HK\$83.2 million for the Previous Year. Such increase was due to the increase in selling and distribution expenses of approximately HK\$3.7 million or 6.5%.

### Profit for the Year

The profit and total comprehensive income of the Group for the Year was approximately HK\$28.6 million, representing a decrease of approximately HK\$1.5 million or 5.0% as compared to approximately HK\$30.1 million for the Previous Year. Such decrease was due to the increase of operating expenses of the Group.

### Liquidity and financial resources

#### Capital Structure

The Group did not have any borrowings as at 31 March 2019 (31 March 2018: Nil). The details of the share capital of the Company during the Year and the Previous Year are set out in note 20 to the consolidated statements of the Group for the Year included in this report (the “**Financial Statements**”).

#### Cash position

The Group recorded net current assets of approximately HK\$210.2 million as at 31 March 2019, while the net current assets of the Group as at 31 March 2018 was approximately HK\$214.9 million. As at 31 March 2019, the Group had cash and cash equivalents of approximately HK\$230.3 million (31 March 2018: HK\$ 225.9 million).

#### Capital expenditure

During the Year, the Group's total capital expenditure amounted to approximately HK\$2.1 million (the Previous Year: HK\$0.8 million), which was mainly incurred for acquisition of office equipment.

#### Gearing ratio

The net gearing ratio of the Group (net borrowings, including interest-bearing bank loans and other borrowings less cash and cash equivalents and restricted cash, divided by the total equity) was not applicable as at 31 March 2019 and 31 March 2018 since the Group did not have any interest-bearing liabilities as at 31 March 2019 and 31 March 2018.





## Management Discussion and Analysis

### Performance guarantees

The Group's performance guarantees as at 31 March 2019 are set out in note 27 to the Financial Statements.

### Contingent liabilities

The Group had no contingent liabilities as at 31 March 2019.

### Pledge of assets

As at 31 March 2019, certain of the Group's bank deposits totaling HK\$9.9 million (31 March 2018: HK\$2.3 million) were pledged as securities for securing banking facilities granted to the Group.

### Foreign exchange risk

The Group's transactions are mainly denominated and settled in Hong Kong Dollars ("**HK\$**") and the United States Dollars ("**US\$**"). Foreign exchange exposure of the Group to US\$ will continue to be minimal as long as the policy of The Government of the Hong Kong Special Administrative Region to link HK\$ to US\$ remains in effect. During the Year, the Group has entered into the HK\$/US\$ net-settled structured foreign currency forward contracts with banks in Hong Kong in order to mitigate foreign exchange exposure as a result of purchases made from certain suppliers in its regular course of business. The fair value changes of the derivative financial instruments comprised realised gain (loss) and unrealised fair value gain (loss) on the HK\$/US\$ net-settled structured foreign currency forward contracts entered into by the Group.

## HUMAN RESOURCES

As at 31 March 2019, the Group had a total of 277 employees (31 March 2018: 277 employees). For the Year, the total staff costs including Directors' emoluments was approximately HK\$108.2 million (Previous Year: HK\$99.9 million). The Group offers a competitive remuneration package to its employees, including mandatory provident funds in accordance with the Mandatory Provident Fund Schemes Ordinance (Chapter 485 of the Laws of Hong Kong) and medical insurance coverage to employees who are retained after the probation period. The Group will review the performance of its employees and make reference to such performance reviews in its salary and/or promotional review in order to attract and retain talented employees.

In order to promote overall efficiency, employee loyalty and retention, employees of the Group are required to attend orientation sessions when they first join the Group and may attend other training courses held onsite or externally. The Group has also implemented (i) an educational subsidy programme to its employees to allow them to enrol courses relating to IT services from external organisations; (ii) an university education subsidy programme for the children of its employees; and (iii) a medical check programme for its employees.

The Company adopted a share option scheme (the "**Share Option Scheme**") on 15 February 2017 (the "**Adoption Date**"). As such, share options may be granted to eligible employees of the Group pursuant to the Share Option Scheme. During the period from the Adoption Date to the date of this report, no share options have been granted under the Share Option Scheme.



## Management Discussion and Analysis

### FINAL DIVIDEND

The Board recommends the payment of a final dividend of HK\$0.055 per share of the Company (the “**Shares**”) for the Year (the “**2019 Final Dividend**”) to the Shareholders. Subject to the approval by the Shareholders at the forthcoming annual general meeting of the Company (the “**AGM**”) to be held on Thursday, 22 August 2019, the 2019 Final Dividend will be paid on or about Wednesday, 11 September 2019 to Shareholders whose names appear on the register of members of the Company on Wednesday, 28 August 2019 (Previous Year: HK\$0.07 per Share). During the Year, the Company declared and paid interim dividend of HK\$0.04 per Share (Previous Year: Nil).

### SIGNIFICANT INVESTMENTS HELD

The Group did not hold any significant investments during the Year.

### MATERIAL ACQUISITIONS OR DISPOSALS OF SUBSIDIARIES, ASSOCIATES AND JOINT VENTURES, AND PLANS FOR MATERIAL INVESTMENTS OR CAPITAL ASSETS

The Group had no material acquisitions or disposals of subsidiaries, associates or joint ventures during the Year and no future plans for material investments or capital assets as at 31 March 2019.

### FUTURE OUTLOOK

As the impact of the US — China trade war is uncertain, the global economy is facing an unpredictable slow-down and the US dollars is strengthening, 2019 is definitely a challenging year. The Group will keep a close attention on these conditions and will adhere to its prudent financial policy to maintain good standard of debt structure and minimise the financial risk.

The Group will continue to focus on IT infrastructure solutions services and IT managed services, and also explore cyber security training services and clouds solutions businesses. In response to market needs, the Group will continuously widen its business platform for providing various solutions to customers.





# Profile of Directors and Senior Management

## BOARD OF DIRECTORS

### EXECUTIVE DIRECTORS

#### **Chu Ming Ho** (*Chairman and Chief Executive Officer*)

Mr. Chu, aged 49, was appointed as a Director on 20 January 2016 and was re-designated as an executive Director on 25 May 2016. He has been the chairman and chief executive officer of the Group since 25 May 2016 and a director of all of the subsidiaries of the Company. From January 2006 to the present, Mr. Chu has been the managing director of Microware Limited ("**Microware Ltd.**"), an indirect wholly-owned subsidiary of the Company, and he has been primarily responsible for the overall management, strategic planning and leading the management team. Mr. Chu received a bachelor's degree in business (economics and finance) from Royal Melbourne Institute of Technology University in Australia in September 2004.

Mr. Chu is a director of Microware International Holdings Limited ("**Microware International**"), a company beneficially and wholly owned by Mr. Yang Peter Shun Tsing and having an interest in the Shares which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "**SFO**"). For details, please refer to the paragraphs under the section headed "Substantial Shareholders' Interest and Short Positions in Shares" on page 30 of this report.

#### **Yang Peter Shun Tsing**

Mr. Yang, aged 68, was appointed as a Director on 20 January 2016 and was re-designated as an executive Director on 25 May 2016. He has over 29 years of experience in the IT industry. From 1 March 1989 to the present, Mr. Yang has been the president of Microware Ltd. and has been primarily responsible for the overall management and strategic planning of the businesses of the Group. He is a director of all subsidiaries of the Company. From March 1989 to February 2008 and from February 2008 to July 2012, he was the president and chairman of Microware Ltd., respectively, where he was responsible for the overall management and strategic planning of its businesses. Mr. Yang received a degree of Bachelor of Science with a specialisation in physics from the University of Alberta in Canada in May 1971. From 1974 to 1984, Mr. Yang was a chartered accountant of The Institute of Chartered Accountants and Canadian Institute of Chartered Accountants.

Mr. Yang is a director of Microware International, a company beneficially and wholly owned by him and having an interest in the 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. For details, please refer to the paragraphs under the section headed "Substantial Shareholders' Interest and Short Positions in Shares" on page 30 of this report.

## Profile of Directors and Senior Management

### NON-EXECUTIVE DIRECTOR

#### Wan Yiu Hon

Mr. Wan, aged 62, was appointed as a non-executive Director on 25 May 2016 and is primarily responsible for supervising the business of the Group. Mr. Wan has been a director of Microware Ltd. since 1 August 2007 and is responsible for supervising the business of Microware Ltd.. Mr. Wan was graduated from St. Louis School in Hong Kong in 1975. He has over 26 years of sales and sales management experience in the IT industry. From June 2003 to September 2004, Mr. Wan was the director of the systems integration group of Microware Ltd., where he was responsible for supervising the sales team.

### INDEPENDENT NON-EXECUTIVE DIRECTORS

#### Cheng Tak Chung

Mr. Cheng, aged 62, was appointed as an independent non-executive Director on 14 February 2017. During the period between April 1983 and September 2008, Mr. Cheng has served various roles in IBM China/Hong Kong Limited, a multinational technology and consulting corporation, and he held the position of GCG channel director in general management office before he left such company. From September 2008 to September 2011, Mr. Cheng worked as the vice president and general manager of Avnet Partner Solutions, greater China region, a distributor of IT services. Mr. Cheng received a bachelor's degree in science from the University of Wisconsin-Stevens Point in the United States in August 1980 and a master's degree in business administration from Northern Michigan University in the United States in August 1982.

#### Li Wai Man

Ms. Li, aged 52, was appointed as an independent non-executive Director on 14 February 2017. From 7 May 2001 to January 2007, Ms. Li served as the accounts and operation manager of Microware Ltd., where she was responsible for company secretarial services, financial management and office administration of the Group. She has over 18 years of accounting experience. Ms. Li received a master's degree in business administration and a master's degree in corporate governance from The Open University of Hong Kong through distance learning in June 2005 and June 2011, respectively. Ms. Li was admitted as a certified public accountant in June 1996. She has been a fellow of the Association of Chartered Certified Accountants since September 2001 and a fellow of the Hong Kong Institute of Certified Public Accountants since October 2013.

#### Li Richard King Hang

Mr. Li, aged 75, was appointed as an independent non-executive Director on 14 February 2017. He served as the director of IT services in the Hong Kong Polytechnic University for 10 years and retired from the IT services office of the university in October 2005. Mr. Li obtained a Bachelor of Science degree in physics and a Master of Science degree from Indiana University in the United States in June 1966 and February 1968, respectively.







## Profile of Directors and Senior Management

### SENIOR MANAGEMENT

#### Au Man Wah Randy

Mr. Au, aged 55, is the director of technical services and outsourcing of Microware Ltd. since 1 June 2011 and is primarily responsible for maintenance and service sales of the Group. He has over 21 years of sales and marketing experience. Mr. Au received a bachelor's degree in business administration from Fu Jen Catholic University in Taiwan in June 1988. He has also received a master's degree in information systems from the Hong Kong Polytechnic University in November 2010 through distance learning.

#### Chan Wai Hing Gloria

Ms. Chan, aged 50, is the chief financial officer, authorised representative and a company secretary of the Group since 22 January 2007 and is primarily responsible for the management of financial, accounting and company secretarial matters of the Group. She has over 20 years of accounting experience. Ms. Chan received a master's degree in professional accounting from The Hong Kong Polytechnic University in November 2003. Ms. Chan was admitted as a certified public accountant in July 1999. She has been an associate of the Hong Kong Society of Accountants since July 1999 and a fellow of the Hong Kong Institute of Certified Public Accountants since May 2007.

#### Cheng Wing Fai Ray

Mr. Cheng, aged 49, was appointed as director of the system integration group of Microware Ltd. in April 2018 and is primarily responsible for sales management of the Group. He has over 20 years of sales experience. From July 2002 to March 2018, he was senior sales manager of the Group and was responsible for a sales team for projects of the Government of Hong Kong.

Mr. Cheng received a Bachelor of Engineering degree from the City Polytechnic of Hong Kong (now known as City University of Hong Kong) in November 1993 and a master's degree in quantitative analysis for business from the City University of Hong Kong in November 1998.

#### Lau Yuen Ling Crystal

Ms. Lau, aged 48, is the director of product and marketing of Microware Ltd. since June 2018 and is primarily responsible for the management of vendors relationship, product and solutions, go-to-market strategy, marketing and inventory control of the Group. Ms. Lau has over 18 years of experience in product marketing. She joined the Group in 27 March 2000 as product marketing officer and was responsible for vendor relationship and product. She was promoted to business manager in October 2013 and served as the senior manager of product and marketing from June 2017 to May 2018. Ms. Lau received a master's degree in business administration from University of Leicester through distance learning in July 2004.

# Corporate Governance Report

## CORPORATE GOVERNANCE PRACTICES

The Company is committed to achieving good corporate governance practices by emphasising its accountability, transparency, independence, responsibility and fairness. The Company's corporate governance practices are based on the principles (the "**Principles**") and code provisions (the "**Code Provisions**") in the Corporate Governance Code (the "**CG Code**") as set out in Appendix 14 to the Rules Governing the Listing of Securities on the Stock Exchange (the "**Listing Rules**").

Save for Code Provision A.2.1 of the CG Code as disclosed below, the Company has applied the Principles and complied with all applicable Code Provisions for the Year.

## DIRECTORS' SECURITIES TRANSACTIONS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules (the "**Model Code**") as the securities dealing code for its Directors.

Specific enquiry had been made to all Directors and all the Directors have confirmed that they have fully complied with the required standards and provisions as set out in the Model Code during the Year.

## THE BOARD

### Board Composition

The Board, which currently comprises six Directors, is responsible for governing the Company. The Board is responsible for performing the corporate governance functions of the Company in accordance with the CG Code, including determining the Company's corporate governance policies, and reviewing and monitoring the corporate governance practices of the Company. The Board is responsible for determining the overall corporate strategies and development of the Company to meet its business objectives. All substantial business decisions, as the Board considers appropriate, have to be escalated to the Board level with written resolutions. The Board should make decisions objectively in the best interests of the Company. The Board currently comprises two executive Directors, one non-executive Director and three independent non-executive Directors:

#### Executive Directors

Mr. Chu Ming Ho (*Chairman and Chief Executive Officer of the Group*)

Mr. Yang Peter Shun Tsing

#### Non-Executive Director

Mr. Wan Yiu Hon

#### Independent Non-Executive Directors

Mr. Cheng Tak Chung

Ms. Li Wai Man

Mr. Li Richard King Hang

All the Directors have given sufficient time and attention to the affairs of the Company. Each executive Director has sufficient experience to hold the position so as to carry out his duties effectively and efficiently. Details of the backgrounds and qualifications of the chairman of the Board and the other Directors are set out in the section headed "Profile of Directors and Senior Management" in this report.





## Corporate Governance Report

### Responsibilities of the Board and the management

The principal responsibility of the Board is to provide entrepreneurial leadership of the Company within a framework of prudent and effective controls which enables risks to be assessed and managed. The Board is collectively responsible for the long-term success of the Company and delivery of sustainable value to the Shareholders. It sets strategies for the Company and approves capital and operating plans presented by management for the achievement of strategic objectives it has set. Implementation of the strategies set by the Board is delegated to the management which is led by the chief executive officer of the Group (the “**Chief Executive Officer**”). The management is responsible for the day-to-day management and operation of the Group and to provide the Board with updates in a timely manner, giving an assessment of the Company’s performance and position to enable the Board to discharge its duties.

Regarding the Company’s corporate governance, the Board as a whole is responsible for performing the following corporate governance duties including:

- i. to review and monitor the Company’s policies and practises in compliance with legal and regulatory requirements;
- ii. to develop and review the Company’s policies and practices on corporate governance;
- iii. to review and monitor the training and continuous professional development of Directors and management;
- iv. to review the Company’s compliance with the CG Code and disclosure in its corporate governance report; and
- v. to develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and Directors.

The Board has delegated such duties to the audit committee established by the Board (the “**Audit Committee**”).

All Directors have full and timely access to all the information of the Company and may, upon request, seek independent professional advice in appropriate circumstances at the Company’s expenses for discharging their duties to the Company.

The Directors acknowledge their responsibility for preparing the Financial Statements.

### Directors’ and Officers’ Insurance

The Company has arranged for appropriate insurance coverage in respect of legal actions against the Directors.

### Board meetings and Board practices

The Board is scheduled to meet at least four times a year to determine overall strategic direction and objectives and approve interim and annual results and other significant matters. Apart from regular board meetings, the Board will meet on other occasions when a board level decision on a particular matter is required. Each of the members of the Board has full access to relevant information at the meetings.



## Corporate Governance Report

Four Board meetings and one general meeting were held during the Year. Details of the attendance of the Board meetings and the general meeting are as follows:

Name of Directors	Attendance/Number of meetings during the Year	
	Board Meeting	The 2018 Annual General Meeting
Mr. Chu Ming Ho	4/4	1/1
Mr. Yang Peter Shun Tsing	2/4	1/1
Mr. Wan Yiu Hon	4/4	1/1
Mr. Cheng Tak Chung	4/4	1/1
Ms. Li Wai Man	4/4	1/1
Mr. Li Richard King Hang	4/4	1/1

## Appointment and re-election of directors

Under Code Provision A.4.1 of the CG Code, the non-executive Directors should be appointed for a specific term and subject to re-election. All Directors appointed to fill a casual vacancy should be subject to election by Shareholders at the first general meeting after appointment. Every Director, including those appointed for a specific term, should be subject to retirement by rotation at least once every three years.

All the Directors are subject to retirement by rotation and re-election at the annual general meeting in accordance with the Company's articles of association (the "Articles").

## Continuing professional development

According to Code Provision A.6.5 of the CG Code, all Directors should participate in continuous professional development to develop and refresh their knowledge and skills. The Directors acknowledge the need to continue to develop and refresh their knowledge and skills for making contributions to the Company. Every newly appointed Director has received comprehensive induction on the first occasion of his/her appointment to ensure appropriate understanding of the business and operations of the Company and full awareness of Director's responsibilities and obligations under the Listing Rules and relevant statutory requirements.

The participation by individual Directors in the continuous professional development programme with appropriate emphasis on the roles, functions and duties of a director of a listed company during the Year is recorded in the table below:

Name of Directors	Training on corporate governance, regulatory development and other relevant topics
Mr. Chu Ming Ho	✓
Mr. Yang Peter Shun Tsing	✓
Mr. Wan Yiu Hon	✓
Mr. Cheng Tak Chung	✓
Ms. Li Wai Man	✓
Mr. Li Richard King Hang	✓





## Corporate Governance Report

### Independent non-executive Directors and Non-executive Director

The Company appointed three independent non-executive Directors and one non-executive Director who have appropriate and sufficient experience and qualification to carry out their duties so as to protect the interests of the Shareholders.

The Company has received from each of the independent non-executive Directors an annual confirmation of independence pursuant to Rule 3.13 of the Listing Rules and considers all the independent non-executive Directors to be independent.

Each of the non-executive Directors (including the independent non-executive Directors) has been appointed for a term of three years commencing from the Listing Date and are subject to retirement by rotation in accordance with the Articles.

### Chairman and Chief Executive Officer

The chairman of the Board is responsible for overseeing the strategic planning and leadership of the Group and ensuring that the entire Board members are properly briefed on issues at the Board meetings and receive adequate and reliable information on a timely basis. The Chief Executive Officer is responsible for the strategic development and maintaining the Company's relationship with companies outside of the Group. Senior management is responsible for effective implementation of the Board's decisions and the day-to-day operations of the Group.

Code Provision A.2.1 of the CG Code provides that the roles of the chairman and chief executive officer should be separate and should not be performed by the same individual. The Company does not at present separate roles of the chairman and chief executive officer. Mr. Chu Ming Ho is the chairman of the Board and the Chief Executive Officer. In view of the fact that Mr. Chu Ming Ho has been assuming day-to-day responsibilities in operating and managing the Company since April 2000, the Board believes that it is in the best interest of the Company to have Mr. Chu taking up both roles for effective management and business development. Therefore, the Directors consider that the deviation from Code Provision A.2.1 of the CG Code is appropriate in such circumstance. Notwithstanding the above, the Board is of the view that this management structure is effective for the Group's operations and sufficient checks and balances are in place.

## BOARD COMMITTEES

The Board is responsible for the leadership and control of the Company and overseeing the Group's businesses, strategic decisions and promoting the success of the Company. The Board is delegated with the authority and responsibility for the management of the Group. In addition, the Board has also established various Board committees, including the remuneration committee (the "**Remuneration Committee**"), the nomination committee (the "**Nomination Committee**") and the Audit Committee, and has delegated various responsibilities to them. The executive Directors and senior management of the Company, as delegated by the Board, are responsible for implementing the determined strategies and policies and the day-to-day management of the Group's business.

### Remuneration Committee

The Remuneration Committee was established on 15 February 2017. The chairman of the committee is Mr. Li Richard King Hang, an independent non-executive Director, and other members include Mr. Chu Ming Ho, the chairman of the Board, executive Director and Chief Executive Officer, and Mr. Cheng Tak Chung, an independent non-executive Director.

The primary objectives and duties of the Remuneration Committee were set out in its terms of reference adopted in compliance with the requirements under the CG Code, which include making recommendations to the Board on the remuneration policy and structure and remuneration packages and employee benefits arrangements of the Directors and the senior management.

## Corporate Governance Report

During the Year, one Remuneration Committee meeting was held. Details of the attendance of the Remuneration Committee meeting are as follows:

Name of Members	Attendance of the Remuneration Committee meeting
Mr. Li Richard King Hang ( <i>Chairman</i> )	1/1
Mr. Chu Ming Ho	1/1
Mr. Cheng Tak Chung	1/1

During the Year, the Remuneration Committee has considered and reviewed the terms of employment contracts of the executive Directors and appointment letters of the non-executive Director and the independent non-executive Directors and has assessed the performance of the Directors. The Remuneration Committee considers that the terms of service agreements of the executive Directors and the appointment letters of the non-executive Director and the independent non-executive Directors are fair and reasonable.

## Nomination Committee

The Nomination Committee was established on 15 February 2017. The chairman of the committee is Mr. Chu Ming Ho, the chairman of the Board, executive Director and the Chief Executive Officer and other members include Mr. Cheng Tak Chung and Mr. Li Richard King Hang, both being independent non-executive Directors.

The roles and functions of the Nomination Committee include making recommendations to the Board on any proposed changes to the Board to complement the Company's corporate strategy. The Nomination Committee identifies individuals suitably qualified to become Board members and select or make recommendations to the Board on the selection of, individuals nominated for directorships. The Nomination Committee also reviews the structure, size and composition of the Board and assesses the independence of the independent non-executive Directors.

The Company has adopted a nomination policy (the "**Nomination Policy**") which sets out the nomination procedures and criteria for the Nomination Committee to select and recommend candidates to the Board for consideration of appointment as Directors or for recommendations to Shareholders for election as Directors at general meetings.

Pursuant to the Nomination Policy, prior to a meeting of the Nomination Committee called for considering candidates for directorship, the Nomination Committee will invite nominations of candidates from the Board members or put forward candidates. The Nomination Committee will consider the nominated candidates at such committee meeting according to the following criteria: reputation for integrity; accomplishment and experience; compliance with legal and regulatory requirements; commitment in respect of available time and relevant interest; and board diversity. A selected candidate will then be recommended by the Nomination Committee to the Board for consideration and approval.

A Shareholder may propose a person for election as a Director in a general meeting pursuant to procedures set out in the Articles.

In addition, the Board has adopted a board diversity policy. The Company seeks to achieve board diversity through the consideration of a number of factors in the Board members' selection process, including but not limited to gender, age, cultural and educational background, race, professional experience and industry experience. These factors will be considered in determining the optimum composition of the Board and all Board appointments will be based on meritocracy, having due regard to the Group's business needs from time to time while taking into account diversity.







## Corporate Governance Report

The Board considers that the current Board composition has provided the Company with a good balance and diversity of skills and experience appropriate to the requirements of its business. The Board will continue to review its composition from time to time taking into consideration specific needs for the Group's business.

During the Year, one Nomination Committee meeting was held. Details of the attendance of the Nomination Committee meeting are as follows:

Name of Members	Attendance of the Nomination Committee meeting
Mr. Chu Ming Ho ( <i>Chairman</i> )	1/1
Mr. Cheng Tak Chung	1/1
Mr. Li Richard King Hang	1/1

During the Year, the Nomination Committee reviewed the structure, size and diversity of the Board and assessed the independence of the independent non-executive Directors.

### Audit Committee

The Audit Committee was established on 15 February 2017. The chairlady of the committee is Ms. Li Wai Man, an independent non-executive Director with the appropriate professional qualifications and other members include Mr. Cheng Tak Chung and Mr. Li Richard King Hang, both being independent non-executive Directors.

The main responsibilities of the Audit Committee are to review the Group's financial information and the auditors' reports and monitor the integrity of the financial statements of the Group as well as overseeing the financial reporting process, risk management and internal control system of the Group and assisting the Board to fulfil its responsibility over the audit. Other responsibilities include making recommendations to the Board on the appointment, reappointment and removal of external auditor, approval of the remuneration and terms of the engagement of the external auditor, and any other matters arising from the above. The Audit Committee is also responsible for performing the Company's corporate governance functions and serves as a channel of communication between the Board and the external auditor.

During the Year, three Audit Committee meetings were held. Details of the attendance of the Audit Committee meetings are as follows:

Name of Members	Attendance of the Audit Committee meeting
Ms. Li Wai Man ( <i>Chairlady</i> )	3/3
Mr. Cheng Tak Chung	3/3
Mr. Li Richard King Hang	3/3

During the Year, the Audit Committee has reviewed the audit plan and approach of the external auditor and monitored the progress and results of the audit regularly. The Group's audited annual results for the Year have been reviewed by the Audit Committee, which was of the opinion that the preparation of such results complied with the applicable accounting standards and requirements and that adequate disclosure has been duly made.

## Corporate Governance Report

### RISK MANAGEMENT AND INTERNAL CONTROLS

The Board acknowledges its responsibility for the management of the Company and is collectively responsible for ensuring sound and effective risk management and internal control systems and reviewing their effectiveness on an ongoing basis. Such risk management and internal control systems are designed for managing risk rather than eliminating the risk of failure to achieve business objective, and can only provide reasonable and not absolute assurance against material misstatement or loss.

The Board, having reviewed the effectiveness of the risk management and internal control systems of the Company through the Audit Committee, considers that the Company's risk management and internal control systems are adequate and effective and no significant control failings or weaknesses were identified for the Year. The level of resources, staff qualifications and experience, training programmes and budget of the Company's internal audit and accounting and financial reporting functions were also assessed and considered adequate for the Year. The Company will continue to improve its system of internal control. The Board shall conduct such review through the Audit Committee at least once annually.

#### Risk Management and Internal Control Systems

The Company's risk management and internal control systems are designed to manage and mitigate risks, rather than eliminating risks, and can only provide reasonable but not absolute assurance against material misstatement or loss. The Company employed a top-down and bottom-up approach for identification, assessment and mitigation of risk at all business unit levels and across functional areas. Through the Audit Committee, the Board conducts annual review of the effectiveness of the Company's risk management and internal control systems, covering the material controls, including financial, operational and compliance controls. The Chief Executive Officer and chief financial officer of the Group (the "**Chief Financial Officer**") are primarily responsible for applying, supporting the risk management and internal control processes. The operating units and support functions are facilitated and coordinated by the Chief Executive Officer and the Chief Financial Officer, and ensure that risk management processes and mitigation plans follow good practices and guidelines established by the Company in their day-to-day operations. Risk events and incidents are reported by the operating units and support functions to the management in a timely manner.

#### Main Features of Risk Management and Internal Control Systems

The key elements of the Company's risk management and internal control systems include the establishment of strategic risk register to monitor, evaluate and assess the identified risks. The Company updates the risk responses for each key risk identified to ensure the effectiveness of the mitigation procedures on an ongoing basis. A risk matrix approach is adopted to determine the significance of the risk after evaluation of the risk according to the impact, frequency and probability of the risk event identified. The significance of the risks reflects the level of management's attention and risk responses.

Risk management process is integrated with the internal control system, so that the Company's ability to handle risks that hinder the achievement of financial, operational and compliance goals is strengthened and the allocation of resources on control measures against specific or high risks areas is more adequate.

#### Process used to identify, evaluate and manage significant risks

The Company develops a preliminary inventory of events that could influence the achievement of the Company's business objectives. The Company identifies outside and inside events by reviewing its external and internal environment and stakeholders, which have an influence or potential influence on the Company's ability to achieve its strategies and business objectives. The risk identification process takes place at least once a year. Furthermore, any risk events and incidents identified by the operating units and support functions will be reported to the management in a timely manner.





## Corporate Governance Report

The risks identified are evaluated with a risk matrix which prioritises risks according to the frequency and probability of their occurrence and the significance of their impact on the achievement of the Company's business objectives. Following the review of the risk matrix, the Company selects and deploys the corresponding risk responses and investigates the mitigation procedures to be executed to ensure the identified significant risks were managed to an acceptable level.

### Process used to review the effectiveness of the Risk Management and Internal Control Systems

During the Year, the Group has performed a review on the risk management and internal control systems and prepared a report to enable the Board and management to evaluate and provide reasonable assurance on the effectiveness and efficiency of operations, providing reliable financial reporting, complying with applicable laws and regulations and, where appropriate, carry out the recommended procedures (if any). The Audit Committee has reviewed the report and the review covered all material controls, including operational, financial and compliance control, and risk management functions. The scope and the quality of ongoing monitoring of risks and internal control systems have been assessed. The Board considered that during the Year, the risk management and internal control systems of the Group were effective, and no significant deficiency was identified during the course of review.

### Inside Information Policy

The Company has established policies for the handling and dissemination of inside information. Such policy is set out inside the staff manual and all staff is required to comply with such policy. In addition, each level of personnel of the Group is granted a specific level of access to price sensitive and inside information. The Directors, senior management and employees are informed with the latest regulatory updates.

## AUDITOR'S REMUNERATION

The statement of the Company's auditors about their reporting responsibilities for the Financial Statements is set out in the "Independent Auditor's Report" on pages 51 to 56 of this report.

For the Year, the remuneration payable or paid to the Company's auditors, Deloitte Touche Tohmatsu, is as follows:

	Year ended 31 March 2019 (HK\$'000)
Statutory audit services	1,850
Others	85
	1,935

## COMPANY SECRETARY

Ms. Chan Wai Hing Gloria, the company secretary of the Company (the "**Company Secretary**"), has complied with the relevant professional training requirement under Rule 3.29 of the Listing Rules during the Year.

## Corporate Governance Report

### SHAREHOLDERS' RIGHTS

#### Procedures for Shareholders to convene an extraordinary general meeting

- Pursuant to the memorandum and articles of association of the Company (the “**Memorandum and Articles**”), any one or more Shareholders holding, at the date of deposit of the requisition, not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company (the “**Eligible Shareholder(s)**”) shall at all times have the right, by written requisition to the Board or the Company Secretary, to require an extraordinary general meeting (“**EGM**”) to be called by the Board for the transaction of any business specified in such requisition.
- Eligible Shareholder(s) who wish to convene an EGM must deposit a written requisition (the “**Requisition**”) signed by the Eligible Shareholder(s) concerned to the principal place of business of the Company in Hong Kong, at 1/F, Century Centre, 44-46 Hung To Road, Kwun Tong, Kowloon, Hong Kong, for the attention of the Company Secretary.
- The Requisition must state clearly the name of the Eligible Shareholder(s) concerned, his/her/their shareholding in the Company, the reason(s) to convene an EGM, the agenda proposed to be included and the details of the business(es) proposed to be transacted at the EGM. The Requisition must be signed by the Eligible Shareholder(s) concerned.
- The Company will check the Requisition and the identity and the shareholding of the Eligible Shareholder(s) will be verified with the Company's branch share registrar. If the Requisition is found to be proper and in order, the Company Secretary will ask the Board to convene an EGM within two months and/or include the proposal or the resolution proposed by the Eligible Shareholder(s) at the EGM after the deposit of the Requisition.
- If within 21 days of the deposit of the Requisition the Board has not advised the Eligible Shareholders of any outcome to the contrary and fails to proceed to convene such EGM, the Eligible Shareholder(s) himself/herself/themselves may do so in accordance with the Memorandum and Articles, and all reasonable expenses incurred by the Eligible Shareholder(s) concerned as a result of the failure of the Board shall be reimbursed to the Eligible Shareholder(s) concerned by the Company.

#### Putting enquiries by Shareholders to the Board

Shareholders may send their enquiries and concerns to the Board by addressing them to the principal place of business of the Company in Hong Kong at 1/F, Century Centre, 44-46 Hung To Road, Kwun Tong, Kowloon, Hong Kong by post or email to Ms. Chan Wai Hing Gloria at [gloriachan@microware.com.hk](mailto:gloriachan@microware.com.hk), for the attention of the Company Secretary.

#### Procedures for Shareholders to put forward proposals at Shareholders' meeting

There is no provision allowing Shareholders to propose resolutions at the general meetings of the Company under the Memorandum and Articles. Shareholders who wish to propose resolutions may, however, convene an EGM to do so by following the procedures as set out in the section headed “Procedures for Shareholders to convene an extraordinary general meeting” in this report.





## Corporate Governance Report

### INVESTOR RELATIONS

The Company is committed to a policy of open and regular communication and reasonable disclosure of information to its Shareholders. Information of the Company is disseminated to the Shareholders in the following manner:

- Delivery of annual and interim results and reports to all Shareholders;
- Publication of announcements regarding the annual and interim results on the Stock Exchange's website, and issue of other announcements and Shareholders' circulars in accordance with the continuing disclosure obligations under the Listing Rules; and
- The general meeting of the Company is also an effective communication channel between the Board and Shareholders.

### CONSTITUTIONAL DOCUMENTS OF THE COMPANY

There were no changes in the constitutional documents of the Company during the Year.

A copy of the latest version of the Memorandum and Articles are available on the websites of the Company and the Stock Exchange.



# Directors' Report

## DIRECTORS' REPORT

The Board is pleased to present to the Shareholders their report for the Year and the Financial Statements.

## PRINCIPAL ACTIVITIES

The principal activity of the Company is investment holding. The principal activities of its major subsidiaries are set out in note 29 to the Financial Statements.

## BUSINESS REVIEW

Discussion and analysis on the business of the Group for the Year are set out in the section headed "Management Discussion and Analysis" on pages 8 to 11 of this report.

## RESULTS AND DIVIDENDS

The results of the Group for the Year and the Group's financial position as at 31 March 2019 are set out in the Financial Statements on pages 57 to 58 of this report.

Under the dividend policy adopted by the Company, dividends may be recommended, declared and paid to the Shareholders from time to time. In summary, the declaration of dividend is subject to the discretion of the Board, taking into consideration of, among others, the following factors: financial results, Shareholders' interests, general business conditions and strategies, capital requirements, taxation considerations, contractual, statutory and regulatory restrictions (if any) and any other factors that the Board may deem relevant.

The Board recommends the payment of a 2019 Final Dividend of HK\$0.055 per Share to the Shareholders. Subject to the approval by the Shareholders at the AGM to be held on Thursday, 22 August 2019, the 2019 Final Dividend will be paid on or about Wednesday, 11 September 2019 to Shareholders whose names appear on the register of members of the Company on Wednesday, 28 August 2019. During the Year, the Company declared and paid interim dividend of HK\$0.04 per Share (Previous Year: Nil).

There is no arrangement that a Shareholder has waived or agreed to waive any dividend.

## CLOSURE OF REGISTER OF MEMBERS

For the purpose of determining the Shareholders' rights to attend and vote at the AGM, the register of members of the Company will be closed from Monday, 19 August 2019 to Thursday, 22 August 2019, both days inclusive, during which period no transfer of Shares will be registered. In order to be eligible to attend and vote at the AGM, all transfer documents accompanied by the relevant share certificates must be lodged with the Company's branch share registrar in Hong Kong, Tricor Investor Services Limited, at Level 54, Hopewell Centre, 183 Queen's Road East, Hong Kong for registration no later than 4:30 p.m. on Friday, 16 August 2019.

For the purposes of determining the Shareholders' entitlement to the 2019 Final Dividend, if approved by the Shareholders at the AGM, the register of members of the Company will be closed on Wednesday, 28 August 2019, on which day no transfer of Shares will be registered. In order to be eligible for the proposed 2019 Final Dividend, all transfer documents accompanied by the relevant share certificates must be lodged with Company's branch share registrar in Hong Kong, Tricor Investor Services Limited, at Level 54, Hopewell Centre, 183 Queen's Road East, Hong Kong for registration no later than 4:30 p.m. on Tuesday, 27 August 2019.





## Directors' Report

### FINANCIAL SUMMARY

A summary of the published results and of the assets, equity and liabilities of the Group for the last five financial years is set out on page 116 of this report.

### ENVIRONMENTAL POLICIES

The Directors believe that the IT infrastructure solutions industry in which the Group operates its business is not a major source of environmental pollution and the impact of its operations on the environment is minimal. The Group has taken measures to facilitate the environmental-friendliness of its workplace by encouraging, among other things, a recycle culture within the Group.

The Group has also dedicated its effort to review and monitor the Group's environmental, social and governance ("ESG") policies and practices to ensure compliance with the relevant legal and regulatory requirements as described in Appendix 27 to the Listing Rules. The Group is committed to engaging its key stakeholders and operating its business in a fair, responsible and transparent manner. Details of the Group's ESG performance for the Year can be found in "Environmental, Social and Governance Report" as set out on pages 38 to 50 of this report.

### COMPLIANCE WITH LAWS AND REGULATIONS

During the year, the Group complied in material respects with the relevant laws and regulations that have a significant impact on the business and operation of the Group, including those in respect of its provision of IT infrastructure solutions services and IT managed services in Hong Kong, employment and labour practices and environmental protection. The Company also complied with the requirements under the Listing Rules, the SFO and the laws of the Cayman Islands during the Year. The Group conducts on-going review of the newly enacted laws and regulations affecting the operations of the Group, if any, and provides relevant trainings and guidance to the staff. During the Year, there was no material breach of or non-compliance with the applicable laws and regulations by the Group.

### PRINCIPAL RISKS AND UNCERTAINTIES

The Directors are aware that the Group's financial condition, results of operations, businesses and prospects may be affected by a number of risks and uncertainties. The key risks and uncertainties identified by the Group are set out as follows:

- the Group is dependent upon recruiting and retaining eligible employees. Any shortfall in its workforce or increase in direct staff costs may materially impede its business operations and adversely affect its financial results;
- the Group may encounter cost overruns or delays in its IT infrastructure solutions service contracts, which may materially and adversely affect its business, financial position and results of operation; and
- the preferences of the Group's clients are highly subjective in nature and can substantially deviate from one another, and consequently failure to accommodate the client's individual preferences may result in client dissatisfaction, thereby potentially damaging the Group's business reputation and hindering its opportunity to secure future contracts or orders.

For other risks and uncertainties faced by the Group, please refer to the section headed "Risks Factors" in the prospectus of the Company dated 24 February 2017 (the "**Prospectus**").

## Directors' Report

### USE OF PROCEEDS

The net proceeds (the “**Net Proceeds**”) from the initial public offering of the Company in March 2017 amounted to approximately HK\$56.0 million (after deducting underwriting commissions and related expenses). As at 31 March 2019, the Group had utilised approximately HK\$22.6 million of the Net Proceeds in accordance with the proposed applications as set out in the section headed “Future Plans and Use of Proceeds” in the Prospectus, details of which are set out as follows:

Use	Approximate amount of Net Proceeds (HK\$ 'million)	Approximate percentage of Net Proceeds as stated in the Prospectus	Approximate amount utilised as at 31 March 2019 (HK\$ 'million)
Upgrading of the IT management systems of the Group	19.6	35%	3.7 (Note 1)
Enhancing of the Group's capability to undertake large-scale contracts	14.0	25%	10.5
Recruitment and training of employees	11.2	20%	7.4 (Note 2)
Strengthening the marketing efforts of the Group	5.6	10%	1.0
Additional working capital and other general corporate purposes	5.6	10%	0.0
	56.0	100%	22.6

Notes:

1. The utilisation of proceeds for upgrading of the IT management systems of the Group has fallen behind the schedule as disclosed in the Prospectus due to the complication of the Group's systems. The Group is in the process of evaluating and upgrading the existing systems.
2. The utilisation of proceeds for recruitment and training of employees has fallen behind the schedule as disclosed in the Prospectus due to the insufficient supply of labour in the market. The Group is in the process of identifying suitable candidates for the relevant positions.

As at 31 March 2019, the unutilised Net Proceeds have been deposited into short-term demand deposit with authorised financial institutions and/or licensed banks in Hong Kong.

### SHARE CAPITAL

Movements in the share capital of the Company during the Year are set out in note 20 to the Financial Statements.

### DISTRIBUTABLE RESERVES

The Company's reserves available for distributions to Shareholders as at 31 March 2019 comprised the share premium plus accumulated loss with an aggregate amount of approximately HK\$75,432,000 (2018: HK\$77,823,000).





## Directors' Report

### RESERVES

Movements in the reserves of the Group during the Year are set out in the consolidated statement of changes in equity on page 59 of this report and the details of reserves attributable to equity shareholders of the Company are set out in note 28 to the Financial Statements.

### MAJOR SUPPLIERS AND CUSTOMERS

The Group's five largest customers accounted for approximately 19% of the total revenue of the Group for the Year, while the largest customer accounted for approximately 5% of the total revenue of the Group for the Year.

The Group's five largest suppliers accounted for approximately 76% of the Group's total purchases during the Year, while the largest supplier accounted for approximately 29% of the total purchases of the Group for the Year.

At all time during the Year, none of the Directors or any of their close associates or any Shareholders who, to the best knowledge of the Directors, own more than 5% of the number of issued Shares had an interest in any of the five largest suppliers or five largest customers of the Group.

### DIRECTORS

The Directors as at the date of this report were:

#### Executive Directors

Mr. Chu Ming Ho (*Chairman and Chief Executive Officer*)  
Mr. Yang Peter Shun Tsing

#### Non-executive Director

Mr. Wan Yiu Hon

#### Independent non-executive Directors

Mr. Cheng Tak Chung  
Ms. Li Wai Man  
Mr. Li Richard King Hang

In accordance with article 84 of the Articles, Ms. Li Wai Man and Mr. Cheng Tak Chung will retire by rotation and, being eligible, offer themselves for re-election as independent non-executive Directors, respectively, at the AGM.

### BIOGRAPHICAL DETAILS OF THE DIRECTORS AND SENIOR MANAGEMENT

Biographical details of the Directors and the senior management of the Group are set out on pages 12 to 14 of this report.

## Directors' Report

### DIRECTORS' SERVICE CONTRACTS

Each of the executive Directors has entered into a service agreement with the Company for a term of three years commencing from the Listing Date, which may be terminated by not less than three months' notice in writing served by either party on the other.

Each of the non-executive Director and independent non-executive Directors has entered into a letter of appointment with the Company for a term of three years commencing from the Listing Date, which may be terminated by not less than three months' notice in writing served by either party on the other.

All Directors are subject to retirement by rotation and re-election in accordance with the Articles.

None of the Directors has a service contract with the Company which is not determinable by the Company within one year without payment of compensation, other than statutory compensation.

### DIRECTORS' MATERIAL INTERESTS IN CONTRACTS

Details of the continuing connected transactions, and related party transactions of the Group during the Year are respectively set out on pages 33 to 34 and of this report.

Save as disclosed above, no other transactions, arrangements and contracts of significance in relation to the Group's business to which the Company or any of its subsidiaries was a party and in which a Director or an entity connected with Director had a material interest, whether directly or indirectly, subsisted at any time during the Year or as at the end of the Year.

### CONTROLLING SHAREHOLDERS' INTEREST

Save as disclosed in this report, no contracts of significance between the Company or any of its subsidiaries and a controlling Shareholder or any of its subsidiaries or any contracts of any significance for the provision of services to the Company or any of its subsidiaries by a controlling Shareholder or any of its subsidiaries subsisted at any time during the Year or as at the end of the Year.

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

As at 31 March 2019, the interests or short positions in the shares, underlying shares and debentures of the Company and any of its associated corporations (within the meaning of Part XV of the SFO) held by the Directors and chief executive of the Company which have been 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 have been recorded in the register maintained by the Company pursuant to Section 352 of the SFO, or as otherwise have been notified to the Company and the Stock Exchange pursuant to the Model Code were as follows:







## Directors' Report

### (i) Interest in the Company

Name of Director	Nature of Interest	Number of Shares <sup>(1)</sup>	Approximate percentage of shareholding
Mr. Yang Peter Shun Tsing	Interest of a controlled corporation <sup>(2)</sup>	164,804,000 (L)	54.9%
	Beneficial owner	38,556,000 (L)	12.9%
Mr. Chu Ming Ho	Beneficial owner	11,500,000 (L)	3.8%

Notes:

- (1) The letter "L" denotes the person's long position in the Shares.
- (2) These 164,804,000 Shares are held by Microware International, which is beneficially and wholly owned by Mr. Yang Peter Shun Tsing. By virtue of the SFO, Mr. Yang is deemed to be interested in the Shares held by Microware International.

### (ii) Interest in associated corporations of the Company

Name of Director	Name of associated corporation	Nature of interest	Interest in shares	Percentage holding
Mr. Yang Peter Shun Tsing	Microware International	Beneficial owner	50,000	100%

Save as disclosed above, none of the Directors or chief executive of the Company had registered any interests or short positions in any shares, underlying shares and debentures of the Company or any associated corporations as at 31 March 2019, as recorded in the register required to be kept by the Company pursuant to section 352 of the SFO, or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

## SUBSTANTIAL SHAREHOLDERS' INTEREST AND SHORT POSITIONS IN SHARES

As at 31 March 2019, the interests or short positions in the Shares or underlying Shares held by the persons (not being a Director or chief executive of the Company) which fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO as recorded in the register required to be kept by the Company pursuant to section 336 of the SFO:

Name of Director	Nature of Interest	Number of Shares <sup>(1)</sup>	Approximate percentage of shareholding
Microware International	Beneficial owner	164,804,000 (L)	54.9%

Note:

- (1) The letter "L" denotes the person's long position in the Shares.

## Directors' Report

Save as disclosed above, as at 31 March 2019, no person, other than the Directors and chief executive of the Company, whose interests are set out in the section "Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures" above, had registered an interest or short position in the Shares or underlying Shares that was required to be recorded pursuant to Section 336 of the SFO or which would fall to be disclosed to the Company and Stock Exchange pursuant to Divisions 2 and 3 of Part XV of the SFO.

## SHARE OPTION SCHEME

The Company has adopted the Share Option Scheme, a summary of the principal terms of which is set out as follows:

### 1. Purpose of the Share Option Scheme

The Share Option Scheme is a share incentive scheme prepared in accordance with Chapter 17 of the Listing Rules and is established to recognise and acknowledge the contributions that the Eligible Participants (as defined below) had or may have made to the Group. The Share Option Scheme will provide the Eligible Participants (as defined below) an opportunity to have a personal stake in the Company with the view to achieving the following objectives:

- (i) motivate the Eligible Participants (as defined below) to optimise their performance efficiency for the benefit of the Group; and
- (ii) attract and retain or otherwise maintain an on-going business relationship with the Eligible Participants (as defined below) whose contributions are or will be beneficial to the long-term growth of the Group.

### 2. Participants of the Share Option Scheme

The Board may, at its discretion, offer to grant an option to the following persons (collectively the "**Eligible Participants**") to subscribe for such number of new Shares as the Board may determine:

- (i) any full-time or part-time employees, executives or officers of the Company or any of its subsidiaries;
- (ii) any directors (including non-executive directors and independent non-executive directors) of the Company or any of its subsidiaries; and
- (iii) any advisers, consultants, suppliers, customers, distributors and such other persons who, in the sole opinion of the Board, will contribute or have contributed to the Company and/or any of its subsidiaries.

### 3. Total number of Shares available for issue under the Share Option Scheme and percentage of issued Shares

As at the date of this report, no share option has been granted under the Share Option Scheme.

The maximum number of Shares in respect of which options may be granted under the Share Option Scheme and under any other share option schemes of the Company must not in aggregate exceed 30,000,000 Shares, representing 10% of the total number of Shares in issue as at the date of this report.





## Directors' Report

### 4. Maximum entitlement of each participant under the Share Option Scheme

The total number of Shares issued, and which may fall to be issued upon exercise of the options granted under the Share Option Scheme and any other share option schemes of the Company (including both exercised and outstanding options) to each Eligible Participant in any 12-month period up to the date of grant shall not exceed 1% of the Shares in issue as at the date of grant. Any further grant of options in excess of this 1% limit shall be subject to:

- (i) the issue of a circular by the Company containing the identity of the Eligible Participant, the numbers of and terms of the options to be granted (and options previously granted to such participant), the information as required under Rules 17.02(2)(d) and the disclaimer required under 17.02(4) of the Listing Rules; and
- (ii) the approval of the Shareholders in general meeting and/or other requirements prescribed under the Listing Rules from time to time with such Eligible Participant and his close associates (as defined in the Listing Rules) (or his/her associates if the Eligible Participant is a core connected person) abstaining from voting.

### 5. The period within which the options must be exercised under the Share Option Scheme

An option may be exercised at any time during a period to be determined and notified by the Directors to each grantee, but shall not be more than 10 years from the date upon which the option is deemed to be granted and accepted.

### 6. The minimum period for which an option must be held before it can be exercised

There is no minimum period for which an option granted must be held before it can be exercised except otherwise imposed by the Directors.

### 7. The basis of determining the exercise price

The exercise price of a Share in respect of any particular option granted under the Share Option Scheme shall be such price as the Board in its absolute discretion shall determine, save that such price must be at least the higher of:

- (i) the official closing price of the Shares as stated in the Stock Exchange's daily quotation sheets on the date of grant, which must be a day on which the Stock Exchange is open for the business of dealing in securities;
- (ii) the average of the official closing prices of the Shares as stated in the Stock Exchange's daily quotation sheets for the five business days immediately preceding the date of grant; and
- (iii) the nominal value of a Share.

### 8. The amount payable on application or acceptance of the option and the period within which payments or calls must or may be made or loans for such purposes must be repaid

The grantee shall pay HK\$1.00 to the Company by way of consideration for the grant on or before the relevant acceptance date of the option.

## Directors' Report

### 9. The remaining life of the Share Option Scheme

The Share Option Scheme, unless otherwise terminated or amended, will remain in force for a period of 10 years from the Adoption Date, i.e. 15 February 2017.

Since the adoption of the Share Option Scheme, no share options were granted, exercised or cancelled by the Company under the Share Option Scheme. There were no outstanding share options under the Share Option Scheme as at the date of this report.

### DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Other than as disclosed in the sections headed "Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures" on pages 29 to 30 of this report and "Share Option Scheme" on pages 31 to 33 of this report, at no time during the Year 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 associates nor was the Company and any of its subsidiaries a party to any arrangement to enable the Directors, or their respective associates to acquire such rights in any other body corporate.

### CONTINUING CONNECTED TRANSACTIONS

- (1) During the Year, the Group had entered into the following continuing connected transactions: Microware Ltd., an indirect wholly-owned subsidiary of the Company, as tenant, entered into the residential tenancy agreement (the "**Residential Tenancy Agreement**") with Mr. Yang Peter Shun Tsing ("**Mr. Yang**") as landlord on 27 April 2016, pursuant to which Mr. Yang agreed to lease to Microware Ltd. a property situated at Flat B, 8/F, Tower 3, One Mayfair, 1 Broadcast Drive, Kowloon Tong, Kowloon, Hong Kong (the "**Residential Premises**"), with a total gross floor area of approximately 2,177 square feet ("**sq.ft.**") and a car parking space at the same building (the "**Car Parking Space**") for a term commenced from 1 May 2016 and ended on 31 March 2019 at a monthly rental (exclusive of utilities, telephone charges and other similar charges) of HK\$95,000. The Residential Premises are used as residence for, and the Car Parking Space is used by, Mr. Chu Ming Ho, an executive Director, chairman and chief executive officer of the Group, provided by the Group as part of his director's emoluments; and

On 3 June 2019, Microware Ltd. as tenant entered into the residential tenancy agreement with Mr. Yang and his spouse as landlords in respect of the leasing of the above Residential Premises and the Car Parking Space for a term commenced on 1 April 2019 and ending on 31 March 2020 at a monthly rental HK\$95,000 (exclusive of utilities, telephone charges and other similar charges). For details, please refer to the announcement of the Company dated 3 June 2019.

- (2) Microware Ltd. as tenant entered into the office tenancy agreement (the "**Office Tenancy Agreement**") with Microware Properties Limited ("**Microware Properties**"), a wholly-owned subsidiary of Microware International which is in turn wholly owned by Mr. Yang, as landlord, on 15 February 2017, pursuant to which Microware Properties agreed to lease to Microware Ltd. a property situated at 1st Floor, Century Centre, 44 and 46 Hung To Road, Kwun Tong, Kowloon, Hong Kong (the "**Office Premises**") with a total gross floor area of approximately 48,960 sq.ft. for a term of three years commenced from 1 April 2016 and ended on 31 March 2019 at a monthly rental of HK\$440,640 during the period from 1 April 2016 to 30 September 2016 and HK\$490,000 during the period from 1 October 2016 to 31 March 2019 (exclusive of management fees, rates and government rent). The Office Premises are used as the Group's head office.

On 3 June 2019, Microware Ltd. as tenant entered into the office tenancy agreement with Microware Properties in respect of the leasing of the above Office Premises for a term commenced on 1 April 2019 and ending on 31 March 2020 at a monthly rental HK\$588,000 (exclusive of management fees, rates and government rent). For details, please refer to the announcement of the Company dated 3 June 2019.

During the Year, the aggregate rent paid by Microware Ltd. to Mr. Yang pursuant to the Residential Tenancy Agreement amounted to HK\$1,140,000 and the aggregate rent paid by Microware Ltd. to Microware Properties pursuant to the Office Tenancy Agreement amounted to HK\$5,880,000.





## Directors' Report

As Mr. Yang is an executive Director and a substantial shareholder of the Company, and Microware Properties is a wholly-owned subsidiary of Microware International, which is in turn wholly owned by Mr. Yang, each of Mr. Yang and Microware Properties is a connected person of the Company for the purpose of the Listing Rules. Accordingly, the transactions contemplated under the Residential Tenancy Agreement and the Office Tenancy Agreement constitute continuing connected transactions of the Company under Chapter 14A of the Listing Rules. Since each of the applicable percentage ratios (other than the profits ratio) for (a) the Residential Tenancy Agreement and the Office Tenancy Agreement on an aggregated basis; and (b) the Office Tenancy Agreement on a standalone basis is expected to be more than 0.1% but less than 5% on an annual basis, the transactions contemplated under (i) the Residential Tenancy Agreement and the Office Tenancy Agreement on an aggregated basis; and (ii) the Office Tenancy Agreement on a standalone basis are subject to the reporting, annual review and announcement requirements but exempt from the independent Shareholders' approval requirement under Rule 14A.76(2) of the Listing Rules.

The independent non-executive Directors have reviewed the continuing connected transactions for the Year as set out above and have confirmed that these continuing connected transactions were entered into (i) in the ordinary and usual course of business of the Group; (ii) on normal commercial terms or better; and (iii) on terms that are fair and reasonable and in the interests of the Shareholders as a whole according to the Residential Tenancy Agreement and the Office Tenancy Agreement.

The related party transactions set out in note 25 to the Financial Statements constitute continuing connected transactions of the Company and the Company has complied with the disclosure requirements in Chapter 14A of the Listing Rules.

Pursuant to Rule 14A.56 of the Listing Rules, the Board engaged, Deloitte Touche Tohmatsu, the auditor of the Company, to report on the Group's continuing connected transactions for the Year in accordance with Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The auditor has issued its unqualified letter containing its findings and conclusions in respect of the continuing connected transactions for the Year as disclosed on page 33 of this report in accordance with Rule 14A.56 of the Listing Rules. A copy of the auditor's letter has been provided by the Company to the Stock Exchange. The independent non-executive Directors have reviewed the report of the auditor and have confirmed that the transactions have been entered into by the Company in the ordinary course of its business, and in accordance with the terms of agreements governing such transactions that are fair and reasonable and in the interests of the Shareholders as a whole.

## EMOLUMENT POLICY AND DIRECTORS' REMUNERATION

The emoluments of the Directors are reviewed and approved by the Remuneration Committee, having regard to factors including salaries paid by comparable companies, time commitment, job duties and responsibilities in respect of the relevant positions. The Company has adopted the Share Option Scheme, details of which are set out in the paragraphs under the section headed "Share Option Scheme" in this report.

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

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities during the Year.

## CHARITABLE DONATIONS

During the Year, the Group made charitable donations amounting to HK\$2.1 million.

## PRE-EMPTIVE RIGHTS

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



## Directors' Report

### CORPORATE GOVERNANCE AND MODEL CODE

The Company has complied with the code provisions of the CG Code as set out in Appendix 14 to the Listing Rules throughout the Year, except for Code Provision A.2.1 of the CG Code. For details, please refer to the Corporate Governance Report of the Company which is set out on pages 15 to 24 of this report.

The Company has adopted the Model Code as the securities dealing code for its Directors. Having made specific enquiry to all Directors, all Directors confirmed that they have fully complied with the required standards and provisions as set out in the Model Code during the Year.

### INDEPENDENCE OF INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received from each of its independent non-executive Directors a confirmation of independence, and the Company considers that each of them is independent and has met the guidelines set out in Rule 3.13 of the Listing Rules.

### INTEREST OF DIRECTORS AND CONTROLLING SHAREHOLDERS IN A COMPETING BUSINESS

As at 31 March 2019, the Directors were not aware of any business in which the Directors or the controlling Shareholders are interested that had competed or might compete with the business of the Group.

### DEED OF NON-COMPETITION

Each of Microware International and Mr. Yang (the “**Covenantors**”), being the controlling Shareholders, has undertaken to the Company in the deed of non-competition (the “**Deed of Non-competition**”) entered into by them in favour of the Company on 15 February 2017 that he/it will not, and will procure his/its close associates (as defined in the Listing Rules and other than members of the Group) not to directly or indirectly participate, acquire or hold any right or interest in or otherwise be involved in or undertake any business that directly or indirectly competes, or may compete, with the existing business activity or any business activities that the Group may undertake in the future, or hold shares or interest in any companies or business that compete directly or indirectly with the business engaged by the Group from time to time except where the Covenantors hold less than 5% of the total issued share capital of any company (whose shares are listed on the Stock Exchange or any other stock exchange) which is engaged in any business that is or may be in competition with any business engaged by any member of the Group and they do not control 10% or more of the board of directors of such company. Details of the Deed of Non-competition have been disclosed in the Prospectus under the section headed “Relationship with Our Controlling Shareholders”.

The Company has received an annual written confirmation from the Covenantors in respect of their compliance with the Deed of Non-competition. The independent non-executive Directors have reviewed and were satisfied that each of the Covenantors has complied with the Deed of Non-competition during the Year.

### SUFFICIENCY OF PUBLIC FLOAT

Based on the information publicly available to the Company and within the knowledge of the Directors, the Directors confirmed that the Company has maintained a sufficient public float throughout the Year.





## Directors' Report

### RELATIONSHIP WITH EMPLOYEES, CUSTOMERS AND SUPPLIERS

The Group believes that its employees are valuable assets for the Group's continuous development. Thus, it offers competitive salary package to its employees including mandatory provident funds in accordance with the Mandatory Provident Fund Schemes Ordinance (Chapter 485 of the Laws of Hong Kong) and medical insurance coverage to employees who are retained after the probation period. In order to promote overall efficiency, employee loyalty and retention, employees of the Group are required to attend orientation sessions when they first join the Group and may attend other training courses held onsite or externally.

The Company has also adopted the Share Option Scheme to recognise and motivate contributions of its employees. Further details regarding the Share Option Scheme are set out in the paragraphs headed "Share Option Scheme" on pages 31 to 33 of this report.

The Group provides high quality IT infrastructure solutions to its customers from both private sector and public sector to fulfil their immediate and long-term needs. The Group also communicates with its customers regularly to maintain close relationship with them.

The Group strives to maintain fair and cooperative relationships with its suppliers.

### PERMITTED INDEMNITY PROVISIONS

Pursuant to the Articles, every Director, auditor, secretary or other officers of the Company shall be entitled to be indemnified by the Company out of the assets and profits of the Company from and against all actions, costs, charges, losses, damages and expenses which they or any of them may sustain or incur by or by reason of any act done, concurred in or omitted in or about the execution of their duty, or supposed duty, in their respective offices or trusts.

The Company has taken appropriate insurance coverage in respect of Directors' and officers' liability throughout the Year.

### RELIEF OF TAXATION

The Company is not aware of any relief from taxation available to the Shareholders by reason of their holding of the Shares.

### MANAGEMENT CONTRACT

No contract concerning the management or administration of the whole or any substantial part of the business of the Company was entered into or existed during the Year.

### IMPORTANT EVENT AFTER THE END OF THE YEAR

There is no important event affecting the Group which has occurred since the end of the Year.

### REVIEW OF THE ANNUAL RESULTS

The Audit Committee has reviewed the Financial Statements, the annual results announcement and this annual report of the Company for the Year and had submitted the same to the Board for approval. Members of the Audit Committee were of the opinion that the preparation of such Financial Statements, annual results announcement and annual report has complied with the applicable accounting standards, the Listing Rules and that adequate disclosure had been made.

## Directors' Report

### AUDITORS

A resolution will be proposed at the AGM to re-appoint Deloitte Touche Tohmatsu as the external auditors of the Company until the conclusion of the next annual general meeting of the Company and to authorise the Board to fix their remuneration.

On behalf of the Board

**Chu Ming Ho**  
*Chairman*





# Environmental, Social and Governance Report

## SCOPE AND REPORTING PERIOD

This is the third ESG report issued by the Group, highlighting its ESG performance, with disclosure made in accordance with the ESG Reporting Guide as set out in Appendix 27 to the Listing Rules and the relevant guidance of the Stock Exchange.

The principal activity of the Group is the provision of IT infrastructure solution services and IT managed services in Hong Kong. It advises clients on their IT systems, delivers and/or installs and implements IT infrastructure solutions with the hardware and software purchased from a number of manufacturers or authorised distributors for its clients. This ESG report covers the Group's overall environmental and social performances of the business operations in the two offices of the Group in Kwun Tong and Wan Chai, Hong Kong, from 1 April 2018 to 31 March 2019, unless otherwise stated. The total floor area of the abovementioned two offices are 4,686.68 m<sup>2</sup>. Other operations that had no significant environmental and social impacts contributed were excluded from the reporting scope.

## STAKEHOLDER ENGAGEMENT AND MATERIALITY

It is believed that every corporation has to take into consideration of its people, the environment and the community in its business operation to achieve sustainable development and return. The Group upholds high ethical standards and is committed to engaging its stakeholders and operating its business in a fair, responsible and transparent manner.

The Group manages stakeholders satisfaction by holding regular meetings with its stakeholders. The Group maintains a list of stakeholders (e.g. customers, suppliers, regulatory bodies, etc.) and reviews it on a half-yearly basis. Interim service meetings with stakeholders are organised on a quarterly basis to discuss service performance and achievement, business environment in which the services operate, requirements for new or changed services and other service related issues. Service review meetings are organised on an annual basis to discuss any changes to the service scope and stakeholders' business needs.

## STAKEHOLDERS' FEEDBACK

The Group welcomes stakeholders' feedback on its environmental, social and governance approach and performance. Please give your suggestions or share your views with the Group via email at [ir@microware.com.hk](mailto:ir@microware.com.hk) or by phone (852)2565 3088.

## THE GROUP'S ENVIRONMENTAL PROTECTION POLICY

It is a fundamental aim of the Group to accomplish the green vision and raise staff's environmental awareness for carbon reduction. The Group integrates environmental management into business processes and continually improves environmental performance in line with local regulations and industry specific guidelines.

The Group is committed to achieving the following environmental objectives:

1. Seek to comply with all applicable environmental legislation, standards and regulations;
2. Ensure that resources are not wasted and that where practicable, materials and goods are re-used and recycled;
3. Reduce the generation of waste as far as it is reasonably practicable and dispose of waste in an environmentally responsible manner;
4. Reduce energy consumption and improve energy efficiency through the environmental management;

## Environmental, Social and Governance Report

5. Avoid, reduce or control environmental pollution arising from its business and engaged suppliers and contractors to adopt and implement similar environmental measures. Communicate best practices relating to environmental issues; and
6. Encourage employees to take part in appropriate environmental initiatives.

### A. ENVIRONMENTAL

The Group has its own environmental protection policy which raises staff's awareness on carbon reduction and waste reduction. There was no other major non-compliance relating to air and greenhouse gas ("GHG") emissions, discharges into water and land, and generation of hazardous and non-hazardous waste.

#### A1. Emissions

##### A1.1 Air Emissions

The Group had not involved in the consumption of fuel that contributes to a significant emission of non-GHG air emissions.

##### A1.2 Greenhouse Gas Emissions

Scope of GHG Emissions	Emission Sources	Emission (in tonnes of carbon dioxide equivalent "tCO <sub>2</sub> e")	Total Emission Percentage
<b>Scope 1</b>			
Direct Emission	N/A	N/A	N/A
<b>Scope 2</b>			
Energy Indirect Emission	Purchased electricity	444.45	98.2%
<b>Scope 3</b>			
Other Indirect Emission	Waste paper disposal at landfills	0.78	1.8%
	Electricity used for freshwater processing	1.59	
	Electricity used for sewage processing	0.86	
	Business air travel	4.83	
<b>TOTAL</b>		<b>452.51</b>	<b>100%</b>

Note1: Emission factors were made by reference to Appendix 27 to the Listing Rules and their referred documentation as set out by the Stock Exchange, unless stated otherwise.

There were 452.51 tCO<sub>2</sub>e greenhouse gases (2017/18: 456.21 tCO<sub>2</sub>e), mainly carbon dioxide, methane and nitrous oxide, emitted from the Group's operation during the Year. The annual emission intensity was 0.097 tCO<sub>2</sub>e/m<sup>2</sup> (2017/18: 0.10 tCO<sub>2</sub>e/m<sup>2</sup>) and 1.62 tCO<sub>2</sub>e/staff (2017/18: 1.65 tCO<sub>2</sub>e/ staff).

With the implementation of the Environmental Protection Policy, the Group achieved a reduced consumption in all the emission sources (i.e. electricity, water, paper and business air travel) during the Year. This contributed to a reduction of 1% of its total greenhouse gases emission and its emission intensity per square metre when compared to the Previous Year.





## Environmental, Social and Governance Report

### A1.3. Hazardous Waste

During the Year, a total of 8,199 tonnes of hazardous electronic wastes were generated by the Group, which included 79 tonnes of batteries and computer hardware such as computers and 8,120 tonnes of printing cartridges.

### A1.4. Non-hazardous Waste

During the Year, paper was the Group's major source of non-hazardous wastes. A total of 162 Kg of waste paper was generated during the Year. Other non-hazardous wastes in small amount were not recorded, which included non-hazardous computer components, food scraps, packaging boxes, worn-out uniform and towels, etc. Non-hazardous wastes are regularly collected by the building management offices.

### A1.5. Measures to Mitigate Emissions

To reduce carbon emission from air travels, the Group encourages staff to use video conference calls and participate in online meetings and training sessions.

### A1.6. Waste Reduction and Initiatives

The Group provides disposal programme to collect disposal items from customers. Disposal items from its customers or the Group are recorded before being degaussed and data storage media being erased. Usable items will be sent to workshop for repair. Unusable items will be sent to sub-contractors for dismantling. Useful dismantled parts will be integrated into computer equipment for reuse while un-reusable parts will be collected by licensed collectors. To reduce generation of non-hazardous wastes, the Group disposes of office furniture and other materials only when they are no longer usable. It has also established an internal reuse area that enables staff to access to used stationaries collected such as binders, punchers and file folders.

### Paper Recycling

A total of 938 kg of paper was used for daily office operations. The Group strives to reduce paper consumption through the following initiatives:

- Deploying e-administration such as e-fax and e-forms for leave application and stationary application;
- Defaulting printers to double-sided printing;
- Using single-side used paper for draft paper;
- Using e-cards for festival greetings;



## Environmental, Social and Governance Report

- Encouraging on-site engineers to reuse or recycle packaging materials for parts delivery after maintenance; and
- A new HR System has been established to support e-Self Services including leave application, submission of benefit and expenses claims, appraisal, payroll slip, etc to reduce paper usage.

With the above initiatives that are in alignment with the Group's environmental protection policy, the Group made significant effort in recycling paper. During the Year, 14.36 tonnes of paper (including packaging materials and old documents) had been recycled, contributing to a reduction of 69 tCO<sub>2</sub>e emission.

### A2. Use of Resources

#### A2.1. Energy Consumption

The electricity consumption of the Group during the Year was 862,079 kWh, with an energy intensity of 183.94 kWh/m<sup>2</sup> and 3,090 kWh/staff (2017/18: 177.53 kWh/ m<sup>2</sup> and 3,006.94 kWh/staff).

#### A2.2. Water Consumption

Water consumption of the Group during the Year was 3,960 m<sup>3</sup> with water intensity of 0.84 m<sup>3</sup>/m<sup>2</sup> and 13 m<sup>3</sup>/staff (2017/18: 0.71 m<sup>3</sup>/m<sup>2</sup> and 12.06 m<sup>3</sup>/staff). Only water consumption of the Group's Kwun Tong office has been included as water consumption of the Group's Wan Chai office is managed by the office's building management office and the toilet is in the public area, and therefore water usage data is not available. It is noteworthy that its water consumption is insignificant.

#### A2.3. Energy Use Efficiency Initiatives

The Group encourages staff to reduce electricity consumption and has implemented the following initiatives:

- Using energy-efficient lightings (e.g. LED tubes, T5 fluorescent tubes and parabolic reflectors);
- Using electronic appliances with Grade 1 energy labels;
- Using all-in-one multi-functional devices that minimise power consumption and carbon footprint;
- Setting computer monitors to enter into sleeping mode when idled over 5 minutes; and
- Reminding staff to turn off unnecessary lightings, electronic appliances and devices.





## Environmental, Social and Governance Report

### A2.4. Water Use Efficiency Initiatives

The Group has adopted automatic urinal sensors and installed faucet water savers with Grade 1 water efficiency labels to reduce water wastage.

### A2.5. Packaging Materials

The Group had not involved in the consumption of packaging materials during the Year.

## A3. The Environment and Natural Resources

### A3.1. Significant Impacts of Activities on the Environment

The Group's business operations were office-based, in which significant emissions were mainly related to electricity consumption. Other emission sources included freshwater processing, sewage treatment, paper disposed at landfill and business air travel. Hazardous wastes generated from its offices were mainly computer hardware and batteries while non-hazardous wastes generated were mainly paper.

The Group believes that the IT infrastructure solutions industry in which it operates is not a major source of environmental pollution and the impact of its operation on the environment is minimal. Even so, the Group formulated its own environmental protection policy which raises staff's awareness on carbon reduction and waste reduction.

### B. SOCIAL

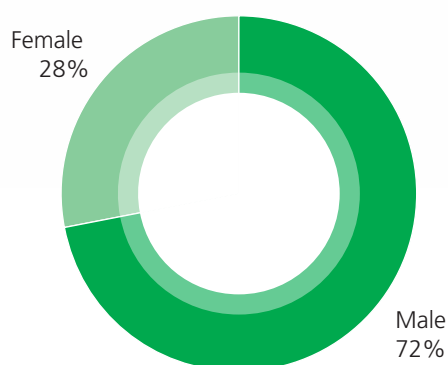
#### 1. Employment and Labour Practices

##### B1. Employment

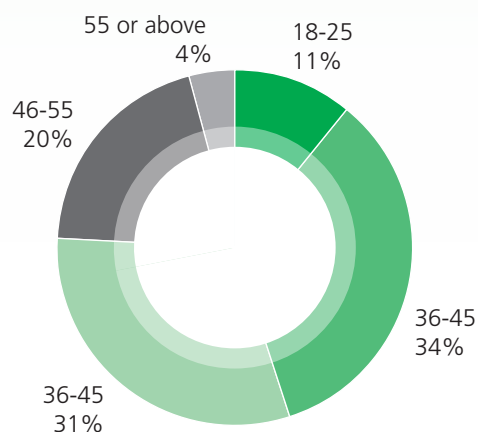
###### Total Employees and Turnover

The Group had a total number of 277 employees (2017/18: 277 employees) as at 31 March 2019, of which all employees were from Hong Kong. All employees were full time. As at 31 March 2019, the composition of the employees by gender and age groups are shown as follows:

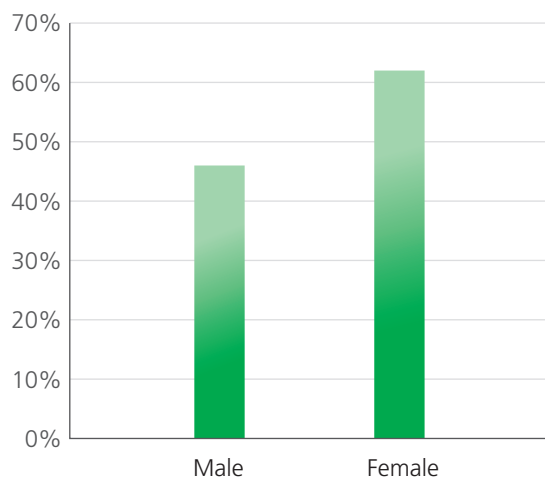
**TOTAL WORKFORCE  
BY GENDER**



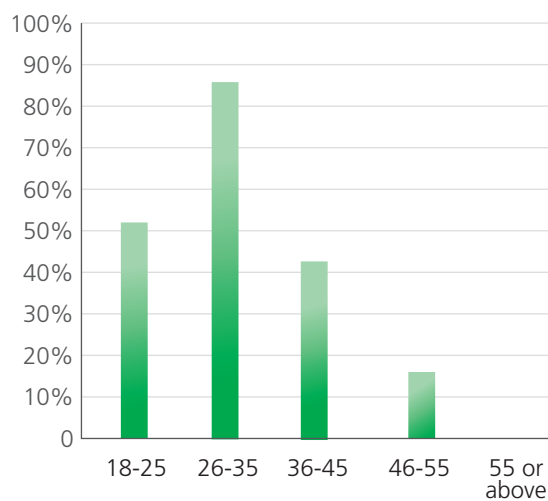
**TOTAL WORKFORCE  
BY AGE GROUP**



**TURNOVER RATE BY GENDER**



**TURNOVER RATE BY AGE GROUP**





## Environmental, Social and Governance Report

### Employee Benefits and Welfare

The Group generally recruits employees from the open market. Fair terms regarding standard working hours, termination of employment and dismissal had been laid down in the employment contracts. Competitive remuneration is offered to its employees with medical insurance, travel insurance and employees' compensation insurance provided. Housing allowances are approved on a case-by-case basis by the Chief Executive Officer. The salary range for each staff grade is determined and approved by the Directors based on principles of fairness, ability, competitiveness and timeliness. Overall staff salary is reviewed annually based on the result of performance evaluation approved by departmental directors and the Chief Executive Officer. The Group provides a defined contribution to the Mandatory Provident Fund ("MPF") as required under the Mandatory Provident Fund Schemes Ordinance (Chapter 485 of the Laws of Hong Kong) for its eligible employees. Employees are entitled to various types of leave including annual, sick, maternity and paternity leave under the Employment Ordinance (Chapter 57 of the Laws of Hong Kong). In addition, the Group also provides compassionate leave and two days of marriage leave. Education subsidy programme, children education allowance and medical check programme are provided. They can also purchase the Group's products at special prices upon approval from the relevant department head or senior management. The Group did not note any material non-compliance with laws and regulations regarding compensation and dismissal, recruitment and promotion, working hours, rest periods and other benefits and welfare during the Year.

### Equal Opportunity

The Group is committed to creating a work environment which is free from discrimination and sexual harassment and where members of staff are treated with dignity, courtesy and respect. The policy of anti-discrimination has been developed which applies to all staff, their work-related interactions and functions. The Hong Kong Bill of Rights Ordinance (Chapter 383 of the Laws of Hong Kong), The Sex Discrimination Ordinance (Chapter 480 of the Laws of Hong Kong), Disability Discrimination Ordinance (Chapter 487 of the Laws of Hong Kong), Family Status Discrimination Ordinance (Chapter 527 of the Laws of Hong Kong) and Race Discrimination Ordinance (Chapter 602 of the Laws of Hong Kong) are complied with. It is unlawful under the said ordinances to discriminate against or harass a person directly or indirectly.

As an equal opportunity employer, the Group emphasises a fair, open, objective and non-discriminatory selection process in its recruitment, promotion, transferral and other business operation activities. Assessment of eligibility is based on attributes relevant to the job requirement like qualifications, knowledge, work experience, skills and competency.

### Employee Relations

Appraisals are conducted annually to evaluate staff performance and strengthen mutual understanding between appraisees and the Group. They also provide a basis of reference for making related personnel decisions including confirmation of employment, salary increment, bonus allocation, promotion, transferal, jobs rotation and arrangement of trainings, etc. Staff performance is appraised through self-assessment and assessment by immediate supervisors as well as interactive communication between staff and his/her immediate supervisor.

## Environmental, Social and Governance Report

Dismissals procedure is established to ensure fair treatment for all staff who may become liable for disciplinary action. Except in cases of dismissal without notice for serious misconduct, staff will receive formal oral warning and three formal written warnings before formal dismissal.

To build workplace camaraderie, the Group celebrates with its staff during festivals such as Winter Solstice, Lunar New Year, Mid-Autumn festival and Christmas. Apart from statutory holidays, early leave is sometimes allowed during festive celebrations or special occasions. The Group also celebrates employees' life events through:

- sending greeting cards with red packets to employees who are parents;
- giving red packets to newly-married employees; and
- giving red packets to employees' newborn babies.

### B2. Employee Health and Safety

The Group provides a healthy and safe working environment for its employees and sub-contractors and takes adequate steps to prevent accidents and injuries arising in the course of work. It also exercises duty of care to its customers and general public in its business activities.

The health and safety policy of the Group states that one of the prime responsibilities of the management at all levels is to ensure all reasonably practicable actions are taken to comply with the Occupational Safety and Health Ordinance (Chapter 509 of the Laws of Hong Kong) and the policy itself. The policy ensures that:

- risks of all types of work activities are identified and reduced;
- accidents are prevented and analysed if occurred; and
- contractors and business partners selected conform to the Group's health and safety requirements.

The health and safety performances are periodically monitored and reviewed. The Group provides proper lighting and adequate ventilation at office and promotes staff awareness on health and safety through posted information at conspicuous locations. The Group did not note any material non-compliance with laws and regulations in relation to providing a safe working environment and protecting employees from occupational hazards during the Year.

#### Occupational Health and Safety Data during the Year

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<b>Work related fatality</b>	0
<b>Work injury cases &gt;3 days</b>	1
<b>Work injury cases ≤3 days</b>	0
<b>Lost days due to work injury</b>	28 days





## Environmental, Social and Governance Report

### B3. Development and Training

The Group provides internal trainings and encourages participation in external trainings through provision of the education subsidy programme. It believes that all-round trainings can increase production, build confidence in its workforce and create a better working environment.

Internal trainings such as staff orientations cover various topics including company policy, anti-discrimination, anti-corruption, intellectual property and data security. External trainings are organised by professional institutions, hardware, software or supplier companies, which mainly involve trainings of new product knowledge, sales skills, technical IT skills and solutions.

#### Training and Development Data during the Year

<b>Total number of employees</b>	279
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<b>Total training hours</b>	630
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#### Percentage of employees trained by Gender

— Male	72%
— Female	87%

#### Percentage of employees trained by employment category

— Senior management	100%
— Middle management	100%
— Frontline and other employees	74%

#### Average training hours completed per employee by gender

— Male	3
— Female	3.3

#### Average training hours completed per employee by employee category

— Senior management	3
— Middle management	3
— Frontline and other employees	3.3

### B4. Labour Standards

In compliance with the Employment Ordinance (Chapter 57 of the Laws of Hong Kong), there was no child nor forced labour in the Group's operation during the Year. The human resources department of the Group checks job candidates' identity cards, working visas, relevant certificates and references to ensure compliance with all the applicable laws regarding employment and labour standard. There was no non-compliance in relation to preventing child and forced labour that have a significant impact on the Group during the Year.

## Environmental, Social and Governance Report

### 2. Operating Practices

#### B5. Supply Chain Management

Suppliers engaged by the Group were principally hardware and software manufacturers, authorised distributors and other IT service providers which mainly act as its subcontractors. Hardware and software were mainly purchased from the manufacturers directly or through their authorised distributors.

When selecting and evaluating a supplier, the Group considers three major criteria, namely price, quality of work and performance capability. It executes a contract with the chosen supplier either in the form of a purchase order or a contract which covers statement of work, schedule, service term, pricing and payment, acceptance of products, warranty and termination. The supplier is assessed and filed to the supplier master file before being employed. Suppliers in the master file are evaluated periodically with frequency depending on the nature of products or services they provide. Purchase orders are approved by the procurement manager. All personnel involved in the selection and evaluation processes should declare any conflict of interest before the selection and evaluation process is performed.

#### B6. Product Responsibility

Product responsibility is one of the Group's priorities. There was no non-compliance in relation to health and safety, advertising, labelling and privacy matters of products and services provided and methods of redress that have a significant impact on the Group during the Year.

##### **Intellectual Property ( "IP" ) Rights**

The Group registered a number of trademarks in Hong Kong and branded its business using the brand name "Microware". It manages security of its assets such as financial information, IP, or employee details entrusted to the Group by third parties in compliance with the ISO/IEC 27001:2013 information security management system. For any infringement of its IP, the Group will urge infringers to cease such infringement. The human resources department of the Group will take further action if infringement continues.

To protect third party IP rights and comply with relevant licensing terms when software is used, employees are prohibited from duplicating, installing or using software in violation of its copyright or license terms as part of the Group's information security policy and staff handbook. Use of free software products is stringently controlled and making copies of copyright works is strictly prohibited. Employees in violation of the policy will be subject to disciplinary action, civil or criminal sanctions. If any illegal or unauthorised use of their hardware and/or software is noticed, the Group will notify the manufacturers. No material non-compliance with laws and regulations regarding IP rights including the following ordinances was noted during the Year:

- Trade Marks Ordinance (Chapter 599 of the Laws of Hong Kong);
- Patents Ordinance (Chapter 514 of the Laws of Hong Kong); and
- Copyright Ordinance (Chapter 528 of the Laws of Hong Kong).







## Environmental, Social and Governance Report

### Information Security

Information has varying degrees of sensitivity and criticality. The Group classifies information into three categories according to its asset management policy, namely public, internal use and confidential. Information is labelled and handled according to their sensitivity to ensure sufficient level of protection. Access to confidential information is restricted, in which they are either password-protected, encrypted or can only be accessed upon authorisation of the management.

Complying with the Personal Data (Privacy) Ordinance (Chapter 486 of the Laws of Hong Kong), the Group collects and uses data from job applicants, employees and customer in a lawful and fair manner. Employees of the Group are required to sign employment contracts with contractual obligations which include code of conduct and confidentiality clauses that prohibit employees from disclosing trade secrets, confidential information and customers' information without permission. Apart from the information security policy, the Group has also established procedures on management of cryptographic keys, which maintains confidentiality, integrity, authenticity and non-repudiation of the Group's sensitive data. The Group did not note any cases of material non-compliance regarding data protection and privacy as required by related laws and regulations during the Year. No material non-compliance with laws and regulations that have a significant impact on the Group in relation to customer data protection and privacy was recorded during the Year.

### Customer Communication

The Group is committed to providing quality service to its customers. It complies with the ISO/IEC 20000-1:2011 service management system and has established a business relationship management procedure to ensure maintenance of good relationship with customers through understanding customers and their business needs, regular review of service level achievements and timely resolution of customers' complaints.

To ensure customers' satisfaction, the Group maintains a list of customers and reviews it on a half-yearly basis. Interim meetings and annual meetings are organised on a quarterly and yearly basis to discuss service performance and achievement of the Group. The Group analyses customers' surveys and establishes service improvement plans after meetings to follow up with the customers.

Upon receipt of product or service-related enquiries or complaints, customers' information will be recorded and cases will be transferred to relevant departments for further handling. Initial assessment will be conducted to determine complaints in terms of severity, safety implication, complexity, impact and the need or possibility of immediate action. Respective departments will make reasonable efforts to investigate all relevant circumstances and information surrounding the complaint, followed by communicating with the complainant regarding the decision and action to be taken. If the complaint cannot be resolved immediately, the case will be escalated to the higher management. Action plans to address the complaints and customers' satisfaction will be evaluated after the complaints are settled. There was no complaint in relation to the Group's products and services, nor product sold or shipped subject to recalls for safety and health reasons during the Year.

## Environmental, Social and Governance Report

### Data Protection and Privacy Policies

The Group is committed to ensuring a high level of data protection to its existing and potential clients. All telemarketing promotion needs to operate within the Group's office and data is not allowed to copy out of the working site.

Employees and subcontractors are subject to duty of confidentiality to the Group and the Group's clients pursuant to their employment agreements and subcontracting agreements. Employees and subcontractors are required not to disclose any confidential information obtained during the course of services in relation to the Group's clients to any third party and shall not use such confidential information for their own benefit.

### B7. Anti-corruption

The Group believes that honesty, integrity and fair play are essential values in its business. It has established the anti-corruption policy to ensure that the Group's reputation is not tarnished by dishonesty, disloyalty or corruption. The policy stipulates standards of behaviour and explains proper procedures and response to different situations in business dealings.

#### Conflict of Interest

Conflict of interest arises when the personal interests of staff compete or conflict with the interests of the Group. Staff should avoid such situations, actual or potential, which may compromise his/her integrity and put the Group's interests and reputation at stake. Staff must declare to the Group any financial interest, direct or indirect, which he/she or members of his/her immediate family may have, in any business or other organisation which competes with the Group or with which the Group has business dealings.

#### Anti-Corruption

Any staff soliciting or accepting an advantage in connection with his/her work without the permission of the employer commits an offence under the Prevention of Bribery Ordinance (Chapter 201 of the Laws of Hong Kong). The offeror will also commit an offence. The term "advantage" is defined in the said ordinance and includes gift, loan, fee, reward, office employment, contract, service and favour.

The Group was in compliance with the said ordinance during the Year. There was no concluded legal case regarding corrupt practices brought against the Group or its employees during the Year.

#### Whistle-blowing Policy

The Group is committed to the highest possible standards of openness, probity and accountability. In line with the standards it upholds, the Group expects and encourages its employees, customers, suppliers and other stakeholders who have concerns about any suspected misconduct or malpractice within the Group to voice those concerns. Upon receipt of complaints, the Group will endeavour to respond fairly and properly.





## Environmental, Social and Governance Report

Persons making appropriate complaints under the policy are assured of protection against unfair dismissal, victimisation or unwarranted disciplinary action, even if the concerns turn out to be unsubstantiated. Employees who victimise or retaliate against those who have raised concerns under the policy will be subject to disciplinary actions.

The Group was in compliance with all applicable laws on prohibiting bribery, extortion, fraud and money laundering of Hong Kong and the PRC. There was no concluded legal case regarding corrupt practices brought against the Group or its employees during the Year.

### B8. Community Investment

Apart from caring for its employees, the Group cares for its community and discharges its corporate social responsibilities by actively participating in voluntary services. With its care for people and the environment, the Group has long been recognised by the Hong Kong Council of Social Service with the "Caring Company Award" for ten consecutive years.

#### (i) Voluntary Services

During the Year, the Group donated around HK\$12,000 to voluntary programmes such as the Rice Dumpling Delivery Voluntary Services 2018 and Mooncake Delivery Voluntary Services 2018 with a total of 38 employees participated as volunteers. The Group also donated around HK\$1,823,123 to the Community Chest through the Christmas Greeting for the Chest Programme and the Corporate and Employee Contribution Programme.

#### (ii) Scholarships and Bursaries

The Group is dedicated to nourishing the younger generation. During the Year, it provided scholarships and bursaries to outstanding students and students who need financial assistance:

- A total of HK\$200,000 was donated to City University of Hong Kong, providing scholarships or bursaries to students with good conduct and outstanding academic performances in computer science or information systems. Priorities were given to those in need of financial assistance; and
- A total of HK\$86,100 was donated to Operation Blessing Hong Kong Ltd. to provide bursaries for university students' living costs.

#### (iii) Charitable events

The Group participated in the Orbis Moonwalkers, a fund-raising event to enable Orbis sight-saving volunteers to benefit the needlessly blind by sharing the skills with local medical professionals across the developing world. The event was an 11-hour overnight hiking activity with a total of 12 staff participated and HK\$7,800 was donated to Orbis.

# Independent Auditor's Report

# Deloitte.

# 德勤

## TO THE SHAREHOLDERS OF MICROWARE GROUP LIMITED

(美高域集團有限公司)

(Incorporated in the Cayman Islands with limited liability)

## OPINION

We have audited the consolidated financial statements of Microware Group Limited (the "Company") and its subsidiaries (collectively referred to as "the Group") set out on pages 57 to 115, which comprise the consolidated statement of financial position as at 31 March 2019, and the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 March 2019, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") and have been properly prepared in compliance with the disclosure requirements of Hong Kong Companies Ordinance.

## BASIS FOR OPINION

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSAs") issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group in accordance with the HKICPA's Code of Ethics for Professional Accountants ("the Code"), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## KEY AUDIT MATTERS

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.





## Independent Auditor's Report

### KEY AUDIT MATTERS *(continued)*

Key audit matter	How our audit addressed the key audit matter
<b>Valuation of Inventories</b>	
<p>We identified valuation of inventories as a key audit matter due to the use of judgment and estimates by management in identifying obsolete and slow-moving inventories and estimating the allowance for inventories.</p> <p>Obsolete and slow-moving inventories were identified by management based on ageing analysis and conditions and marketability of inventories. Allowance was applied to inventories based on assessment of net realisable value by management by considering the latest selling prices and current market conditions.</p> <p>As set out in note 15 to the consolidated financial statements, the Group had inventories of HK\$39,043,000 (net of allowance of inventories of HK\$3,826,000) as at 31 March 2019.</p>	<p>Our procedures in relation to the valuation of inventories included:</p> <ul style="list-style-type: none"> <li>• Obtaining an understanding of how allowance for inventories is estimated by the management;</li> <li>• Obtaining an understanding of the key controls of the Group in relation to identification of slow-moving and obsolete inventories and preparation of ageing analysis of inventories;</li> <li>• Testing the ageing analysis of the inventories, on a sample basis, to the source documents;</li> <li>• Assessing the reasonableness of the net realisable value of inventories estimated by the management for those slow-moving and obsolete inventories with reference to the recent selling prices, movements, physical conditions, ageing analysis and subsequent sales of inventories; and</li> <li>• Testing the subsequent sales, on a sample basis, to source documents.</li> </ul>

## Independent Auditor's Report

### KEY AUDIT MATTERS *(continued)*

Key audit matter	How our audit addressed the key audit matter
<b>Impairment assessment of trade receivables</b>	
<p>We identified impairment assessment of trade receivables as a key audit matter due to the significant balance of trade receivables to the Group's consolidated financial position and the involvement of subjective judgement and management estimates in evaluating the expected credit losses ("ECL") of the Group's trade receivables at the end of the reporting period.</p> <p>As at 31 March 2019, the Group's net trade receivables amounting to approximately HK\$174,858,000, which represented approximately 34% of total assets of the Group. As explained in note 2 to the consolidated financial statements, in the current year, the Group adopted Hong Kong Financial Reporting Standard 9 Financial Instruments ("HKFRS 9").</p> <p>As disclosed in note 4 to the consolidated financial statements, the management of the Group estimates the amount of lifetime ECL of trade receivables based on provision matrix through grouping of various debtors that have similar loss patterns, after considering internal credit ratings of trade debtors, ageing, repayment history and/or past due status of respective trade receivables. Estimated loss rates are based on historical observed default rates over the expected life of the debtors and are adjusted for forward-looking information. In addition, trade receivables that are credit impaired are assessed for ECL individually. The loss allowance amount of the credit impaired trade receivables is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows with the consideration of expected future credit losses.</p> <p>No impairment of trade receivables was recognised during the year ended 31 March 2019 as the amount involved is insignificant. Reversal of impairment losses of trade receivables amounting to HK\$277,000, was recognized during the year ended 31 March 2019.</p>	<p>Our procedures in relation to impairment assessment of trade receivables included:</p> <ul style="list-style-type: none"> <li>• Understanding key controls on how the management estimates the loss allowance for trade receivables;</li> <li>• Testing the assessment of the ECL made by the Group as at 1 April 2018 on initial adoption of HKFRS 9;</li> <li>• Testing the integrity of information used by management to develop the provision matrix, including trade receivables ageing analysis as at 1 April 2018 and 31 March 2019, on a sample basis, by comparing individual items in the analysis with the relevant purchase orders, sales invoices and other supporting documents;</li> <li>• Challenging management's basis and judgement in determining credit loss allowance on trade receivables as at 1 April 2018 and 31 March 2019, the reasonableness of management's grouping of the remaining trade debtors into different categories in the provision matrix, and the basis of estimated loss rates applied in each category in the provision matrix (with reference to historical default rates and forward-looking information including subsequent settlement); and</li> <li>• Evaluating the disclosures regarding the impairment assessment of trade receivables in notes 4, 16 and 31 to the consolidated financial statements.</li> </ul>





## Independent Auditor's Report

### OTHER INFORMATION

The directors of the Company are responsible for the other information. The other information comprises the information included in the annual report, but does not include the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### RESPONSIBILITIES OF DIRECTORS AND THOSE CHARGED WITH GOVERNANCE FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with HKFRSs and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSA's will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.



## Independent Auditor's Report

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS *(continued)*

As part of an audit in accordance with HKSAAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.





## Independent Auditor's Report

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS *(continued)*

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in the independent auditor's report is Hung Suk Fan.

**Deloitte Touche Tohmatsu**

*Certified Public Accountants*

Hong Kong

28 June 2019

# Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the year ended 31 March 2019

	NOTES	2019 HK\$'000	2018 HK\$'000
Revenue	5	<b>1,255,078</b>	1,096,205
Cost of sales		<b>(1,130,470)</b>	(976,975)
Gross profit		<b>124,608</b>	119,230
Other income	6	<b>1,269</b>	1,330
Other gains and losses, net	6	<b>(453)</b>	416
Other expenses		<b>(2,124)</b>	(1,906)
Distribution and selling expenses		<b>(60,344)</b>	(56,657)
Administrative expenses		<b>(28,068)</b>	(26,525)
Profit before taxation		<b>34,888</b>	35,888
Taxation	7	<b>(6,259)</b>	(5,806)
Profit and total comprehensive income for the year	8	<b>28,629</b>	30,082
Profit (loss) and total comprehensive income (expense) for the year attributable to			
— owners of the Company		<b>28,883</b>	30,082
— non-controlling interest		<b>(254)</b>	—
		<b>28,629</b>	30,082
Earnings per share	11		
Basic (HK\$)		<b>0.10</b>	0.10





# Consolidated Statement of Financial Position

As at 31 March 2019

	NOTES	2019 HK\$'000	2018 HK\$'000
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	12	2,119	1,071
Deferred tax asset	13	388	388
Deposit paid for acquisition of property, plant and equipment		1,184	842
Prepayments and deposits	16	1,465	998
Derivative financial instruments	14	—	182
		<b>5,156</b>	3,481
<b>CURRENT ASSETS</b>			
Inventories	15	39,043	25,244
Trade and other receivables, prepayments and deposits	16	207,660	167,838
Pledged bank deposit	17	9,909	2,270
Bank balances and cash	17	252,385	246,552
		<b>508,997</b>	441,904
<b>CURRENT LIABILITIES</b>			
Trade and other payables and accruals	18	214,318	226,880
Amount due to a non-controlling interest of a subsidiary	21	599	—
Contract liabilities	19	81,959	—
Tax liabilities		1,879	118
		<b>298,755</b>	226,998
<b>NET CURRENT ASSETS</b>		<b>210,242</b>	214,906
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>215,398</b>	218,387
<b>NON-CURRENT LIABILITIES</b>			
Derivative financial instruments	14	248	—
Deferred revenue	18	—	3,933
Contract liabilities	19	5,066	—
		<b>5,314</b>	3,933
<b>NET ASSETS</b>		<b>210,084</b>	214,454
<b>CAPITAL AND RESERVES</b>			
Share capital	20	3,000	3,000
Reserves		207,337	211,454
Equity attributable to owners of the Company		<b>210,337</b>	214,454
Non-controlling interest		(253)	—
		<b>210,084</b>	214,454

The consolidated financial statements on pages 57 to 115 were approved and authorised for issue by the Board of Directors on 28 June 2019 and are signed on its behalf by:

**Chu Ming Ho**  
DIRECTOR

**Yang Shun Tsing**  
DIRECTOR

# Consolidated Statement of Changes in Equity

For the year ended 31 March 2019

	Share capital HK\$'000	Share premium HK\$'000	Other reserve HK\$'000 (note)	Retained profits HK\$'000	Total HK\$'000	Non- controlling interest HK\$'000	Total equity HK\$'000
At 1 April 2017	3,000	75,297	70,832	53,243	202,372	—	202,372
Profit and total comprehensive income for the year	—	—	—	30,082	30,082	—	30,082
Dividends paid (note 10)	—	—	—	(18,000)	(18,000)	—	(18,000)
At 31 March 2018	<b>3,000</b>	<b>75,297</b>	<b>70,832</b>	<b>65,325</b>	<b>214,454</b>	<b>—</b>	<b>214,454</b>
Profit (loss) and total comprehensive income (expense) for the year	—	—	—	<b>28,883</b>	<b>28,883</b>	<b>(254)</b>	<b>28,629</b>
Dividends paid (note 10)	—	—	—	<b>(33,000)</b>	<b>(33,000)</b>	<b>—</b>	<b>(33,000)</b>
Capital injection from a non-controlling interest	—	—	—	—	—	<b>1</b>	<b>1</b>
At 31 March 2019	<b>3,000</b>	<b>75,297</b>	<b>70,832</b>	<b>61,208</b>	<b>210,337</b>	<b>(253)</b>	<b>210,084</b>

Note: Other reserve represents the balance in relation to the shareholder's contribution arising from share-based payment arrangements attributable to owners of the Company.





# Consolidated Statement of Cash Flows

For the year ended 31 March 2019

	NOTE	2019 HK\$'000	2018 HK\$'000
OPERATING ACTIVITIES			
Profit before taxation		34,888	35,888
Adjustments for:			
Interest income		(865)	(852)
(Reversal of) allowance for impairment losses		(277)	32
Allowance for inventories		1,434	1,488
Fair value changes of derivative financial instruments		45	(812)
Depreciation		1,079	792
Written-off of property, plant and equipment		4	—
Operating cash flows before movements in working capital		36,308	36,536
Increase in inventories		(15,233)	(2,474)
Increase in trade and other receivables, prepayments and deposits		(40,012)	(42,205)
Increase in trade and other payables, accruals and deferred revenue		49,748	17,224
Increase in contract liabilities		20,782	—
Net change in derivative financial instruments		385	188
Cash generated from operations		51,978	9,269
Income tax paid		(4,498)	(8,899)
NET CASH FROM OPERATING ACTIVITIES		47,480	370
INVESTING ACTIVITIES			
Bank interest received		865	852
Purchase of property, plant and equipment		(1,802)	(808)
Deposit paid for acquisition of property, plant and equipment		(671)	(842)
Placement of time deposits		(1,993)	(10,694)
Withdrawal of time deposits		644	3,000
Placement of pledged bank deposit		(7,639)	(2,270)
NET CASH USED IN INVESTING ACTIVITIES		(10,596)	(10,762)
FINANCING ACTIVITIES			
Advance from a non-controlling interest of a subsidiary		600	—
Settlement of transaction costs directly attributable to issue of shares		—	(4,574)
Dividends paid		(33,000)	(18,000)
NET CASH USED IN FINANCING ACTIVITIES		(32,400)	(22,574)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		4,484	(32,966)
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR		225,858	258,824
CASH AND CASH EQUIVALENTS AT END OF THE YEAR, represented by bank balances and cash	17	230,342	225,858

# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 1. GENERAL

Microware Group Limited ("the Company") was incorporated as an exempted company with limited liability in the Cayman Islands under the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands on 20 January 2016. The addresses of the Company's registered office and the principal place of business are at Conyers Trust Company (Cayman) Limited, Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands and 1/F, Century Centre, 44-46 Hung To Road, Kwun Tong, Kowloon, Hong Kong, respectively.

The Company's immediate and ultimate holding company is Microware International Holdings Limited ("Microware International"). Microware International is a limited liability company incorporated in the British Virgin Islands (the "BVI") and wholly owned by Mr. Yang Peter Shun Tsing ("Mr. Yang"), who is an executive director of the Company.

The Company is an investment holding company. The principal activities of its subsidiaries are set out in note 29. The Company and its subsidiaries (the "Group") is principally engaged in the provision of information technology ("IT") infrastructure solution services and IT managed services in Hong Kong.

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

## 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs")

### New and amendments to HKFRSs that are mandatorily effective for the current year

The Group has applied the following new and amendments to HKFRSs issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") for the first time in the current year:

HKFRS 9	Financial Instruments
HKFRS 15	Revenue from Contracts with Customers and the related Amendments
HK(IFRIC)-Int 22	Foreign Currency Transactions and Advance Consideration
Amendments to HKFRS 2	Classification and Measurement of Share-based Payment Transactions
Amendments to HKFRS 4	Applying HKFRS 9 Financial Instruments with HKFRS 4 Insurance Contracts
Amendments to HKAS 28	As part of the Annual Improvements to HKFRSs 2014-2016 Cycle
Amendments to HKAS 40	Transfers of Investment Property

Except as described below, the application of the new and amendments to HKFRSs in the current year has had no material impact on the Group's financial performance and positions for the current and prior years and/or on the disclosures set out in these consolidated financial statements.







## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

#### New and amendments to HKFRSs that are mandatorily effective for the current year (continued)

##### 2.1 HKFRS 15 *Revenue from Contracts with Customers*

The Group has applied HKFRS 15 for the first time in the current year. HKFRS 15 superseded HKAS 18 *Revenue*, HKAS 11 *Construction Contracts* and the related interpretations.

The Group has applied HKFRS 15 retrospectively with the cumulative effect of initially applying this standard recognised at the date of initial application, 1 April 2018. Any difference at the date of initial application is recognised in the opening retained profits (or other components of equity, as appropriate) and comparative information has not been restated. Furthermore, in accordance with the transition provisions in HKFRS 15, the Group has elected to apply the standard retrospectively only to contracts that are not completed as at 1 April 2018 and has used the practical expedient for all contract modifications that occurred before the date of initial application, and the aggregate effect of all of the modifications was reflected as at the date of initial application. Accordingly, certain comparative information may not be comparable as comparative information was prepared under HKAS 18 *Revenue* and HKAS 11 *Construction Contracts* and the related interpretations.

The Group recognises revenue from the following major sources which arise from contracts with customers:

- Design of solutions;
- Procurement of hardware and software;
- Provision of maintenance and/or support services to IT systems of the customers; and
- Provision of training programmes relating to cyber security.

Information about the Group's performance obligations and the accounting policies resulting from application of HKFRS 15 are disclosed in notes 5 and 3 respectively.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

### New and amendments to HKFRSs that are mandatorily effective for the current year (continued)

#### 2.1 HKFRS 15 Revenue from Contracts with Customers (continued)

##### 2.1.1 Summary of effects arising from initial application of HKFRS 15

The following adjustments were made to the amounts recognised in the consolidated statement of financial position as at 1 April 2018. Line items that were not affected by the changes have not been included.

	Carrying amounts previously reported as at 31 March 2018 HK\$'000	Reclassification		Carrying amounts under HKFRS 15 as at 1 April 2018 HK\$'000
		HK\$'000 (note a)	HK\$'000 (note b)	
<b>Current liabilities</b>				
Trade and other payables and accruals	226,880	(19,767)	(42,543)	164,570
Contract liabilities	—	19,767	42,543	62,310
<b>Non-current liabilities</b>				
Deferred revenue	3,933	—	(3,933)	—
Contract liabilities	—	—	3,933	3,933

Notes:

- (a) As at 1 April 2018, advances from customers of HK\$19,767,000 previously included in trade and other payables were reclassified to contract liabilities.
- (b) As at 1 April 2018, deferred revenue of HK\$46,476,000 previously included in trade and other payables and accruals was reclassified to contract liabilities.

The following tables summarise the impacts of applying HKFRS 15 on the Group's consolidated statement of financial position as at 31 March 2019 and its consolidated statement of cash flows for the year ended 31 March 2019 for each of the line items affected. Line items that were not affected by the changes have not been included.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

### New and amendments to HKFRSs that are mandatorily effective for the current year (continued)

#### 2.1 HKFRS 15 Revenue from Contracts with Customers (continued)

##### 2.1.1 Summary of effects arising from initial application of HKFRS 15 (continued)

#### Impact on the consolidated statement of financial position

	As reported	Adjustments		Amounts without application of HKFRS 15
	HK\$'000	HK\$'000 (note a)	HK\$'000 (note b)	HK\$'000
<b>Current Liabilities</b>				
Trade and other payables and accruals	214,318	35,130	46,829	296,277
Contract liabilities	81,959	(35,130)	(46,829)	—
<b>Non-current liabilities</b>				
Deferred revenue	—	—	5,066	5,066
Contract liabilities	5,066	—	(5,066)	—

#### Impact on the consolidated statement of cash flows

	As reported	Adjustments		Amounts without application of HKFRS 15
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>OPERATING ACTIVITIES</b>				
Increase in trade and other payables, accruals and deferred revenue	49,748	15,363	5,419	70,530
Increase in contract liabilities	20,782	(15,363)	(5,419)	—

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

### New and amendments to HKFRSs that are mandatorily effective for the current year (continued)

#### 2.1 HKFRS 15 *Revenue from Contracts with Customers* (continued)

##### 2.1.1 Summary of effects arising from initial application of HKFRS 15 (continued)

Notes:

- (a) As at 31 March 2019, advances from customers of HK\$35,130,000 were reported as current liabilities under application of HKFRS 15.
- (b) As at 31 March 2019, deferred revenue of HK\$51,895,000 was reported as current and non-current liabilities under application of HKFRS 15.

There is no material impact on the revenue recognition on the timing and amounts of revenue recognised upon the application of HKFRS 15 on 1 April 2018.

#### 2.2 HKFRS 9 *Financial Instruments and the related amendments*

In the current year, the Group has applied HKFRS 9 *Financial Instruments* and the related consequential amendments to other HKFRSs. HKFRS 9 introduces new requirements for (1) the classification and measurement of financial assets and financial liabilities, (2) expected credit losses ("ECL") for financial assets; and (3) general hedge accounting.

The Group has applied HKFRS 9 in accordance with the transition provisions set out in HKFRS 9, i.e. applied the classification and measurement requirements (including impairment under ECL model) retrospectively to instruments that have not been derecognised as at 1 April 2018 (date of initial application) and has not applied the requirements to instruments that have already been derecognised as at 1 April 2018. The difference between carrying amounts as at 31 March 2018 and the carrying amounts as at 1 April 2018 is recognised in the opening retained profits and other components of equity, without restating comparative information.

Accordingly, certain comparative information may not be comparable as comparative information was prepared under HKAS 39 *Financial Instruments: Recognition and Measurement*.

Accounting policies resulting from application of HKFRS 9 are disclosed in note 3.

##### 2.2.1 Impairment under ECL model

The Group applies the HKFRS 9 simplified approach to measure ECL which uses a lifetime ECL for all trade receivables. To measure the ECL, trade receivables are assessed based on provision matrix through grouping of various debtors that have similar loss patterns, after considering internal credit ratings of trade debtors, ageing, repayment history and/or past due status of respective trade receivables. Based on the assessment by the management of the Group, the ECL on trade receivables is insignificant as at 1 April 2018.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

### New and amendments to HKFRSs that are mandatorily effective for the current year (continued)

#### 2.2 HKFRS 9 Financial Instruments and the related amendments (continued)

##### 2.2.1 Impairment under ECL model (continued)

Loss allowances for other financial assets at amortised cost mainly comprise of pledged bank deposits, bank balances and other receivables and deposits are measured on 12-month ECL basis and there had been no significant increase in credit risk since initial recognition. Based on assessment by the management of the Group, management of the Group considers that the ECL for other financial assets is insignificant as at 1 April 2018.

### New and amendments to HKFRSs in issue but not yet effective

The Group has not early applied the following new and amendments to HKFRSs that have been issued but are not yet effective:

HKFRS 16	Leases <sup>1</sup>
HKFRS 17	Insurance Contracts <sup>3</sup>
HK(IFRIC)-Int 23	Uncertainty over Income Tax Treatments <sup>1</sup>
Amendments to HKFRS 3	Definition of a Business <sup>4</sup>
Amendments to HKFRS 9	Prepayment Features with Negative Compensation <sup>1</sup>
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>2</sup>
Amendments to HKAS 1 and HKAS 8	Definition of Material <sup>5</sup>
Amendments to HKAS 19	Plan Amendment, Curtailment or Settlement <sup>1</sup>
Amendments to HKAS 28	Long-term Interests in Associates and Joint Ventures <sup>1</sup>
Amendments to HKFRSs	Annual Improvements to HKFRSs 2015-2017 Cycle <sup>1</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2019

<sup>2</sup> Effective for annual periods beginning on or after a date to be determined

<sup>3</sup> Effective for annual periods beginning on or after 1 January 2021

<sup>4</sup> Effective for business combinations and asset acquisitions for which the acquisition date is on or after the beginning of the first annual period beginning on or after 1 January 2020

<sup>5</sup> Effective for annual periods beginning on or after 1 January 2020

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (continued)

#### New and amendments to HKFRSs in issue but not yet effective (continued)

##### HKFRS 16 Leases

HKFRS 16 introduces a comprehensive model for the identification of lease arrangements and accounting treatments for both lessors and lessees. HKFRS 16 will supersede HKAS 17 Leases and the related interpretations when it becomes effective.

HKFRS 16 distinguishes lease and service contracts on the basis of whether an identified asset is controlled by a customer. In addition, HKFRS 16 requires sales and leaseback transactions to be determined based on the requirements of HKFRS 15 as to whether the transfer of the relevant asset should be accounted as a sale. HKFRS 16 also includes requirements relating to subleases and lease modifications.

Distinctions of operating leases and finance leases are removed for lessee accounting, and is replaced by a model where a right-of-use asset and a corresponding liability have to be recognised for all leases by lessees, except for short-term leases and leases of low value assets.

The right-of-use asset is initially measured at cost and subsequently measured at cost (subject to certain exceptions) less accumulated depreciation and impairment losses, adjusted for any remeasurement of the lease liability. The lease liability is initially measured at the present value of the lease payments that are not paid at that date. Subsequently, the lease liability is adjusted for interest and lease payments, as well as the impact of lease modifications, amongst others. For the classification of cash flows, the Group currently presents operating lease payments as operating cash flows. Upon application of the HKFRS 16, lease payments in relation to lease liability will be allocated into a principal and an interest portion which will be presented as financing cash flows respectively by the Group.

Furthermore, extensive disclosures are required by HKFRS 16.

As at 31 March 2019, the Group has non-cancellable operating lease commitments of HK\$936,000 as disclosed in note 23. A preliminary assessment indicates that these arrangements will meet the definition of a lease. Upon application of HKFRS 16, the Group will recognise a right-of-use asset and a corresponding liability in respect of all these leases unless they qualify for low value or short-term leases.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 2. APPLICATION OF NEW AND AMENDMENTS TO HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") *(continued)*

#### **New and amendments to HKFRSs in issue but not yet effective** *(continued)*

##### **HKFRS 16 Leases** *(continued)*

In addition, the Group currently considers refundable rental deposits paid of HK\$173,000 as rights and obligations under leases to which HKAS 17 applies. Based on the definition of lease payments under HKFRS 16, such deposits are not payments relating to the right to use the underlying assets, accordingly, the carrying amounts of such deposits may be adjusted to amortised cost. Adjustments to refundable rental deposits paid would be considered as additional lease payments and included in the carrying amount of right-of-use assets.

The application of new requirements may result in changes in measurement, presentation and disclosure as indicated above. The Group would elect the practical expedient to apply HKFRS 16 to contracts that were previously identified as leases applying HKAS 17 and HK(IFRIC)-Int 4 Determining whether an Arrangement contains a Lease and not apply this standard to contracts that were not previously identified as containing a lease applying HKAS 17 and HK(IFRIC)-Int 4. Therefore, the Group would not reassess whether the contracts are, or contain a lease which already existed prior to the date of initial application. Furthermore, the Group would elect the modified retrospective approach for the application of HKFRS 16 as lessee and would recognise the cumulative effect of initial application to opening retained profits without restating comparative information, if any.

##### **Amendments to HKAS 1 and HKAS 8 Definition of Material**

The amendments provide refinements to the definition of material by including additional guidance and explanations in making materiality judgments. The amendments also align the definition across all HKFRSs and will be mandatorily effective for the Group's annual period beginning on 1 April 2020. The application of the amendments is not expected to have significant impact on the financial position and performance of the Group but may affect the presentation and disclosures in the consolidated financial statements.

Except for above, the directors of the Company do not anticipate that the application of the other new and amendments to HKFRSs will have a material effect on the amounts recognised in the Group's consolidated financial statements.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with HKFRSs issued by the HKICPA and included applicable disclosures required by the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") and the Hong Kong Companies Ordinance.

The consolidated financial statements have been prepared on the historical cost basis except for certain financial instruments that are measured at fair value at the end of the reporting period, as explained in the accounting policies set out below.

Historical cost is generally based on fair value of the consideration given in exchange for goods or services.



## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Group takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these consolidated financial statements is determined on such a basis, except for leasing transactions that are within the scope of HKAS 17 Leases, and measurements that have some similarities to fair value but are not fair value, such as net realisable value in HKAS 2 Inventories or value in use in HKAS 36 Impairment of Assets.

For financial instruments which are transacted at fair value and a valuation technique that unobservable inputs is to be used to measure fair value in subsequent periods, the valuation technique is calibrated so that the results of the valuation technique equals the transaction price.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

The principal accounting policies are set out below.

#### Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company and its subsidiaries. Control is achieved when the Company:

- has power over the investee;
- is exposed, or has rights, to variable returns from its involvement with the investee; and
- has the ability to use its power to affect its returns.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statements of profit or loss and other comprehensive income from the date the Group gains control until the date when the Group ceases to control the subsidiary.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### **Basis of consolidation** *(continued)*

Profit or loss and each item of other comprehensive income are attributed to the owners of the Company and to the non-controlling interests. Total comprehensive income of subsidiaries is attributed to the owners of the Company and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies.

All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

Non-controlling interests in subsidiaries are presented separately from the Group's equity therein, which represent present ownership interests entitling their holders to a proportionate share of net assets of the relevant subsidiaries upon liquidation.

#### **Investment in a subsidiary**

Investment in a subsidiary is included in the statement of financial position at cost less any identified impairment loss.

#### **Revenue from contracts with customers (upon application of HKFRS 15 in accordance with transitions in note 2)**

Under HKFRS 15, the Group recognises revenue when (or as) a performance obligation is satisfied, i.e. when "control" of the goods or services underlying the particular performance obligation is transferred to the customer.

A performance obligation represents a good or service (or a bundle of goods or services) that is distinct or a series of distinct goods or services that are substantially the same.

Control is transferred over time and revenue is recognised over time by reference to the progress towards complete satisfaction of the relevant performance obligation if one of the following criteria is met:

- the customer simultaneously receives and consumes the benefits provided by the Group's performance as the Group performs;
- the Group's performance creates and enhances an asset that the customer controls as the Group performs; or
- the Group's performance does not create an asset with an alternative use to the Group and the Group has an enforceable right to payment for performance completed to date.

Otherwise, revenue is recognised at a point in time when the customer obtains control of the distinct good or service.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### **Revenue from contracts with customers (upon application of HKFRS 15 in accordance with transitions in note 2) *(continued)***

A contract asset represents the Group's right to consideration in exchange for goods or services that the Group has transferred to a customer that is not yet unconditional. It is assessed for impairment in accordance with HKFRS 9. In contrast, a receivable represents the Group's unconditional right to consideration, i.e. only the passage of time is required before payment of that consideration is due.

A contract liability represents the Group's obligation to transfer goods or services to a customer for which the Group has received consideration (or an amount of consideration is due) from the customer.

A contract asset and a contract liability relating to the same contract are accounted for and presented on a net basis.

#### **Over time revenue recognition: measurement of progress towards complete satisfaction of a performance obligation**

##### *Input method*

The progress towards complete satisfaction of a performance obligation is measured based on input method, which is to recognise revenue on the basis of the Group's efforts or inputs to the satisfaction of a performance obligation relative to the total expected inputs to the satisfaction of that performance obligation, that best depict the Group's performance in transferring control of goods or services.

##### **Warranties**

If a customer has the option to purchase a warranty separately, the Group accounts for the warranty as a separate performance obligation.

If a customer does not have the option to purchase a warranty separately, the Group accounts for the warranty in accordance with HKAS 37 Provisions, Contingent Liabilities and Contingent Assets unless the warranty provides the customer with a service in addition to the assurance that the product complies with agreed-upon specifications (i.e. service-type warranties).

#### **Revenue recognition (prior to 1 April 2018)**

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated customer returns and other similar allowances.

Revenue is recognised when the amount of revenue can be reliably measured; when it is probable that future economic benefits will flow to the Group and when specific criteria have been met for each of the Group's activities, as described below.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Revenue recognition (prior to 1 April 2018) *(continued)*

Revenue from the sale of goods is recognised when the goods are delivered and titles have passed, at which time all the following conditions are satisfied:

- the Group has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Group; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Income from provision of service is recognised when services are provided. Service income received but not yet recognised as revenue are presented as deferred revenue.

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

#### Property, plant and equipment

Property, plant and equipment held for administrative purposes are stated in the consolidated statement of financial position at cost less subsequent accumulated depreciation and accumulated impairment losses, if any.

Depreciation is recognised so as to write off the cost of items of property, plant and equipment over their estimated useful lives, using the straight-line method. The estimated useful lives and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

#### Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

##### The Group as lessee

Operating lease payments are recognised as an expense on a straight-line basis over the lease term.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Short-term and other long-term employee benefits

Short-term employee benefits are recognised at the undiscounted amount of the benefits expected to be paid as and when employees rendered the services. All short-term employee benefits are recognised as an expense.

A liability is recognised for benefits accruing to employees (such as wages and salaries and annual leave) after deducting any amount already paid.

Liabilities recognised in respect of other long-term employee benefits are measured at the present value of the estimated future cash outflows expected to be made by the Group in respect of services provided by employees up to the reporting date. Any changes in the liabilities' carrying amounts resulting from service cost, interest and remeasurements are recognised in profit or loss.

#### Retirement benefits costs

Payments to the Mandatory Provident Fund Scheme ("MPF Scheme") are recognised as an expense when employees have rendered service entitling them to the contributions.

#### Foreign currencies

In preparing the financial statements of each individual group entity, transactions in currencies other than the functional currency of that entity (foreign currencies) are recorded in the respective functional currency (i.e. the currency of the primary economic environment in which the entity operates) at the rates of exchanges prevailing on the dates of the transactions. At the end of the reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items that are measured in term of historical cost in a foreign currency are not re-translated.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are recognised in profit or loss in the period in which they arise.

#### Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit before taxation as reported in the consolidated statement of profit or loss and other comprehensive income because of income or expense that are taxable or deductible in other years, and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Taxation *(continued)*

Deferred tax is recognised on differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which those deductible temporary differences can be utilised.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of the reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset is realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

Current and deferred tax is recognised in profit or loss.

#### Inventories

Inventories are stated at the lower of cost and net realisable value. Costs of inventories are determined on a first-in, first-out method. Net realisable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

#### Impairment on tangible assets

At the end of the reporting period, the Group reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the relevant asset is estimated in order to determine the extent of the impairment loss (if any).

Recoverable amount is the higher of fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Impairment on tangible assets *(continued)*

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

#### Financial instruments

Financial assets and financial liabilities are recognised when a group entity becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are initially measured at fair value except for trade receivables arising from contracts with customers which are initially measured in accordance with HKFRS 15 since 1 April 2018. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

The effective interest method is a method of calculating the amortised cost of a financial asset or financial liability and of allocating interest income and interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts and payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial asset or financial liability, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

#### Financial assets

*Classification and subsequent measurement of financial assets (upon application of HKFRS 9 in accordance with transitions in note 2)*

Financial assets that meet the following conditions are subsequently measured at amortised cost:

- the financial asset is held within a business model whose objective is to collect contractual cash flows; and
- the contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

*Classification and subsequent measurement of financial assets (upon application of HKFRS 9 in accordance with transitions in note 2) (continued)*

Financial assets that meet the following conditions are subsequently measured at FVTOCI:

- the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling; and
- the contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

All other financial assets are subsequently measured at FVTPL, except that at the date of initial application/ initial recognition of a financial asset the Group may irrevocably elect to present subsequent changes in fair value of an equity investment in OCI if that equity investment is neither held for trading nor contingent consideration recognised by an acquirer in a business combination to which HKFRS 3 Business Combinations applies.

A financial asset is classified as held for trading if:

- it has been acquired principally for the purpose of selling in the near term; or
- on initial recognition it is a part of a portfolio of identified financial instruments that the Group manages together and has a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument.

In addition, the Group may irrevocably designate a financial asset that are required to be measured at the amortised cost or FVTOCI as measured at FVTPL if doing so eliminates or significantly reduces an accounting mismatch.



## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

*Classification and subsequent measurement of financial assets (upon application of HKFRS 9 in accordance with transitions in note 2) (continued)*

(i) Amortised cost and interest income

Interest income is recognised using the effective interest method for financial assets measured subsequently at amortised cost. Interest income is calculated by applying the effective interest rate to the gross carrying amount of a financial asset, except for financial assets that have subsequently become credit-impaired (see below). For financial assets that have subsequently become credit-impaired, interest income is recognised by applying the effective interest rate to the amortised cost of the financial asset from the next reporting period. If the credit risk on the credit-impaired financial instrument improves so that the financial asset is no longer credit-impaired, interest income is recognised by applying the effective interest rate to the gross carrying amount of the financial asset from the beginning of the reporting period following the determination that the asset is no longer credit impaired.

(ii) Financial assets at FVTPL

Financial assets that do not meet the criteria for being measured at amortised cost or FVTOCI or designated as FVTOCI are measured at FVTPL.

Financial assets at FVTPL are measured at fair value at the end of the reporting period, with any fair value gains or losses recognised in profit or loss. The net gain or loss recognised in profit or loss excludes any dividend or interest earned on the financial asset and is included in the "other gains and losses, net" line item.

*Impairment of financial assets (upon application HKFRS 9 with transitions in accordance with note 2)*

The Group recognises a loss allowance for ECL on financial assets which are subject to impairment under HKFRS 9 (including trade and other receivables and deposits, pledged bank deposit and bank balance). The amount of ECL is updated at each reporting date to reflect changes in credit risk since initial recognition.

Lifetime ECL represents the ECL that will result from all possible default events over the expected life of the relevant instrument. In contrast, 12-month ECL represents the portion of lifetime ECL that is expected to result from default events that are possible within 12 months after the reporting date. Assessment are done based on the Group's historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current conditions at the reporting date as well as the forecast of future conditions.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

##### *Impairment of financial assets (upon application HKFRS 9 with transitions in accordance with note 2) (continued)*

The Group always recognises lifetime ECL for trade receivables. The ECL on trade receivables are assessed collectively using provision matrix with appropriate groupings.

For all other instruments, the Group measures the loss allowance equal to 12-month ECL, unless when there has been a significant increase in credit risk since initial recognition, the Group recognises lifetime ECL. The assessment of whether lifetime ECL should be recognised is based on significant increases in the likelihood or risk of a default occurring since initial recognition.

(i) Significant increase in credit risk

In assessing whether the credit risk has increased significantly since initial recognition, the Group compares the risk of a default occurring on the financial instrument as at the reporting date with the risk of a default occurring on the financial instrument as at the date of initial recognition. In making this assessment, the Group considers both quantitative and qualitative information that is reasonable and supportable, including historical experience and forward-looking information that is available without undue cost or effort.

In particular, the following information is taken into account when assessing whether credit risk has increased significantly:

- an actual or expected significant deterioration in the financial instrument's external (if available) or internal credit rating;
- significant deterioration in external market indicators of credit risk, e.g. a significant increase in the credit spread, the credit default swap prices for the debtor;
- existing or forecast adverse changes in business, financial or economic conditions that are expected to cause a significant decrease in the debtor's ability to meet its debt obligations;
- an actual or expected significant deterioration in the operating results of the debtor;
- an actual or expected significant adverse change in the regulatory, economic, or technological environment of the debtor that results in a significant decrease in the debtor's ability to meet its debt obligations.

Irrespective of the outcome of the above assessment, the Group presumes that the credit risk has increased significantly since initial recognition when contractual payments are more than 30 days past due, unless the Group has reasonable and supportable information that demonstrates otherwise.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

##### *Impairment of financial assets (upon application HKFRS 9 with transitions in accordance with note 2) (continued)*

(i) Significant increase in credit risk *(continued)*

The Group regularly monitors the effectiveness of the criteria used to identify whether there has been a significant increase in credit risk and revises them as appropriate to ensure that the criteria are capable of identifying significant increase in credit risk before the amount becomes past due.

(ii) Definition of default

For internal credit risk management, the Group considers an event of default occurs when information developed internally or obtained from external sources indicates that the debtor is unlikely to pay its creditors, including the Group, in full (without taking into account any collaterals held by the Group).

Irrespective of the above, the Group considers that default has occurred when a financial asset is more than 90 days past due unless the Group has reasonable and supportable information to demonstrate that a more lagging default criterion is more appropriate.

(iii) Credit-impaired financial assets

A financial asset is credit-impaired when one or more events of default that have a detrimental impact on the estimated future cash flows of that financial asset have occurred. Evidence that a financial asset is credit-impaired includes observable data about the following events:

- (a) significant financial difficulty of the issuer or the borrower;
- (b) a breach of contract, such as a default or past due event;
- (c) the lender(s) of the borrower, for economic or contractual reasons relating to the borrower's financial difficulty, having granted to the borrower a concession(s) that the lender(s) would not otherwise consider;
- (d) it is becoming probable that the borrower will enter bankruptcy or other financial reorganisation; or
- (e) the disappearance of an active market for that financial asset because of financial difficulties.

(iv) Write-off policy

The Group writes off a financial asset when there is information indicating that the counterparty is in severe financial difficulty and there is no realistic prospect of recovery, for example, when the counterparty has been placed under liquidation or has entered into bankruptcy proceedings, or in the case of trade receivables, when the amounts are over two years past due, whichever occurs sooner. Financial assets written off may still be subject to enforcement activities under the Group's recovery procedures, taking into account legal advice where appropriate. A write-off constitutes a derecognition event. Any subsequent recoveries are recognised in profit or loss.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

*Impairment of financial assets (upon application HKFRS 9 with transitions in accordance with note 2) (continued)*

(v) Measurement and recognition of ECL

The measurement of ECL is a function of the probability of default, loss given default (i.e. the magnitude of the loss if there is a default) and the exposure at default. The assessment of the probability of default and loss given default is based on historical data adjusted by forward-looking information. Estimation of ECL reflects an unbiased and probability-weighted amount that is determined with the respective risks of default occurring as the weights.

Generally, the ECL is the difference between all contractual cash flows that are due to the Group in accordance with the contract and the cash flows that the Group expects to receive, discounted at the effective interest rate determined at initial recognition.

Where lifetime ECL is measured on a collective basis to cater for cases where evidence of significant increases in credit risk at the individual instrument level may not yet be available, the financial instruments are grouped on the following basis:

- Nature of financial instruments;
- Past-due status;
- Nature, size and industry of debtors; and
- External credit ratings where available.

The grouping is regularly reviewed by management to ensure the constituents of each group continue to share similar credit risk characteristics.

Interest income is calculated based on the gross carrying amount of the financial asset unless the financial asset is credit impaired, in which case interest income is calculated based on amortised cost of the financial asset.

The Group recognises an impairment gain or loss in profit or loss for all financial instruments by adjusting their carrying amount, with the exception of trade receivables where the corresponding adjustment is recognised through a loss allowance account.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial assets *(continued)*

##### *Classification and subsequent measurement of financial assets (before application of HKFRS 9 on 1 April 2018)*

The Group's financial assets are classified into loans and receivables. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

##### *Effective interest method*

The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Interest income is recognised on an effective interest basis.

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Subsequent to initial recognition, loans and receivables (including trade and other receivables, pledged bank deposit and bank balances and cash) are carried at amortised cost using the effective interest method, less any impairment (see accounting policy on impairment loss on financial assets below).

Interest income is recognised by applying the effective interest rate, except for short-term receivables where the recognition of interest would be immaterial.

##### *Impairment of financial assets (before application of HKFRS 9 on 1 April 2018)*

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the financial assets have been affected.

Objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as a default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

Impairment loss for loans and receivables are assessed on an individual basis.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Financial instruments (continued)

##### Financial assets (continued)

##### *Impairment of financial assets (before application of HKFRS 9 on 1 April 2018) (continued)*

For financial assets carried at amortised cost, the amount of the impairment loss recognised is the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited to profit or loss.

For financial assets measured at amortised cost, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

##### *Derecognition of financial assets*

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire.

On derecognition of a financial asset, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in profit or loss.

#### Financial liabilities and equity

Debt and equity instruments are classified in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

##### *Equity instruments*

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Group are recognised at the proceeds received, net of direct issue costs.

##### *Financial liabilities at amortised cost*

Financial liabilities (including trade and other payables and accruals and amount due to a non-controlling interest of a subsidiary) are subsequently measured at amortised cost, using the effective interest method.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 3. SIGNIFICANT ACCOUNTING POLICIES *(continued)*

#### Financial instruments *(continued)*

##### Financial liabilities and equity *(continued)*

###### *Derivative financial instruments*

Derivatives are initially recognised at fair value at the date when derivative contracts are entered into and are subsequently remeasured to their fair value at the end of the reporting period. The resulting gain or loss is recognised in profit or loss immediately.

###### *Derecognition of financial liabilities*

The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

### 4. KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Group's accounting policies, which are described in note 3, the directors of the Company are required to make estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

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

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

#### Allowance for inventories

Obsolete and slow-moving inventories were identified by management based on ageing analysis and conditions and marketability of inventories. Allowance was applied to inventories based on assessment of net realisable value by management by considering the latest selling prices and current market conditions. Allowance will be provided if the net realisable value is estimated to be below the cost.

Allowance for inventories of HK\$1,434,000 (2018: HK\$1,488,000) is charged for the year ended 31 March 2019. The carrying amount of inventories is HK\$39,043,000 (2018: HK\$25,244,000) as at 31 March 2019. The carrying amount of allowance of inventories is HK\$3,826,000 (2018: HK\$2,392,000) as at 31 March 2019.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 4. KEY SOURCES OF ESTIMATION UNCERTAINTY *(continued)*

### Estimated impairment of trade receivables

The Group uses provision matrix to calculate ECL for the trade receivables. The provision rates are based on internal credit ratings as groupings of various debtors that have similar loss patterns. The provision matrix is based on the Group's historical default rates taking into consideration forward-looking information including subsequent settlement that is reasonable and supportable available without undue costs or effort. At every reporting date, the historical observed default rates are reassessed and changes in the forward-looking information are considered. In addition, trade receivables with significant balances and credit impaired are assessed for ECL individually.

As at 31 March 2019, the carrying amount of trade receivables is HK\$174,858,000 (2018: HK\$150,503,000). No impairment of trade receivables was recognised during the year ended 31 March 2019 as the management of the Group considers the ECL of trade receivables is insignificant as at 31 March 2019. Reversal of impairment losses of trade receivables amounting to HK\$277,000, was recognized during the year ended 31 March 2019.

The provision of ECL is sensitive to changes in estimates. The information about the ECL and the Group's trade receivables are disclosed in notes 31 and 16 respectively.

## 5. REVENUE AND SEGMENT INFORMATION

### Revenue

For the year ended 31 March 2019

(i) *Disaggregation of revenue and reconciliation to segment revenue*

For the year ended 31 March 2019

	Segment of IT infrastructure solution services HK\$'000	Segment of IT managed services business HK\$'000	Total HK\$'000
Procurement of hardware and software	1,125,941	—	1,125,941
Provision of design of solutions	9,866	14,657	24,523
Provision of maintenance and/or support services	—	104,566	104,566
Provision of training programmes relating to cyber security	—	48	48
Total	1,135,807	119,271	1,255,078
A point in time	1,125,941	—	1,125,941
Over time	9,866	119,271	129,137
Total	1,135,807	119,271	1,255,078



# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 5. REVENUE AND SEGMENT INFORMATION *(continued)*

### Revenue *(continued)*

For the year ended 31 March 2019 *(continued)*

(i) *Disaggregation of revenue and reconciliation to segment revenue (continued)*

#### Revenue from major customer types

The following is an analysis of the Group's revenue from continuing operations from its major customer types:

	Segment of IT infrastructure solution services HK\$'000	Segment of IT managed services business HK\$'000	Total HK\$'000
<b>Public sector</b>			
Hong Kong Government	251,537	26,075	277,612
Public bodies	142,564	2,946	145,510
Educational institutions and non-profits organisations	158,363	11,333	169,696
<b>Sub-total</b>	552,464	40,354	592,818
<b>Private sector</b>			
Banking and finance	152,790	34,053	186,843
IT	14,442	6,317	20,759
Telecommunications and media	53,024	4,216	57,240
Transportation	118,649	5,520	124,169
Others	244,438	28,811	273,249
<b>Sub-total</b>	583,343	78,917	662,260
	1,135,807	119,271	1,255,078

(ii) *Performance obligations for contracts with customers*

The Group recognises revenue under HKFRS 15 mainly from the (i) provision of design of solutions; (ii) procurement of hardware and software; (iii) provision of maintenance and/or support services to IT systems of the customers; and (iv) provision of training programmes relating to cyber security.

For revenue from procurement of hardware and software, revenue is recognised when the customer obtains the control of the related products, being when the products are handed over to the customers and the titles of products are passed to the customers.

For stand-alone procurement of hardware and software, control transfers at the point in time when the customer takes undisputed delivery of the goods.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 5. REVENUE AND SEGMENT INFORMATION *(continued)*

### Revenue *(continued)*

For the year ended 31 March 2019 *(continued)*

#### (ii) Performance obligations for contracts with customers *(continued)*

When the hardware and software are sold together with design of solutions, the Group determines the prices for each of the procurement of hardware and software and design of solutions on a stand-alone selling price basis at contract inception. It represents the price at which the Group would sell a promised good or service separately to a customer.

For revenue from provision of design of solutions, revenue is recognized over time using the input method when the assets of the customers are enhanced, being the time when the Group carries out implementation work of the solutions provided.

For revenue from provision of maintenance and/or support services, revenue is recognised over time using the input method when the customers simultaneously receives and consumes the benefits provided by the Group's performance, being the time when the Group carries out the maintenance and support services.

For revenue from provision of training programmes relating to cyber security, revenue is recognised over time using the input method when the customers simultaneously receives and consumes the benefits provided by the Group's performance, being the time when the Group carries out the training programmes.

#### (iii) Transaction price allocated to the remaining performance obligation for contracts with customers

The transaction price allocated to the remaining performance obligations (unsatisfied or partially unsatisfied) as at 31 March 2019 and the expected timing of recognising revenue are as follows:

	Provision of maintenance and/or support services to IT systems of the customers HK\$'000	Procurement of hardware and software HK\$'000
Within one year	50,457	105,002
More than one year but not more than two years	4,861	23,937
More than two years but not more than five years	712	597
More than five years	2	70
	<b>56,032</b>	<b>129,606</b>

All provision of design of solutions services and training programmes relating to cyber security are for periods of one year or less. As permitted under HKFRS 15, the transaction price allocated to these unsatisfied contracts is not disclosed.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 5. REVENUE AND SEGMENT INFORMATION *(continued)*

#### Revenue *(continued)*

For the year ended 31 March 2018

	2018 HK\$'000
Procurement of hardware and software	977,527
Provision of design of solutions	22,701
Provision of maintenance and/or support services to IT systems of the customers	95,977
	1,096,205

#### Segment information

The Group determines its operating segments based on the reports reviewed by the executive directors of the Company who are also the chief operating decision makers (the "CODM") that are used to make strategic decisions. Information reported to the CODM is based on the business lines operating by the Group. No operating segments have been aggregated to form the following reportable segments.

Details of the Group's operating and reportable segments are as follows:

- (1) IT infrastructure solution services business refers to the procurement of hardware and software by the Group and such procurement together with provision of design of solutions; and
- (2) IT managed services business refers to the provision of design of solutions, provision of maintenance and/or support services to IT systems of the customers and provision of training programmes relating to cyber security by the Group.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 5. REVENUE AND SEGMENT INFORMATION (continued)

### Segment information (continued)

An analysis of the Group's operating and reportable segment revenue and segment results is set out as below:

	Segment of IT infrastructure solution services business HK\$'000	Segment of IT managed services business HK\$'000	Total HK\$'000
<b>For the year ended 31 March 2019</b>			
Segment revenue	1,135,807	119,271	1,255,078
Segment results	49,992	14,922	64,914
Other income			1,269
Other gains and losses, net			(453)
Other expenses			(2,124)
Certain distribution and selling expenses			(650)
Administrative expenses			(28,068)
Profit before taxation			34,888
	Segment of IT infrastructure solution services business HK\$'000	Segment of IT managed services business HK\$'000	Total HK\$'000
<b>For the year ended 31 March 2018</b>			
Segment revenue	986,040	110,165	1,096,205
Segment results	44,603	19,138	63,741
Other income			1,330
Other gains and losses, net			416
Other expenses			(1,906)
Certain distribution and selling expenses			(1,168)
Administrative expenses			(26,525)
Profit before taxation			35,888

The accounting policies of the operating and reportable segments are the same as the Group's accounting policies described in note 3. Segment result represents the profit earned by each segment without allocation of other income, other gains and losses, other expenses, certain distribution and selling expenses, administrative expenses and taxation.

No analysis of the Group's assets and liabilities by reportable segments is disclosed as it is not regularly provided to the executive directors of the Company for review.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 5. REVENUE AND SEGMENT INFORMATION *(continued)*

#### Other segment information

	Segment of IT infrastructure solution services business HK\$'000	Segment of IT managed services business HK\$'000	Unallocated HK\$'000	Total HK\$'000
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Amounts included in the measure of  
segment results:

#### For the year ended 31 March 2019

Depreciation	192	368	519	1,079
Allowance for inventories	1,434	—	—	1,434
Reversal of allowance for impairment losses	(245)	(32)	—	(277)

#### For the year ended 31 March 2018

Depreciation	287	221	284	792
Allowance for inventories	1,488	—	—	1,488
Allowance for impairment losses	—	32	—	32

#### Geographical information

As all the Group's revenue is derived from its operation in Hong Kong and all its non-current assets (excluding financial assets and deferred tax asset) are located in Hong Kong, no geographical information is presented.

#### Information about major customers

No individual customer was accounted for over 10% of the Group's total revenue during both years.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 6. OTHER INCOME AND OTHER GAINS AND LOSSES, NET

	2019 HK\$'000	2018 HK\$'000
<b>Other income</b>		
Interest income	865	852
Others	404	478
	<b>1,269</b>	<b>1,330</b>
<b>Other gains and losses, net</b>		
Reversal of (allowance for) impairment losses (note 16)	277	(32)
Fair value changes of derivative financial instruments	(45)	812
Net foreign exchange loss	(681)	(364)
Written-off of property, plant and equipment	(4)	—
	<b>(453)</b>	<b>416</b>

### 7. TAXATION

	2019 HK\$'000	2018 HK\$'000
Hong Kong Profits Tax:		
Current tax	6,259	5,806

Under the two-tiered profits tax rates regime, the first HK\$2 million of profits of qualifying corporations will be taxed at 8.25%, and profits above HK\$2 million will be taxed at 16.5%. The profits of corporations not qualifying for the two-tiered profits tax rates regime (i.e. other subsidiaries of the Group) will continue to be taxed at a flat rate of 16.5%.

Hong Kong Profits Tax is calculated in accordance with the two-tiered profits tax rates regime for the year ended 31 March 2019 and at 16.5% of the estimated assessable profits for the year ended 31 March 2018.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 7. TAXATION (continued)

The taxation for the year can be reconciled to the profit before taxation per the consolidated statement of profit or loss and other comprehensive income as follows:

	2019 HK\$'000	2018 HK\$'000
Profit before taxation	34,888	35,888
Taxation at Hong Kong Profits Tax rate of 16.5%	5,757	5,922
Tax effect of income not taxable for tax purposes	(150)	(307)
Tax effect of expenses not deductible for tax purposes	522	243
Tax effect of tax losses not recognised	425	19
Tax effect of two-tiered tax rates	(165)	—
Others	(130)	(71)
Taxation for the year	6,259	5,806

### 8. PROFIT FOR THE YEAR

	2019 HK\$'000	2018 HK\$'000
Profit for the year has been arrived at after charging:		
Staff costs:		
Directors' remuneration (note 9)	4,940	4,677
Other staff costs	99,764	91,921
Contributions to retirement benefits scheme (excluding directors)	3,459	3,258
	108,163	99,856
Auditor's remuneration	1,850	1,800
Cost of inventories recognised as an expense	1,035,865	893,715
Depreciation of property, plant and equipment	1,079	792
Minimum operating lease payments in respect of office premises and warehouses	6,626	6,675
Allowance for inventories (included in cost of sales)	1,434	1,488





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 9. DIRECTORS' AND EMPLOYEES' EMOLUMENTS

#### Directors' and chief executive's emoluments

The emoluments paid or payable to the directors and chief executive of Company (including emoluments for services as directors of the group entities prior to becoming the directors of the Company) by the Group during the year were as follows:

	Directors' fee HK\$'000	Salaries, allowance and other benefits HK\$'000	Bonus HK\$'000 (note i)	Retirement benefits scheme contribution HK\$'000	Total HK\$'000
<b>For the year ended 31 March 2019</b>					
<b>Executive directors</b>					
Mr. Yang	—	600	—	—	600
Mr. Chu Ming Ho ("Mr. Chu") (note ii)	94	2,768	939	59	3,860
<b>Non-executive director</b>					
Mr. Wan Yiu Hon	120	—	—	—	120
<b>Independent non-executive directors</b>					
Mr. Cheng Tak Chung	120	—	—	—	120
Ms. Li Wai Man	120	—	—	—	120
Mr. Li Richard King Hung	120	—	—	—	120
	<b>574</b>	<b>3,368</b>	<b>939</b>	<b>59</b>	<b>4,940</b>
	Directors' fee HK\$'000	Salaries, allowance and other benefits HK\$'000	Bonus HK\$'000 (note i)	Retirement benefits scheme contribution HK\$'000	Total HK\$'000
<b>For the year ended 31 March 2018</b>					
<b>Executive directors</b>					
Mr. Yang	—	600	—	—	600
Mr. Chu (note ii)	94	2,785	659	59	3,597
<b>Non-executive director</b>					
Mr. Wan Yiu Hon	120	—	—	—	120
<b>Independent non-executive directors</b>					
Mr. Cheng Tak Chung	120	—	—	—	120
Ms. Li Wai Man	120	—	—	—	120
Mr. Li Richard King Hung	120	—	—	—	120
	<b>574</b>	<b>3,385</b>	<b>659</b>	<b>59</b>	<b>4,677</b>



## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 9. DIRECTORS' AND EMPLOYEES' EMOLUMENTS (continued)

#### Directors' and chief executive's emoluments (continued)

Notes:

- (i) Bonus was determined by reference to their duties and responsibilities of the relevant individual within the Group and the Group's performance.
- (ii) Mr. Chu acts as the chairman and chief executive officer of the Group. Included in salaries, allowance and other benefits was rental expense of director's quarter occupied by Mr. Chu paid by the Group to the landlord, Mr. Yang, of HK\$1,140,000 for the year ended 31 March 2019 (2018: HK\$1,140,000) as set out in note 25.

The executive directors' emoluments stated above were for their services in connection with the management of the affairs of the Company and subsidiaries undertaking. The non-executive director's emoluments shown above were for his services as the director of the Company and its subsidiaries. The independent non-executive directors' emoluments shown above were for their services as directors of the Company.

During both years, no remuneration was paid by the Company to the directors as an inducement to join or upon joining the Group or as compensation for loss of office. The directors of the Company have not waived any remuneration during the year.

#### Employees' emoluments

The five highest paid individuals of the Group include one (2018: one) director of the Company for the year ended 31 March 2019, whose emoluments are included in the disclosures above. The emoluments of the remaining four (2018: four) individuals for the year ended 31 March 2019, are as follows:

	2019 HK\$'000	2018 HK\$'000
Salaries and other benefits	2,965	2,817
Bonuses	981	1,556
Contributions to retirement benefits scheme	106	107
	<b>4,052</b>	<b>4,480</b>

The number of highest paid employees who are not the directors of the Company whose remuneration fell within the following bands is as follows:

	2019 No. of employees	2018 No. of employees
Nil to HK\$1,000,000	1	1
HK\$1,000,001 to HK\$1,500,000	3	3

During both years, no emoluments were paid by the Group to the five highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 10. DIVIDENDS

During the year ended 31 March 2019, the Company declared and paid dividends of HK\$33,000,000 of HK\$0.11 per share (2018: HK\$18,000,000 of HK\$0.06 per share) in respect of the year ended 31 March 2018 to its shareholders.

A final dividend of HK\$0.055 per share totally amounting to HK\$16,500,000 based on the number of ordinary shares as at 31 March 2019 of the Company in respect of the year ended 31 March 2019 (2018: HK\$0.07 per share) has been proposed by the directors of the Company, which is subject to approval by the shareholders of the Company at the forthcoming annual general meeting of the Company.

### 11. EARNINGS PER SHARE

The calculation of the basic earnings per share is based on the following data:

	2019 HK\$'000	2018 HK\$'000
Earnings:		
Profit for the year for the purpose of basic earnings per share	28,883	30,082
	2019 '000	2018 '000
Number of shares:		
Number of ordinary shares for the purpose of basic earnings per share	300,000	300,000

No diluted earnings per share for both years was presented as there were no potential ordinary shares in issue during both years.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 12. PROPERTY, PLANT AND EQUIPMENT

	Leasehold improvements HK\$'000	Furniture, fixtures and office equipment HK\$'000	Motor vehicles HK\$'000	Total HK\$'000
<b>COST</b>				
At 1 April 2017	4,762	10,917	296	15,975
Additions	—	808	—	808
Written-off	—	(282)	—	(282)
At 31 March 2018	<b>4,762</b>	<b>11,443</b>	<b>296</b>	<b>16,501</b>
Additions	<b>308</b>	<b>1,823</b>	<b>—</b>	<b>2,131</b>
Written-off	<b>(25)</b>	<b>(1,760)</b>	<b>—</b>	<b>(1,785)</b>
At 31 March 2019	<b>5,045</b>	<b>11,506</b>	<b>296</b>	<b>16,847</b>
<b>ACCUMULATED DEPRECIATION</b>				
At 1 April 2017	4,713	9,911	296	14,920
Provided for the year	14	778	—	792
Eliminated on written-off	—	(282)	—	(282)
At 31 March 2018	<b>4,727</b>	<b>10,407</b>	<b>296</b>	<b>15,430</b>
Provided for the year	<b>59</b>	<b>1,020</b>	<b>—</b>	<b>1,079</b>
Eliminated on written-off	<b>(25)</b>	<b>(1,756)</b>	<b>—</b>	<b>(1,781)</b>
At 31 March 2019	<b>4,761</b>	<b>9,671</b>	<b>296</b>	<b>14,728</b>
<b>CARRYING VALUE</b>				
At 31 March 2019	<b>284</b>	<b>1,835</b>	<b>—</b>	<b>2,119</b>
At 31 March 2018	35	1,036	—	1,071

Depreciation is charged so as to write off the cost over their estimated useful lives, using the straight-line method, at the following rates per annum:

Leasehold improvements	Over the shorter of lease term or 20%
Furniture, fixtures and office equipment	20%-33 $\frac{1}{3}$ %
Motor vehicles	33 $\frac{1}{3}$ %





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 13. DEFERRED TAXATION

The following are the major deferred tax asset arising from accelerated accounting depreciation recognised by the Group and movement thereon during the year.

	HK\$'000
As at 1 April 2017, 31 March 2018 and 31 March 2019	388

As at 31 March 2019, the Group had estimated unused tax losses of approximately HK\$3,988,000 (2018: HK\$1,412,000) to offset against future profits. No deferred tax asset has been recognised due to the unpredictability of future profit streams. All losses may be carried forward indefinitely.

## 14. DERIVATIVE FINANCIAL INSTRUMENTS

The Group entered into HK\$ to United States dollars ("US\$") net-settled structured foreign currency forward contracts with banks in Hong Kong in order to manage the Group's currency risk.

The Group is required to transact with the bank monthly during contract period for designated notional amount under the respective contract. If the spot rate for conversion of US\$ for HK\$ as prevailing in the international foreign exchange market ("Spot Rate") on fixing date is higher than the upper strike price, the Group will pay the bank for an amount equivalent to notional amount 1 multiplied by (1) the difference between upper strike price and lower strike price, or (2) the difference between spot rate and bonus points ranging from 0.00 to 0.05, depending on respective contract terms. If the spot rate on fixing date is lower than the upper strike price but higher than lower strike price, the Group will buy amount 1 from the banks at lower strike price. If the spot rate on fixing date is lower than lower strike price, the Group will buy notional amount 2 at lower strike price from the banks. During the year ended 31 March 2019, Contracts B and C were logged out.

	Notional amount 1	Notional amount 2	Contract date	Lower strike price	Upper strike price	Beginning fixing date	Ending fixing date (note)
As at 31 March 2018:							
Contract A	US\$300,000	US\$600,000	31 March 2017	7.73	7.78	15 September 2017	15 March 2019
Contract B	US\$300,000	US\$600,000	28 June 2017	7.74	7.74	11 September 2017	11 June 2019
Contract C	US\$300,000	US\$600,000	28 June 2017	7.74	7.74	26 September 2017	28 June 2019
As at 31 March 2019:							
Contract D	US\$600,000	US\$1,200,000	7 September 2018	7.749	7.749	9 January 2019	11 December 2020
Contract E	US\$500,000	US\$1,000,000	27 February 2019	7.755	7.755	28 May 2019	26 February 2021

Note: The contract maturity date approximates to the ending fixing date.

The above contracts are measured at fair value at the end of the reporting period.

## 15. INVENTORIES

	2019 HK\$'000	2018 HK\$'000
Finished goods	39,043	25,244

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 16. TRADE AND OTHER RECEIVABLES, PREPAYMENTS AND DEPOSITS

	2019 HK\$'000	2018 HK\$'000
Trade receivables from contracts with customers under HKFRS 15	174,858	150,780
Less: Allowance for impairment losses	—	(277)
	174,858	150,503
Rental and utilities deposits	310	389
Prepayments for costs of maintenance services	16,376	12,947
Deposits paid to a supplier	13,260	—
Others	4,321	4,997
Total trade and other receivables, deposits and prepayments	209,125	168,836
Analysed as:		
Current	207,660	167,838
Non-current	1,465	998
	209,125	168,836

Before accepting any new customer, the Group performs a credit review to assess the potential customer's credit quality and defines credit limits by customer. Limits and credit rating to customers are reviewed on a regular basis. The Group allows credit period of 30 to 60 days to its customers.

The following is an ageing analysis of trade receivables from third parties net of allowance for impairment losses presented based on the invoice date at the end of the reporting period:

	2019 HK\$'000	2018 HK\$'000
0 to 30 days	92,780	72,584
31 to 60 days	28,322	25,451
61 to 90 days	16,450	15,492
91 to 120 days	7,119	26,497
121 to 180 days	12,594	3,081
Over 180 days	17,593	7,398
	174,858	150,503





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 16. TRADE AND OTHER RECEIVABLES, PREPAYMENTS AND DEPOSITS *(continued)*

As at 31 March 2019, included in the Group's trade receivables balance are debtors with aggregate carrying amount of HK\$92,020,000 which are past due as at the reporting date. Out of the past due balances, HK\$30,532,000 has been past due 90 days or more and is not considered as in default as these debtors have a good business relationship with the Group and recurring overdue records of these debtors with satisfactory settlement history.

As at 31 March 2018, included in the Group's trade receivable balance are debtors with aggregate carrying amount of HK\$87,964,000 which are past due as at the reporting date for which the Group has not provided for impairment loss. The Group does not hold any collateral over these balances.

#### Ageing of trade receivables from third parties past due but not impaired

	2018 HK\$'000
0 to 30 days	31,269
31 to 60 days	14,390
61 to 90 days	31,395
91 to 120 days	2,855
121 to 180 days	2,749
Over 180 days	5,306
	87,964

#### Movement in the allowance for impairment losses

	2018 HK\$'000
At the beginning of the reporting period	245
Impairment loss recognised on receivables	32
At the end of the reporting period	277

Before the application of HKFRS 9 on 1 April 2018, in determining the recoverability of a trade receivable, the Group considers any change in the credit quality of the trade receivable from the date credit was initially granted up to the end of each reporting period. The trade receivables past due but not provided for as at the end of each reporting period were either subsequently settled or no historical default of payments was noted by the respective customers and the management of the Group believes that no impairment required.

Upon the application of HKFRS 9 on 1 April 2018, the Group applies simplified approach to provide for ECL prescribed by HKFRS 9. To measure the ECL of trade receivables, trade receivables have been grouped based on shared credit risk characteristics. Details of the ECL of trade receivables were disclosed in note 31.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 17. PLEDGED BANK DEPOSIT/BANK BALANCES AND CASH

	2019 HK\$'000	2018 HK\$'000
Cash on hand	25	22
Bank balances/deposits with original maturity within three months or less	230,317	225,836
Cash and cash equivalents	230,342	225,858
Bank deposits with original maturity over three months but less than one year	22,043	20,694
Bank balances and cash	252,385	246,552
Pledged bank deposit	9,909	2,270

Bank balances and cash comprise cash and short-term bank deposits held by the Group and carry interest at market rates ranging from 0.01% to 2.50% (31 March 2018: 0.01% to 2.40%) per annum. Pledged bank deposit carries fixed interest rate at 0.60% per annum for securing banking facilities granted to the Group.

### 18. TRADE AND OTHER PAYABLES AND ACCRUALS

The following is an analysis of trade and other payables and accruals:

	2019 HK\$'000	2018 HK\$'000
Trade payables	176,296	136,158
Accrued staff costs	15,855	12,459
Receipt in advance	—	19,767
Deferred revenue	—	46,476
Others	22,167	15,953
	214,318	230,813
Analysed as:		
Current	214,318	226,880
Non-current	—	3,933
	214,318	230,813





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 18. TRADE AND OTHER PAYABLES AND ACCRUALS *(continued)*

The following is an ageing analysis of trade payables presented based on the invoice date:

	2019 HK\$'000	2018 HK\$'000
0 to 30 days	97,693	87,384
31 to 60 days	49,148	33,119
61 to 90 days	21,835	13,256
Over 90 days	7,620	2,399
	<b>176,296</b>	136,158

### 19. CONTRACT LIABILITIES

	31 March 2019 HK\$'000	1 April 2018* HK\$'000
Current	81,959	62,310
Non-current	5,066	3,933
	<b>87,025</b>	66,243

\* The amounts in this column are after the adjustments from the application of HKFRS 15.

Contract liabilities are classified as current and non-current based on the Group's earliest obligation to transfer goods or services to the customers and how much relates to performance obligations that were satisfied in prior periods.



## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 19. CONTRACT LIABILITIES (continued)

Revenue recognized during the year ended 31 March 2019 related to carried-forward contract liabilities as at 1 April 2018 is HK\$62,310,000.

Typical payment terms which impact on the amount of contract liabilities recognised are as follows:

- (a) Procurement of hardware and software, design of solution/maintenance and/or support services

The Group typically receives 20%-30% of the contract value as deposits and advance payments for the procurement of hardware and software, design of solution/maintenance and/or support services when the purchase order is entered into, while the amount of deposits may be varied depending on the business relationship with the customers. The deposits and advance payments result in contract liabilities being recognized until the customer obtains control of hardware and software or until revenue recognized on the relevant contract equals the amounts of deposit and advance payments.

- (b) Provision of training programs

The Group typically receives full amount of contract value for provision of training programs. This will give rise to contract liabilities at the start of a contract, until revenue recognized on the relevant contract equals the amounts of deposit and advance payments.

### 20. SHARE CAPITAL

The share capital as at 31 March 2018 and 2019 represented the share capital of the Company with the details as follows:

	Number of shares	Amount HK\$'000
Ordinary shares of HK\$0.01 each		
Authorised:		
As at 1 April 2017, 31 March 2018 and 2019	5,000,000,000	50,000
Issued and fully paid:		
As at 1 April 2017, 31 March 2018 and 2019	300,000,000	3,000

There was no movement in the Company's share capital for both years.

### 21. AMOUNT DUE TO A NON-CONTROLLING INTEREST OF A SUBSIDIARY

Amount due to a non-controlling interest of a subsidiary is interest-free, unsecured and repayable on demand.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 22. RETIREMENT BENEFITS SCHEME

The MPF Scheme is registered with the Mandatory Provident Fund Schemes Authority under the Mandatory Provident Fund Schemes Ordinance. The assets of the MPF Scheme are held separately from those of the Group in funds under the control of an independent trustee. Under the MPF Scheme, the employer and its employees are each required to make contributions to the MPF Scheme at rates specified in the rules. The only obligation of the Group with respect to the MPF Scheme is to make the required contributions. Except for voluntary contribution, no forfeited contribution under the MPF Scheme is available to reduce the contribution payable in future years.

The retirement benefits scheme contributions arising from the MPF Scheme of HK\$3,518,000 (2018: HK\$3,317,000) charged to the consolidated statement of profit or loss and other comprehensive income represent contributions paid or payable to the MPF Scheme by the Group.

### 23. OPERATING LEASE COMMITMENTS

At the end of the reporting period, the total future minimum lease payments under non-cancellable operating leases were payable as follows:

	2019 HK\$'000	2018 HK\$'000
Within one year	856	2,803
After one year but within five years	80	—
	936	2,803

The Group leases its office premises and a warehouse from a related company, a director's quarter from Mr. Yang and other warehouses from independent third parties under operating lease arrangements. Leases for office premises, director's quarter and warehouses are negotiated for fixed terms ranged from 1 to 2 years during the year.

### 24. CAPITAL COMMITMENT

At 31 March 2019, the Group has capital commitment of HK\$440,000 (2018: HK\$980,000) in respect of the acquisition of property, plant and equipment contracted but not provided for.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 25. RELATED PARTY TRANSACTIONS

The Group had entered into the following related party transactions:

	<b>2019</b> <b>HK\$'000</b>	2018 HK\$'000
Rental paid to Microware Properties limited ("Microware Properties")	<b>5,880</b>	5,880
Rental paid to Mr. Yang	<b>1,140</b>	1,140

During both years, the Group, as the tenant, and Mr. Yang, as the landlord, entered into a tenancy agreement in respect of a residential property which is provided to Mr. Chu as the director's quarter.

Mr. Yang is the controlling shareholder of Microware Properties.

As at 31 March 2018, total operating lease commitment of the Group in respect of the rental of office with Microware Properties amounted to HK\$1,470,000 and rental of director's quarter with Mr. Yang amounted to HK\$1,140,000. There is no lease commitment in respect of the rental of office and director's quarter as at 31 March 2019.

### Compensation of key management personnel

The remuneration of the executive directors and other members of key management during the year were as follows:

	<b>2019</b> <b>HK\$'000</b>	2018 HK\$'000
Short-term benefits	<b>9,424</b>	10,620
Post-employment benefits	<b>182</b>	181
	<b>9,606</b>	10,801





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 26. FINANCIAL ASSETS AND FINANCIAL LIABILITIES SUBJECT TO ENFORCEABLE MASTER NETTING ARRANGEMENTS

The Group has entered into the International Swaps and Derivatives Association Master Netting Agreements ("ISDA Agreements") with certain banks. The following recognised financial assets and financial liabilities are not offset in the consolidated statement of financial position as the ISDA Agreements are in place with a right of set off only in the event of default, insolvency or bankruptcy so that the Group currently has no legally enforceable right to set off the recognised amounts:

At 31 March 2019

	Gross/net amounts presented on consolidated statement of financial position HK\$'000	Related amount not set off in consolidated statement of financial position		
		Financial instrument HK\$'000	Cash collateral received/ pledged HK\$'000	Net amount HK\$'000
Recognised financial assets:				
— Bank balances	10,642	(248)	—	10,394
Recognised financial liabilities:				
— Derivative financial instruments	(248)	—	248	—

At 31 March 2018

	Gross/net amounts presented on consolidated statement of financial position HK\$'000	Related amount not set off in consolidated statement of financial position		
		Financial instrument HK\$'000	Cash collateral received/ pledged HK\$'000	Net amount HK\$'000
Recognised financial assets:				
— Bank balances	30,278	—	—	30,278
— Derivative financial instruments	182	—	—	182

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 27. PERFORMANCE GUARANTEES

As at 31 March 2019, the performance guarantees of the Group of approximately HK\$22,295,000 (2018: HK\$17,205,000) were given by a bank in favour of the Group's customers as security for the due performance and observance of the Group's obligations under the contracts entered into between the Group and their customers. If the Group fails to provide satisfactory performance to their customers to whom performance guarantees have been given, such customers may demand the bank to pay them the sum or sum stipulated in such demand. The Group will become liable to compensate the bank accordingly. The performance guarantee will be released upon completion of the contract works.

As at 31 March 2019 and 2018, the directors of the Company did not consider that it is probable that a claim will be made against the Group.

### 28. STATEMENT OF FINANCIAL POSITION AND RESERVES OF THE COMPANY

	2019 HK\$'000	2018 HK\$'000
Non-current asset		
Investment in a subsidiary	— *	— *
Current assets		
Other receivables, prepayment and deposits	206	206
Amount due from a subsidiary	29,953	30,000
Bank balances and cash	49,659	56,278
	79,818	86,484
Current liabilities		
Other payables and accruals	1,101	4,201
Amount due to a subsidiary	285	1,460
	1,386	5,661
Net current assets	78,432	80,823
Net assets	78,432	80,823
Capital and reserves		
Share capital (note 20)	3,000	3,000
Reserves (note)	75,432	77,823
	78,432	80,823

\* Less than HK\$1,000





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 28. STATEMENT OF FINANCIAL POSITION AND RESERVES OF THE COMPANY

(continued)

Note:

#### Reserves of the Company

	Share premium HK\$'000	(Accumulated losses) retained profits HK\$'000	Total HK\$'000
At 1 April 2017	75,297	(24,131)	51,166
Profit and total comprehensive income for the year	—	44,657	44,657
Dividends paid (note 10)	—	(18,000)	(18,000)
At 31 March 2018	75,297	2,526	77,823
Profit and total comprehensive income for the year	—	30,609	30,609
Dividends paid (note 10)	—	(33,000)	(33,000)
At 31 March 2019	75,297	135	75,432

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 29. PARTICULARS OF SUBSIDIARIES OF THE COMPANY

Particulars of the Company's subsidiaries at the end of each reporting period are as follows:

Name of subsidiary	Place of incorporation/ operation	Particulars of issued and paid up capital/ registered capital	Proportion of ownership interest attributable to the Company		Principal activities
			2019	2018	
Microware Hong Kong Limited <sup>^</sup>	BVI	HK\$1	100%	100%	Investment holding
Microware Limited	Hong Kong	US\$6,000,000	100%	100%	Provision of IT infrastructure solutions services and provision of IT managed services
Cumulus Managed Services Limited	Hong Kong	HK\$1	100%	100%	Provision of IT infrastructure solutions services
Microware Computer Systems Limited	Hong Kong	HK\$10,000	100%	100%	Inactive
ProAct IT Services Limited	Hong Kong	HK\$100,000	100%	100%	Provision of IT managed services
Cyber Range Training Centre Limited	Hong Kong	HK\$10,000	90%	—	Provision of IT managed services

<sup>^</sup> Directly held by the Company.

None of the subsidiaries had issued any debt securities at the end of the year.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 29. PARTICULARS OF SUBSIDIARIES OF THE COMPANY (continued)

The table below shows details of non-wholly-owned subsidiary of the Group that has material non-controlling interests:

Name of subsidiary	Place of incorporation and principal place of business	Proportion of ownership interests and voting rights held by non-controlling interests		Loss allocated to non-controlling interests		Accumulated non-controlling interests	
		2019	2018	2019 HK\$'000	2018 HK\$'000	2019 HK\$'000	2018 HK\$'000
Cyber Range Training Centre Limited	Hong Kong	10%	—	(254)	—	(253)	—

Summarised financial information for the year ended 31 March 2019 in respect of the Group's subsidiary that has material non-controlling interests is set out below.

#### Cyber Range Training Centre Limited

	2019 HK\$'000
Non-current assets	190
Current assets	3,375
Current liabilities	(6,095)
Net liabilities	(2,530)
Total equity	(2,530)
Revenue	87
Other income	56
Expenses	(2,683)
Loss and total comprehensive expense for the year	(2,540)
Net cash outflow in operating activities	(3,562)
Net cash inflow from investing activities	5,167
Net cash inflow from financing activities	609
Net cash inflow	2,214



## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 30. CAPITAL RISK MANAGEMENT

The Group manages its capital to ensure that entities in the Group will be able to continue as a going concern while maximising the return to owners of the Company through the optimisation of the debt and equity balance. The Group's overall strategy remains unchanged from the prior years.

The capital structure of the Group represents equity attributable to owners of the Company, comprising issued share capital and reserves.

The directors of the Company review the capital structure on a regular basis. As part of this review, the directors consider the cost of capital and the risks associated with each class of capital. Based on recommendations of the directors, the Group will balance its overall capital structure through new share issues and raise of new borrowings.

### 31. FINANCIAL INSTRUMENTS

#### Categories of financial instruments

	2019 HK\$'000	2018 HK\$'000
<b>Financial assets</b>		
Financial assets at amortised cost	437,771	—
Loans and receivables (including cash and cash equivalents)	—	400,462
Derivative financial instruments	—	182
<b>Financial liabilities</b>		
Amortised cost	214,917	164,570
Derivative financial instruments	248	—

#### Financial risk management objectives and policies

The Group's major financial instruments include trade and other receivables, trade and other payables and accruals, amount due to a non-controlling interest of a subsidiary, derivative financial instruments, pledged bank deposit as well as bank balances and cash. Details of these financial instruments are disclosed in respective notes. The risks associated with these financial instruments and the policies on how to mitigate these risks are set out below. The management manages and monitors these exposures to ensure appropriate measures are implemented in a timely and effective manner.

#### Market risks

##### Interest rate risk

The Group's fair value interest rate risk relates primarily to pledged bank deposit (note 17). The Group's cash flow interest rate risk relates primarily to variable-rate bank balances (note 17).





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 31. FINANCIAL INSTRUMENTS *(continued)*

#### Financial risk management objectives and policies *(continued)*

##### Market risks *(continued)*

##### Interest rate risk *(continued)*

The Group has not used any interest rate hedging policy to mitigate its exposure associated with interest rate risk. However, the management monitors interest rate exposure and will consider hedging significant interest rate exposure should the need arise.

The directors of the Company consider the Group's exposure to future cash flow interest rate risk is minimal taking into account the minimal fluctuation on market interest rate and carrying amounts as at 31 March 2019 and 2018. Accordingly, no sensitivity analysis on interest rate risk is presented.

##### Currency risk

The Group has foreign currency purchases, which exposes the Group to foreign currency risk. Certain bank balances and cash and trade payables of the Group are denominated in foreign currencies. The carrying amounts of the Group's bank balances and cash and trade payables denominated in foreign currencies at the end of each reporting period are as follows:

	Bank balances and cash		Trade payables	
	2019 HK\$'000	2018 HK\$'000	2019 HK\$'000	2018 HK\$'000
US\$	2,076	2,496	87,502	65,064
Renminbi ("RMB")	8,212	8,224	—	—

The Group has entered into certain foreign exchange forward contract as set out in note 14 to mitigate foreign exchange exposure arising on the purchase to external parties. The Group currently does not have a foreign currency hedging policy. However, the directors of the Company monitor foreign exchange exposure and will consider hedging significant foreign currency exposure should the need arises.

No sensitivity analysis is provided on derivative financial instruments as the management of the Company considers that the effect of the foreign exchange rate fluctuations on the fair value of derivative financial instruments are considered as insignificant.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 31. FINANCIAL INSTRUMENTS *(continued)*

#### Financial risk management objectives and policies *(continued)*

##### Market risks *(continued)*

##### Currency risk *(continued)*

##### Sensitivity analysis

The change in exchange rate of HK\$ against US\$ has not been considered in the sensitivity analysis as HK\$ is pegged to US\$. In the opinion of the directors of the Company, the Group does not expect any significant movements between the exchange rate of US\$ against HK\$. Hence, only sensitivity of the change in foreign exchange rate of HK\$ against RMB is considered. The following table details the Group's sensitivity to a 5% increase and decrease in RMB against HK\$. 5% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding RMB denominated monetary items and adjusts their translation at the year end for a 5% change in foreign currency rates. A positive number below indicates an increase in profit for the year where RMB strengthen 5% against HK\$. For a 5% weakening of RMB against HK\$, there would be an equal and opposite impact on the profit, and the balances below would be negative.

	2019 HK\$'000	2018 HK\$'000
Increase in post-tax profit for the year	343	411

##### Credit risk and impairment assessment

As at 31 March 2019, other than those financial assets whose carrying amounts best represent the maximum exposure to credit risk, the Group's maximum exposure to credit risk which will cause a financial loss to the Group arising from the amount of performance guarantees provided by the Group is disclosed in note 27. The Group does not hold any collateral or other credit enhancements to cover its credit risks associated with its financial assets.

##### Trade receivables

Management has a credit policy in place and the exposures to these credit risks are monitored on an ongoing basis. The Group assess the potential customer's credit quality customer at new customer acceptance. Other monitoring procedures are in place to ensure that follow-up action is taken to recover overdue debts. In addition, the Group performs impairment assessment under ECL model upon application of HKFRS 9 (2018: incurred loss model) on trade receivables based on provision matrix. In this regard, the directors of the Group consider that the Group's credit risk is significantly reduced.





# Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

## 31. FINANCIAL INSTRUMENTS *(continued)*

### Financial risk management objectives and policies *(continued)*

#### Credit risk and impairment assessment *(continued)*

##### Trade receivables *(continued)*

For trade receivables of HK\$174,858,000 (note 16), the Group has applied the simplified approach in HKFRS 9 to measure the loss allowance at lifetime ECL. The Group assessed the ECL on trade receivables using a provision matrix grouped with reference to past default experience for recurring customers and current past due exposure for new customers.

The estimated loss rates on trade receivables are estimated based on historical observed default rates over the expected life of the debtors and study of other corporates' default and recovery data from international credit-rating agencies including Moody's, and are adjusted for forward-looking information (for example, the current and forecasted economic growth rates which reflect the general economic conditions of the industry in which the debtors operate) that is available without undue cost or effort. The grouping is regularly reviewed by management to ensure relevant information about specific debtors is updated.

Based on the assessment of the management, the ECL on trade receivables is insignificant.

##### Other receivables and deposits

For other receivables and deposits, the directors of the Company make periodic individual assessment on the recoverability of other receivables and deposits based on historical settlement records, past experience, and also quantitative and qualitative information that is reasonable and supportive forward-looking information starting from 1 April 2018. The directors of the Company believe that there is no material credit risk inherent in the Group's outstanding balance of other receivables and deposits. The Group performs impairment assessment under 12-month ECL model upon application of HKFRS 9 (2018: incurred loss model).

For the purpose of internal credit risk management, the Group uses past due information to assess whether credit risk has increased significantly since initial recognition.

	Past due HK\$'000	Not past due/ no fixed repayment terms HK\$'000	Total HK\$'000
<b>Financial assets at amortised cost</b>			
Other receivables and deposits (note 16)	—	619	619

Based on the assessment of the management, the ECL on other receivables and deposits is insignificant.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 31. FINANCIAL INSTRUMENTS *(continued)*

#### Financial risk management objectives and policies *(continued)*

##### Credit risk and impairment assessment *(continued)*

###### *Pledged bank deposits and bank balances*

The Group only transacts with reputable banks with high credit ratings assigned by international credit-rating agencies and therefore the directors of the Company consider the risk of default is low. The Group uses 12-month ECL to perform the assessment under ECL model upon application of HKFRS 9 (2018: incurred loss model) on balances individually based on the average loss rate by reference to credit ratings assigned by international credit-rating agencies including Moody's, ranging from Aa3 to A3. As at 31 March 2019, the directors of the Company consider the credit risk is limited and thus the ECL on pledged bank deposits and bank balances of HK\$9,909,000 and HK\$252,360,000 respectively (note 17) is insignificant.

Other than concentration of credit risk on liquid funds which are deposited with several banks with high credit ratings, the Group does not have any other significant concentration of credit risk.

##### Liquidity risk

In the management of the liquidity risk, the Group monitors and maintains a level of cash and cash equivalents deemed adequate by the management to finance the Group's operations and mitigate the effects of fluctuations in cash flows.

The contractual maturity of the Group for its non-derivative financial liabilities with undiscounted cash flow of HK\$214,917,000 (2018: HK\$164,570,000), based on the earliest date on which the Group can be required to pay, are repayable on demand or within 3 months.

In addition, the following table details the Group's liquidity analysis for its derivative financial instruments. The table has been drawn up based on the undiscounted contractual cash inflows and outflows on derivative instruments by using the forward rate published by independent researchers as at 31 March 2019 and 2018. The liquidity analysis for the Group's derivative financial instruments is prepared based on the contractual maturities as the management of the Company considers that the contractual maturities are essential for an understanding of the timing of the cash flows of derivatives.





## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 31. FINANCIAL INSTRUMENTS (continued)

#### Financial risk management objectives and policies (continued)

##### Liquidity risk (continued)

	On demand or less than 3 months HK\$'000	3 months to 1 year HK\$'000	1-5 years HK\$'000	Total undiscounted cash flows HK\$'000	Total carrying amount of derivative forward contract assets (liabilities) HK\$'000
<b>As at 31 March 2019</b>					
Derivative — gross settlement					
— inflow	18,053	19,305	—	37,358	—
— outflow	(17,826)	(19,072)	—	(36,898)	—
	227	233	—	460	(248)
<b>As at 31 March 2018</b>					
Derivative — gross settlement					
— inflow	14,173	42,520	14,128	70,821	—
— outflow	(13,932)	(41,796)	(13,932)	(69,660)	—
	241	724	196	1,161	182

#### Fair value measurements of financial instruments

Fair value of the Group's financial assets and liabilities that are measured at fair value on a recurring basis

Some of the Group's financial assets and liabilities are measured at fair value at the end of each reporting period. The following table gives information about how the fair values of these financial assets and liabilities are determined (in particular, the valuation technique(s) and inputs used).

Financial assets and liabilities	Fair value as at 31 March		Fair value hierarchy	Valuation technique	Key input
	2019	2018			
Derivative financial instruments	<b>Liabilities: HK\$248,000</b>	Assets: HK\$182,000	Level 2	Discounted cash flow	Forward exchange rate and contracted exchange rate

There were no transfers between Level 1 and 2 during the year.

Fair value of the Group's financial assets and financial liabilities that are not measured at fair value on a recurring basis

The management of the Group estimates the fair value of its financial assets and financial liabilities measured at amortised cost using the discounted cash flows analysis. The management of the Group considers that the carrying amounts of financial assets and financial liabilities recorded at amortised cost in the consolidated statement of financial position approximate their fair values.

## Notes to the Consolidated Financial Statements

For the year ended 31 March 2019

### 32. RECONCILIATION OF LIABILITIES ARISING FROM FINANCING ACTIVITIES

The table below details changes in the Group's liabilities arising from financing activities, including both cash and non-cash changes. Liabilities arising from financing activities are those for which cash flows were, or future cash flows will be, classified in the Group's consolidated statement of cash flows as cash flows from financing activities.

	Accrued transaction costs directly attributable to issue of shares HK\$'000	Dividend payable HK\$'000	Amount due to a non-controlling interest HK\$'000	Total HK\$'000
As at 1 April 2017	4,574	—	—	4,574
Financing cash flow	(4,574)	(18,000)	—	(22,574)
Other non-cash changes:				
Dividends declared	—	18,000	—	18,000
As at 31 March 2018	—	—	—	—
Financing cash flow	—	(33,000)	600	(32,400)
Capital injection from a non-controlling interest	—	—	(1)	(1)
Other non-cash changes:				
Dividends declared	—	33,000	—	33,000
As at 31 March 2019	—	—	599	599





# Financial Summary

## RESULTS

	For the year ended 31 March				2019 HK\$'000
	2015 HK\$'000	2016 HK\$'000	2017 HK\$'000	2018 HK\$'000	
Revenue	1,064,152	1,075,491	1,124,374	1,096,205	<b>1,255,078</b>
Profit before taxation	41,252	38,258	28,088	35,888	<b>34,888</b>
Taxation	(7,279)	(7,055)	(8,128)	(5,806)	<b>(6,259)</b>
Profit for the year	33,973	31,203	19,960	30,082	<b>28,629</b>
Attributable to:					
Owners of the Company	27,534	24,861	19,960	30,082	<b>28,883</b>
Non-controlling interests	6,439	6,342	—	—	<b>(254)</b>
	33,973	31,203	19,960	30,082	<b>28,629</b>
Earnings per share					
Basic (HK\$)	0.14	0.13	0.08	0.10	<b>0.10</b>

## ASSETS AND LIABILITIES

	At 31 March				2019 HK\$'000
	2015 HK\$'000	2016 HK\$'000	2017 HK\$'000	2018 HK\$'000	
Total assets	402,827	345,401	424,188	445,385	<b>514,153</b>
Total liabilities	(247,286)	(241,286)	(221,816)	(230,931)	<b>(304,069)</b>
	155,541	104,115	202,372	214,454	<b>210,084</b>
Equity attributable to owners of the Company	126,106	104,115	202,372	214,454	<b>210,337</b>
Non-controlling interests	29,435	—	—	—	<b>(253)</b>
	155,541	104,115	202,372	214,454	<b>210,084</b>