

beauty propagating

美麗傳承

Interim Report 中期報告
2017/2018



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RESULTS HIGHLIGHTS

業績摘要

Highlights

- The Group's turnover increased by 1.6% from HK\$3,602.1 million to HK\$3,659.9 million
- Retail sales in Hong Kong and Macau increased by 2.2% from HK\$2,881.9 million to HK\$2,945.7 million
- Profit for the period was HK\$109.9 million, an increase of 14.5% from HK\$96.0 million for the same period last year
- Basic earnings per share were 3.7 HK cents as compared to 3.3 HK cents for the same period last year
- The Board resolved to declare an interim dividend of 3.5 HK cents per share, payable in cash with a scrip dividend alternative

業績摘要

- 本集團營業額由36億210萬港元增長1.6%至36億5,990萬港元
- 港澳地區的零售銷售額由28億8,190萬港元增長2.2%至29億4,570萬港元
- 期內溢利為1億990萬港元，較去年同期的9,600萬港元增長14.5%
- 每股基本盈利為3.7港仙，去年同期則為3.3港仙
- 董事會決議派發中期股息每股3.5港仙，以現金方式支付並提供以股代息選擇

CORPORATE INFORMATION

公司資料

Board of Directors

Executive Directors

Dr KWOK Siu Ming Simon, *SBS, JP*
(Chairman and CEO)
Dr KWOK LAW Kwai Chun Eleanor, *BBS, JP* (Vice-chairman)
Dr LOOK Guy (CFO)

Non-executive Director

Ms LEE Yun Chun Marie-Christine

Independent Non-executive Directors

Ms TAM Wai Chu Maria, *GBM, GBS, JP*
Ms KI Man Fung Leonie, *GBS, JP*
Mr TAN Wee Seng

Company Secretary

Ms MAK Sum Wun Simmy

Head Office

8th Floor, Block B, MP Industrial Centre
18 Ka Yip Street
Chai Wan, Hong Kong

Registered Office

P.O. Box 309
Ugland House
Grand Cayman
KY1-1104
Cayman Islands

Auditor

PricewaterhouseCoopers
Certified Public Accountants

Principal Share Registrar and Transfer Office

SMP Partners (Cayman) Limited
Royal Bank House – 3rd Floor
24 Shedden Road, P.O. Box 1586
Grand Cayman, KY1-1110
Cayman Islands

董事會成員

執行董事

郭少明博士，*銀紫荊星章*，*太平紳士*
(主席及行政總裁)
郭羅桂珍博士，*銅紫荊星章*，*太平紳士* (副主席)
陸楷博士 (首席財務總監)

非執行董事

利蘊珍小姐

獨立非執行董事

譚惠珠小姐，*大紫荊勳章*，*金紫荊星章*，*太平紳士*
紀文鳳小姐，*金紫荊星章*，*太平紳士*
陳偉成先生

公司秘書

麥心韻小姐

總辦事處

香港柴灣
嘉業街18號
明報工業中心B座8樓

註冊辦事處

P.O. Box 309
Ugland House
Grand Cayman
KY1-1104
Cayman Islands

核數師

羅兵咸永道會計師事務所
執業會計師

主要股份登記及過戶處

SMP Partners (Cayman) Limited
Royal Bank House – 3rd Floor
24 Shedden Road, P.O. Box 1586
Grand Cayman, KY1-1110
Cayman Islands

CORPORATE INFORMATION

公司資料

Hong Kong Branch Share Registrar And Transfer Office

Tricor Abacus Limited
Level 22, Hopewell Centre
183 Queen's Road East
Hong Kong
Tel: (852) 2980 1333
Fax: (852) 2810 8185
E-mail: is-enquiries@hk.tricorglobal.com
Website: www.tricoris.com

Principal Bankers

Bank of China (Hong Kong) Limited
Bank of Communications Company Limited, Hong Kong Branch
Citibank, N. A.
Hang Seng Bank Limited
Industrial and Commercial Bank of China (Asia) Limited
Standard Chartered Bank (Hong Kong) Limited
Sumitomo Mitsui Banking Corporation, Hong Kong Branch
BNP Paribas, Hong Kong Branch

Share Information

Stock code: 178
(The Stock Exchange of Hong Kong Limited)

Investor Relations

Corporate Communications and Investor Relations Department
Sa Sa International Holdings Limited
8th Floor, Block B, MP Industrial Centre
18 Ka Yip Street
Chai Wan, Hong Kong
Investor Relations Hotline: (852) 2975 3638
Fax: (852) 2595 0797
E-mail: ir@sasa.com

Corporate Website

corp.sasa.com



Shopping Website

www.sasa.com



香港股份登記及過戶分處

卓佳雅柏勤有限公司
香港
皇后大道東183號
合和中心22樓
電話：(852) 2980 1333
傳真：(852) 2810 8185
電郵：is-enquiries@hk.tricorglobal.com
網址：www.tricoris.com

主要往來銀行

中國銀行(香港)有限公司
交通銀行股份有限公司香港分行
花旗銀行
恒生銀行有限公司
中國工商銀行(亞洲)有限公司
渣打銀行(香港)有限公司
三井住友銀行香港支行
法國巴黎銀行香港分行

股份資料

股份代號：178
(香港聯合交易所有限公司)

投資者關係

企業傳訊及投資者關係部
莎莎國際控股有限公司
香港柴灣
嘉業街18號
明報工業中心B座8樓
投資者關係熱線：(852) 2975 3638
傳真：(852) 2595 0797
電郵：ir@sasa.com

公司網站

corp.sasa.com



購物網站

www.sasa.com



TEN-YEAR FINANCIAL SUMMARY

十年財務資料摘要

		(Note 2) Restated 2017 HK\$'000 港幣千元	(Note 2) Restated 2016 HK\$'000 港幣千元	(Note 2) Restated 2015 HK\$'000 港幣千元	(Note 2) Restated 2014 HK\$'000 港幣千元	(Note 2) Restated 2013 HK\$'000 港幣千元	(Note 2) Restated 2012 HK\$'000 港幣千元	(Note 2) Restated 2011 HK\$'000 港幣千元	(Note 2) Restated 2010 HK\$'000 港幣千元	(Note 1 & 2) Restated 2009 HK\$'000 港幣千元	(Note 1 & 2) Restated 2008 HK\$'000 港幣千元
Condensed Consolidated Interim Income Statement	簡明綜合中期收益表										
Turnover	營業額	3,659,891	3,602,117	3,754,671	4,206,471	3,889,103	3,371,040	2,782,792	2,096,138	1,761,429	1,628,230
Gross profit	毛利	1,551,709	1,505,062	1,634,762	1,899,637	1,845,209	1,552,111	1,228,635	947,782	776,642	697,812
Gross profit margin	毛利率	42.4%	41.8%	43.5%	45.2%	47.4%	46.0%	44.2%	45.2%	44.1%	42.9%
Operating profit	經營溢利	132,897	123,004	187,549	402,563	424,242	344,616	269,243	212,737	148,440	101,438
Profit for the year	期內溢利	109,937	95,984	153,020	339,762	357,380	282,064	224,333	176,291	123,913	88,059
Profit margin	純利率	3.0%	2.7%	4.1%	8.1%	9.2%	8.4%	8.1%	8.4%	7.0%	5.4%
Condensed Consolidated Interim Statement of Financial Position	簡明綜合中期財務狀況表										
Total assets	總資產	3,216,931	3,379,460	3,159,580	3,400,281	2,957,172	2,481,396	2,129,640	1,678,254	1,459,420	1,350,774
Total liabilities	總負債	(873,616)	(1,003,824)	(978,782)	(1,146,291)	(1,007,693)	(870,779)	(815,650)	(556,759)	(438,103)	(370,799)
Net assets	淨資產	2,343,315	2,375,636	2,180,798	2,253,990	1,949,479	1,610,617	1,313,990	1,121,495	1,021,317	979,975
Shareholders' Funds	權益										
Share capital	股本	299,444	289,213	284,468	284,455	283,226	282,175	280,855	139,636	138,333	138,125
Reserves	儲備	2,043,871	2,086,423	1,896,330	1,969,535	1,666,253	1,328,442	1,033,135	981,859	882,984	841,850
Total equity	權益總額	2,343,315	2,375,636	2,180,798	2,253,990	1,949,479	1,610,617	1,313,990	1,121,495	1,021,317	979,975
Condensed Consolidated Interim Statement of Cash Flows	簡明綜合中期現金流量表										
Net cash generated from operating activities	經營業務產生之現金淨額	326,107	238,766	84,622	457,625	323,303	250,347	208,796	158,399	111,587	(17,554)
Per Share Data and Key Ratios	股份資料及主要比率										
Basic earnings per share (HK cents) (Note 3)	每股基本盈利 (港仙) (附註 3)	3.7	3.3	5.4	11.9	12.6	10.0	8.0	6.3	4.5	3.2
Diluted earnings per share (HK cents) (Note 3)	每股攤薄盈利 (港仙) (附註 3)	3.7	3.3	5.4	11.9	12.6	10.0	7.9	6.3	4.5	3.2
Return on equity	股本回報	4.7%	4.0%	7.0%	15.1%	18.3%	17.5%	17.1%	15.7%	12.1%	9.0%
Dividend per share (HK cents) (Note 3)	每股股息 (港仙) (附註 3)										
Basic	基本	3.5	5.0	5.0	5.0	4.5	2.5	2.0	1.5	1.5	1.5
Special	特別	-	4.0	4.0	4.0	4.5	4.5	4.0	3.0	3.0	1.5
Total	合共	3.5	9.0	9.0	9.0	9.0	7.0	6.0	4.5	4.5	3.0

TEN-YEAR FINANCIAL SUMMARY

十年財務資料摘要

		(Note 2)	(Note 2)	(Note 2)	(Note 2)	(Note 2)	(Note 2)	(Note 2)	(Note 1 & 2)	(Note 1 & 2)	
		Restated	Restated	Restated	Restated	Restated	Restated	Restated	Restated	Restated	
		2017	2016	2015	2014	2013	2012	2011	2010	2009	
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
		(附註2)	(附註2)	(附註2)	(附註2)	(附註2)	(附註2)	(附註2)	(附註2)	(附註1及2)	
		經重列	經重列	經重列	經重列	經重列	經重列	經重列	經重列	經重列	
		港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	
Closing share price as at 30 September (HK\$) (Note 3)	於9月30日的收市價 (港元)(附註3)	3.05	3.29	2.99	5.32	8.75	5.32	4.69	3.10	1.69	1.14
Net assets value per share (HK\$) (Note 3)	股東權益每股賬面值 (港元)(附註3)	0.78	0.82	0.77	0.79	0.69	0.57	0.47	0.40	0.37	0.35
Current ratio (times)	流動比率(倍)	3.35	3.05	2.87	2.57	2.49	2.30	2.18	2.59	2.91	3.14
Gearing ratio	槓桿比率	-	-	-	3.5%	-	-	-	-	-	-
Operational Data		營運資料									
Number of retail outlets	零售店舖之數目	283	283	281	279	271	258	227	180	159	143
- Multi-brand "Sasa" stores	- 多品牌「莎莎」店舖	282	281	278	273	262	243	203	157	139	119
- Single-brand stores/counters	- 單一品牌店舖/專櫃	1	2	3	6	9	15	24	23	20	24
Total gross retail area (rounding to the nearest thousand sq. ft.) (Note 4)	總零售面積 (以平方呎千位計算) (附註4)	594,000	599,000	608,000	638,000	604,000	560,000	444,000	325,000	263,000	234,000
Stock turnover days	存貨週期(日)	99	113	124	120	132	128	131	116	112	120
Number of employees (rounding to the nearest hundred)	員工人數 (以百位計算)	5,000	5,000	5,000	5,000	5,000	4,700	4,000	3,200	2,600	2,500

Note:

- In FY 2010/11, The Group had changed its accounting policy for measurement of leasehold building to cost less accumulated depreciation ("cost model") instead of fair value amounts less subsequent depreciation. This change meant that the building component and the more significant land component of property leases were measured on the same cost basis. The change had been applied retrospectively to remaining useful lives at the date of change of accounting policy.
- As disclosed in Note 2(iv) of Significant Accounting Policies to 2016/2017 Annual Report, the Group has revisited its arrangements with its suppliers and considered incentives received from suppliers for which the Group did not provide any separable identifiable promotion services, should be accounted for as a reduction of its cost of sales. Adjustments have been made to reclassify the comparative information to conform with the current period presentation.
- Figures from 2008 to 2010 have been adjusted for the 1:1 Bonus Issue.
- The information on retail space provided is intended to allow the readers to appreciate the growth in retail network and the size of retail space only. As there are significant variation in sales per square foot between stores of different store sizes, as well as stores in different countries and location, the retail space information provided should not be used to analyse the trend on sales per square foot.

附註：

- 在2010/11的財政年度，本集團更改計量租賃樓宇之會計政策，按成本減累計折舊（「成本模式」）計量，而非按公平值減其後折舊計量。此項變動意味物業租賃中樓宇成份與更重要之土地成份均以同一成本基準計量。此項變動已追溯應用於此項會計政策變動日期之餘下可使用年期。
- 根據2016/2017年報重要會計政策附註2(iv)之披露，本集團再評估與供應商的此等安排，認為收取的獎勵並不涉及可獨立識別的推動服務，應要扣除銷售成本。比較資料進行了重新分類調整，以更好的符合本期內報告之呈列。
- 2008年至2010年的數據已按一送一發行紅股作出調整。
- 所提供零售面積資料僅旨在讓讀者瞭解莎莎零售網絡的增長及整體零售面積。由於不同面積的店舖，以及不同國家及地點的店舖之間的每平方呎銷售額存有重大差異，所提供零售面積資料不應用作分析每平方呎銷售額的趨勢。

MANAGEMENT DISCUSSION & ANALYSIS

管理層討論及分析

For the six months ended 30 September 2017 (“period”), the Group’s turnover amounted to HK\$3,659.9 million, representing an increase of 1.6% from HK\$3,602.1 million for the six months ended 30 September 2016 (“previous period”). Retail sales in Hong Kong and Macau increased by 2.2% from HK\$2,881.9 million to HK\$2,945.7 million.

The Group’s profit for the period was HK\$109.9 million, representing an increase of 14.5% from HK\$96.0 million for the previous period. Basic earnings per share amounted to 3.7 HK cents as compared to 3.3 HK cents for the previous period. The Board resolved to declare an interim dividend of 3.5 HK cents (2016: 9.0 HK cents (interim: 5.0 HK cents and special: 4.0 HK cents)) per share, payable in cash with a scrip dividend alternative. The Group consolidated its retail network and the number of stores remained the same as the previous period at a total 283.

The Group is a constituent member of the Hang Seng Composite MidCap Index and has been a constituent member of Hang Seng Corporate Sustainability Benchmark Index since 2011. On 8 June 2015, the Group was included in the Hang Seng High Dividend Yield Index. It has also been an eligible stock for Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect since 2014 and 2016 respectively.

截至2017年9月30日止6個月(「本期內」)，集團營業額為36億5,990萬港元，較截至2016年9月30日止6個月(「去年同期」)的36億210萬港元增長1.6%。集團於香港及澳門市場的零售銷售額由28億8,190萬港元增長2.2%至29億4,570萬港元。

集團於本期內溢利為1億990萬港元，較去年同期的9,600萬港元增長14.5%。每股基本盈利為3.7港仙，去年同期則為3.3港仙。董事會決議派發中期股息每股3.5港仙(2016年：每股9.0港仙(中期股息：每股5.0港仙及特別股息：每股4.0港仙))，以現金方式支付並提供以股代息選擇。集團重整其零售網絡，店舖數目與去年同期相同，維持共283間。

集團為「恒生綜合中型股指數」成份股，於2011年起獲選為「恒生可持續發展企業基準指數系列」成份股，並於2015年6月8日被納入「恒生高股息率指數」。集團亦自2014年及2016年起分別成為滬港通及深港通的合資格股票。

Market Overview

市場概覽

Retail Sales/Cosmetics Retail Sales in 2017 (year-on-year change)

2017年零售銷售額／化粧品零售銷售額(按年變動)

Market 市場	Retail sales change 零售銷售變動		Cosmetics retail sales change 化粧品零售銷售變動	
Hong Kong 香港	+2.1%	(Apr – Sep) (4至9月)	+3.9%	(Apr – Sep) (4至9月)
Mainland China 中國內地	+10.4%	(Jan – Sep) (1至9月)	+12.1%	(Jan – Sep) (1至9月)
Singapore 新加坡	+1.7%	(Apr – Sep) (4至9月)	+4.9%	(Apr – Jun) (4至6月)
Malaysia 馬來西亞	+12.8%	(Apr – Sep) (4至9月)	Note 1 附註1	
Taiwan 台灣地區	+0.8%	(Apr – Sep) (4至9月)	+3.3%	(Apr – Sep) (4至9月)

Notes:

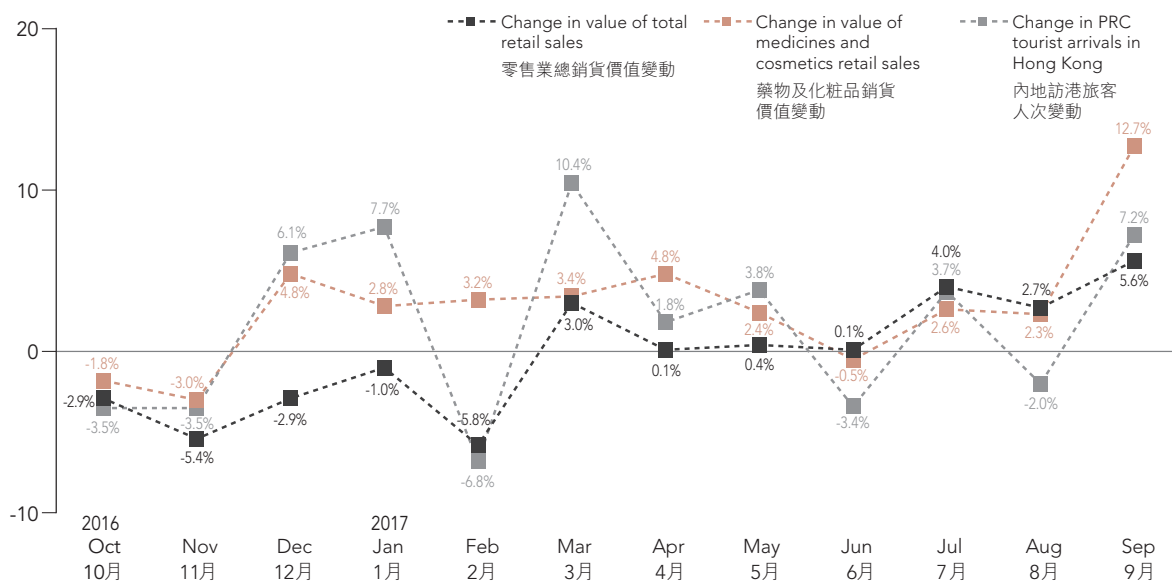
- (1) There were no cosmetics retail sales statistics provided by the Malaysian Government.
- (2) All of the above data were sourced from the corresponding governments' statistics bureaus.
- (3) There are some inconsistencies in definition and survey methodology for cosmetics retail sales by different government statistics bureaus.

附註：

- (1) 馬來西亞政府沒有提供有關化粧品行業零售的統計數據。
- (2) 以上所有資料來自於相關政府部門。
- (3) 不同的政府統計處對化粧品行業零售的釋義和統計方法各有差異。

Retail Sales Performance in Hong Kong and PRC Tourist Arrivals in Hong Kong (year-on-year change)

香港零售業銷售表現及內地訪港旅客人次 (按年變動)



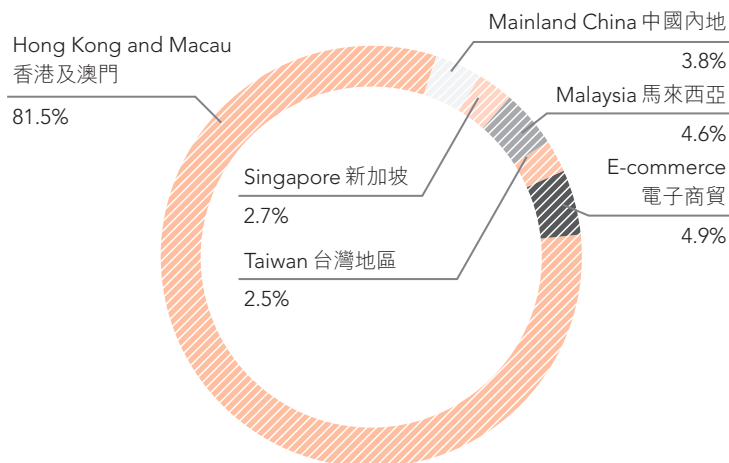
Source : Hong Kong Census and Statistics Department & Hong Kong Tourism Board
 資料來源：香港政府統計處及香港旅遊發展局

Retail and Wholesale Business

零售及批發業務

1st Half FY17/18 Turnover Mix by Market

17/18財政年度上半年按市場劃分的營業額



Store Network By Market

按市場劃分的店舖網絡

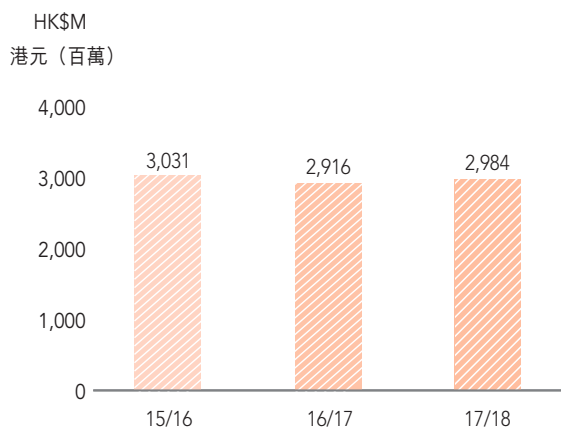
Multi-brand "Sasa" Stores 銷售多品牌的「莎莎」店舖	As of 31 Mar 2017 於2017年3月31日	Opened 開店	Closed 關店	As of 30 Sep 2017 於2017年9月30日
Hong Kong & Macau 香港及澳門	115	6	6	115
Mainland China 中國內地	56	4	6	54
Singapore 新加坡	20	0	1	19
Malaysia 馬來西亞	70	4	1	73
Taiwan 台灣地區	25	0	4	21
Total 總數	286	14	18	282

Note: As at 30 September 2017, there was one single-brand store in Hong Kong & Macau, totaling 283 retail outlets for the Group.

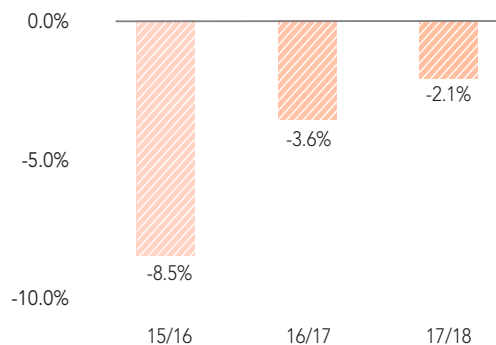
附註：於2017年9月30日，集團在港澳市場有一個單一品牌專門店，合共283間零售店舖。

Hong Kong and Macau 香港及澳門

1st Half Turnover (Retail & Wholesale)
上半年營業額(零售及批發)

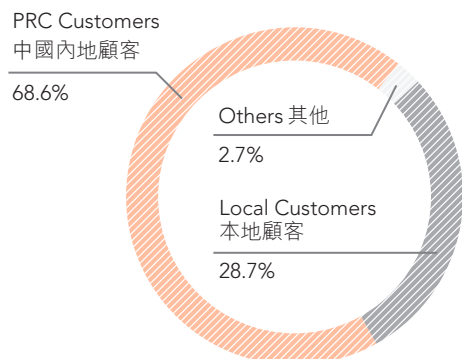


1st Half Same Store Sales Change
上半年同店銷售變動

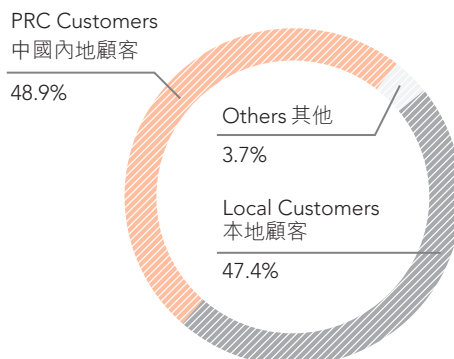


Customer Mix (1st Half FY17/18 Retail Sales) 顧客組合(17/18財政年度上半年零售銷售額)

By sales value
按銷售價值



By no. of transactions
按交易宗數



Against a backdrop of a 4% rise in Hong Kong's GDP during the period, the Group's retail sales in Hong Kong and Macau increased by 2.2%, with same store sales falling 2.1% in comparison to the previous period. The number of transactions by local and Mainland Chinese customers decreased by 0.8% and 1.6% respectively, while their average sales value per transaction increased by 4.5% and 3.3% respectively.

Although the Hong Kong retail market has shown signs of recovery, with the flow of Mainland tourist arrivals stabilising, the Group adopted a comparatively cautious inventory management measure earlier to facilitate operations during the relocation of our warehouse in the first half of year. The inventory measure prevented our sales from capturing the full potential of the market. In addition, competition continued to intensify within the cosmetics industry. The number of transactions by both local and Mainland tourist customers declined.

Nevertheless, the average sales per transaction in our Hong Kong and Macau markets began to increase from the first quarter onwards. This was mainly due to a rise in the average sales per transaction of both local customers and Mainland tourists, indicating the strength of consumer purchasing power. In addition, some consumers switched from Korean products to other higher-priced products.

Our expansion strategy helped to enhance the competitiveness of the Group's retail network. However, our initiative to relocate some stores in tourist areas exerted a short-term impact on same store sales.

The house brand product mix in the first half improved from 38.5% to 39.8%, driving an increase in the gross profit margin from 41.4% to 42.2%. However, this improvement was partially offset by higher costs, which in turn partly impacted profitability.

In order to seize the opportunity of weakness in the rental cycle, the Group opened new stores at premium locations in traditional tourist areas to replace stores that had previously been relocated to second line locations due to high rents. The parallel operation of these new and old stores led to additional rental costs, since rental reductions will only be reflected in our financials when the old leases expire. This ongoing process has kept our rental costs uncharacteristically high over the last 12 months.

本期內，隨著香港的本地生產總值錄得4%的增長，集團於港澳地區的零售銷售額增長2.2%，惟同店銷售則較去年同期下跌2.1%。本地顧客及中國內地旅客的交易宗數分別下跌0.8%及1.6%，其每宗交易平均金額則分別增長4.5%及3.3%。

儘管香港零售市場已呈現復甦跡象且中國內地訪港旅客人次逐漸回穩，惟集團早前採取相對較保守的存貨管理措施以配合上半年搬倉期間的運作，阻礙我們的銷售全面爭取此市場增長潛力，加上化妝品行業競爭愈趨激烈，本地客及國內旅客之交易宗數均錄得跌幅。

相反，港澳地區每宗交易平均銷售金額自第一季度起開始回升。這主要是由於本地顧客及內地旅客的每宗交易平均銷售金額均有所增加，反映客人消費依然有力。其次是，一些原本購買韓國產品的客人轉而購買其他比較高價位的產品。

我們開拓新店的策略有助於提升集團零售網絡的競爭力，惟改善旅遊區店舖位置的策略對同店銷售帶來短期影響。

獨家品牌產品組合於上半年的佔比由38.5%回升至39.8%，推動毛利率由41.4%上升至42.2%。但成本增加抵銷了毛利率的改善，繼而輕微削弱盈利能力。

為把握減租週期所帶來的良機，集團於傳統旅遊區一線位置開設新店以取代租金高企時遷至二線位置之舊店。新舊店舖同時運營，產生了額外的租金成本，而減租效應只會於舊有租約期滿後在財務上反映，此持續過程讓集團租金成本於過去12個月一直不尋常地高企。

In addition to these costs, the Group incurred increased advertising and promotional costs to promote new house brands. One-off logistics costs in terms of rentals and manpower were incurred due to the relocation of our Hong Kong warehouse. The relocation aims at consolidating our existing multiple warehouses, enabling automation and enhancing the overall efficiency of our logistics function. Meanwhile, the Group continued to invest in residential area stores and in manpower, with a pay rise being awarded to frontline staff in order to retain talents and enhance morale.

Mainland China

Overall turnover for our Mainland China operations increased by 3.9% in local currency terms to HK\$138.3 million, while same store sales in local currency increased 5.0% for the period.

The management team has stabilised and sales have grown due to an improvement in our product offerings. Last year's issue concerning the import of owned brand products is being gradually resolved. The Group therefore began to regain sales and profitability, with overall operational efficiency and effectiveness both improving.

The upgrading of store format, which was launched a few years ago provides a premium image and shopping experience through targeted brand and visual merchandising. This upgrade has now been further enhanced and is showing improving results in store productivity and cost efficiency. We have continued to optimise the Mainland China store network with the closure of isolated underperforming stores in remote regional cities and by clustering new stores in well-managed provincial capitals. These stores are now contributing increased profitability. Meanwhile, we have improved our product offerings by focusing on key performing brands and SKUs and by successfully launching and managing new products.

Singapore

During the period, the turnover for our Singapore operations was HK\$98.7 million, a decrease of 2.1% in local currency terms over the previous period.

除上述成本外，集團增加廣告及推廣費用去推廣其新獨家品牌；香港貨倉搬遷亦衍生出倉租及人手之一次性物流成本。此次搬遷旨在整合現有多個貨倉，加強自動化並提升整體的物流效益。同時，集團繼續投資於住宅區的店舖及人手，並向前線員工加薪以挽留人才及提升員工士氣。

中國內地

本期內集團於中國內地業務的整體營業額按當地貨幣計算增長3.9%至1億3,830萬港元，而同店銷售按當地貨幣計算則增長5.0%。

管理團隊開始穩定，產品組合的改善令銷售提升。去年自家品牌產品的進口問題也在逐漸解決中，集團的銷售額及盈利能力因而恢復提升，令整體營運效率及效能均有所改善。

集團於數年前開始優化店舖模式，透過品牌定位及改善產品陳列方式，打造優越的品牌形象及購物體驗。此優化措施現已進一步強化，在改善店舖效率及成本效益方面已初見成效。集團並繼續優化中國內地店舖網絡，關閉位於偏遠城市表現欠佳的店舖，並於管理完善的省會城市集中開設新店舖，目前這些新店舖的盈利能力正在提升。同時，集團透過重點發展表現理想的品牌和單品，及成功推出並營運新產品，從而優化我們的產品組合。

新加坡

本期內，集團於新加坡市場的營業額為9,870萬港元，按當地貨幣計算較去年同期減少2.1%。

The restructuring of the management team over the last year is now seeing results. The Group's key measures for this financial year included closing underperforming stores and focusing resources on stores with good potential. While this affected our top line, same store sales growth accelerated to 7.0% in local currency, improvements were also shown in gross profit resulting in reduction of losses. We also upgraded stores with a more attractive image to provide more space to improve the shopping experience, and we placed greater emphasis on the fast growing makeup category and on better zoning.

Underperforming SKUs were dropped and more focus was placed on new products and displays to attract new and young customers. We enhanced training to improve staff morale and skills, and this in turn helped to improve our standard of service. The Group is now in position to cautiously expand our network in Singapore.

Malaysia

The turnover for our Malaysia operations was HK\$169.3 million, an increase of 9.2% in local currency terms over the previous period. Same store sales growth rose a modest 1.1% in local currency.

The reason for the conspicuous slowdown in same store sales growth was weaker demand and purchasing power of local consumers amid the rising cost of living as a result of inflation. However, the Group maintained its focus on continuous improvement with a readiness to capitalise on market recovery as and when opportunities arise.

Taiwan

Turnover in the Group's Taiwan business decreased by 11.5% in local currency terms to HK\$92.9 million during the period, while same store sales increased 0.8% in local currency.

The restructuring of our management showed some positive results, which helped our same store sales performance to improve. The Group maintained our focus on narrowing losses by lowering costs and enhancing operational efficiency. Domestic consumer sentiment and tourism

去年重組管理層架構的措施現已漸見成效。集團於本財政年度採取若干重要策略，包括關閉表現較差的店舖，並集中資源發展具良好潛力的店舖。此舉雖然導至銷售總額下降，但同店銷售則加快增長，按當地貨幣計算的增幅為7.0%，且毛利亦得到改善，虧損因而收窄。集團亦著手提升店舖形象，使其更富吸引力，同時騰出更多空間以改善購物體驗，並專注於迅速增長的化粧品類別以及優化產品分區。

集團已把表現未如理想的單品落架，並將重點投放於新產品及其陳列方式之中，以吸引新客戶及年輕人。集團亦加強培訓以提升員工士氣及銷售技巧，冀透過這些措施幫助提升我們的服務水平。集團現準備就緒於新加坡審慎擴展網絡。

馬來西亞

集團於馬來西亞市場的營業額為1億6,930萬港元，按當地貨幣計算與去年同期相比增長9.2%，而同店銷售按當地貨幣計算則略為增長1.1%。

馬來西亞市場同店增長顯著放緩，乃由於當地通脹推高消費者生活指數，令當地客人需求及購買力減弱。然而，集團繼續專注於提升自身能力，蓄勢待發把握日後市場轉好將帶來的良機。

台灣地區

本期內，集團在台灣地區業務的營業額減少至9,290萬港元，按當地貨幣計算的跌幅為11.5%，而同店銷售按當地貨幣計算則上升0.8%。

集團早前重整當地的管理團隊，現已漸見一些成效並令同店銷售有所改善。集團致力透過減低成本及加強營運效益，以收窄虧損。受經濟及政治因素影響，當地顧客消費意欲和旅遊業持續低迷，但中國內地旅客於集團店舖的消費

remained weak due to economic and political factors. However, the spending of Mainland tourists in our stores showed signs of an upturn, which again reflected the strength of the Sa Sa brand amongst Chinese consumers.

E-commerce

Turnover for the Group's e-commerce business amounted to HK\$177.1 million, representing a drop of 6.0% over the previous period.

Sales decreased due to over-aggressive and very costly promotions to boost sales in the second half of the previous financial year, an initiative that was not repeated this year. In addition, the minimum spend for free shipping almost doubled from 1 April 2017 onwards. This factor together with price increases led to a decline in sales as compared to the previous period.

Overall, the Group has focused on building a base for sustainable growth. One of the major initiatives has been to reduce the cost of the logistics function and to shorten the time of delivery to customers in order to increase long-term competitiveness. Various projects were launched during the period to develop customer relationship management and content management. We reduced the number of SKUs to improve inventory management, lower inventory costs and enhance operational efficiency.

It is the Group's strategy to work with different popular e-commerce platforms to build the awareness of Sa Sa in Mainland China, to broaden the customer base and increase sales. The Group launched our flagship store on Tmall Global on 28 September 2017, marking a milestone in our digital strategy. We believe a strong online presence will become a key element of our evolution towards providing a seamless shopping experience for our customers.

Brand Management

During the period, the Group's sales mix of own brand and exclusively distributed products, collectively referred to as "house brands", increased from 38.8% to 38.9%.

We accelerated the launch of new house brand products during the period. Although impacted by the earlier political tension between China and South Korea, Korean products are still an important element of our product offerings.

有回升跡象，足見莎莎品牌在中國內地客戶心中形象穩健。

電子商貿

集團電子商貿業務的營業額為1億7,710萬港元，較去年同期下跌6.0%。

於上一個財政年度下半年，集團為刺激銷售而實施過於進取的推銷活動，但由於成本高昂，今年已停止這類型活動。此外，免運費服務的門檻自2017年4月1日起翻倍，此舉加上價格上調，銷售額因此有所下跌。

總體而言，集團致力於構建穩固基礎以達致可持續增長。其中一個主要的措施為減低物流成本及縮短發貨時間，以提升長遠競爭力。集團在本期內已推行多個計劃發展客戶關係管理及內容管理。我們亦著手減少產品數量，從而更有效地管理庫存、減少庫存成本並提高營運效率。

集團策略性地與不同知名電子商貿平台合作，以提升莎莎在中國內地的知名度、拓寬客戶群及增加銷售額。於2017年9月28日，集團在天貓國際開設旗艦店，進一步加強我們的線上曝光率，此舉標誌著我們數碼策略的重要里程碑，相信這是我們實現為顧客締造完美購物體驗目標的重要一環。

品牌管理

於本期內，集團的專有品牌及獨家分銷產品（統稱為獨家品牌）的銷售佔比由38.8%增加至38.9%。

集團於本期內已加快推出獨家品牌新產品。儘管韓國產品因較早前中韓政治緊張因素受到影響，但在我們產品組合中仍然擔當重要部份。

Outlook

Hong Kong and Macau

The Hong Kong retail market showed gradual signs of improvement during the period. This was due to the number of Mainland tourist arrivals stabilising as the impact of the one-trip-per-week restriction was fully absorbed. The Renminbi began to revalue following the previous year's depreciation, while Hong Kong was ranked the most popular travel destination for Mainland China travellers according to data from WeChat.

Among the positive factors in the Hong Kong and Macau tourism and retail market are the opportunities offered by the Guangzhou-Shenzhen-Hong Kong Express Rail Link and the Hong Kong-Zhuhai-Macao Bridge. Preparations are underway to optimise our store network and scale. We aim to capitalise on weakness in the rental cycle to establish more strategic locations to improve our brand exposure and stimulate sales.

We are also increasing the number of shops in residential areas and transport hubs to expand our local market share, including shops near the Mainland border. We will introduce a brand new mobile APP which will enable us to implement customised product recommendations and targeted promotions. Such targeted marketing includes more interactions to stimulate customer loyalty, raise repeat purchase rates and encourage more consumption. All these initiatives are part of our vision for a "New Retail" experience.

We are working towards a more comfortable in store shopping environment, with enticing new products. We will enhance our product displays and gradually develop a more inter-active customer experience aimed at strengthening purchasing intentions. These initiatives will include a more enjoyable product browsing and trial process, thereby enhancing our customers' overall shopping experience.

The Group will launch new exclusive products to meet demand and customer preferences and we will improve the house brand sales mix to increase our gross profit margin. Further enhancements to the shopping experience include the launch of a brand new mobile APP for all customers, as well as upgraded visual merchandising, especially in our makeup zones.

展望

香港及澳門

香港零售市場於本期內逐步趨向好轉。原因包括市場已全面反映了「一周一行」政策的影響，內地訪港旅客人次回穩。人民幣繼去年貶值後調向升值，而根據微信發佈數據顯示，香港為國內旅客熱門出遊的首選地區。

港澳旅遊業及零售市場正受多個正面因素帶動，其中廣深港高速鐵路及港珠澳大橋的落成將帶來眾多商機。我們目前正在籌備優化店舖網絡及規模，冀能乘租金調整週期之勢，策略性地改善店舖位置以提高品牌曝光率並刺激銷售。

我們現亦正不斷增加位於住宅區及交通樞紐（包括臨近內地邊境地區）的店舖數目，以擴大本地市場份額。我們亦將推出全新的手機應用程式，藉此進行個人化產品推薦及針對性優惠推廣。此類針對性的行銷計劃包含更多與客人互動的元素，以提高顧客忠誠度、重複購買率及消費金額。上述所有舉措皆屬集團「新零售」體驗的願景的其中一環。

集團正努力提供更舒適的店舖購物環境，並推出具高吸引力的嶄新產品。我們亦會改善產品陳列及逐步發展更多互動體驗，包括讓客人更享受產品瀏覽和試用的過程，以加強其購物意欲，從而提升整體購物體驗。

集團將推出迎合客人需求及喜好的新獨家產品，並提升自家品牌的銷售佔比，以增加毛利率。此外，集團亦將透過為所有客人推出全新手機應用程式以及改善產品（特別在試粧區內）的陳列方式，從而進一步改善購物體驗。

In the third quarter-to-date of FY 2017/18 (i.e. from 1 October 2017 to 15 November 2017), retail sales and same store sales in Hong Kong and Macau increased by 5.8% (FY 2016/17 third quarter: +1.2%) and 0.8% (FY 2016/17 third quarter: -1.6%) year-on-year respectively.

Mainland China

The rapidly growing online retail market in Mainland China has brought pressure to bear on our physical retail stores, while also providing new opportunities for the Group to expand our store network at reasonable rents.

Costs and operational efficiencies are key to our operations in the Mainland. To further improve our operational efficiency and cost structure, we will continue to expand cautiously in regions offering high operational efficiency in order to build critical mass.

We will close underperforming stores in remote cities and concentrate our operations in well-managed provincial capitals. These measures will in turn increase scale within cities and enhance operational efficiency and profitability at store level while raising the profitability of small clusters.

The Group will sharpen the efficiency of our warehouse operations. We will improve the process for overseas imports, shorten the delivery lead-time all the way to our shops, accelerate new product arrivals and store replenishment, and reduce inventory levels and overall logistics costs. In addition, we will continue to roll out our new store image and strengthen our training for the Mainland staff to provide an enhanced shopping experience and attract more traffic, especially younger customers. We will follow market trends closely and adjust our product portfolio accordingly.

Singapore, Malaysia and Taiwan

In Singapore, the Group will continue to localise our management team and launch more incentives to improve staff morale, management effectiveness and the quality of work. We will optimise our store display and free up more space to enhance the shopping experience. Visual merchandising will be improved, especially in the makeup zone, to broaden our customer base among the younger generation. We will resume the pace of expansion, albeit cautiously, with the goal of achieving breakeven as soon as possible.

於2017/18財政年度截至目前為止第三季度(由2017年10月1日至2017年11月15日期間)，香港及澳門市場的零售銷售及同店銷售分別按年上升5.8%(2016/17財政年度第三季：+1.2%)及0.8%(2016/17財政年度第三季：-1.6%)。

中國內地

中國內地網上零售市場急速增長，對集團實體零售店帶來壓力，但同時也提供了新機遇，藉此以合理租金擴展店舖網絡。

成本及營運效益是在中國內地市場營運的關鍵。為進一步提升營運效益及成本結構，集團將繼續於營運效益理想的地區審慎拓展版圖以建立群聚效應。

我們將關閉於偏遠城市表現欠佳的店舖，並集中業務於管理完善的省會城市。此舉有助擴大集團於城市內的營運規模，從店舖層面改善營運效益及盈利能力的同時，提升該地區店舖群的整體盈利能力。

集團將提高貨倉營運效益，加快海外貨物的進口程序，縮短由貨倉到店舖的交貨時間，提升新品到店及店舖補貨的速度，並減低店舖存貨水平及整體物流成本。此外，我們將繼續推出全新店舖形象，並加強內地員工的培訓，藉此提升購物體驗以吸引更多人流，特別是年輕客層。我們將密切留意市場趨勢，與時俱進及時調整產品組合。

新加坡、馬來西亞及台灣地區

集團將繼續本地化新加坡的管理團隊，實施更具激勵性的獎勵措施，以提升員工士氣、管理效能及工作質素。我們將優化店舖陳設，騰出更多空間從而提升購物體驗，並透過改善產品(特別在試妝區內)的陳列方式，拓寬年輕客層。我們將審慎地重拾擴展速度，以盡快達至收支平衡的目標。

In Malaysia, we are the leading beauty specialty store in terms of number of stores and coverage. In recent times consumer sentiment has shown signs of a slowdown, and we are therefore implementing a comparatively conservative development strategy. However, we will continue to adjust our product portfolio and services to accelerate our penetration of the local Malaysian market.

In Taiwan, despite an improving sales performance after the re-organisation of the management team, we are still facing challenges as we strive to raise our competitiveness and at the same time implement cost controls to achieve breakeven. We will improve our product offerings and local operations to achieve more effective management, with the aim of reducing our operating losses in the near future.

E-commerce

The Group's key strategy for our online platform is to explore the opportunities of collaboration with other well-known third-party e-commerce platforms in order to acquire new customers at a relatively lower cost.

We will improve inventory management by optimising the inventory flow and improving the launching of new products. Moreover, we will further optimise the operation of the Free Trade Area Warehouse in the Mainland, thereby reducing logistics costs and improving profitability. We will upgrade our mobile APP to provide customers with multi-channel access points and a more satisfying shopping experience. The backend infrastructure of our mobile APP will also be enhanced to ensure another effective touch point in our customers' journeys.

A new kind of shopper is evolving: a smart and well-informed customer who is constantly changing offline and online behaviour. The Group aims to enhance customer interaction through understanding both offline and online customer behaviour. This will help us to better serve non-local customers who have visited our physical stores as well as to provide online services to those who have left Hong Kong to return home.

就店舖數目和覆蓋率而言，我們是馬來西亞最大的專業美妝連鎖店。近期，當地的消費意欲有放緩跡象，故我們正採取相對保守的拓展策略。然而，我們將繼續調整產品組合及服務，冀加快提升馬來西亞當地市場的滲透率。

雖然在重整台灣地區的管理團隊後，其銷售表現已見改善，但我們仍面臨重重挑戰。我們將致力在不斷提升競爭力的同時，實施成本控制，以期盡快達成收支平衡的目標。我們亦將改善產品組合及當地營運，以達至更有效的管理，冀能在短期內減低營運虧損。

電子商貿

集團網上平台的主要策略為開拓與著名第三方電子商貿平台的合作機會，以相對較低的成本開拓新客層。

我們將透過優化庫存流程以改善存貨管理，並加強新品的推出。同時，我們將進一步優化內地自貿區倉庫的運作，從而降低物流成本及提升盈利能力。此外，透過升級手機應用程式，我們將為顧客提供多渠道接入點及更貼心的購物體驗。我們亦會優化該手機應用程式的後台系統，確保客戶在使用過程中有另一個高效的接觸點。

一種嶄新顧客類型已在逐步形成，他們更為精明且資訊靈通，並經常轉變其線下及線上習慣。集團期望可通過瞭解客人線下及線上的購物習慣，加強與客人的互動，為曾光臨實體店的非本地客戶群以及離港回國的顧客提供線上服務。

Brand Management

In order to adapt to fast changing market trends, the Group will accelerate new product launches. We will continue to build closer partnerships with our suppliers to enhance the image and promotion of exclusive brands.

We will strengthen our makeup product portfolio and displays, and fill in product opportunity gaps according to function, selling and price point analysis. Overall, we will reinforce our digital media promotions and raise the profile of exclusive brands in both Hong Kong and Mainland China.

By improving our management of the product life cycle, we will eliminate low productivity SKUs, allow shelf space to be dedicated to new products and existing products with high productivity, reduce product management and storage costs, free up cash resources and reduce the risk of product obsolescence.

Human Resources

As at 30 September 2017, the Group had a total workforce of around 5,000 employees. Staff costs for the period ended 30 September 2017 were HK\$559.0 million.

The Group always regard human capital as one of our most important assets. We treasure our people and we take good care of them. Our competitive remuneration and benefit package demonstrate our commitment to rewarding employees for their excellence in job performance and results, and for their professionalism.

We advocate work-life balance that fulfils both professional and personal commitments. Caring is one of our core values and employee wellness is our prime concern. The Staff Recreation Committee (SRC) is an established mode of communication between the management and the employees. To encourage "Wellness at Work", SRC members are elected by their fellow colleagues for a 2-year term. We offer a wide range of work-life balance activities, such as physical exercise, interest groups, eco-tours and sporting events. Not only do we care for the health and wellness of our employees, we also look after their families.

品牌管理

為迎合瞬息萬變的市場需求，集團將加快推出新產品。我們將繼續與供應商建立更密切的合作關係，以提升專有品牌的形象及推廣。

我們將強化彩粧產品組合及陳列，並根據功能、賣點及價位分析填補產品缺口。整體而言，我們將加強數碼媒體宣傳，並提高獨家品牌在香港及中國內地的知名度。

集團將透過改善產品週期管理，淘汰低銷售效益的產品，並騰出貨架空間予新產品及高銷售效益的產品，以削減產品管理及存倉成本，從而釋出現金資源及減低產品過時的風險。

人力資源

於2017年9月30日，本集團約有共5,000名僱員。本集團於截至2017年9月30日止期內的員工成本為5億5,900萬港元。

集團一直視人力資本為我們其中一項最重要之資產。我們重視每一位員工，亦充分關顧他們。我們具競爭力的薪酬和福利顯示我們回報僱員的卓越表現及專業精神的承諾。

我們鼓勵員工保持工作與生活平衡以同時滿足其專業及個人的承諾。關懷員工是我們其中一項核心價值，員工康盛是我們的首要關注。莎莎員工康樂會為管理層和員工之間的溝通橋樑。為鼓勵「康盛工作」，莎莎員工康樂會之成員乃由其同事選出，任期為兩年。我們提供多方面讓員工工作與生活得以平衡的活動，如體能鍛鍊、興趣小組、生態旅遊及體育活動等。我們在關愛同事之餘，亦照顧其家人的需要。

We cultivate our people learn and grow by being a workplace that retains talents and builds talent pool for future succession plan. We develop potential future leaders by leveraging our Trainee Programs: Management Trainee Program, Junior Beautician Trainee Program and Sales Trainee Program.

Financial Review

Capital Resources and Liquidity

As at 30 September 2017, the Group's total equity funds amounted to HK\$2,343.3 million including reserves of HK\$2,043.9 million. The Group continued to maintain a strong financial position with cash and bank balances of HK\$1,197.7 million. The Group's working capital amounted to HK\$1,910.7 million. Based on the Group's steady cash inflow from operations, coupled with sufficient cash and bank balances and readily available banking facilities, the Group has adequate liquidity and financial resources to meet the working capital requirements as well as to fund its budgeted expansion plans in the next financial year.

During the period, the majority of the Group's cash and bank balances were in Hong Kong dollar, Malaysian Ringgit, New Taiwan dollar, Renminbi, Singapore dollar, Swiss Franc and US dollar and deposited in reputable financial institutions with maturity dates falling within a year. This is in line with the Group's treasury policy to maintain liquidity of its funds and continue to contribute a relatively stable yield to the Group.

Financial Position

Total funds employed (representing total equity) as at 30 September 2017 were HK\$2,343.3 million, representing a 5.6% increase over the funds employed of HK\$2,219.2 million as at 31 March 2017.

The gearing ratio, defined as the ratio of total borrowings to total equity, was zero as at 30 September 2017 and 31 March 2017.

透過理想的工作環境提升員工的學習和成長，以保留人才及培育人才作為我們長遠發展的計劃。我們亦通過見習生計劃：管理見習生計劃，見習美容顧問培訓課程和銷售見習生計劃以培育有潛質的未來領袖。

財務概況

資本及流動資金

於2017年9月30日，本集團權益持有人權益總額為23億4,330萬港元，其中包括20億4,390萬港元之儲備金。本集團繼續維持穩健財務狀況，現金及銀行結存累積達11億9,770萬港元，本集團營運資金為19億1,070萬港元。基於本集團有穩定的經營業務現金流入，加上現時手持之現金及銀行結存及可用之銀行信貸，本集團掌握充裕財務資源以應付來年預算發展計劃的營運資本。

於期內，本集團大部分現金及銀行結存均為港元、馬來西亞馬幣、新台幣、人民幣、新加坡元、瑞士法郎及美元，並以一年內到期之存款存放於信譽良好的金融機構。此與本集團維持其資金之流動性之庫務政策相符，並將繼續對本集團帶來穩定收益。

財務狀況

2017年9月30日之運用資金總額（等同權益總額）為23億4,330萬港元，較2017年3月31日的22億1,920萬港元上升5.6%。

於2017年9月30日及2017年3月31日，槓桿比率（定義為總借貸與總權益之比例）為零。

Treasury Policies

It is the Group's treasury management policy not to engage in any highly leveraged or speculative derivative products. In this respect, the Group continued to adopt a conservative approach to financial risk management with no borrowings during the period. Most of the assets, receipts and payments of the Group are denominated either in Hong Kong dollar, US dollar, Euro or Renminbi. Based on purchase orders placed, the Group enters into forward foreign exchange contracts with reputable financial institutions to hedge against foreign exchange exposure arising from non-Hong Kong dollar or non-US dollar denominated purchases. These hedging policies are regularly reviewed by the Group.

Charge on Group Assets

As at 30 September 2017, no asset of the Group was under charge to any financial institution.

Contingent Liabilities

The Group had no significant contingent liability as at 30 September 2017.

Capital Commitments

As at 30 September 2017, the Group had total capital commitments in respect of acquisition of property, plant and equipment of HK\$105.9 million.

Conclusion

Sa Sa has a long track record of delivering outstanding success in all economic climates and in the face of the most severe headwinds and difficulties. We are confident that we can progressively strengthen our competitiveness in the coming years and transform the challenges we meet into opportunities.

The flexibility of our business model, our ability to rapidly adapt to new circumstances, markets and trends, and the vision of our leadership team all support our position as a leading provider of beauty products in the Asia Pacific – a position that we believe will continue to strengthen in the years to come.

庫務政策

本集團之理財政策是不參與高風險之投資或投機性衍生工具。期內，本集團於財務風險管理方面繼續維持審慎態度，並無銀行借貸。本集團大部分資產、收款及付款均以港元、美元、歐元或人民幣計值。根據已下了的採購訂單，本集團與信譽良好的金融機構簽下遠期外匯合約，藉此對沖非港元或非美元進行之採購。本集團會定期檢討對沖政策。

本集團資產之抵押

於2017年9月30日，本集團並無資產於任何財務機構作抵押。

或然負債

本集團於2017年9月30日並無重大或然負債。

資本承擔

於2017年9月30日，本集團於購買物業、機器及設備有資本承擔合共1億590萬港元。

結語

莎莎一直善於應對各種經濟環境、重重阻力及艱難逆境。我們有信心在未來數年間能夠不斷提升競爭力，化挑戰為機遇，把握商機乘勢而上。

憑藉靈活的業務模式，我們能迅速回應各式新市場需求、市場狀況及市場趨勢，加上領導團隊的獨到視野，我們相信能於未來繼續鞏固集團於亞太區化粧品行業的領導地位。

AWARDS AND RECOGNITION

獎項及榮譽

House Brand Awards

In the first half of the fiscal year, we achieved various awards for the Group's House Brand products from leading beauty magazines in Hong Kong, Singapore and Malaysia:

獨家品牌獎項

於本財政年度上半年，集團的獨家品牌產品榮獲香港、新加坡及馬來西亞權威美容雜誌頒發多個獎項：

Hong Kong

香港

Cosmopolitan Best of the Best Beauty Awards 2017

2017年《Cosmopolitan》Best of the Best Beauty Awards

Best Refining Treatment – Winner

Dr.Jart+ Cicapair Cream

Dr.Jart+ 抗敏再生修護面霜

Best Acne Treatment – 1st runner-up

Dr.G R.E.D Blemish Soothing Ampoule

Dr.G 植物褪紅修護精華

Best BB Cream/CC Cream – 1st runner-up

Banila Co it Radiant CC Cover

Banila Co 亮澤光肌CC無瑕底霜

Singapore

新加坡

CLEO Hall of Fame Awards 2017

CLEO名人堂獎2017

Best Glow Enhancer

最佳肌膚提亮霜

Chosungah 22 24H Raybeam Cream

Chosungah 22 24小時夢幻美肌提亮霜

Best Body Exfoliator

最佳去角質產品

Collistar Anti-Age Talasso Scrub

Collistar 抗氧磨砂膏

Best Cleanser for Acne-Prone Skin

最佳粉刺潔面產品

NoTS 28 Remedy Acne Pore Deep
Cleanser

NoTS 28 暗瘡護理潔面乳

Best Eye Palette Under SGD 50

最佳眼影盤(50新加坡元以下)

Sasatinnie Natural Count Eye Palette

Sasatinnie 炫目深邃眼影盤

Best Sunscreen for Daily Use

最佳防曬產品

Ajuste UV Spray Garden Herb

Ajuste 高效防曬噴霧(精油香氣)

Malaysia
馬來西亞

Citta Bella Beauty Awards 2017
2017年《Citta Bella》Beauty Awards

Best Women Fragrance 最佳女性香水	Mercedes Benz for Women
Best Make up Remover 最佳卸妝產品	Cyber Colors Gentle Eye Makeup Remover Cyber Colors 眼部卸妝液
Best Make up Remover 最佳卸妝產品	Soo Beaute Rice Comfort Purity Cleansing Water Soo Beaute 稻米溫和卸妝潔膚水
Best Cleanser 最佳潔膚產品	23 Years Old Black Paint Rubar 23 Years Old 黑木炭洗面棒
Best Anti Aging Care 最佳抗衰老護理產品	Guerrision Red Ginseng
Best Anti Aging Care 最佳抗衰老護理產品	Nuxe Merveillance Expert Lifting Serum Nuxe 魅力凝肌專業抗皺精華液
Best Sunscreen 最佳防曬產品	Nuxe Daily UV Protector Nuxe 花妍百合煥白防曬乳
Best Body Care 最佳身體護理產品	Collistar Anti Water Talasso Scrub Collistar 緊緻磨砂膏
Best Pore Control 最佳收毛孔產品	23 Years Old Badecasil Cream 7 in 1 Solution 23 Years Old 7合1祛痘面霜
Best Pore Control 最佳收毛孔產品	Neogence – Serum Extremely Off Heads PH 5.5 Neogence 粉刺溶解精華PH 5.5
Best Eyebrow Pencil 最佳眉筆	Yurica Eyebrow Tattoo Pen Yurica 持久染眉筆
Best Eye Liner 最佳眼線筆	Artdeco High Precision Liner Artdeco 細緻眼線筆
Best Eye Shadow Palette 最佳眼影盤	Chosungah Jell O Colour Kit Chosungah 瞳孔美人果凍眼影盤
Best Mascara 最佳睫毛液	Pupa Vamp Mascara Pupa Vamp 增量豐盈睫毛液
Best Mascara 最佳睫毛液	The Balm Cheater Mascara The Balm Cheater 睫毛液

AWARDS AND RECOGNITION 獎項及榮譽

Best Blusher
最佳腮紅

Artdeco Cushion Blusher
Artdeco 氣墊腮紅

Best Lipstick
最佳唇膏

Color Combos Three Tone Stackable
Lipstick
Color Combos 三層美唇組合

Best Primer
最佳妝前產品

The Balm Timebalm face primer
The Balm 妝前乳霜

Best Primer
最佳妝前產品

Pupa Cover Cream Concealer
Pupa 遮瑕膏

Jelita Award 2017 ***2017年《Jelita》Award***

Best Make up Compact
最佳粉餅

Chosungah 22 Bounce Up Pact
Chosungah 22 彈滑持久粉餅霜

Best Make up Cushion
最佳氣墊粉餅

Cyber Colours Luminous Blossom CC
Cushion
Cyber Colours 櫻花提亮嫩白氣墊粉底

The Weekly Best Beauty Buy Awards 2017 ***2017年The Weekly Best Beauty Buy Awards 2017***

Best Blusher
最佳腮紅

Chosungah 22 real cheek smoother
Chosungah 22 真彩腮紅

Best Body Shaping Treatment
最佳塑形護理產品

Collistar Biorevitalizing Anti Cellulite
Concentrate
Collistar 強效纖體精華

Shape Award 2017 ***2017年《Shape》Award***

Best Deodorant
最佳止汗產品

Collistar Milto-Active deodorant 24hrs
Dry Spray
Collistar 24小時持久香噴劑

Best Face Spray
最佳保濕噴霧

Suisse Programme Hydra Solution
Bio-cellular Oxy Water
Suisse Programme Hydra Solution
活氧細胞美肌水

Her World Beauty Awards 2017
2017年《Her World》Beauty Awards

Best Body Scrub 最佳身體磨砂產品	Collistar Brightening Talasso Scrub Collistar 亮白磨砂膏
Best Anti Aging Serum 最佳抗老精華	Suisse Programme Advanced Boosting Cellular Suisse Programme 升級版活氧細胞生肌昇華露
Best Eyebrow Enhancer 最佳眉妝產品	Cyber Colors 3 in1 Eyebrow Pencil Cyber Colors 3合1眉型雕塑眉筆
Best Cream Lipstick 最佳唇膏	Miss Pupa Ultra Brilliant Lipstick Miss Pupa 修護唇膏
Best Anti Aging Moisturizer 最佳抗皺保濕產品	Dr.G Actifirm Real Lifting Cream Dr.G Actifirm 激活緊緻提昇修護霜
Best Cushion Compact 最佳氣墊粉餅	Cyber Colors SPF50++ Rosy Glow CC Cushion Cyber Colors SPF50++ 玫瑰水光調色氣墊粉底
Best Powder Eyeshadow Palette 最佳眼影盤	Chosungah 22 Jello Color Kit Chosungah 22 瞳孔美人果凍眼影盒
Best Spot Corrector 最佳淡斑產品	Nuxe Whitening Dark Spot Correcting Serum Nuxe 花粹極緻美白淡斑精華

REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION

中期財務資料的審閱報告

TO THE BOARD OF DIRECTORS OF
SA SA INTERNATIONAL HOLDINGS LIMITED
(incorporated in Cayman Islands with limited liability)

Introduction

We have reviewed the interim financial information set out on pages 28 to 67, which comprises the condensed consolidated interim statement of financial position of Sa Sa International Holdings Limited (the "Company") and its subsidiaries (together, the "Group") as at 30 September 2017 and the related condensed consolidated interim income statement, condensed consolidated interim statement of comprehensive income, condensed consolidated interim statement of changes in equity and condensed consolidated interim statement of cash flows for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants. The directors of the Company are responsible for the preparation and presentation of this interim financial information in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting". Our responsibility is to express a conclusion on this interim financial information based on our review and to report our conclusion 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.

致莎莎國際控股有限公司董事會
(於開曼群島註冊成立的有限公司)

引言

本核數師(以下簡稱「我們」)已審閱列載於第28至67頁的中期財務資料，此中期財務資料包括莎莎國際控股有限公司(「貴公司」)及其子公司(合稱「貴集團」)於2017年9月30日的簡明綜合中期財務狀況表與截至該日止6個月期間的相關簡明綜合中期收益表、簡明綜合中期全面收入表、簡明綜合中期權益變動表和簡明綜合中期現金流量表，以及主要會計政策概要和其他附註解釋。香港聯合交易所有限公司證券上市規則規定，就中期財務資料編製的報告必須符合以上規則的有關條文以及香港會計師公會頒佈的香港會計準則第34號「中期財務報告」。貴公司董事須負責根據香港會計準則第34號「中期財務報告」編製及列報該等中期財務資料。我們的責任是根據我們的審閱對該等中期財務資料作出結論，並僅按照我們協定的業務約定條款向閣下(作為整體)報告我們的結論，除此之外本報告別無其他目的。我們不會就本報告的內容向任何其他人士負上或承擔任何責任。

Scope of Review

We conducted our review in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Hong Kong Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information is not prepared, in all material respects, in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting".

PricewaterhouseCoopers
Certified Public Accountants

Hong Kong, 23 November 2017

審閱範圍

我們已根據香港會計師公會頒佈的香港審閱準則第2410號「由實體的獨立核數師執行中期財務資料審閱」進行審閱。審閱中期財務資料包括主要向負責財務和會計事務的人員作出查詢，及應用分析性和其他審閱程序。審閱的範圍遠較根據香港審計準則進行審核的範圍為小，故不能令我們可保證我們將知悉在審核中可能被發現的所有重大事項。因此，我們不會發表審核意見。

結論

按照我們的審閱，我們並無發現任何事項，令我們相信中期財務資料在各重大方面未有根據香港會計準則第34號「中期財務報告」編製。

羅兵咸永道會計師事務所
執業會計師

香港，2017年11月23日

CONDENSED CONSOLIDATED INTERIM INCOME STATEMENT

簡明綜合中期收益表

		Unaudited Six months ended 30 September 未經審核 截至9月30日止6個月		
		Note	2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元 Restated 重列
		附註		
Turnover	營業額	6	3,659,891	3,602,117
Cost of sales	銷售成本	8	(2,108,182)	(2,097,055)
Gross profit	毛利		1,551,709	1,505,062
Other income	其他收入	7	49,355	55,873
Selling and distribution costs	銷售及分銷成本	8	(1,313,811)	(1,275,991)
Administrative expenses	行政費用	8	(155,972)	(161,912)
Other gains/(losses) – net	其他利潤/(虧損) – 淨額		1,616	(28)
Operating profit	經營溢利		132,897	123,004
Finance income	財務收入		5,028	5,268
Profit before income tax	除所得稅前溢利		137,925	128,272
Income tax expense	所得稅開支	9	(27,988)	(32,288)
Profit for the period attributable to owners of the Company	期內溢利歸屬於本公司擁有人		109,937	95,984
Earnings per share for profit attributable to owners of the Company for the period (expressed in HK cents per share)	期內溢利歸屬於本公司擁有人之每股盈利 (以每股港仙為單位)	10		
Basic	基本		3.7	3.3
Diluted	攤薄		3.7	3.3

The notes on pages 35 to 67 form an integral part of this condensed consolidated interim financial information.

第35至67頁之附註為本簡明綜合中期財務資料之組成部分。

CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME

簡明綜合中期全面收入表

		Unaudited Six months ended 30 September 未經審核 截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Profit for the period	期內溢利	109,937	95,984
Other comprehensive income/(loss) Items that may be reclassified to profit or loss	其他全面收入/(虧損) 其後可能會重新分類至 損益之項目		
Cash flow hedges, net of tax	現金流量對沖，已扣除稅項	(354)	(1)
Currency translation differences of foreign subsidiaries recorded in translation reserve	外地附屬公司在匯兌儲備之 匯兌差額	14,327	(8,858)
Other comprehensive income/(loss) for the period, net of tax	期內其他全面收入/(虧損)， 已扣除稅項	13,973	(8,859)
Total comprehensive income for the period attributable to owners of the Company	期內全面收入總額歸屬 於本公司擁有人	123,910	87,125

The notes on pages 35 to 67 form an integral part of this condensed consolidated interim financial information.

第35至67頁之附註為本簡明綜合中期財務資料之組成部分。

CONDENSED CONSOLIDATED INTERIM STATEMENT OF FINANCIAL POSITION

簡明綜合中期財務狀況表

			Unaudited 30 September 未經審核 9月30日 2017 HK\$'000 港幣千元	Audited 31 March 經審核 3月31日 2017 HK\$'000 港幣千元
		Note 附註		
ASSETS	資產			
Non-current assets	非流動資產			
Property, plant and equipment	物業、機器及設備	12	335,980	284,242
Rental deposits, prepayments and other assets	租金按金、預付款項及 其他資產	13	149,584	150,680
Deferred tax assets	遞延稅項資產		7,284	13,620
			492,848	448,542
Current assets	流動資產			
Inventories	存貨	14	1,222,404	1,221,794
Trade receivables	應收賬款	15	73,635	67,076
Other receivables, deposits and prepayments	其他應收款項、按金及 預付款項	16	230,380	222,940
Time deposits	定期存款		606,819	513,024
Cash and cash equivalents	現金及現金等值項目		590,845	455,701
			2,724,083	2,480,535
LIABILITIES	負債			
Current liabilities	流動負債			
Trade payables	應付賬款	17	409,526	313,913
Other payables and accruals	其他應付款項及應計費用	18	364,569	291,792
Income tax payable	應付所得稅		39,239	44,871
			813,334	650,576
Net current assets	淨流動資產		1,910,749	1,829,959
Total assets less current liabilities	資產總值減流動負債		2,403,597	2,278,501

			Unaudited 30 September 未經審核 9月30日 2017 HK\$'000 港幣千元	Audited 31 March 經審核 3月31日 2017 HK\$'000 港幣千元
		Note 附註		
Non-current liabilities	非流動負債			
Retirement benefit obligations	退休福利承擔		6,135	6,588
Deferred tax liabilities	遞延稅項負債		247	327
Other payables	其他應付款項		53,900	52,420
			60,282	59,335
Net assets	淨資產		2,343,315	2,219,166
EQUITY	權益			
Capital and reserves	資本及儲備			
Share capital	股本	19	299,444	299,444
Reserves	儲備		2,043,871	1,919,722
Total equity	權益總額		2,343,315	2,219,166

The notes on pages 35 to 67 form an integral part of this condensed consolidated interim financial information.

第35至67頁之附註為本簡明綜合中期財務資料之組成部分。

CONDENSED CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY

簡明綜合中期權益變動表

		Unaudited 未經審核								
		Shares held under the Capital share-based					Employee			
		Share capital	Share premium	Share Award Scheme 為股份 獎勵計劃而	redemption reserve	compensation reserve	Hedging reserve	Translation reserve	Retained earnings	Total
		股本	股份溢價	持有的股份	贖回儲備	薪酬儲備	對沖儲備	匯兌儲備	滾存盈利	總額
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	港幣千元
At 1 April 2017	於2017年4月1日	299,444	1,080,717	(3,945)	11,783	62,539	133	(62,680)	831,175	2,219,166
Profit for the period	期內溢利	-	-	-	-	-	-	-	109,937	109,937
Other comprehensive income:	其他全面收入：									
Cash flow hedges, net of tax	現金流量對沖， 已扣除稅項	-	-	-	-	-	(354)	-	-	(354)
Currency translation differences of foreign subsidiaries recorded in translation reserve	外地附屬公司 在匯兌儲備之 匯兌差額	-	-	-	-	-	-	14,327	-	14,327
Total comprehensive income for the six months ended 30 September 2017	截至2017年9月30日 止6個月之 全面收入總額	-	-	-	-	-	(354)	14,327	109,937	123,910
Share Award Scheme:	股份獎勵計劃：									
Value of employee services	僱員服務價值	-	-	-	-	239	-	-	-	239
Vesting of shares under Share Award Scheme	根據股份獎勵計劃 歸屬股份	-	-	978	-	(1,061)	-	-	83	-
Employee share option scheme:	僱員購股權計劃：									
Lapse of share options	已失效之僱員購股權	-	-	-	-	(381)	-	-	381	-
At 30 September 2017	於2017年9月30日	299,444	1,080,717	(2,967)	11,783	61,336	(221)	(48,353)	941,576	2,343,315

		Share capital	Share premium	Shares held under the Share Award Scheme 為股份獎勵計劃而持有的股份	Capital redemption reserve 資本贖回儲備	Unaudited Employee share-based compensation reserve 未經審核以股份為基礎之僱員薪酬儲備	Hedging reserve 對沖儲備	Translation reserve 匯兌儲備	Retained earnings 滾存盈利	Total 總額
		HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元	HK\$'000 港幣千元
At 1 April 2016	於2016年4月1日	289,213	786,189	(8,178)	11,783	64,009	46	(41,104)	1,186,328	2,288,286
Profit for the period	期內溢利	-	-	-	-	-	-	-	95,984	95,984
Other comprehensive loss:	其他全面虧損：									
Cash flow hedges, net of tax	現金流量對沖，已扣除稅項	-	-	-	-	-	(1)	-	-	(1)
Currency translation differences of foreign subsidiaries recorded in translation reserve	外地附屬公司在匯兌儲備之匯兌差額	-	-	-	-	-	-	(8,858)	-	(8,858)
Total comprehensive income for the six months ended 30 September 2016	截至2016年9月30日止6個月之全面收入總額	-	-	-	-	-	(1)	(8,858)	95,984	87,125
Share Award Scheme:	股份獎勵計劃：									
Value of employee services	僱員服務價值	-	-	-	-	4,728	-	-	-	4,728
Shares purchased for Share Award Scheme	為股份獎勵計劃購買股份	-	-	(5,343)	-	-	-	-	-	(5,343)
Vesting of shares under Share Award Scheme	根據股份獎勵計劃歸屬股份	-	-	3,751	-	(3,746)	-	-	(5)	-
Employee share option scheme:	僱員購股權計劃：									
Value of employee services	僱員服務價值	-	-	-	-	840	-	-	-	840
Lapse of share options	已失效之僱員購股權	-	-	-	-	(424)	-	-	424	-
At 30 September 2016	於2016年9月30日	289,213	786,189	(9,770)	11,783	65,407	45	(49,962)	1,282,731	2,375,636

The notes on pages 35 to 67 form an integral part of this condensed consolidated interim financial information.

第35至67頁之附註為本簡明綜合中期財務資料之組成部分。

CONDENSED CONSOLIDATED INTERIM STATEMENT OF CASH FLOWS

簡明綜合中期現金流量表

		Unaudited Six months ended 30 September 未經審核 截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
	Note 附註		
Cash flows from operating activities	經營業務之現金流量		
Cash generated from operations	經營業務產生之現金	353,179	270,842
Hong Kong profits tax paid	已繳香港利得稅	(12,649)	(15,996)
Overseas tax paid	已繳海外稅項	(14,423)	(16,080)
Net cash generated from operating activities	經營業務產生之現金淨額	326,107	238,766
Cash flows from investing activities	投資業務之現金流量		
Purchase of property, plant and equipment	購買物業、機器及設備	(106,038)	(37,434)
Proceeds from disposal of property, plant and equipment	出售物業、機器及設備所得款項	1,161	233
(Increase)/decrease in time deposits	定期存款(增加)/減少	(93,795)	103,274
Interest received	已收利息	4,325	3,566
Net cash (used in)/generated from investing activities	投資業務(所用)/產生之現金淨額	(194,347)	69,639
Cash flows from financing activities	融資業務之現金流量		
Purchase of shares for Share Award Scheme	為股份獎勵計劃購買股份	-	(5,343)
Net cash used in financing activities	融資業務所用之現金淨額	-	(5,343)
Net increase in cash and cash equivalents	現金及現金等值項目增加淨額	131,760	303,062
Cash and cash equivalents at beginning of the period	於期初之現金及現金等值項目	455,701	685,763
Effect of foreign exchange rate changes	匯率變動之影響	3,384	(2,555)
Cash and cash equivalents at end of the period	於期末之現金及現金等值項目	590,845	986,270

The notes on pages 35 to 67 form an integral part of this condensed consolidated interim financial information.

第35至67頁之附註為本簡明綜合中期財務資料之組成部分。

NOTES TO CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

簡明綜合中期財務資料附註

1. General information

Sa Sa International Holdings Limited (“Company”) and its subsidiaries (together “Group”) are principally engaged in the retailing and wholesaling of cosmetic products. The Group has operations mainly in Hong Kong and Macau, Mainland China, Singapore, Malaysia, Taiwan and e-commerce.

The Company is a limited liability company incorporated in Cayman Islands. The address of its registered office is P.O. Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands.

The Company has its listing on the Main Board of Stock Exchange.

As at 30 September 2017, 49.3% of the total issued shares of the Company were owned by Sunrise Height Incorporated, a company incorporated in the British Virgin Islands. The directors regard Sunrise Height Incorporated, which is owned 50.0% each by Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor, as being the ultimate holding company of the Company.

This condensed consolidated interim financial information is presented in thousands of Hong Kong dollars (HK\$'000), unless otherwise stated. This condensed consolidated interim financial information was approved for issue by the Board of Directors on 23 November 2017.

2. Basis of preparation

This condensed consolidated interim financial information for the six months ended 30 September 2017 has been prepared in accordance with Hong Kong Accounting Standard (“HKAS”) 34, “Interim Financial Reporting”. The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year ended 31 March 2017 (“2016/2017 Annual Report”), which has been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”).

1. 一般資料

莎莎國際控股有限公司(「本公司」)及其附屬公司(統稱「本集團」)主要從事化粧品零售及批發業務。本集團業務主要於香港及澳門、中國內地、新加坡、馬來西亞、台灣地區及電子商貿市場。

本公司為於開曼群島註冊成立之有限公司，註冊辦事處地址為P.O. Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands。

本公司股份於聯交所主板上市。

於2017年9月30日，本公司全部已發行股份之49.3%由於英屬處女群島註冊成立之公司Sunrise Height Incorporated擁有。Sunrise Height Incorporated由郭少明博士及郭羅桂珍博士各自擁有50.0%，董事視其為本公司之最終控股公司。

除另有註明者外，本簡明綜合中期財務資料以港元(港幣千元)呈列。本簡明綜合中期財務資料已於2017年11月23日獲董事會批准刊發。

2. 編製基準

截至2017年9月30日止6個月之簡明綜合中期財務資料乃按照香港會計準則(「香港會計準則」)第34號「中期財務報告」編製。此簡明綜合中期財務資料應與根據香港財務報告準則(「香港財務報告準則」)所編製截至2017年3月31日止年度之年度財務報表(「2016/2017年報」)一併閱讀。

3. Accounting policies

Except as described below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 March 2017, as described in those annual financial statements.

Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual earnings.

(a) Amendments to standards mandatory for the first time for the financial year beginning 1 April 2017 and were early adopted in prior years

- HKAS 7 (Amendment), "Statement of cash flows – disclosure initiative"
- HKAS 12 (Amendment), "Recognition of deferred tax assets for unrealised tax losses"

(b) Amendment to standard mandatory for the first time for the financial year beginning 1 April 2017 and was not early adopted in prior years

- HKFRS 12 (Amendment), "Disclosure of interest in other entities"

The Group has adopted the amendment and the adoption of the amendment did not have significant impacts on the Group's financial position and results as of and for the six months ended 30 September 2017.

3. 會計政策

除下文所述者外，所採納會計政策與截至2017年3月31日止年度之年度財務報表所採用者（已在該等年度財務報表中載述）貫徹一致。

中期所得稅乃按照預期全年總盈利之適用稅率累計。

(a) 於2017年4月1日開始的財政年度首次強制生效並於去年提早採納之準則修訂本

- 香港會計準則第7號（修訂本）「現金流量表－披露計劃」
- 香港會計準則第12號（修訂本）「對未實現稅項損失確認遞延所得稅資產」

(b) 於2017年4月1日開始的財政年度首次強制生效並未獲提早採納之準則修訂本

- 香港財務報告準則第12號（修訂本）「披露在其他主體的權益」

本集團已在期內採納準則之修訂，而採納其修訂後對本集團截至2017年9月30日止6個月的收益及財務狀況並沒有重大影響。

3. Accounting policies (continued)

(c) Early adoption of amendments to standards and interpretations for the six months ended 30 September 2017 where early adoption is permitted

- HKAS 28 (Amendment), “Investments in associates and joint ventures” (effective for annual periods beginning on or after 1 April 2018). The amendment is part of the annual improvements to HKFRSs 2014-2016 cycle. HKAS 28 allows venture capital organisations, mutual funds, unit trusts and similar entities to elect measuring their investments in associates or joint ventures at fair value through profit or loss (FVTPL). This election should be made separately for each associate or joint venture at initial recognition.

The early adoption of HKAS 28 (Amendment) does not have any impact to the Group as the Group is not classified as venture capital organisations, mutual funds, unit trusts or similar entities and it does not have any investments in associates or joint ventures.

- HK (IFRIC) 22, “Foreign currency transactions and advance consideration” (effective for annual periods beginning on or after 1 April 2018). This interpretation clarified the date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income when an entity has received or paid advance consideration in a foreign currency.

The early adoption of HK (IFRIC) 22 does not have significant impact to the Group as the Group does not have significant amount of advance consideration receive or pay during the period.

3. 會計政策(續)

(c) 截至於2017年9月30日止6個月提早採納之準則修訂本及詮釋，並容許提早採納

- 香港會計準則第28號(修訂本)「在聯營和合營企業的投資」(於2018年4月1日或以後開始之年度期間生效)此修改為香港財務報告準則2014-2016週期年度改進計劃的一部分。香港會計準則第28號容許創新資本企業、互惠基金、單位信託基金和類似的主體，可選擇按以公允價值計量且其變動計入損益(FVTPL)的方式，計量主體在聯營或合營企業的投資。此項選擇須在初始確認時，對每個聯營或合營企業分別確定。

由於本集團並非創新資本企業、互惠基金、單位信託基金和類似的主體企業及本集團並沒有在聯營或合營企業的投資，故提前採納香港會計準則第28號(修訂本)不會對本集團有任何影響。

- 香港(國際財務報告詮釋委員會)－詮釋第22號「外幣交易和預付/預收對價」(於2018年4月1日或以後開始之年度期間生效)此詮釋澄清了當主體提前收取或預付外幣對價時，初始確認相關資產、支出或收入應如何確定交易日期，進而確定所使用的匯率。

由於本集團在期內並沒有重大的預付或預收對價，故提前採納香港(國際財務報告詮釋委員會)－詮釋第22號不會對本集團有重大影響。

3. Accounting policies (continued)

(c) Early adoption of amendments to standards and interpretations for the six months ended 30 September 2017 where early adoption is permitted (continued)

- HK (IFRIC) 23, "Uncertainty over income tax treatments" (effective for annual periods beginning on or after 1 April 2019). This interpretation clarified how the recognition and measurement requirements of HKAS 12 "Income taxes", are applied where there is uncertainty over income tax treatments.

The early adoption of HK (IFRIC) 23 does not have any impact to the Group as the Group does not have significant uncertainty over income tax treatments.

(d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted

- HKFRS 1 (Amendment), "First time adoption of HKFRS" (effective for annual periods beginning on or after 1 April 2018)
- HKFRS 9, "Financial instruments" (effective for annual periods beginning on or after 1 April 2018)
- HKFRS 15, "Revenue from contracts with customers" (effective for annual periods beginning on or after 1 April 2018)
- HKFRS 15 (Amendment), "Clarification to HKFRS 15" (effective for annual periods beginning on or after 1 April 2018)
- HKFRS 16, "Leases" (effective for annual periods beginning on or after 1 April 2019)

3. 會計政策(續)

(c) 截至於2017年9月30日止6個月提早採納之準則修訂本及詮釋，並容許提早採納(續)

- 香港(國際財務報告詮釋委員會)－詮釋第23號「所得稅之不確定性之處理」(於2019年4月1日或以後開始之年度期間生效)此詮釋澄清了香港會計準則第12號「所得稅」之認列及衡量要求如何適用於所得稅之不確定性之處理。

由於本集團並沒有重大的所得稅之不確定性之處理，故提前採納香港(國際財務報告詮釋委員會)－詮釋第23號不會對本集團有任何影響。

(d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納

- 香港財務報告準則第1號(修訂本)「首次執行香港財務報告準則」(於2018年4月1日或以後開始之年度期間生效)
- 香港財務報告準則第9號「金融工具」(於2018年4月1日或以後開始之年度期間生效)
- 香港財務報告準則第15號「與客戶之間的合同產生的收入」(於2018年4月1日或以後開始之年度期間生效)
- 香港財務報告準則第15號(修訂本)「香港財務報告準則第15號之澄清」(於2018年4月1日或以後開始之年度期間生效)
- 香港財務報告準則第16號「租賃」(於2019年4月1日或以後開始之年度期間生效)

3. Accounting policies (continued)

- (d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted (continued)

HKFRS 9, “Financial instruments”

The new standard addresses the classification, measurement and derecognition of financial assets and financial liabilities, introduces new rules for hedge accounting and a new impairment model for financial assets.

HKFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortised cost, fair value through other comprehensive income and fair value through profit or loss. The basis of classification depends on the entity’s business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are required to be measured at fair value with the irrevocable option at inception to present changes in fair value in other comprehensive income not recycling, provided the instrument is not held for trading. If the equity instrument is held for trading, changes in fair value are presented in profit or loss.

There will be no impact on the Group’s accounting for financial liabilities, as the new requirements only affect the accounting for financial liabilities that are designated at fair value through profit or loss and the Group does not have any such liabilities. The derecognition rules have been transferred from HKAS 39 “Financial Instruments: Recognition and Measurement” and have not been changed.

3. 會計政策(續)

- (d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納(續)

香港財務報告準則第9號「金融工具」

新準則規定了金融資產和金融負債的分類、計量及終止確認，並給出一種新的對沖會計規則及新的金融資產減值模式。

香港財務報告準則第9號保留但簡化了混合計量模式，並確定了金融資產的三個主要測量類別：攤銷成本、按公平價值計入其他全面收入及按公平價值計入損益。分類的基礎取決於實體的業務模式和金融資產的合同現金流量特徵。權益工具投資於開始時含不可撤銷的選項(不包括貿易性質的)，以公平價值計量及其公平價值變動計入其他全面收入不會再分類至損益的。若權益工具是貿易性質，公平價值變動計入損益。

由於新規定僅影響指定按公平價值計入損益之財務負債會計方法，而本集團並無任何該等負債，故對本集團財務負債之會計方法並無影響。終止確認規則是從香港會計準則第39號「金融工具：認可與計量」轉移過來，並未變更。

3. Accounting policies (continued)

- (d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted (continued)

HKFRS 9, "Financial instruments" (continued)

The new hedge accounting rules will align the accounting for hedging instruments more closely with the Group's risk management practices. As a general rule, more hedge relationships might be necessary to be eligible for hedge accounting, as the standard introduces a more principles-based approach. The Group is yet to undertake a detailed assessment on the relevant impact of such amendments to our hedging transactions.

The new impairment model requires the recognition of impairment provisions based on expected credit losses ("ECL") rather than only incurred credit losses as is the case under HKAS 39. It applies to financial assets classified at amortised cost, debt instruments measured at fair value through other comprehensive income, contract assets under HKFRS 15 "Revenue from Contracts with Customers", lease receivables, loan commitments and certain financial guarantee contracts. The Group has not yet undertaken a detailed assessment of how its impairment provisions would be affected by the new model, it may result in an earlier recognition of credit losses.

The new standard also introduces expanded disclosure requirements and changes in presentation. These are expected to change the nature and extent of the Group's disclosures about its financial instruments particularly in the year of the adoption of the new standard.

3. 會計政策(續)

- (d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納(續)

香港財務報告準則第9號「金融工具」 (續)

新對沖會計規則將對沖會計更緊密配合本集團的風險管理實務。作為一般性原則，因為準則引入更多以原則為本的方針，所以更多對沖關係可能需要符合對沖會計條件。惟本集團尚未對此修改對沖交易帶來之有關影響作出詳細評估。

新減值模型要求按預期信貸損失確認減值撥備，而非僅發生的信貸損失(根據香港會計準則第39號)。其適用於按攤銷成本分類的金融資產、按公平值計量的債務工具計入全面收入、香港財務報告準則第15號「與客戶之間的合同產生的收入」下的合同資產、應收租賃款、貸款承擔和若干財務擔保合同。惟本集團尚未詳細評估新模式將如何影響其減值撥備，但有可能導致提早確認信貸損失。

新準則亦增加了披露規定和列報的改變。預期將改變本集團有關其金融工具的披露性質和範圍，尤其是在新準則採納的年度內。

3. Accounting policies (continued)

(d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted (continued)

HKFRS 15, "Revenue from contracts with customers"

HKFRS 15 will replace HKAS 18 which covers contracts for goods and services and HKAS 11 which covers construction contracts. The new standard is based on the principle that revenue is recognised when control of a good or service transfers to a customer. The new standard permits either a full retrospective or a modified retrospective approach for the adoption.

HKFRS 15 establishes a comprehensive framework for determining when to recognise revenue and how much revenue to recognise through a 5-step approach:

- (1) Identify the contract(s) with customer;
- (2) Identify separate performance obligations in a contract;
- (3) Determine the transaction price;
- (4) Allocate transaction price to performance obligations; and
- (5) Recognise revenue when performance obligation is satisfied.

The core principle is that the Group should recognise revenue to depict the transfer of promised goods or services to the customer in an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services. It moves away from a revenue recognition model based on an "earnings processes" to an "asset-liability" approach based on transfer of control.

3. 會計政策(續)

(d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納(續)

香港財務報告準則第15號「與客戶之間的合同產生的收入」

香港財務報告準則第15號將取代香港會計準則第18號(涵蓋出售貨品和提供服務產生的收入)和香港會計準則第11號(涵蓋建造合同)。新準則的原則為收入於貨品或服務的控制權轉移至客戶時確認。此準則容許全面追溯採納或經修改追溯方式採納。

香港財務報告準則第15號建立了一個綜合框架，通過五步法來確定何時確認收入以及應當確認多少收入：

- (1) 界定與客戶的合同；
- (2) 界定合同內獨立的履約義務；
- (3) 釐定交易價格；
- (4) 將交易價格分攤至合同內的履約義務；及
- (5) 當主體符合履約義務時確認收入。

核心原則為集團須確認收入，以體現向客戶轉讓承諾貨品或服務的數額，並反映集團預期交換該等貨品或服務而應得的對價。它摒棄了基於「收益過程」的收入確認模式，轉向基於控制轉移的「資產－負債」模式。

3. Accounting policies (continued)

- (d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted (continued)

HKFRS 15, "Revenue from contracts with customers" (continued)

Currently, revenue from the slide display rental income is recognised over time, whereas revenue from the sales of goods is generally recognised when the risks and rewards of ownership have passed to the customers.

Management is currently assessing the impact of applying HKFRS 15 on the Group's financial statements by identifying the separate performance obligations in the contracts with customers and allocating the transaction prices, which could affect the timing of the revenue recognition. Management will make more detailed assessment of the impact over the next six months.

HKFRS 16, "Leases"

HKFRS 16, "Leases" addresses the definition of a lease, recognition and measurement of leases and establishes principles for reporting useful information to users of financial statements about the leasing activities of both lessees and lessors. A key change arising from HKFRS 16 is that most operating leases will be accounted for on balance sheet for lessees. The standard replaces HKAS 17 "Leases", and related interpretations.

Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases. The accounting for lessors will not significantly change.

3. 會計政策(續)

- (d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納(續)

香港財務報告準則第15號「與客戶之間之合同產生的收入」(續)

現時幻燈片陳列租金收入根據相關協議條款按應計基準確認，而銷售貨品之收益於擁有權之風險、回報轉移時確認。

現階段本公司管理層正評估香港財務報告準則第15號，就界定顧客合同內獨立的履約義務及將交易價格分攤至合同內，可能對確認收入的時間的影響。管理層將會在未來6個月內更詳細評估帶來的影響。

香港財務報告準則第16號「租賃」

香港財務報告準則第16號「租賃」提供了租賃的定義及其確認和計量要求，並確立了就出租人和承租人的租賃活動向財務報表使用者報告有用資訊的原則。香港財務報告準則第16號帶來的一個關鍵變化是大多數經營租賃將在承租人的資產負債表上處理。該準則取代香港會計準則第17號「租賃」及相關詮釋。

根據該新準則，資產(該租賃項目的使用權)與支付租金的金融負債被確認。唯一例外者為短期和低價值租賃。出租人的會計法並沒有重大變更。

3. Accounting policies (continued)

- (d) The following new and amendments to standards have been issued but are not effective for the financial year beginning 1 April 2017 and have not been early adopted (continued)

HKFRS 16, "Leases" (continued)

The standard will affect primarily the accounting for Group's operating leases. As at the reporting date, the Group has non-cancellable operating lease commitments of HK\$1,643,589,000 (31 March 2017: HK\$1,693,392,000) (Note 21(b)). However, the Group has not yet determined to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the Group's profit and classification of cash flows.

Some of the commitments may be covered by the exception for short-term and low value leases and some commitments may relate to arrangements that will not qualify as leases under HKFRS 16.

Apart from aforementioned HKFRS 9, HKFRS 15, and HKFRS 16, the directors of the Company are in the process of assessing the financial impact of the adoption of the above new and amendments to standards. The directors of the Company will adopt the new standards and amendments to standards when it is appropriate to do so.

3. 會計政策(續)

- (d) 以下新訂準則及準則修訂本已頒佈，惟於2017年4月1日開始之財政年度尚未生效及未獲提早採納(續)

香港財務報告準則第16號「租賃」(續)

此準則將主要影響集團經營租賃的會計處理。於報告日期，集團有不可取消的經營租賃承擔1,643,589,000港元(2017年3月31日：1,693,392,000港元)(附註21(b))。然而，集團仍未釐定該等承擔將導致資產和負債就未來付款確認的程度，以及將如何影響集團的溢利和現金流量分類。

若干承擔或會因短期和低價值租賃所涵蓋而豁免，同時根據香港財務報告準則第16號，部分承擔可能不符合租賃的定義。

除了上述香港財務報告準則第9號，香港財務報告準則第15號及香港財務報告準則第16號以外，本公司董事正就採納以上新訂準則及準則修訂對財務帶來的影響進行評估。集團會在適當時間採納此新訂準則及準則修訂。

3. Accounting policies (continued)

(e) As disclosed in Note 2(iv) of Significant Accounting Policies to 2016/2017 Annual Report, the Group has revisited its arrangements with its suppliers and considered incentives received from suppliers for which the Group did not provide any separable identifiable promotion services, should be accounted for as a reduction of its cost of sales. Adjustments have been made to reclassify the comparative information to conform with the current period presentation. There were no net impact on the profit for the six months ended 30 September 2016 and the balance sheet position as at 30 September 2016. The nature and amounts of the adjustments are summarised as follows:

- (i) certain suppliers' incentives amounting to HK\$25,881,000 which was previously recognised within "turnover" for the six months ended 30 September 2016 is now offset against "cost of sales"; and
- (ii) certain suppliers' incentives amounting to HK\$10,857,000 which was previously recognised within "selling and distribution costs" for the six months ended 30 September 2016 is now offset against "cost of sales".

The impact on the condensed consolidated interim income statement for the six months ended 30 September 2016 is presented as below:

3. 會計政策(續)

(e) 根據2016/2017年報重要會計政策附註2(iv)之披露，本集團再評估與供應商的此等安排，認為收取的獎勵並不涉及可獨立識別的推動服務，應要扣除銷售成本。比較資料進行了重新分類調整，以更好的符合本期內報告之呈列。對截至於2016年9月30日止6個月的溢利及於2016年9月30日的資產負債情況並沒有影響。此調整的性質及金額如下：

- (i) 部份從供應商收取的獎勵總共25,881,000港元曾經計入截至2016年9月30日止6個月期間的「營業額」，現在與「銷售成本」對沖；及
- (ii) 部份從供應商收取的獎勵總共10,857,000港元曾經計入截至2016年9月30日止6個月期間的「銷售及分銷成本」，現在與「銷售成本」對沖。

對截至2016年9月30日止6個月的簡明綜合中期收益表影響，呈列如下：

		2016/17 HK\$'000 港幣千元
Decrease in turnover	營業額減少	25,881
Decrease in cost of sales	銷售成本減少	36,738
Increase in gross profit	毛利增加	10,857
Increase in selling and distribution costs	銷售及分銷成本增加	10,857

4. Estimates

The preparation of condensed consolidated interim financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing this condensed consolidated interim financial information, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended 31 March 2017, with the exception of changes in estimates that are required in determining the provision for deferred revenue on customer loyalty programme.

As at 30 September 2017, deferred revenue for customer loyalty programme amounted to HK\$12,012,000. The amount of deferred revenue recognised in each period fluctuates according to various factors including changes in estimated redemption rates and fair values of the redemption gifts.

The actual experience and the level of these deductions to revenue may deviate from the estimates. The Group reviews its estimates every twelve months and may adjust them in a subsequent period by referencing to the actual values experienced in prior periods and in accordance with the applicable commercial changes in the details of the customer loyalty programme.

4. 估計

編製簡明綜合中期財務資料要求管理層對影響會計政策應用、資產及負債、收入及支出報告金額作出判斷、估計和假設。實際結果可能與此類估計存在差異。

編製簡明綜合中期財務資料時，管理層在應用本集團會計政策的過程中作出之關鍵判斷及估計性之關鍵來源與截至2017年3月31日止年度之綜合財務報表所應用的相同，惟釐定客戶忠誠度計劃之遞延收益時所需的估計變更除外。

於2017年9月30日，客戶忠誠度計劃之遞延收益達致12,012,000港元。於各期間確認之遞延收益金額隨若干因素波動，包括估計禮品兌現程度及相關禮品之公平值。

實際收益扣減幅度及水平或與該等估計存在差異。本集團每隔十二個月根據過往期間實際所得價值及客戶忠誠度計劃之有關商業變更，調整往後期間之該等估計。

5. Financial risk management and financial instruments

5.1 Financial risk factors

The Group's activities expose it to a variety of financial risks including foreign exchange risk, credit risk, liquidity risk and interest rate risk.

The condensed consolidated interim financial information does not include all financial risk management information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at 31 March 2017.

There has been no material change in our risk profile and management since year end.

5.2 Fair value estimation

The carrying amounts of the trade and other receivables, cash and bank balances and trade and other payables as at 30 September 2017 approximate their fair values.

The table below analyses the Group's financial assets and liabilities carried at fair value as at 30 September 2017 by level of the inputs to valuation techniques used to measure fair value. Such inputs are categorised into three levels within a fair value hierarchy as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

5. 財務風險管理及金融工具

5.1 財務風險因素

本集團之業務承受多種財務風險：外匯風險、信貸風險、流動資金風險及利率風險。

簡明綜合中期財務報表並無載列年度財務報表所需之所有財務風險管理資料及披露，應與本集團截至2017年3月31日之年度財務報表一併閱覽。

自年結日以來，本集團之風險因素及管理並無重大變動。

5.2 公平值估值

於2017年9月30日應收賬款及其他應收款項、現金及銀行結存以及應付賬款及其他應付款項之賬面值與其公平值相若。

下表按用於計量公平值之估值技術所用輸入數據的層級，分析本集團於2017年9月30日按公平值列賬之金融工具。有關輸入數據乃按下文所述而分類歸入公平值架構內的三個層級：

- 相同資產或負債在交投活躍市場的報價(未經調整)(第1層)。
- 除了第1層所包括的報價外，該資產和負債的可觀察的其他輸入，可為直接(即例如價格)或間接(即源自價格)(第2層)。
- 資產和負債並非依據可觀察市場數據的輸入(即非可觀察輸入)(第3層)。

5. Financial risk management and financial instruments (continued)

5.2 Fair value estimation (continued)

5. 財務風險管理及金融工具(續)

5.2 公平值估值(續)

		As at 30 September 2017			
		於2017年9月30日			
		Level 1	Level 2	Level 3	Total
		第1層	第2層	第3層	總額
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
		港幣千元	港幣千元	港幣千元	港幣千元
Assets	資產				
Derivatives used for hedging	用於對沖之衍生工具				
– Forward foreign exchange contracts	– 遠期外匯合約	–	93	–	93
Total assets	總資產	–	93	–	93
Liabilities	負債				
Derivatives used for hedging	用於對沖之衍生工具				
– Forward foreign exchange contracts	– 遠期外匯合約	–	327	–	327
Total liabilities	總負債	–	327	–	327

		As at 31 March 2017			
		於2017年3月31日			
		Level 1	Level 2	Level 3	Total
		第1層	第2層	第3層	總額
		HK\$'000	HK\$'000	HK\$'000	HK\$'000
		港幣千元	港幣千元	港幣千元	港幣千元
Assets	資產				
Derivatives used for hedging	用於對沖之衍生工具				
– Forward foreign exchange contracts	– 遠期外匯合約	–	217	–	217
Total assets	總資產	–	217	–	217
Liabilities	負債				
Derivatives used for hedging	用於對沖之衍生工具				
– Forward foreign exchange contracts	– 遠期外匯合約	–	80	–	80
Total liabilities	總負債	–	80	–	80

5. Financial risk management and financial instruments (continued)

5.2 Fair value estimation (continued)

Forward foreign exchange contracts have been fair valued using forward exchange rates that are quoted in an active market.

There was no movement for the transfer between each level of financial assets and liabilities during the six months ended 30 September 2017.

There were no changes in valuation techniques during the period.

6. Segment information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-makers. The chief operating decision-makers, who are responsible for allocating resources and assessing performance of the operating segments, have been identified as the executive directors of the Group who make strategic and operating decisions.

Executive directors of the Group review the internal reporting of the Group in order to assess performance and allocate resources. Executive directors consider the business principally from a geographic perspective and assess the performance of the geographic segments based on a measure of segments results. As e-commerce qualifies as reporting segment, the comparatives have been restated. Business reportable segments identified are Hong Kong & Macau, Mainland China, e-commerce and All other segments. All other segments refer to segments results from markets in Singapore, Malaysia and Taiwan.

Segment assets consist primarily of property, plant and equipment, deferred tax assets, inventories, receivables, deposits and prepayments, time deposits and cash and cash equivalents. Capital expenditure comprises additions to property, plant and equipment.

5. 財務風險管理及金融工具(續)

5.2 公平值估值(續)

遠期外匯已按交投活躍市場報價的遠期外匯兌換率計量公平值。

在2017年9月30日止6個月的期間內，所有層之間的金融資產及負債並沒有轉撥。

估值技術在本期內並沒有發生其他改變。

6. 分部資料

經營分部按照與向首席經營決策者提供內部報告一致之方式報告。負責分配資源及評估經營分部表現之首席經營決策者已識別為本集團作出策略及營運決策之執行董事。

本集團執行董事審閱本集團之內部報告以評估表現及分配資源。執行董事主要從地區角度審視業務，並根據分部業績評估地區分部之表現。由於電子商貿合資格成為可報告業務分部，比較信息已重列。已識別之可報告業務分部為香港及澳門、中國內地、電子商貿及所有其他分部。所有其他分部指來自新加坡、馬來西亞及台灣地區之分部業績。

分部資產主要包括物業、機器及設備、遞延稅項資產、存貨、應收賬款、按金及預付款項、定期存款及現金及現金等值項目。資本開支包括添置物業、機器及設備。

6. Segment information (continued)

The breakdown of key segment information including total turnover from external customers is disclosed below.

6. 分部資料(續)

主要分部資料包括來自外部客戶之總營業額，其分析於下文披露。

		Six months ended 30 September 2017 截至2017年9月30日止6個月				
		Hong Kong & Macau	Mainland China	E-commerce	All other segments	Total
		香港及澳門 HK\$'000 港幣千元	中國內地 HK\$'000 港幣千元	電子商貿 HK\$'000 港幣千元	其他分部 HK\$'000 港幣千元	總額 HK\$'000 港幣千元
		所有				所有
Turnover	營業額	2,983,613	138,266	177,120	360,892	3,659,891
Segment results	分部業績	149,553	(7,527)	(16,320)	(15,769)	109,937
Other information	其他資料					
Capital expenditure	資本性開支	90,792	5,570	1,344	8,332	106,038
Finance income	財務收入	4,177	180	25	646	5,028
Income tax expense/(credit)	所得稅開支/(扣除)	30,269	-	(5,637)	3,356	27,988
Depreciation	折舊	30,657	4,452	1,232	12,457	48,798
Provision/(reversal of provision) for slow moving inventories and shrinkage	滯銷存貨及 損耗撥備/ (撥備撥回)	9,952	(1,026)	(40)	4,330	13,216
Impairment of property, plant and equipment	物業、機器及 設備減值	1,066	323	-	2,378	3,767

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6. Segment information (continued)

6. 分部資料(續)

		Six months ended 30 September 2016 (Restated)					
		截至2016年9月30日止6個月(重列)					
		Hong Kong & Macau	Mainland China	E-commerce	All other segments	Total	
		香港及澳門	中國內地	電子商貿	其他分部	總額	
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
		港幣千元	港幣千元	港幣千元	港幣千元	港幣千元	
Turnover	營業額	2,915,714	135,027	188,405	362,971	3,602,117	
Segment results	分部業績	162,676	(13,716)	(33,928)	(19,048)	95,984	
Other information	其他資料						
Capital expenditure	資本性開支	22,470	2,320	822	11,822	37,434	
Finance income	財務收入	4,279	172	4	813	5,268	
Income tax expense/(credit)	所得稅開支/(扣除)	35,110	–	(6,660)	3,838	32,288	
Depreciation	折舊	32,087	5,237	1,053	14,839	53,216	
Provision/(reversal of provision) for slow moving inventories and shrinkage	滯銷存貨及 損耗撥備/ (撥備撥回)	5,847	(223)	7,220	6,003	18,847	
Impairment of property, plant and equipment	物業、機器及 設備減值	3,137	560	–	1,797	5,494	

6. Segment information (continued)

6. 分部資料(續)

		Hong Kong & Macau	Mainland China	E-commerce	All other segments	Total
		香港及澳門	中國內地	電子商貿	其他分部	總額
		HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
		港幣千元	港幣千元	港幣千元	港幣千元	港幣千元
At 30 September 2017	於2017年9月30日					
Non-current assets	非流動資產	404,875	17,024	3,319	67,630	492,848
Current assets	流動資產	2,166,971	134,264	114,278	308,570	2,724,083
						3,216,931
At 31 March 2017	於2017年3月31日					
Non-current assets	非流動資產	353,243	15,487	3,207	76,605	448,542
Current assets	流動資產	1,884,871	152,270	151,726	291,668	2,480,535
						2,929,077

7. Other income

7. 其他收入

		Six months ended 30 September 截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Slide display rental income	幻燈片陳列租金收入	32,254	31,404
Sub-lease income	分租收入	17,101	24,469
		49,355	55,873

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8. Expenses by nature

8. 按性質分類之開支

		Six months ended 30 September 截至9月30日止6個月	
		2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元 Restated 重列
Cost of inventories sold	出售存貨成本	2,094,966	2,078,208
Employee benefit expenses (including directors' emoluments)	僱員福利開支(包括董事酬金)	559,041	521,168
Operating lease rentals in respect of land and buildings	土地及樓宇之經營租賃租金		
– minimum lease payments	– 最低租賃付款	471,679	468,514
– contingent rent	– 或然租金	29,175	27,509
Advertising and promotion expenses	廣告及推廣開支	56,100	54,833
Building management fees, government rent and rates	樓宇管理費、地租及差餉	56,074	45,778
Depreciation of property, plant and equipment (Note 12)	物業、機器及設備折舊(附註12)	48,798	53,216
Transportation, storage and delivery charges	運輸、儲存及遞送費用	34,270	51,059
Utilities and telecommunication	公用設施及電訊	29,536	31,605
Repair and maintenance	維修及保養	20,126	20,350
Sub-lease expenses	分租費用	16,202	23,726
Provision for slow moving inventories and shrinkage	滯銷存貨及損耗撥備	13,216	18,847
Impairment of property, plant and equipment (Note 12)	物業、機器及設備減值(附註12)	3,767	5,494
Write-off of property, plant and equipment (Note 12)	物業、機器及設備撇賬(附註12)	3,436	1,334
Donations	捐款	3,345	2,107
Auditors' remuneration	核數師酬金		
– audit services	– 核數服務	1,741	1,852
– non-audit services	– 非核數服務	387	463
Others	其他	136,106	128,895
		3,577,965	3,534,958
Representing:	組成如下:		
Cost of sales	銷售成本	2,108,182	2,097,055
Selling and distribution costs	銷售及分銷成本	1,313,811	1,275,991
Administrative expenses	行政費用	155,972	161,912
		3,577,965	3,534,958

9. Income tax expense

Hong Kong profits tax has been provided for at the rate of 16.5% (2016: 16.5%) on the estimated assessable profits for the period. Taxation on overseas profits has been calculated on the estimated assessable profits for the period at the rates of taxation prevailing in the countries in which the Group operates respectively.

		Six months ended 30 September	
		截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Current tax	本期稅項		
– Hong Kong profits tax	– 香港利得稅	7,533	19,251
– Overseas taxation	– 海外稅項	13,973	12,778
Deferred tax relating to origination and reversal of temporary differences	暫時差異之產生及撥回相關遞延稅項	6,482	259
		27,988	32,288

10. Earnings per share

(a) Basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares in issue less the total number of shares held under the Share Award Scheme during the period.

		Six months ended 30 September	
		截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Profit attributable to owners of the Company	本公司擁有人應佔溢利	109,937	95,984
Weighted average number of ordinary shares in issue less shares under the Share Award Scheme during the period (thousands)	期內已發行普通股之加權平均數減去為股份獎勵計劃而持有的股份(千股)	2,993,130	2,888,928

9. 所得稅開支

香港利得稅乃按照本期間估計應課稅溢利以稅率16.5%(2016年:16.5%)提撥準備。海外溢利稅款則按本期間估計應課稅溢利以本集團經營業務國家之現行稅率計算。

10. 每股盈利

(a) 每股基本盈利乃根據本公司擁有人應佔溢利除以期內已發行普通股之加權平均數，減去為股份獎勵計劃而持有的股份計算。

10. Earnings per share (continued)

(b) Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company has two categories of dilutive potential ordinary shares: share options and shares held under the Share Award Scheme during the period. For the share options, a calculation is performed to determine the number of shares that could have been acquired at fair value (determined as the average annual market share price of the company's shares) based on the monetary value of the subscription rights attached to outstanding share options. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the share options. For shares held under the Share Award Scheme, awarded shares granted to the employees but not yet vested as at 30 September 2017 has been included in the number of shares.

10. 每股盈利(續)

(b) 每股攤薄盈利乃在假設所有具攤薄潛力之普通股已轉換之情況下，經調整已發行普通股之加權平均數計算。本公司有兩類具攤薄潛力之普通股：期內有購股權及股份獎勵計劃。就購股權而言，有關計算乃按所有附於未行使購股權之認購權之金錢價值來計算可按公平值(以本公司股份之全年平均市場股價計算)購入之股份數目。以上述方法計算之股份數目乃與假設購股權獲行使而已發行之股份數目進行比較。就股份獎勵計劃而言，授予僱員的股份但在2017年9月30日前仍未行使的則包括在股份數目。

		Six months ended 30 September 截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Profit attributable to owners of the Company	本公司擁有人應佔溢利	109,937	95,984
Weighted average number of ordinary shares in issue less shares held under the Share Award Scheme during the period (thousands)	期內已發行普通股之加權平均數減去為股份獎勵計劃而持有的股份(千股)	2,993,130	2,888,928
Adjustment for share options and awarded shares (thousands)	調整購股權及股份獎勵計劃(千股)	714	1,773
Weighted average number of ordinary shares for diluted earnings per share (thousands)	就每股攤薄盈利之普通股之加權平均數(千股)	2,993,844	2,890,701

11.Dividends

11. 股息

		Six months ended 30 September 截至9月30日止6個月	
		2017	2016
		HK\$'000	HK\$'000
		港幣千元	港幣千元
Interim, declared – 3.5 HK cents (2016: 5.0 HK cents) per share	宣派中期股息 – 每股3.5港仙 (2016年：5.0港仙)	105,789	148,043
Special, declared – Nil (2016: 4.0 HK cents) per share	宣派特別股息 – 無 (2016年：4.0港仙)	–	118,434
		105,789	266,477

At a meeting held on 23 November 2017, the Directors declared an interim dividend of 3.5 HK cents per share. The interim dividend will be payable in cash with a scrip dividend alternative. This declared dividend is not reflected as dividend payable in this condensed consolidated interim financial information, but will be recognised in shareholders' equity in the year ending 31 March 2018.

於2017年11月23日舉行之會議上，董事宣派中期股息每股3.5港仙。中期股息將以現金方式支付並提供以股代息選擇。此等宣派股息並無於本簡明綜合中期財務資料中列作應付股息，惟將於截至2018年3月31日止年度在股東權益中確認。

12. Property, plant and equipment

12. 物業、機器及設備

		HK\$'000 港幣千元
Six months ended 30 September 2017		
Opening net book amount at 1 April 2017	截至2017年9月30日止6個月 於2017年4月1日之期初賬面淨值	284,242
Exchange differences	匯兌差額	1,867
Additions	添置	106,038
Write-off	撇賬	(3,436)
Disposals	出售	(166)
Depreciation	折舊	(48,798)
Impairment losses	減值虧損	(3,767)
Closing net book amount at 30 September 2017	於2017年9月30日之期終賬面淨值	335,980
Six months ended 30 September 2016		
Opening net book amount at 1 April 2016	截至2016年9月30日止6個月 於2016年4月1日之期初賬面淨值	321,089
Exchange differences	匯兌差額	(1,463)
Additions	添置	37,434
Write-off	撇賬	(1,334)
Depreciation	折舊	(53,216)
Impairment losses	減值虧損	(5,494)
Closing net book amount at 30 September 2016	於2016年9月30日之期終賬面淨值	297,016

As at 30 September 2017, net book amount of retails stores assets amounted to HK\$98,280,000 (30 September 2016: HK\$104,692,000). The Group regards each individual retail store as a separately identifiable cash-generating unit. Management carried out an impairment assessment for the retail store assets which have an impairment indicator. The carrying amount of the retail store assets is written down to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount. As a result, an impairment of HK\$3,767,000 (30 September 2016: HK\$5,494,000) was recognised in selling and distribution costs. The estimates of the recoverable amounts were based on value-in-use calculations using discounted cash flow projections based on the financial forecasts approved by management covering the remaining tenure of the lease.

於2017年9月30日，零售店舖資產淨值為98,280,000港元（2016年9月30日：104,692,000港元）。本集團視其個別零售店舖為獨立可識別現金產生單位。管理層對出現減值跡象的零售店舖資產進行減值評估。倘零售店舖資產的賬面值大於其估計可收回金額，則該資產的賬面值將撇減至其可收回金額。故此期內在銷售及分銷成本已確認減值虧損3,767,000港元（2016年9月30日：5,494,000港元）。店舖資產的可收回金額乃根據管理層批准之涵蓋餘下租期的財務預測，採用貼現現金流量預測透過計算使用價值而釐定。

13. Rental deposits, prepayments and other assets

13. 租金按金、預付款項及其他資產

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Rental and other deposits	租金及其他按金	142,904	142,493
Prepayments	預付款項	1,128	2,635
Others	其他	5,552	5,552
		149,584	150,680

Rental deposits are carried at amortised cost using the effective interest rate of 0.66% to 1.39% per annum (31 March 2017: 0.63% to 1.39% per annum). As at 30 September 2017, the carrying amounts of rental deposits approximate their fair values.

租金按金採用實際年利率0.66厘至1.39厘（2017年3月31日：年利率0.63厘至1.39厘）按攤銷成本列賬。於2017年9月30日，租金按金之賬面值與其公平值相若。

14. Inventories

14. 存貨

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Gross inventories	存貨總額	1,300,248	1,314,648
Less: Provision	減：撥備	(77,844)	(92,854)
		1,222,404	1,221,794

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15. Trade receivables

The Group's turnover comprises mainly cash sales and credit card sales. Certain wholesale customers are granted credit terms ranging from 7 to 120 days. The ageing analysis of gross trade receivables by invoice date is as follows:

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Within 1 month	一個月內	57,773	48,674
1 to 3 months	一至三個月	14,364	9,609
Over 3 months	超過三個月	2,242	9,840
		74,379	68,123

The carrying amounts of trade receivables approximate their fair values.

15. 應收賬款

本集團營業額主要包括現金及信用卡銷售。若干批發客戶獲給予7至120天信貸期。按發票日期之應收賬款總額的賬齡分析如下：

應收賬款之賬面值與其公平值相若。

16. Other receivables, deposits and prepayments

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Rental and other deposits	租金及其他按金	162,896	155,932
Other receivables and payment in advance	其他應收款項及預先付款	40,779	35,393
Prepayments	預付款項	26,612	31,398
Forward foreign exchange contracts	遠期外匯合約	93	217
		230,380	222,940

The carrying amounts of other receivables and deposits approximate their fair values.

16. 其他應收款項、按金及預付款項

其他應收款項及按金之賬面值與其公平值相若。

17. Trade payables

The ageing analysis of trade payables by invoice date is as follows:

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Within 1 month	一個月內	280,544	201,714
1 to 3 months	一至三個月	115,316	96,992
Over 3 months	超過三個月	13,666	15,207
		409,526	313,913

The carrying amounts of trade payables approximate their fair values.

17. 應付賬款

按發票日期之應付賬款的賬齡分析如下：

應付賬款之賬面值與其公平值相若。

18. Other payables and accruals

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Accrued staff costs	應計員工成本	132,960	98,538
Accrued capital expenditure	應計資本開支	45,665	13,834
Accrued rental related expenses	應計租金相關開支	27,844	18,526
Accrued advertising and promotion expenses	應計廣告及推廣開支	26,199	26,640
Customers' deposits and temporary receipts	客戶按金及暫收款項	25,414	28,981
Value-added tax and other tax payables	增值稅及其他應付稅項	18,018	17,202
Deferred revenue for customer loyalty programme	客戶忠誠度計劃之遞延收益	12,012	-
Accrued transportation expenses	應計運輸開支	9,633	14,548
Forward foreign exchange contracts	遠期外匯合約	327	80
Other payables and accruals	其他應付款項及應計費用	66,497	73,443
		364,569	291,792

18. 其他應付款項及應計費用

NOTES TO CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

簡明綜合中期財務資料附註

19. Share capital

19. 股本

		No. of shares 股份數目	HK\$'000 港幣千元
Authorised shares of HK\$0.1 each	每股面值0.1港元之法定股份		
At 30 September and 31 March 2017	於2017年9月30日及 3月31日	8,000,000,000	800,000
Issued and fully paid shares of HK\$0.1 each	每股面值0.1港元之已發行及 繳足股份		
At 30 September and 31 March 2017	於2017年9月30日及 3月31日	2,994,441,370	299,444

(a) Share options

The outstanding share options of the Company were granted under:

- (i) the 2002 Share Option Scheme; and
- (ii) the 2012 Share Option Scheme.

Movements in the number of share options outstanding are as follows:

(a) 購股權

本公司尚未行使之購股權乃根據以下授出：

- (i) 2002年購股權計劃；及
- (ii) 2012年購股權計劃。

尚未行使之購股權數目變動如下：

		No. of share options 購股權數目	
		2017	2016
At 1 April	於4月1日	34,989,988	35,741,988
Lapsed	失效	(225,000)	(461,000)
At 30 September	於9月30日	<u>34,764,988</u>	35,280,988
Lapsed	失效		(291,000)
At 31 March	於3月31日		<u>34,989,988</u>

19. Share capital (continued)

(a) Share options (continued)

The expiry dates and subscription prices of the share options outstanding as at 30 September 2017 and 30 September 2016 are set out as follows:

Expiry date	到期日	Subscription price per share 每股行使價 (HK\$) (港元)	No. of share options outstanding as at 30 September 於9月30日尚未行使之 購股權數目	
			2017	2016
2002 Share Option Scheme	2002年購股權計劃			
29 September 2020	2020年9月29日	3.16	582,000	602,000
16 June 2021	2021年6月16日	4.95	2,290,000	2,346,000
28 February 2022	2022年2月28日	4.77	22,145,988	22,145,988
28 June 2022	2022年6月28日	4.85	4,131,000	4,286,000
2012 Share Option Scheme	2012年購股權計劃			
20 June 2023	2023年6月20日	8.07	5,616,000	5,901,000
			34,764,988	35,280,988

(b) Share award

Pursuant to a resolution of the Board meeting dated 11 April 2014, the Board approved the adoption of the Share Award Scheme under which shares of the Company may be awarded to selected employees in accordance with its absolute discretion. The Share Award Scheme operates for 15 years starting from 11 April 2014. The maximum number of shares which may be awarded to any selected employee under the Share Award Scheme shall not exceed 1% of the issued capital of the Company. Vesting of shares will be conditional on the selected employee remaining an employee of the Group as provided in the scheme rules on the relevant vesting dates.

A trust has been set up and fully funded by the Company for the purpose of purchasing, administrating and holding the Company's shares for the Share Award Scheme. The total number of shares to be awarded under the Share Award Scheme is limited to 5% of the issued share capital of the Company.

19. 股本 (續)

(a) 購股權 (續)

於2017年9月30日及2016年9月30日尚未行使之購股權之到期日及行使價如下：

(b) 股份獎勵

根據日期為2014年4月11日之董事會會議決議案，董事會批准採納股份獎勵計劃，據此，其可酌情決定向經甄選僱員授予本公司股份。股份獎勵計劃自2014年4月11日起計為期15年。根據股份獎勵計劃可能授予經甄選僱員的最高股份數目不得超過本公司已發行股本之1%。股份歸屬的前提是經甄選僱員於相關歸屬日期按照計劃規則的規定，仍為本集團僱員。

本公司已設立一項信託並為該信託提供全數資金，以就股份獎勵計劃購買、管理及持有本公司股份。根據股份獎勵計劃授出的股份總數將以本公司已發行股本之5%為限。

19. Share capital (continued)

(b) Share award (continued)

During the six months ended 30 September 2016, the Company acquired 2,274,000 of its own shares on the Stock Exchange for the Share Award Scheme. The total amount paid to acquire these shares was HK\$5,343,000 and has been deducted from the shareholders' equity. During the six months ended 30 September 2017, no share was acquired by the Company.

Movements in the number of shares awarded:

		Number of awarded shares as at 30 September	
		獎勵股份數目	
		2017	2016
At 1 April	於4月1日	720,000	1,100,000
Awarded (note)	授予(附註)	580,000	2,777,000
Vested	歸屬	(265,000)	(1,015,000)
Lapsed	失效	(320,000)	(240,000)
At 30 September	於9月30日	715,000	2,622,000

Note: Average fair value per share as at 30 September 2017 and 30 September 2016 were HK\$2.87 and HK\$3.35 respectively.

19. 股本(續)

(b) 股份獎勵(續)

於截至2016年9月30日六個月內，本公司在聯交所為股份獎勵計劃購入2,274,000股本公司股份。購入該股份之金額為5,343,000港元而該金額亦已於股東權益內扣減。於截至2017年9月30日六個月內，本公司並無購入任何股份。

獎勵股份數目之變動：

		Number of awarded shares as at 30 September	
		獎勵股份數目	
		2017	2016
At 1 April	於4月1日	720,000	1,100,000
Awarded (note)	授予(附註)	580,000	2,777,000
Vested	歸屬	(265,000)	(1,015,000)
Lapsed	失效	(320,000)	(240,000)
At 30 September	於9月30日	715,000	2,622,000

附註：於2017年9月30日和2016年9月30日的每股平均公平值分別為2.87港元和3.35港元。

19. Share capital (continued)

(b) Share award (continued)

Details of the awarded shares outstanding as at 30 September 2017 were set out as follows:

Date of grant	Average fair value per share	Vesting period*	Number of awarded shares				Outstanding as at 30 September 2017
			Outstanding as at 1 April 2017	Awarded during the period	Vested during the period	Lapsed during the period	
授予日期	每股平均公平值 (HK\$) (港元)	歸屬期*	於2017年4月1日未歸屬	期內授予	期內歸屬	期內失效	於2017年9月30日未歸屬
30 Sep 2014	5.32	30 Sep 2014 to 30 Sep 2017	165,000	-	(140,000)	(25,000)	-
2014年9月30日		2014年9月30日至2017年9月30日					
28 Nov 2014	5.83	28 Nov 2014 to 28 Nov 2017	75,000	-	-	-	75,000
2014年11月28日		2014年11月28日至2017年11月28日					
30 Jan 2015	5.02	30 Jan 2015 to 30 Jan 2018	60,000	-	-	-	60,000
2015年1月30日		2015年1月30日至2018年1月30日					
31 Jul 2015	3.48	31 Jul 2015 to 31 Jul 2018	50,000	-	(25,000)	(25,000)	-
2015年7月31日		2015年7月31日至2018年7月31日					
29 Jan 2016	2.12	29 Jan 2016 to 29 Jan 2019	50,000	-	-	(20,000)	30,000
2016年1月29日		2016年1月29日至2019年1月29日					
30 Jun 2016	3.04	30 Jun 2016 to 30 Jun 2019	250,000	-	-	(250,000)	-
2016年6月30日		2016年6月30日至2019年6月30日					
29 Jul 2016	3.38	29 Jul 2016 to 29 Jul 2019	70,000	-	(20,000)	-	50,000
2016年7月29日		2016年7月29日至2019年7月29日					
31 Jul 2017	2.87	31 Jul 2017 to 31 Mar 2020	-	580,000	(80,000)	-	500,000
2017年7月31日		2017年7月31日至2020年3月31日					
			720,000	580,000	(265,000)	(320,000)	715,000

* The period during which all the specified vesting conditions of the awarded shares are to be satisfied.

* 此期間為符合所有有關獎勵股份之歸屬條件。

19. 股本 (續)

(b) 股份獎勵 (續)

於2017年9月30日尚未歸屬之獎勵股份詳情載列如下：

NOTES TO CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

簡明綜合中期財務資料附註

20. Cash generated from operations

20. 經營業務產生之現金

		Six months ended 30 September 截至9月30日止6個月	
		2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Profit for the period	期內溢利	109,937	95,984
Adjustments for:	就下列項目調整：		
– Income tax expense	– 所得稅開支	27,988	32,288
– Depreciation of property, plant and equipment	– 物業、機器及設備折舊	48,798	53,216
– Provision for slow moving inventories and shrinkage	– 滯銷存貨及損耗撥備	13,216	18,847
– Impairment of property, plant and equipment	– 物業、機器及設備減值	3,767	5,494
– Write-off of property, plant and equipment	– 物業、機器及設備撇賬	3,436	1,334
– Gains on disposal of property, plant and equipment	– 出售物業、機器及設備之收益	(995)	(233)
– Share-based payment	– 以股份為基礎之付款	239	5,568
– Finance income	– 財務收入	(5,028)	(5,268)
		201,358	207,230
Changes in working capital:	營運資金變動：		
– Inventories	– 存貨	(5,397)	(287,504)
– Trade receivables	– 應收賬款	(6,559)	21,589
– Other receivables, deposits and prepayments	– 其他應收款項、按金及預付款項	(5,640)	8,404
– Trade payables	– 應付賬款	95,613	302,620
– Other payables, accruals and retirement benefit obligations	– 其他應付款項、應計費用及退休福利承擔	73,804	18,503
Cash generated from operations	經營業務產生之現金	353,179	270,842

20. Cash generated from operations (continued)

In the condensed consolidated interim statement of cash flows, proceeds from disposal of property, plant and equipment comprise:

		Six months ended 30 September 截至9月30日止6個月	
		2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Net book amount (Note 12)	賬面淨值(附註12)	166	–
Gains on disposal of property, plant and equipment	出售物業、機器及設備之收益	995	233
Proceeds from disposal of property, plant and equipment	出售物業、機器及設備所得款項	1,161	233

21. Commitments

(a) Capital commitments in respect of acquisition of property, plant and equipment

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Contracted but not provided for	已簽約但未撥備	17,254	13,506
Authorised but not contracted	已批准但未簽約	88,611	194,273
		105,865	207,779

The amount of capital commitments authorised but not contracted represents the Group's estimated capital expenditure based on the annual budget approved by the Board.

20. 經營業務產生之現金(續)

於簡明綜合中期現金流量表內，出售物業、機器及設備所得款項包括：

21. 承擔

(a) 購買物業、機器及設備之資本承擔

已批准但未簽約之資本承擔款項，為本集團根據經董事會批准之年度預算估計之資本開支。

21. Commitments (continued)

(b) Commitments under operating leases

The Group leases various retail outlets, offices and warehouses under non-cancellable operating lease agreements. The lease terms are between 1-10 years.

As at 30 September 2017, the Group had total future aggregate minimum lease payments under non-cancellable operating leases as follows:

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Land and buildings	土地及樓宇		
Within one year	一年內	783,987	823,776
In the second to fifth year inclusive	第二年至第五年 (包括首尾兩年)	854,332	868,817
After the fifth year	五年後	5,270	799
		1,643,589	1,693,392

(c) Operating leases rental receivables

As at 30 September 2017, the Group had total future minimum lease payments receivable under non-cancellable operating leases as follows:

		30 September 9月30日 2017 HK\$'000 港幣千元	31 March 3月31日 2017 HK\$'000 港幣千元
Land and buildings	土地及樓宇		
Within one year	一年內	27,810	27,270
In the second to fifth year inclusive	第二年至第五年 (包括首尾兩年)	60,620	76,160
		88,430	103,430

21. 承擔 (續)

(b) 經營租賃承擔

本集團根據不可撤銷經營租賃協議租用多個零售店舖、辦公室及倉庫，該等租賃期限介乎1至10年。

於2017年9月30日，本集團根據不可撤銷之經營租賃而須於未來支付之最低租賃付款總額如下：

(c) 經營租賃應收租金

於2017年9月30日，本集團根據不可撤銷的經營租賃下的未來最低可收取租賃款項總額如下：

22. Significant related party transactions

Key management, including executive directors and senior management, represents individual who has the ability, directly or indirectly, to control or jointly control the other party or exercise significant influence over the other party in making financial and operating decisions.

(a) Rental expenses:

		Six months ended 30 September 截至9月30日止6個月	
		2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Rental expenses paid to an entity wholly owned by executive director	租金付予執行董事全資擁有之公司	621	—

Rental expense is mutually agreed by both parties by reference to the prevailing market rental.

租金支出按雙方協定並參考市場現行的市值租金計算。

(b) Key management compensation:

		Six months ended 30 September 截至9月30日止6個月	
		2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Directors' fees	董事袍金	784	882
Basic salaries, bonuses, housing allowances, other allowances and benefits-in-kind	基本薪金、花紅、房屋津貼、其他津貼及實物利益	18,923	18,643
Retirement benefit costs	退休福利成本	1,015	1,041
Share-based payment	以股份為基礎之付款	123	4,571
		20,845	25,137

22. 重大關連人士交易

主要管理人員(包括執行董事及高級管理層)指於作出財政及營運決定時有能力直接或間接控制或共同控制另一方或對另一方施予重大影響力之人士。

(a) 租金支出:

	Six months ended 30 September 截至9月30日止6個月	
	2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Rental expenses paid to an entity wholly owned by executive director	621	—

租金支出按雙方協定並參考市場現行的市值租金計算。

(b) 主要管理人員之酬金:

	Six months ended 30 September 截至9月30日止6個月	
	2017 HK\$'000 港幣千元	2016 HK\$'000 港幣千元
Directors' fees	784	882
Basic salaries, bonuses, housing allowances, other allowances and benefits-in-kind	18,923	18,643
Retirement benefit costs	1,015	1,041
Share-based payment	123	4,571
	20,845	25,137

SUPPLEMENTARY INFORMATION

其他資料

Interim dividend

The Board declared an interim dividend of 3.5 HK cents (2016: 5.0 HK cents) per share with no special dividend (2016: 4.0 HK cents per share) for the six months ended 30 September 2017, payable to Shareholders whose names appear on the register of members of the Company on Monday, 11 December 2017. The interim dividend will be payable in cash, with a scrip dividend alternative which will give Shareholders an opportunity to increase their investment in the Company without incurring brokerage fees, stamp duty and related dealing costs. The scrip dividend alternative will also benefit the Company to the extent that such cash as would otherwise have been paid to Shareholders who elect to receive the dividends in scrip, in whole or in part in lieu of a cash dividend, will be retained for use by the Company as working capital or to fund new investments. To facilitate Shareholders' reinvestment of their dividends into the Company's shares, the Board has resolved to offer a five (5) per cent discount on the subscription price for eligible Shareholders who elect to receive the dividends in scrip. The new shares to be issued pursuant to the scrip dividend alternative are subject to the Stock Exchange granting the listing of, and permission to deal in, the new shares to be issued. Further details are set out in a circular which will be despatched to Shareholders together with an election form and this report.

The interim dividend is expected to be paid on or around Tuesday, 23 January 2018.

Closure of register of members

For the purpose of ascertaining entitlement to the interim dividend, the register of members of the Company was closed from Friday, 8 December 2017 to Monday, 11 December 2017, both days inclusive, during which period no transfer of shares will be registered. In order to qualify for the interim dividend, all valid documents for the transfers of shares accompanied by the relevant share certificates had to be lodged with the Company's Hong Kong branch share registrar and transfer office, Tricor Abacus Limited, at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong, not later than 4:30 p.m. on Thursday, 7 December 2017.

中期股息

董事會宣佈派發截至2017年9月30日止6個月之中期股息每股3.5港仙(2016年: 5.0港仙)而不宣派特別股息(2016年: 每股4.0港仙), 有關股息將派發於2017年12月11日(星期一)名列本公司股東名冊之股東。中期股息將以現金方式支付並提供以股代息選擇, 此選擇可讓股東在不用支付經紀費、印花稅及相關交易成本下增加於本公司投資的機會。以股代息計劃亦將有利本公司, 股東如選擇收取新股份代替全部或部分現金股息, 本公司可將原要用作派付股息的現金保留作營運資金, 或用作新投資項目。為鼓勵股東將股息再投資於本公司股份, 董事會亦議決讓選擇以股代息的合資格股東以認購價折讓5%認購代息股份。依據此項以股代息計劃發行的新股, 須待聯交所上市委員會批准上市買賣, 方可作實。載有關於以股代息計劃詳情的通函及以股代息選擇表格, 將連同本報告寄發予各股東。

中期股息預計將於2018年1月23日(星期二)當日或該日前後派發。

暫停辦理股份過戶登記手續

為確定符合資格收取中期股息, 本公司已於2017年12月8日(星期五)至2017年12月11日(星期一)期間(包括首尾兩日)暫停辦理股份過戶登記手續。為享有上述宣派之中期股息, 所有有效過戶文件連同有關股票必須於2017年12月7日(星期四)下午4時30分前送交本公司之香港股份登記及過戶分處卓佳雅柏勤有限公司, 地址為香港皇后大道東183號合和中心22樓。

Board of Directors

Dr LEUNG Kwok Fai Thomas, Ms LEE Yun Chun Marie-Christine and Mr TAN Wee Seng retired from office by rotation at the AGM held on 29 August 2017. Ms LEE Yun Chun Marie-Christine and Mr TAN Wee Seng, being eligible, offered themselves for re-election. All voting by the Shareholders were conducted by way of poll and Ms LEE Yun Chun Marie-Christine and Mr TAN Wee Seng were duly re-elected at the AGM. Dr LEUNG Kwok Fai Thomas, after having served on the Board for more than 17 years, retired as Independent Non-executive Director of the Company following the conclusion of the AGM.

The Directors who held office as at 30 September 2017 and up to the date of this report are:

Executive Directors

Dr KWOK Siu Ming Simon, *SBS, JP* (Chairman and CEO)

- date of appointment as a Director: 3 December 1996*
- date of last re-election in AGM as a Director: 19 August 2015

Dr KWOK LAW Kwai Chun Eleanor, *BBS, JP* (Vice-chairman)

- date of appointment as a Director: 3 December 1996*
- date of last re-election in AGM as a Director: 30 August 2016

Dr LOOK Guy (CFO)

- date of appointment as a Director: 10 September 2002*
- date of last re-election in AGM as a Director: 30 August 2016

Non-executive Director

Ms LEE Yun Chun Marie-Christine

- date of appointment as a Director: 26 February 2013
- date of last re-election in AGM as a Director: 29 August 2017
- term of directorship: three years commencing on 22 August 2016*

* Subject to the provisions on rotation and retirement in the articles of association of the Company.

董事會

於2017年8月29日舉行之股東週年大會上，梁國輝博士、利蘊珍小姐及陳偉成先生輪值告退本公司董事。利蘊珍小姐及陳偉成先生符合膺選連任資格並願膺選連任。股東之所有投票均以書面投票方式進行，利蘊珍小姐及陳偉成先生於該股東週年大會上獲選連任。而於本公司董事會服務超過17年的梁國輝博士於股東週年大會完結後退任為本公司獨立非執行董事。

於2017年9月30日及本報告日期，董事會成員為：

執行董事

郭少明博士，*銀紫荊星章，太平紳士* (主席及行政總裁)

- 委任為董事日期：1996年12月3日*
- 上一次獲重選之股東週年大會日期：2015年8月19日

郭羅桂珍博士，*銅紫荊星章，太平紳士* (副主席)

- 委任為董事日期：1996年12月3日*
- 上一次獲重選之股東週年大會日期：2016年8月30日

陸楷博士 (首席財務總監)

- 委任為董事日期：2002年9月10日*
- 上一次獲重選之股東週年大會日期：2016年8月30日

非執行董事

利蘊珍小姐

- 委任為董事日期：2013年2月26日
- 上一次獲重選之股東週年大會日期：2017年8月29日
- 董事任期：由2016年8月22日起計3年*

* 須按照本公司章程細則輪值告退。

Board of Directors (continued)

Independent Non-executive Directors

Ms TAM Wai Chu Maria, *GBM, GBS, JP*

- date of appointment as a Director: 24 June 2004
- date of last re-election in AGM as a Director: 30 August 2016
- term of directorship: three years commencing on 24 June 2016*

Ms KI Man Fung Leonie, *GBS, JP*

- date of appointment as a Director: 15 December 2006
- date of last re-election in AGM as a Director: 19 August 2015
- term of directorship: three years commencing on 15 December 2015*

Mr TAN Wee Seng

- date of appointment as a Director: 11 March 2010
- date of last re-election in AGM as a Director: 29 August 2017
- term of directorship: three years commencing on 26 August 2016*

Related Party Transaction

The rental expenses disclosed in note 22(a) to the Condensed Consolidated Interim Financial Information do not constitute discloseable connected transaction under the Listing Rules.

Issue of Shares

No new shares were issued in the six months ended 30 September 2017.

董事會 (續)

獨立非執行董事

譚惠珠小姐, *大紫荊勳章, 金紫荊星章, 太平紳士*

- 委任為董事日期: 2004年6月24日
- 上一次獲重選之股東週年大會日期: 2016年8月30日
- 董事任期: 由2016年6月24日起計3年*

紀文鳳小姐, *金紫荊星章, 太平紳士*

- 委任為董事日期: 2006年12月15日
- 上一次獲重選之股東週年大會日期: 2015年8月19日
- 董事任期: 由2015年12月15日起計3年*

陳偉成先生

- 委任為董事日期: 2010年3月11日
- 上一次獲重選之股東週年大會日期: 2017年8月29日
- 董事任期: 由2016年8月26日起計3年*

關聯方交易

根據上市規則, 於簡明綜合中期財務資料附註 22(a)所披露之租金支出並不構成任何須予披露的關連交易。

發行股份

於截至2017年9月30日止6個月期間, 本公司並無發行股份。

* Subject to the provisions on rotation and retirement in the articles of association of the Company.

* 須按照本公司章程細則輪值告退。

Share Options

(I) 2002 Share Option Scheme

A share option scheme was approved by the Shareholders at the AGM held on 29 August 2002 (the "2002 Share Option Scheme"). The 2002 Share Option Scheme was terminated and a new share option scheme was adopted pursuant to resolutions passed by the Shareholders on 23 August 2012 (the "2012 Share Option Scheme"). The 2012 Share Option Scheme became unconditional and effective on 27 August 2012. Upon termination of the 2002 Share Option Scheme, no further options could be granted under the 2002 Share Option Scheme but the provisions of the 2002 Share Option Scheme continued to govern options granted under this scheme up to and including 23 August 2012.

Details of the share options granted under the 2002 Share Option Scheme and their movements during the period are set out below:

購股權

(I) 2002 購股權計劃

2002年購股權計劃於2002年8月29日舉行之股東週年大會上獲股東通過採納(「2002年購股權計劃」)。本公司之股東於2012年8月23日通過決議終止2002購股權計劃，並採納一個新購股權計劃(「2012年購股權計劃」)。2012年購股權計劃於2012年8月27日無條件生效。2002年購股權計劃經終止後，再無購股權可根據2002年購股權計劃予以授出，惟該購股權計劃之條文繼續對截至並包括2012年8月23日根據此計劃已授出的購股權具有約束力。

按2002年購股權計劃授出之購股權詳情及於期內之變動載列如下：

Name 姓名	Date of grant 授予日期	Subscription price per Share 每股股份 認購價 (HK\$) (港元)	Period during which rights exercisable 購股權可予行使 之期間	Number of Share Options 購股權數目				Outstanding as at 30 September 2017 於2017年 9月30日 未獲行使
				Outstanding as at 1 April 2017 於2017年 4月1日 未獲行使	Granted during the period 於期內 授予	Exercised during the period 於期內 獲行使	*Lapsed during the period 於期內 失效	
Director 董事								
Dr LOOK Guy 陸楷博士	1 Mar 2012 2012年3月1日	4.77	28 Feb 2014 to 28 Feb 2022 2014年2月28日至 2022年2月28日	4,690,998	-	-	-	4,690,998
			28 Feb 2015 to 28 Feb 2022 2015年2月28日至 2022年2月28日	4,690,998	-	-	-	4,690,998
			Note 附註 ⁽¹⁾	3,381,996	-	-	-	3,381,996
			Note 附註 ⁽¹⁾	4,690,998	-	-	-	4,690,998
			Note 附註 ⁽¹⁾	4,690,998	-	-	-	4,690,998

SUPPLEMENTARY INFORMATION

其他資料

Share Options (continued)

(I) 2002 Share Option Scheme (continued)

購股權 (續)

(I) 2002 購股權計劃 (續)

Name 姓名	Date of grant 授予日期	Subscription price per Share 每股股份 認購價 (HK\$) (港元)	Period during which rights exercisable 購股權可予行使 之期間	Number of Share Options 購股權數目				Outstanding as at 30 September 2017 於2017年 9月30日 未獲行使
				Outstanding as at 1 April 2017 於2017年 4月1日 未獲行使	Granted during the period 於期內 授予	Exercised during the period 於期內 獲行使	*Lapsed during the period 於期內 失效	
Employees 僱員	30 Sep 2010 2010年9月30日	3.16	30 Sep 2013 to 29 Sep 2020 ⁽²⁾ 2013年9月30日至 2020年9月29日 ⁽²⁾	542,000	-	-	-	542,000
			30 Sep 2013 to 29 Sep 2020 ⁽³⁾ 2013年9月30日至 2020年9月29日 ⁽³⁾	40,000	-	-	-	40,000
	17 Jun 2011 2011年6月17日	4.95	17 Jun 2014 to 16 Jun 2021 ⁽⁴⁾ 2014年6月17日至 2021年6月16日 ⁽⁴⁾	2,110,000	-	-	-	2,110,000
			17 Jun 2014 to 16 Jun 2021 ⁽⁵⁾ 2014年6月17日至 2021年6月16日 ⁽⁵⁾	40,000	-	-	-	40,000
			17 Jun 2014 to 16 Jun 2021 ⁽⁵⁾ 2014年6月17日至 2021年6月16日 ⁽⁵⁾	40,000	-	-	-	40,000
			17 Jun 2014 to 16 Jun 2021 ⁽⁶⁾ 2014年6月17日至 2021年6月16日 ⁽⁶⁾	50,000	-	-	-	50,000
			17 Jun 2014 to 16 Jun 2021 ⁽⁷⁾ 2014年6月17日至 2021年6月16日 ⁽⁷⁾	50,000	-	-	-	50,000

Share Options (continued)

(I) 2002 Share Option Scheme (continued)

購股權(續)

(I) 2002 購股權計劃(續)

Name 姓名	Date of grant 授予日期	Subscription price per Share 每股股份 認購價 (HK\$) (港元)	Period during which rights exercisable 購股權可予行使 之期間	Number of Share Options 購股權數目				Outstanding as at 30 September 2017 於2017年 9月30日 未獲行使
				Outstanding as at 1 April 2017 於2017年 4月1日 未獲行使	Granted during the period 於期內 授予	Exercised during the period 於期內 獲行使	*Lapsed during the period 於期內 失效	
Employees (continued) 僱員 (續)	29 Jun 2012 ⁽⁶⁾ 2012年6月29日 ⁽⁶⁾	4.85	29 Jun 2015 to 28 Jun 2022 2015年6月29日至 2022年6月28日	3,746,000	-	-	(95,000)	3,651,000
			29 Jun 2015 to 28 Jun 2022 ⁽⁵⁾ 2015年6月29日至 2022年6月28日 ⁽⁵⁾	40,000	-	-	-	40,000
			29 Jun 2015 to 28 Jun 2022 ⁽⁵⁾ 2015年6月29日至 2022年6月28日 ⁽⁵⁾	50,000	-	-	-	50,000
			29 Jun 2015 to 28 Jun 2022 ⁽⁶⁾ 2015年6月29日至 2022年6月28日 ⁽⁶⁾	120,000	-	-	-	120,000
			29 Jun 2015 to 28 Jun 2022 ⁽⁷⁾ 2015年6月29日至 2022年6月28日 ⁽⁷⁾	70,000	-	-	-	70,000
			29 Jun 2015 to 28 Jun 2022 ⁽⁹⁾ 2015年6月29日至 2022年6月28日 ⁽⁹⁾	200,000	-	-	-	200,000
				29,243,988	-	-	(95,000)	29,148,988

There are no share options cancelled during the period.

期內並無購股權被註銷。

Share Options (continued)

(I) 2002 Share Option Scheme (continued)

Notes:

- (1) The exercise of the share options is subject to certain performance targets that must be achieved by the director. The share options shall be exercised by the director not later than 28 February 2022.
- (2) On 30 September 2010, the Company granted share options to certain employees of the Company in order to reward them for contributing to the long term success of the business of the Group and to encourage and motivate them to continue to contribute to the success of the Group.
- (3) The grantee, Ms KWOK Lai Kwan Anna, is an associate of the chief executive and directors of the Company.
- (4) On 17 June 2011, the Company granted share options to certain employees of the Company in order to reward them for contributing to the long term success of the business of the Group and to encourage and motivate them to continue to contribute to the success of the Group.
- (5) The grantee, Mr KWOK Siu Hung Vincent, is an associate of the chief executive and directors of the Company.
- (6) The grantee, Ms KWOK Sea Nga Kitty, is an associate of the chief executive and directors of the Company.
- (7) The grantee, Ms KWOK Sze Wai Melody, is an associate of the chief executive and directors of the Company.
- (8) On 29 June 2012, the Company granted 7,567,000 share options to certain employees of the Company in order to reward them for contributing to the long term success of the business of the Group and to encourage and motivate them to continue to contribute to the success of the Group. The exercise of 250,000 share options out of the outstanding balance of 4,131,000 share options as at 30 September 2017 is subject to certain performance targets that must be achieved by the related employees.
- (9) The grantee, Mr LAW Kin Ming Peter, is an associate of the chief executive and directors of the Company.

購股權 (續)

(I) 2002 購股權計劃 (續)

附註：

- (1) 該名董事必須達到若干表現指標才符合資格行使購股權。該等購股權必須不遲於2022年2月28日行使。
- (2) 本公司於2010年9月30日授出購股權予本公司若干僱員，以獎賞該等僱員對本集團業務長線發展作出貢獻及鼓勵和推動該等僱員對本集團業務繼續作出貢獻。
- (3) 該名獲授購股權之人士(即郭麗群小姐)為本公司行政總裁及董事之聯繫人。
- (4) 本公司於2011年6月17日授出購股權予本公司若干僱員，以獎賞該等僱員對本集團業務長線發展作出貢獻及鼓勵和推動該等僱員對本集團業務繼續作出貢獻。
- (5) 該名獲授購股權之人士(即郭少雄先生)為本公司行政總裁及董事之聯繫人。
- (6) 該名獲授購股權之人士(即郭詩雅小姐)為本公司行政總裁及董事之聯繫人。
- (7) 該名獲授購股權之人士(即郭詩慧小姐)為本公司行政總裁及董事之聯繫人。
- (8) 本公司於2012年6月29日授出7,567,000股購股權予本公司若干僱員，以獎賞該等僱員對本集團業務長線發展作出貢獻及鼓勵和推動該等僱員對本集團業務繼續作出貢獻。於2017年9月30日之4,131,000股購股權餘額內，其中250,000股購股權須待有關僱員達到若干表現指標，才符合資格行使該等購股權。
- (9) 該名獲授購股權之人士(即羅建明先生)為本公司行政總裁及董事之聯繫人。

Share Options (continued)

(II) 2012 Share Option Scheme

The 2012 Share Option Scheme was adopted on 23 August 2012 and became unconditional and effective on 27 August 2012. Details of the share options granted under the 2012 Share Option Scheme and their movements during the period are set out below:

購股權 (續)

(II) 2012年購股權計劃

本公司於2012年8月23日採納2012購股權計劃，該計劃於2012年8月27日無條件生效。按2012年購股權計劃授出之購股權詳情及於期內之變動載列如下：

Name 姓名	Date of grant 授予日期	Subscription price per Share 每股股份認購價 (HK\$) (港元)	Period during which rights exercisable 購股權可予行使之期間	Number of Share Options 購股權數目				Outstanding as at 30 September 2017 於2017年9月30日未獲行使
				Outstanding as at 1 April 2017 於2017年4月1日未獲行使	Granted during the period 於期內授予	Exercised during the period 於期內獲行使	*Lapsed during the period 於期內失效	
Employees 僱員	21 Jun 2013 2013年6月21日	8.07	21 Jun 2016 to 20 Jun 2023 ⁽¹⁾ 2016年6月21日至2023年6月20日 ⁽¹⁾	5,336,000	-	-	(130,000)	5,206,000
			21 Jun 2016 to 20 Jun 2023 ⁽²⁾ 2016年6月21日至2023年6月20日 ⁽²⁾	50,000	-	-	-	50,000
			21 Jun 2016 to 20 Jun 2023 ⁽³⁾ 2016年6月21日至2023年6月20日 ⁽³⁾	20,000	-	-	-	20,000
			21 Jun 2016 to 20 Jun 2023 ⁽⁴⁾ 2016年6月21日至2023年6月20日 ⁽⁴⁾	100,000	-	-	-	100,000
			21 Jun 2016 to 20 Jun 2023 ⁽⁵⁾ 2016年6月21日至2023年6月20日 ⁽⁵⁾	50,000	-	-	-	50,000

SUPPLEMENTARY INFORMATION

其他資料

Share Options (continued)

(II) 2012 Share Option Scheme (continued)

購股權 (續)

(II) 2012年購股權計劃 (續)

Name 姓名	Date of grant 授予日期	Subscription price per Share 每股股份 認購價 (HK\$) (港元)	Period during which rights exercisable 購股權可予行使 之期間	Number of Share Options 購股權數目				Outstanding as at 30 September 2017 於2017年 9月30日 未獲行使
				Outstanding as at 1 April 2017 於2017年 4月1日 未獲行使	Granted during the period 於期內 授予	Exercised during the period 於期內 獲行使	*Lapsed during the period 於期內 失效	
Employees (continued) 僱員(續)			21 Jun 2016 to 20 Jun 2023 ⁽⁶⁾ 2016年6月21日至 2023年6月20日 ⁽⁶⁾	20,000	-	-	-	20,000
			21 Jun 2016 to 20 Jun 2023 ⁽⁷⁾ 2016年6月21日至 2023年6月20日 ⁽⁷⁾	50,000	-	-	-	50,000
			21 Jun 2016 to 20 Jun 2023 ⁽⁸⁾ 2016年6月21日至 2023年6月20日 ⁽⁸⁾	120,000	-	-	-	120,000
				5,746,000	-	-	(130,000)	5,616,000

There are no share options cancelled during the period.

Notes:

- (1) On 21 June 2013, the Company granted share options to certain employees of the Company in order to reward them for contributing to the long term success of the business of the Group and to encourage and motivate them to continue to contribute to the success of the Group.
- (2) The grantee, Ms KWOK Lai Kwan Anna, is an associate of the chief executive and directors of the Company.
- (3) The grantee, Ms KWOK Lai Ying Ann, is an associate of the chief executive and directors of the Company.
- (4) The grantee, Ms KWOK Sea Nga Kitty, is an associate of the chief executive and directors of the Company.

期內並無購股權被註銷。

附註：

- (1) 本公司於2013年6月21日授出購股權予本公司若干僱員，以獎賞該等僱員對本集團業務長線發展作出貢獻及鼓勵和推動該等僱員對本集團業務繼續作出貢獻。
- (2) 該名獲授購股權之人士(即郭麗群小姐)為本公司行政總裁及董事之聯繫人。
- (3) 該名獲授購股權之人士(即郭麗英小姐)為本公司行政總裁及董事之聯繫人。
- (4) 該名獲授購股權之人士(即郭詩雅小姐)為本公司行政總裁及董事之聯繫人。

Share Options (continued)

(II) 2012 Share Option Scheme (continued)

Notes: (continued)

- (5) The grantee, Mr KWOK Siu Hung Vincent, is an associate of the chief executive and directors of the Company.
- (6) The grantee, Mr KWOK Siu Keung Paul, is an associate of the chief executive and directors of the Company.
- (7) The grantee, Ms KWOK Sze Wai Melody, is an associate of the chief executive and directors of the Company.
- (8) The grantee, Mr LAW Kin Ming Peter, is an associate of the chief executive and directors of the Company.

Fair values of the share options, measured at the grant date of the options, were determined using the binomial lattice model that is based on the underlying assumptions of one of the commonly used employee option pricing models. The fair values calculated are inherently subjective and uncertain due to the assumptions made and the limitations of the model used. The value of an option varies with different variables of certain subjective assumptions. Any change in variables so adopted may materially affect the estimation of the fair value of an option.

Share Award Scheme

The share award scheme was adopted by the Board on 11 April 2014 (the "Share Award Scheme"). Under the Share Award Scheme, the Board may, from time to time, at its absolute discretion, select any eligible employees as selected employees and grant awarded Shares to them at no consideration. The awarded Shares were acquired by the independent trustee, at the costs of the Company, and held under a trust on and subject to, among others, the terms and conditions of the Share Award Scheme. Awarded Shares will be vested in the selected employees according to the terms of grant determined by the Board.

As at 30 September 2017, a total of 4,832,000 awarded Shares had been granted pursuant to the Share Award Scheme, out of which 715,000 awarded Shares remained unvested. During the period, a total of 320,000 awarded Shares lapsed and remained part of the trust fund under the Share Award Scheme.

購股權 (續)

(II) 2012年購股權計劃 (續)

附註：(續)

- (5) 該名獲授購股權之人士(即郭少雄先生)為本公司行政總裁及董事之聯繫人。
- (6) 該名獲授購股權之人士(即郭少強先生)為本公司行政總裁及董事之聯繫人。
- (7) 該名獲授購股權之人士(即郭詩慧小姐)為本公司行政總裁及董事之聯繫人。
- (8) 該名獲授購股權之人士(即羅建明先生)為本公司行政總裁及董事之聯繫人。

購股權於授出日以加權平均公平值乃利用二項格子法估值模式釐定，該計算方法乃按常用之僱員購股權估值模式為基準。基於作出的假設和所用模式的限制，所計算的公平值必然是主觀和不確定的。購股權的價值會隨著某些主觀假設的不同變數而改變。所採用的變數的任何改變可能會嚴重影響購股權公平值的估算。

股份獎勵計劃

董事會於2014年4月11日採納股份獎勵計劃(「股份獎勵計劃」)。根據該計劃，董事會可不時全權酌情決定甄選任何合資格僱員為經甄選僱員，並無償向彼等授出獎勵股份。獨立受託人將購入股份(費用由本公司承擔)並將其作為信託基金的一部分持有，以根據該計劃授出獎勵。獎勵股份將根據董事會釐定的授出條款歸屬予經甄選僱員。

於2017年9月30日，根據股份獎勵計劃授出合共4,832,000股獎勵股份，其中715,000尚未歸屬。於期內，根據股份獎勵計劃，合共320,000股獎勵股份已失效，並將其作為信託基金的一部分持有。

SUPPLEMENTARY INFORMATION

其他資料

Share Award Scheme (continued)

Details of the awarded Shares granted under the Share Award Scheme and their movements during the period are set out below:

股份獎勵計劃(續)

股份獎勵計劃授出之獎勵股份詳情及於期內之變動載列如下：

Name 姓名	Date of grant 授予日期	Average fair value per Share 每股平均公平值 (HK\$) (港元)	Vesting period* 歸屬期*	Number of awarded Shares 獎勵股份數目				Outstanding as at 30 September 2017 於2017年9月30日未歸屬
				Outstanding as at 1 April 2017 於2017年4月1日未歸屬	Awarded during the period 期內授予	Vested during the period 期內歸屬	Lapsed during the period 期內失效	
Director								
董事								
Dr LOOK Guy 陸楷博士	31 Jul 2017 2017年7月31日	2.87	31 Jul 2017 to 31 Mar 2018 2017年7月31日至 2018年3月31日	-	100,000	-	-	100,000
Employees								
僱員								
	30 Sep 2014 2014年9月30日	5.32	30 Sep 2014 to 30 Sep 2017 2014年9月30日至 2017年9月30日	105,000	-	(80,000)	(25,000)	-
	28 Nov 2014 2014年11月28日	5.83	28 Nov 2014 to 28 Nov 2017 2014年11月28日至 2017年11月28日	75,000	-	-	-	75,000
	30 Jan 2015 2015年1月30日	5.02	30 Jan 2015 to 30 Jan 2018 2015年1月30日至 2018年1月30日	60,000	-	-	-	60,000
	31 Jul 2015 2015年7月31日	3.48	31 Jul 2015 to 31 Jul 2018 2015年7月31日至 2018年7月31日	50,000	-	(25,000)	(25,000)	-

Share Award Scheme (continued)

股份獎勵計劃(續)

Name 姓名	Date of grant 授予日期	Average fair value per Share 每股平均 公平值 (HK\$) (港元)	Vesting period* 歸屬期*	Number of awarded Shares 獎勵股份數目				Outstanding as at 30 September 2017 於2017年 9月30日 未歸屬
				Outstanding as at 1 April 2017 於2017年 4月1日 未歸屬	Awarded during the period 期內授予	Vested during the period 期內歸屬	Lapsed during the period 期內失效	
Employees (continued) 僱員(續)	29 Jan 2016 2016年1月29日	2.12	29 Jan 2016 to 29 Jan 2019 2016年1月29日至 2019年1月29日	50,000	-	-	(20,000)	30,000
	30 Jun 2016 2016年6月30日	3.04	30 Jun 2016 to 30 Jun 2019 2016年6月30日至 2019年6月30日	250,000	-	-	(250,000)	-
	31 Jul 2017 2017年7月31日	2.87	31 Jul 2017 to 31 Mar 2020 2017年7月31日至 2020年3月31日	-	480,000	(80,000)	-	400,000
Connected Persons other than Directors 除董事外之關連人士	30 Sep 2014 2014年9月30日	5.32	30 Sep 2014 to 30 Sep 2017 2014年9月30日至 2017年9月30日	60,000	-	(60,000)	-	-
	29 Jul 2016 2016年7月29日	3.38	29 Jul 2016 to 29 Jul 2019 2016年7月29日至 2019年7月29日	70,000	-	(20,000)	-	50,000
				720,000	580,000	(265,000)	(320,000)	715,000

* The period during which all the specified vesting conditions of the awarded Shares are to be satisfied.

* 為達到所有獎勵股份歸屬條件之期間。

SUPPLEMENTARY INFORMATION

其他資料

Buy-back, sale or redemption of Shares

During the six months ended 30 September 2017, there was no buy-back, sale or redemption of the Company's listed securities by the Company or any of its subsidiaries.

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

As at 30 September 2017, the interests and short positions of the Directors and chief executives of the Company in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept by the Company under Section 352 of the SFO, or as otherwise required to be notified to the Company and the Stock Exchange pursuant to the Model Code, are set out below:

(I) Long position in the Shares, underlying Shares and debentures of the Company

購回、出售或贖回股份

本公司或其任何附屬公司於截至2017年9月30日止6個月期內概無購回、出售或贖回本公司任何上市證券。

董事及主要行政人員於股份、相關股份及債券之權益及淡倉

於2017年9月30日，本公司董事及主要行政人員於本公司或其任何相聯法團(定義見證券條例第XV部)擁有記載於本公司按證券條例第352條須置存之登記冊內的權益或淡倉，或根據標準守則須知會本公司及聯交所的權益或淡倉如下：

(I) 擁有本公司股份、相關股份及債券之好倉

Name of Director 董事姓名	Number of Shares in the Company 本公司之股份數目					Approximate percentage of the Shares in issue ⁽¹⁾ 約佔已發行 股份百分比 ⁽¹⁾
	Personal interests 個人權益	Family interests 家族權益	Corporate interests 公司權益	Derivatives interests 衍生工具權益	Total interests 總權益	
Dr KWOK Siu Ming Simon 郭少明博士	40,728,000	-	1,905,333,768 ⁽²⁾	-	1,946,061,768	64.99%
Dr KWOK LAW Kwai Chun Eleanor 郭羅桂珍博士	-	40,728,000	1,905,333,768 ⁽²⁾	-	1,946,061,768	64.99%
Dr LOOK Guy 陸楷博士	200,000	-	-	22,245,988 ⁽³⁾	22,445,988	0.75%
Ms TAM Wai Chu Maria 譚惠珠小姐	2,057,324 ⁽⁴⁾	-	-	-	2,057,324 ⁽⁴⁾	0.07%

Directors' and chief executives' interests and short positions in shares, underlying shares and debentures (continued)

(I) Long position in the Shares, underlying Shares and debentures of the Company (continued)

Notes:

- (1) Base on 2,994,441,370 Shares in issue as at 30 September 2017.
- (2) These Shares are held as to 1,474,918,313 Shares by Sunrise Height Incorporated and as to 430,415,455 Shares by Green Ravine Limited. Both Sunrise Height Incorporated and Green Ravine Limited are owned as to 50% each by Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor.
- (3) Details of Dr LOOK Guy's derivatives interests in the Shares of the Company for the six months ended 30 September 2017 are disclosed in the Share Options and Awarded Shares sections on pages 71 & 78 of this report.
- (4) Increased by 60,067 Shares on 16 October 2017 following the allotment of new Shares pursuant to the declaration of final dividend with scrip alternative announced on 12 September 2017.

董事及主要行政人員於股份、相關股份及債券之權益及淡倉(續)

(I) 擁有本公司股份、相關股份及債券之好倉(續)

附註：

- (1) 根據於2017年9月30日的已發行股份2,994,441,370股計算。
- (2) 該等股份其中1,474,918,313股由Sunrise Height Incorporated持有，而430,415,455股由Green Ravine Limited持有。郭少明博士及郭羅桂珍博士各持有Sunrise Height Incorporated及Green Ravine Limited 50%權益。
- (3) 有關陸楷博士於截至2017年9月30日止6個月期間擁有股份之衍生工具權益的詳情已於本報告第71頁及78頁之「購股權」及「獎勵股份」部份披露。
- (4) 根據於2017年9月12日公佈之末期股息之派發並提供以股代息的選擇而發行新股份後，於2017年10月16日增加60,067股。

SUPPLEMENTARY INFORMATION

其他資料

Directors' and chief executives' interests and short positions in shares, underlying shares and debentures (continued)

(II) Long position in the shares, underlying shares and debentures of associated corporations

Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor are each taken to be interested in all the issued non-voting deferred shares (the "Deferred Shares") of Base Sun Investment Limited ("Base Sun"), Matford Trading Limited ("Matford"), Sa Sa Cosmetic Company Limited and Sa Sa Investment (HK) Limited, all of which are wholly-owned subsidiaries of the Company. Details of interests in the Deferred Shares as at 30 September 2017 are set out below:

Dr KWOK Siu Ming Simon

董事及主要行政人員於股份、相關股份及債券之權益及淡倉(續)

(II) 擁有相聯法團股份、相關股份及債券之好倉

郭少明博士及郭羅桂珍博士分別被視為擁有鵬日投資有限公司(「鵬日」)、美福貿易有限公司(「美福」)、莎莎化粧品有限公司及莎莎投資(香港)有限公司之全部已發行無投票權遞延股份(「遞延股份」)之權益，前述公司均為本公司全資附屬公司。於2017年9月30日，遞延股份之權益詳情載列如下：

郭少明博士

Name of associated corporation 相聯法團名稱	Number of Deferred Shares in associated corporation 相聯法團之遞延股份數目					Total interests 總權益	Percentage of shareholding to all the Deferred Shares of associated corporation 佔相聯法團之所有遞延股份百分比
	Personal interests 個人權益	Family interests 家族權益	Corporate interests 公司權益	Other interests 其他權益			
Base Sun Investment Limited 鵬日投資有限公司	-	-	2 ⁽¹⁾	-	2	100%	
Matford Trading Limited 美福貿易有限公司	3 ⁽²⁾	-	-	-	3	50%	
Sa Sa Cosmetic Company Limited 莎莎化粧品有限公司	1	-	-	-	1	50%	
Sa Sa Investment (HK) Limited 莎莎投資(香港)有限公司	1	-	-	-	1	50%	

Directors' and chief executives' interests and short positions in shares, underlying shares and debentures (continued)

董事及主要行政人員於股份、相關股份及債券之權益及淡倉(續)

(II) Long position in the shares, underlying shares and debentures of associated corporations (continued)

(II) 擁有相聯法團股份、相關股份及債券之好倉(續)

Dr KWOK LAW Kwai Chun Eleanor

郭羅桂珍博士

Name of associated corporation 相聯法團名稱	Number of Deferred Shares in associated corporation 相聯法團之遞延股份數目					Total 總權益	Percentage of shareholding to all the Deferred Shares of associated corporation 佔相聯法團之所有遞延股份百分比
	Personal interests 個人權益	Family interests 家族權益	Corporate interests 公司權益	Other interests 其他權益			
Base Sun Investment Limited 鵬日投資有限公司	-	-	2 ⁽¹⁾	-	2	100%	
Matford Trading Limited 美福貿易有限公司	3 ⁽³⁾	-	-	-	3	50%	
Sa Sa Cosmetic Company Limited 莎莎化粧品有限公司	1	-	-	-	1	50%	
Sa Sa Investment (HK) Limited 莎莎投資(香港)有限公司	1	-	-	-	1	50%	

Notes:

- (1) Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor together hold two Deferred Shares in Base Sun through Win Win Group International Limited ("Win Win") and Modern Capital Investment Limited ("Modern Capital"). Win Win and Modern Capital are companies owned as to 50% each by Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor and each of Win Win and Modern Capital holds one Deferred Share in Base Sun.
- (2) Dr KWOK Siu Ming Simon holds three Deferred Shares in Matford through Mr YUNG Leung Wai Tony who acts as a nominee shareholder.
- (3) Dr KWOK LAW Kwai Chun Eleanor holds three Deferred Shares in Matford through Ms KWOK Lai Yee Mabel who acts as a nominee shareholder.

附註:

- (1) 郭少明博士及郭羅桂珍博士透過威威集團國際有限公司(「威威」)及茂傑投資有限公司(「茂傑」)持有鵬日2股遞延股份。郭少明博士及郭羅桂珍博士各持有威威及茂傑50%權益，而威威和茂傑各持有1股鵬日遞延股份。
- (2) 郭少明博士透過容良偉先生(作為其代理人股東)持有美福3股遞延股份。
- (3) 郭羅桂珍博士透過郭麗儀小姐(作為其代理人股東)持有美福3股遞延股份。

SUPPLEMENTARY INFORMATION

其他資料

Directors' and chief executives' interests and short positions in shares, underlying shares and debentures (continued)

Save as disclosed above, no Director or chief executive of the Company has any interests or short position in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept by the Company under Section 352 of the SFO, or as otherwise required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

Directors' benefits from rights to acquire shares or debentures

Save as disclosed under the Share Options and awarded Shares sections on pages 71 & 78, at no time during the period was the Company, its holding company or its subsidiaries or a subsidiary of the Company's holding company, a party to any arrangements which enabled the Directors (including their spouses or children under 18 years of age), to acquire benefits by means of acquisition of shares in or debenture of the Company or any other body corporate.

董事及主要行政人員於股份、相關股份及債券之權益及淡倉(續)

除上文所披露者外，本公司董事及主要行政人員概無在本公司或其相聯法團(定義見證券條例第XV部)擁有記載於本公司按證券條例第352條須置存之登記冊內的權益或淡倉，或根據標準守則須知會本公司及聯交所的權益或淡倉。

董事購買股份或債券權利之利益

除於第71頁及78頁之「購股權」及「獎勵股份」部分所披露者外，本公司、其控股公司或其附屬公司或其控股公司之附屬公司於期內任何時間概無成為任何安排之其中一方，令董事(包括彼等之配偶或18歲以下之子女)可藉收購本公司或任何其他法人團體之股份或債券而獲得利益。

Interests and short positions in Shares and underlying Shares of substantial Shareholders

As at 30 September 2017, Shareholders, other than a Director or chief executive of the Company, who had interests and short positions in the Shares and underlying Shares of the Company which were recorded in the register of interests required to be kept by the Company under Section 336 of the SFO are as follows:

Long position of substantial Shareholders in the Shares

Name of company 公司名稱	Capacity 身份	No. of Shares held 持股量	Approximate percentage shareholding ⁽¹⁾ 約佔已發行股份 之百分比 ⁽¹⁾
Sunrise Height Incorporated ⁽²⁾	Beneficial owner 實益擁有人	1,474,918,313	49.26%
Green Ravine Limited ⁽²⁾	Beneficial owner 實益擁有人	430,415,455	14.37%

Notes:

- (1) Base on 2,994,441,370 Shares in issue as at 30 September 2017.
- (2) Both Sunrise Height Incorporated and Green Ravine Limited are owned as to 50% each by Dr KWOK Siu Ming Simon and Dr KWOK LAW Kwai Chun Eleanor.

Interests in Shares of Other Persons

As at 30 September 2017, the Company has not been notified of any other persons (other than the Directors or chief executives or substantial shareholders of the Company) who had interests or short positions in the shares or underlying shares of the Company as recorded in the register of interests required to be kept by the Company under Section 336 of the SFO.

主要股東於股份及相關股份之權益及淡倉

於2017年9月30日，根據證券條例第336條須置存之登記冊內所載，下列人士（本公司任何董事或最高行政人員除外）為本公司主要股東（定義見上市規則），並於本公司的股份及相關股份中擁有權益或淡倉：

主要股東擁有本公司股份之好倉

Name of company 公司名稱	Capacity 身份	No. of Shares held 持股量	Approximate percentage shareholding ⁽¹⁾ 約佔已發行股份 之百分比 ⁽¹⁾
Sunrise Height Incorporated ⁽²⁾	Beneficial owner 實益擁有人	1,474,918,313	49.26%
Green Ravine Limited ⁽²⁾	Beneficial owner 實益擁有人	430,415,455	14.37%

附註：

- (1) 根據於2017年9月30日的已發行股份2,994,441,370股計算。
- (2) 郭少明博士及郭羅桂珍博士各擁有Sunrise Height Incorporated及Green Ravine Limited 50%股權。

其他人士於股份及相關股份之權益及淡倉

於2017年9月30日，本公司並無知悉任何人士（本公司任何董事或主要行政人員或主要股東除外）擁有根據證券條例第336條須置存之登記冊內所載之本公司的股份及相關股份中擁有權益或淡倉。

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

環境、社會及管治

To ensure our “Making Life Beautiful” journey is sustainable, we focus on embedding this core aspiration into our value creation process for our key stakeholders, ranging from our customers, talents, natural environment, suppliers and the wider community. During this period, Sa Sa was selected as a constituent member of the Hang Seng Corporate Sustainability Benchmark Index (HSSUSB) for the seventh consecutive year. Our rating of A+ in the Hong Kong Quality Assurance Agency (HKQAA) Sustainability Rating and Research places us in the top 10% of the eligible Hong Kong listed Hong Kong companies that were reviewed in 2017.^{#1}

Reaching the half year mark of the financial year, one of our priorities has been to develop case study research on industry best practices for some of the issues that we identified in our materiality assessment as disclosed in our 2016/17 Environmental, Social and Governance (ESG) Report. The top five issues for Sa Sa are “Product Responsibility, Health & Safety”; “Staff Benefits, Welfare, Holidays & Working Hours”; “Quality Customer Service & Management”; “Staff Training & Capacity Building”; and “Eco-friendly Products & Services”. The research process has enabled us to develop a broader perspective of enhancement options as practiced in both our own and in other industries. We therefore aim to strengthen the clarity of relevant improvement options before the end of this financial year.

為令「締造美麗人生」的願景得以延續，我們一直重視為主要持份者創優增值，當中包括顧客、人才、環境、供應商及社區。期內，莎莎連續第七年獲納入為恒生可持續發展企業基準指數成份股，在香港品質保證局可持續發展評級及研究中被評為A+，在所有合資格的香港上市公司中名列首10%。^{#1}

踏入財政年度下半年，我們基於2016／17年度《環境、社會及管治報告》內披露的重要性評估，優先對莎莎的一些重要議題的行業最佳慣例開展個案研究。莎莎的五大重要議題包括「產品責任、健康及安全」；「員工待遇、福利、假期、工時」；「優質顧客服務及管理」；「員工培訓及能力提升」；以及「提供綠色產品及服務」。研究過程有助我們以所在行業及其他行業的慣例為基礎，制訂出多方面的改善措施。而我們的目標是在本財政年度結束前明確勾勒出相關改善措施的內容。

Note: ^{#1} Constituent selection in HSSUSB is based on a process that includes consideration of the results from a sustainability assessment undertaken by HKQAA, an independent and professional assessment body. In 2017, HKQAA reviewed the sustainability performance of 473 Hong Kong companies listed in Hong Kong eligible for inclusion in the Hang Seng Corporate Sustainability Index Series.

附註：^{#1}「恒生可持續發展企業基準指數」成份股的挑選準則是按照獨立及專業的評審機構－香港品質保證局對各公司進行的可持續發展表現的評級分數而釐定。2017年，香港品質保證局共審閱了473間具有被納入「恒生可持續發展企業指數系列」候選資格的上市公司之可持續發展表現。



The Company values our talents and recognises that the core of our Company's success depends on our ability to inspire individuals to deliver excellence. We are committed to creating and maintaining a positive working environment within which employees are able to flourish and to share the success of the Company. The compensation and benefits package of our employees is reviewed regularly, and adjustments are made with consideration both of staff well-being and of market trends. During this period, the fixed component in the salary package of our frontline sales team was adjusted upwards to compensate for the drop in the variable component in challenging market conditions.

Sa Sa recognises that as a good corporate citizen, we have a real responsibility to the community in which we operate. With our "Making Life Beautiful" aspiration in mind, we fervently desire that our presence in the community brings hope to individuals and families, so that their lives in turn become more beautiful. Our volunteering team was particularly active during this period. Initiatives included selling flags and fundraising for Po Leung Kuk; visiting the elderly to express our care at special festival seasons; and donating mooncakes to underprivileged individuals in the local community. We were also active in providing financial support to various organizations during the period, including The Community Chest of Hong Kong, the Scout Association of Hong Kong New Territories Region and the Lifeline Express Hong Kong Foundation.

本公司珍視人才，深明企業成功之道在於推動員工精益求精，持續進步。我們致力締造並維持良好工作環境，讓員工能夠發揮所長，與公司並肩成長。我們定期檢討員工薪酬福利，並因應員工的福利需要和市場趨勢作出調整。在這段期間，我們調高了前線銷售團隊的固定收入，以彌補因艱難營商環境而下調的非固定收入。

莎莎相信，身為良好企業公民，我們須於業務所在的社區履行社會責任。我們時刻銘記「締造美麗人生」的願景，盼望在社群中能為不同人士和家庭燃點希望，讓他們擁有更美麗的人生。我們的義工隊於期內尤其踴躍參與義工活動，包括為保良局賣旗籌款、在佳節探望長者獻上關懷，以及向本地社區弱勢社群送贈月餅等。期內我們亦積極為多個團體提供財政資助，包括香港公益金、香港童軍總會新界地域及健康快車香港基金等。

Sa Sa deeply values our customers and we are committed to strengthening our ties with them over time by continuously improving the quality of our products and customer experience. In order to provide a more enticing array of shopping options to our customers, during this period Sa Sa launched a flagship store on Tmall Global, a platform operated by Alibaba Group with over 500 million active monthly users. Our accreditation by the Federation of Hong Kong Industries' Q-Mark Service Scheme and winning of Q-Mark Elite Brand 2017 for the 4th consecutive year also recognized Sa Sa continuous striving for service quality excellence. At the backend of our customer care, we are enhancing our product ingredient management platform for our private label products. The system upgrade reflects the continuous strengthening of our organizational agility to safeguard product quality and to achieve our ultimate goal to be amongst the best in our industry in the area of product compliance, quality and safety.

It is part of our long-term strategy to create long-lasting and supportive relationships with our suppliers. In addition to setting out our expectations clearly in our contract and trade terms and conditions, we also engage our suppliers to strengthen connectivity between each other's products and development plans, allowing both parties to benefit from delivering better service and products to our end customers, and to act responsibly towards all other stakeholders.

Sa Sa recognise our responsibilities towards the potential direct and indirect negative environmental impacts associated with our business operations. By integrating environmental considerations into our decision-making processes, we embrace our responsibilities to create an environmentally sustainable business. One of the initiatives launched during this period was the opening of our new logistics centre. This centre is fully equipped with energy-efficient LED lights and furnished with the inverter air conditioning system, which is expected to achieve energy savings of approximately 48% as compared to our prior facility. Our efforts to eliminate microbeads in our supply chain before 31 December 2018 have made tangible progress. We are liaising with various vendors to identify potentially non-compliance products that we will then target for reformulation or removal from our shelves.

莎莎重視每一位顧客，我們希望能通過不斷提升服務及產品質素，使我們與顧客的關係更趨緊密。為了向顧客提供更豐富的購物選擇，莎莎於期內在阿里巴巴集團營運的天貓平台開設旗艦店，該平台每月活躍用戶超過5億人。莎莎亦連續第4年獲得香港工業總會頒發的「Q嘜」人氣品牌大獎2017及「Q嘜」優質服務計劃的認證，標誌著莎莎精益求精、力臻完美的服務態度。為了保障產品質量並實現我們在產品合規、質量及安全方面擠身業界前列的最終目標，我們正提升自家品牌產品成份管理平台的系統。

與供應商建立長久及互相支持的關係是我們長遠策略的其中一環。除了在合約及貿易條款和條件內清楚訂明我們的期望，我們亦與供應商就產品及履行社會責任作出交流，務求為顧客提供優質服務及產品，從而達至三贏局面。

莎莎意識到我們的業務營運會為環境帶來潛在直接及間接的負面影響。為了在業務營運上符合環境可持續發展原則，我們將環境元素融入決策過程中。我們於期內啟用全新的物流中心，該物流中心全面使用LED燈及配備變頻空調系統，預計可較舊有設施節省超過48%能源。我們亦致力於2018年12月31日前廢除供應鏈中含微膠珠的產品，並已取得實質進展。我們現正努力聯繫各大供應商，務求找出可能違規的產品，並將其從新開發或下架。



Our passion to raise our employees' environmental awareness continues to thrive. Initiatives include our campaign to encourage colleagues to switch off their computer monitors after office hours, which has resulted in a more than 90% success rate in some of the participating departments; donations of surplus moon cakes and redundant computer equipment. And regular sharing of environmental updates, which has continued to generate positive feedback.

Looking forward, more consistent hard work and deeper commitment are needed to make real and tangible progress even in regard to the top five issues mentioned at the beginning of this report. However, we feel that this passion and rigor are necessary for Sa Sa to truly live up to our "Making Life Beautiful" aspirations.

Note on Report:

Unless otherwise stated, this ESG update covers operations in Hong Kong and Macau only. The interests of our shareholders, as one of our key stakeholders, are covered extensively in other parts of this Interim Report.

我們繼續致力提高僱員的環保意識，包括鼓勵員工在辦公時間後關掉電腦屏幕，部分部門更有超過90%的同事響應計劃；捐贈剩餘月餅和電腦設備；以及定期分享環保資訊。該等活動均獲得正面回應。

展望未來，要在本報告文首所述的五大重要議題上取得實質進展，我們仍需付出許多努力及作出更多承擔。然而，為了真正實現「締造美麗人生」的願景，莎莎必定會堅持信念，不遺餘力。

報告附註：

除另有說明外，本環境、社會及管治更新資料僅涵蓋香港及澳門業務。有關我們股東（即我們主要持份者之一）的權益主要載列於在本中期報告其他部分。

CORPORATE GOVERNANCE

企業管治

Composition of the Board and Board Committees 董事會及董事委員會的組成

Board* 董事會*



Dr KWOK Siu Ming Simon (Chairman and
Chief Executive Officer)

郭少明博士(主席及行政總裁)

Dr KWOK LAW Kwai Chun Eleanor (Vice-chairman)

郭羅桂珍博士(副主席)

Dr LOOK Guy (Chief Financial Officer)

陸楷博士(首席財務總監)

Ms LEE Yun Chun Marie-Christine

利蘊珍小姐

Ms TAM Wai Chu Maria

譚惠珠小姐

Ms KI Man Fung Leonie

紀文鳳小姐

Mr TAN Wee Seng

陳偉成先生

Audit Committee

審核委員會



Mr TAN Wee Seng (Chair)

陳偉成先生(主席)

Ms TAM Wai Chu Maria

譚惠珠小姐

Ms KI Man Fung Leonie

紀文鳳小姐

Nomination Committee

提名委員會



Ms TAM Wai Chu Maria (Chair)

譚惠珠小姐(主席)

Dr KWOK LAW Kwai Chun Eleanor

郭羅桂珍博士

Ms KI Man Fung Leonie

紀文鳳小姐

Remuneration Committee

薪酬委員會



Ms KI Man Fung Leonie (Chair)

紀文鳳小姐(主席)

Dr KWOK LAW Kwai Chun Eleanor

郭羅桂珍博士

Ms TAM Wai Chu Maria

譚惠珠小姐

Executive Committee

行政委員會



Dr KWOK Siu Ming Simon (Chair)

郭少明博士(主席)

Dr KWOK LAW Kwai Chun Eleanor

郭羅桂珍博士

Dr LOOK Guy

陸楷博士

Risk Management Committee

風險管理委員會



Dr KWOK Siu Ming Simon (Chair)

郭少明博士(主席)

Dr KWOK LAW Kwai Chun Eleanor

郭羅桂珍博士

Dr LOOK Guy

陸楷博士

Note: *Dr LEUNG Kwok Fai Thomas was an independent non-executive director, chairman of the Remuneration Committee, member of the Audit Committee and member of the Nomination Committee until 29 August 2017.

附註：*梁國輝博士為獨立非執行董事、薪酬委員會主席、審核委員會會員及提名委員會會員，直至2017年8月29日。

We recognise that high standards of corporate governance are fundamental to delivering strategic goals, building sustainable shareholder value and balancing stakeholders' interests. We are therefore committed to maintaining the highest standards of corporate governance.

Details of our corporate governance practices can be found in our annual report and our corporate website.

Compliance with the Corporate Governance Code

Throughout the six months ended 30 September 2017 and up to the date of this interim report, we have complied with all but one of the code provisions in the CG Code. In respect of the one deviation from the CG Code, the roles of the chairman and chief executive officer are currently held by the same individual, namely, Dr KWOK Siu Ming Simon. The division of responsibilities between the two roles are, however, clearly established and set out in writing in the respective terms of reference for the chairman and the chief executive officer. Dr Kwok, being one of the founders of the Group, has superior knowledge of our business and is a veteran of the retail industry. The Board is therefore of the view that vesting the roles of chairman and chief executive officer in the same person facilitates the execution of the Group's business strategies and maximises the effectiveness of our operations. We will, nevertheless, periodically review the Board's structure going forward in light of the evolving needs of the Group and consider segregation of the two roles if and when appropriate.

我們認為高水平的企業管治是達成策略性目標、建立可持續股東價值及平衡持份者利益之基礎。我們因此承諾會維持最高水平之企業管治。

有關本公司企業管治常規的概要，請參閱我們的年報及我們的網站。

遵守企業管治守則

截至2017年9月30日止6個月及直至本中期報告日期，除未能遵守其中一項守則條文，本公司已遵守企業管治守則內所有守則條文。就於企業管治守則之條文中的唯一偏差，即郭少明博士現身兼本公司主席及行政總裁兩職，主席及行政總裁各自的職責已清楚載於主席及行政總裁職權範圍內。郭博士，作為本集團之創辦人，對我們的業務擁有卓越的知識及為零售界之翹楚。因此，董事會認為由同一人身兼公司主席及行政總裁兩職，有利執行本集團的商業策略和發揮其最高營運效益，惟董事會會不時檢討此架構，並於適當時候，考慮將兩職分開。

Work done in the six months ended 30 September 2017

Set out below is a summary of the work performed by the Company's Board and Board committees in the six months ended 30 September 2017.

Board

Three meetings were held in the period, during which the challenges and risks facing the Group in a fast changing market environment and corresponding strategies and execution plans were considered by the Board. The Board also attended to the following specific matters (among others):

- Received and considered reports from the respective chairpersons of the different board committees.
- Considered and approved the budget for the financial year ending 31 March 2018.
- Considered the strategic plans for China, E-commerce and private labels.
- Received report from management in connection with the new warehouse relocation, including the budget and measures taken to enhance efficiency and reduce costs.
- Final results for the year ended 31 March 2017 reviewing both the results of the Group and the individual results and performance of each business unit, and the reasons for achieving or not achieving budget.
- The proposal for the payment of a final dividend.
- The content of various corporate communications to shareholders, including results announcement, annual report and circulars on the annual general meeting, buyback mandate and scrip dividends.
- Quarterly results for the third quarter ended 31 December 2016 and first quarter ended 30 June 2017.
- Risk management and internal control systems and the top ten enterprise risks.

2017年9月30日止6個月內之工作回顧

以下載列本公司董事會及董事委員會於截至2017年9月30日止6個月的工作摘要。

董事會

於期內已舉行三次會議，董事會已於會上討論本集團於急速轉變之市場環境中所面對之挑戰及風險及相對應之策略及需執行之計劃。董事會亦有於會上討論下列事項，其中包括：

- 接收及考慮由不同董事委員會主席的報告。
- 考慮及批准截至2018年3月31日財政年度之預算。
- 考慮中國、電子商貿及自家品牌之策略性計劃。
- 聽取由管理層報告有關搬遷新貨倉之事項，當中包括預算及加強效率和減少成本之措施。
- 審議截至2017年3月31日之全年業績，當中包括本集團及個別部門之業績及表現及是否能達到預算之原因。
- 派發末期股息之建議。
- 多項與股東溝通之公司文件，如業績公告、年報及股東週年大會通函、購買股份授權及以股代息計劃。
- 截至2016年12月31日之第三季度業績及截至2017年6月30日之第一季度業績。
- 風險管理及內部監控系統及十大企業風險。

Work done in the six months ended 30 September 2017 (continued)

Board (continued)

- Change of composition of board committees, appointed Ms Kl Man Fung Leonie as chairman of the remuneration committee and member of the nomination committee following the retirement of Dr LEUNG Kwok Fai Thomas.
- A presentation on ICSA's guidance note on minutes taking, considering the style, format and level of details most appropriate to the Board.
- Updates on the Environmental, Social and Governance.

Audit Committee

Three meetings were held in the period, during which the following matters (among others) were considered by the Audit Committee:

- Report from the external auditor.
- Final results for the year ended 31 March 2017 reviewing both the results of the Group and the individual results and performance of each business unit.
- The proposal for the payment of a final dividend.
- Summary of the audit and non-audit services provided by the external auditor.
- Reports from the internal audit function.
- Members of the Audit Committee held one private meeting with the external auditor during the period.
- New accounting standard of HKFRS16 (Lease), noting its requirements and considering the impact to the Group.

Remuneration Committee

One meeting was held in the period, during which the senior management's remuneration package proposals for the financial year ending 31 March 2018 were considered by the Remuneration Committee.

2017年9月30日止6個月內之工作回顧(續)

董事會(續)

- 董事委員會之變更，隨著梁國輝博士之退任，委任紀文鳳小姐為薪酬委員會之主席及提名委員會成員。
- 簡報秘書公會有關會議紀錄之指引，考慮最適合董事會之寫作風格，格式和詳細程度。
- 有關環境、社會及管治事宜的最新資料。

審核委員會

於期內已舉行三次會議。審核委員會於會上討論了下列事項：

- 外聘核數師之報告。
- 審議截至2017年3月31日之全年業績，當中包括本集團及個別部門之業績及表現。
- 派發末期股息之建議。
- 外聘核數師提供有關審計及非審計之服務摘要。
- 內部審核職能提交的報告。
- 審核委員會與外聘核數師於期內私下舉行一次會議。
- 關注新香港財務報告準則第16號「租賃」之要求及對集團之影響。

薪酬委員會

於期內已舉行一次會議。薪酬委員會於會上考慮高級管理層截至2018年3月31日的薪酬建議。

Work done in the six months ended 30 September 2017 (continued)

Nomination Committee

One meeting was held in the period, during which the following matters (among others) were considered by the Nomination Committee:

- The structure, size and composition of the Board.
- The continued independence of each independent non-executive director.
- The maximum term that should be imposed for newly appointed and current independent non-executive directors.

Executive Committee

Three meetings were held in the period, during which the following matters (among others) were considered by the Executive Committee:

- The results and performance of the Group and each business units, including their respective performances against the market as a whole and against budget.
- The reasons for such under or over performance against the market/budget and developed plans and strategies to adapt to market circumstances.

Risk Management Committee

Six meetings were held in the period, during which the following matters (among others) were considered by the Risk Management Committee:

- The top ten enterprise risks, including red flags, areas requiring improvements, mitigation plans and progress of implementation.

2017年9月30日止6個月內之工作回顧(續)

提名委員會

於期內已舉行一次會議。提名委員會於會上討論了下列事項：

- 董事會的架構、人數及組成。
- 評估獨立非執行董事的持續獨立身份。
- 新委任及現任獨立非執行董事之最長任期。

行政委員會

於期內已舉行三次會議。行政委員會於會上討論了下列事項：

- 本集團及個別部門之業績及表現，當中包括於市場相比及預算相比之表現。
- 有關未能達標或超越標準之原因及相關之計劃及策略。

風險管理委員會

於期內已舉行六次會議。風險管理委員會於會上討論了下列事項：

- 十大企業風險，當中包括警報、可改進地方、緩解計劃及實施進度。

Board, Board Committee and Annual General Meeting Attendance

The attendance of the directors at the board and board committee meetings held in the six months ended 30 September 2017, and at the AGM held on 29 August 2017 are as follows:

董事會、董事委員會及股東週年大會的出席情況

董事會會議、董事委員會會議於截至2017年9月30日止6個月及於2017年8月29日舉行之股東週年大會的董事出席記錄如下：

Directors	Board	Audit Committee	Remuneration Committee	Nomination Committee	Executive Committee	Risk Management Committee	Annual General Meeting
董事	董事會	審核委員會	薪酬委員會	提名委員會	行政委員會	風險管理委員會	股東週年大會
Executive Directors							
執行董事							
Dr KWOK Siu Ming Simon 郭少明博士	3/3	3/3*	1/1*	1/1*	3/3	6/6	1/1
Dr KWOK LAW Kwai Chun Eleanor 郭羅桂珍博士	3/3	3/3*	1/1	1/1	3/3	6/6	1/1
Dr LOOK Guy 陸楷博士	3/3	3/3*	N/A 不適用	N/A 不適用	3/3	6/6	1/1
Non-Executive Director							
非執行董事							
Ms LEE Yun Chun Marie-Christine 利繡珍小姐	3/3	N/A 不適用	N/A 不適用	N/A 不適用	N/A 不適用	N/A 不適用	1/1
Independent Non-Executive Directors							
獨立非執行董事							
Dr LEUNG Kwok Fai Thomas [#] 梁國輝博士 [#]	3/3	3/3	1/1	1/1	N/A 不適用	N/A 不適用	1/1
Ms TAM Wai Chu Maria 譚惠珠小姐	3/3	3/3	1/1	1/1	N/A 不適用	N/A 不適用	1/1
Ms KI Man Fung Leonie 紀文鳳小姐	3/3	3/3	1/1	N/A 不適用	N/A 不適用	N/A 不適用	1/1
Mr TAN Wee Seng 陳偉成先生	3/3	3/3	N/A 不適用	N/A 不適用	N/A 不適用	N/A 不適用	1/1
Total number of meetings 會議總數	3	3	1	1	3	6	1
Average attendance rate of directors ^Δ 董事的平均出席率 ^Δ	100%	100%	100%	100%	100%	100%	100%

Board, Board Committee and Annual General Meeting Attendance (continued)

Notes:

Attendance is expressed as the number of meetings attended out of the number of meetings held.

Those marked with an

- (*) Attended as an invitee only.
- (Δ) Average attendance rate is calculated without the invitees.
- (#) Dr LEUNG Kwok Fai Thomas retired as an independent non-executive director after the conclusion of the annual general meeting held on 29 August 2017.

Compliance with the Model Code

We have adopted our own written policy regarding securities transactions on terms no less exacting than the standards set out in the Model Code for Securities Transactions by Directors of Listed Issuers as specified in Appendix 10 of the Listing Rules (Model Code). We have received confirmation from all directors that they have complied with the policy throughout the period under review.

We have also adopted a policy for certain employees ("Relevant Employees") who, because of their office in the Company, may from time to time encounter Inside Information (as defined in the SFO). We have received confirmations from all Relevant Employees that they complied with the policy throughout the period under review.

董事會、董事委員會及股東週年大會的出席情況(續)

附註：

出席紀錄為舉行之會議數目中所出席的會議數目。

標有

- (*) 者僅以受邀者身份出席。
- (Δ) 者為不計算受邀者得出的平均出席率。
- (#) 梁國輝博士於2017年8月29日舉行之股東週年大會完結後退任為本公司獨立非執行董事。

遵守標準守則

我們已採納不遜於上市規則附錄十(標準守則)所載列的上市公司董事進行證券交易標準守則的規定標準之書面政策。我們已接獲全體董事確認彼等於回顧期間內一直遵守該政策。

本公司亦採納該政策至因職務而可能不時擁有內幕消息(定義見證券及期貨條例(第571章))的若干僱員(「有關僱員」)。我們已接獲所有有關僱員於回顧期間內一直遵守該政策的確認。

Changes in Directors' Particulars

- Ms KI Man Fung Leonie was appointed as chairman of the remuneration committee and member of the nomination committee of the Company with effect from 29 August 2017.
- Dr LOOK Guy ceased to be the chairman but remains a member of the Membership Sub-Committee (formerly known as Membership and Fundraisings Sub-Committee) of the Hong Kong Retail Management Association with effect from 4 July 2017. He also became the chairman of the e-Commerce Sub-Committee of the Hong Kong Retail Management Association and a fellow member of the Hong Kong Investor Relations Association on 4 July 2017 and 1 September 2017 respectively.
- Ms TAM Wai Chu Maria was appointed as independent non-executive director of China Shenhua Energy Company Limited on 5 July 2017 and resigned as independent non-executive director of Guangnan (Holdings) Limited on 1 November 2017. The shares of both companies are listed on the Stock Exchange.
- Mr TAN Wee Seng was appointed as Chairman of the Finance and Operation Committee of the Beijing City International School in October 2017.

董事詳情變動

- 紀文鳳小姐於2017年8月29日獲委任為本公司薪酬委員會主席及提名委員會成員。
- 陸楷博士於2017年7月4日退任香港零售管理協會會員事務委員會(先前名為會員事務及籌款委員會)主席，但仍為其成員。彼亦分別於2017年7月4日及2017年9月1日獲香港零售管理協會委任為電子商貿委員會主席及成為香港投資者關係協會資深會員。
- 譚惠珠小姐於2017年7月5日獲中國神華能源股份有限公司委任為獨立非執行董事及於2017年11月1日辭任為廣南(集團)有限公司獨立非執行董事。兩間公司之證券均於聯交所上市。
- 陳偉成先生於2017年10月獲北京樂成國際學校委任為財務及營運委員會主席。

Risk Management and Internal Controls

The Board is accountable for overseeing the Group's risk management and internal control systems and for reviewing its effectiveness on an ongoing basis, while the management and other personnel are responsible for implementing and maintaining a robust system of internal controls that covers governance, compliance, risk management, financial as well as operational controls. The system is designed to manage rather than eliminate the risk of failure to achieve business objectives and can only provide reasonable, and not absolute assurance of the following:

- compliance with applicable laws, regulations, contracts, policies and procedures
- appropriateness and effectiveness of risk management and internal control systems
- reliability and integrity of financial reporting
- effectiveness and efficiency of operations
- prevention and detection of fraud and irregularities

The Board has delegated to the Risk Management Committee the overall responsibility for leading the management in the establishment and maintenance of an appropriate and effective risk management and internal control systems.

風險管理及內部監控

董事會負責持續地監察集團的風險管理及內部監控制度，以及檢討其有效性，而管理層及其他職員則負責實施及維持穩健的內部監控制度，該制度涵蓋管治、合規、風險管理、財務及經營監控。該制度旨在管理而非消除未能實現業務目標的風險，而且只能就下列各項作出合理而非絕對的保證：

- 遵守適用的法律、法規、合約、政策及程序
- 風險管理及內部監控制度的合適性及成效
- 財務匯報的可靠性及真實性
- 營運的效益及效率
- 防止及查察欺詐及違規事項

董事會已委派風險管理委員會就風險管理及內部監控向管理層提供領導，並整體地負責建立和維持合適及有效的風險管理和內部監控系統。

Governance and Ethical Business Practice

The Group has established and enforced ethical business practice and demonstrated commitment to effective governance, setting the right tone at the top for internal controls. A whistleblowing system is in place which facilitates and encourages reporting in good faith of any suspected improprieties or wrongdoings without fear of reprisal. In addition, conflicts of interest policy and gifts and entertainment policy are in place to provide employees with proper guidelines as well as mechanism for declaration. In order to enable the Group to evaluate and manage fraud risks in a more systematic and proactive approach, fraud risk assessment is incorporated as an integral part of the Group's risk management structure to continuously manage and mitigate fraud risks. We believe that ethical business practice fosters employee morale, boosts brand reputation, encourages loyalty in customers and employees, and improves our bottom line.

Ethics standards and requirements are clearly stipulated in our Company employee handbook on ethics to inculcate and promote ethical and risk awareness culture throughout the Group and as part of the fraud mitigation program. Induction training sessions on key corporate policies, risk management and internal controls are provided to new employees. In the meantime, such culture are refreshed with existing employees from time to time by internal and external workshops as the Group requires them to observe high standards of business and personal ethics in the conduct of their duties and responsibilities.

管治及商業道德操守

集團已建立及貫徹執行其商業道德操守並致力於有效的企業管治，此乃高層就內部監控訂定的基調。集團已制訂一套舉報機制，促進及鼓勵員工誠實舉報任何涉嫌不當或不法行為，而不必害怕遭到報復。除了舉報政策外，我們亦制訂利益衝突政策和接受饋贈政策，向僱員提供適當指引以及申報機制。為使集團以更有系統及更主動的方式評估及管理欺詐風險，此等風險評估已包括在集團風險管理架構內，以確保欺詐風險得到持續的管理及有效的緩解。我們相信，合乎道德操守的商業行為能增強員工士氣、提高品牌聲譽、增加顧客與員工的忠誠度及提高我們的利潤。

為了在集團內灌輸及推廣道德和風險意識文化，本集團已將有關道德守則及要求清晰地列明於員工手冊中，作為欺詐緩解方案的一部份。另外，本集團在新員工入職培訓中已加入重點企業政策、風險管理和內部監控等課題。與此同時，本集團亦不時透過內部及外間所舉辦的工作坊以提醒現有員工在執行他們的業務及責任時須保持高度的商業及個人道德。

Risk Management Framework and Management of Key Risks

The Group's Enterprise Risk Management ("ERM") framework provides a systematic and disciplined approach to risk management process, which is embedded in the internal control systems as an integral part of corporate governance. The ERM framework helps sustain business success, creates value for stakeholders and supports the Board in discharging its corporate governance responsibilities by proactively identifying, addressing and managing key risks within the Group. The ERM framework is aligned with the Committee of the Sponsoring Organizations of the Treadway Commission ("COSO") Internal Control Integrated Framework in which line management as risk owners takes direct risk management responsibilities and reports to the Risk Management Committee ("RMC").

Our Company's FY 2016/17 Annual Report disclosed that online threats and opportunities, product competitiveness, changes in government regulations and policies and politics, talent acquisition, staff retention and training, Mainland China business prospect, ethical business practice and third-party risks are the key risks that the Group is facing and managing. On top of these risks, we have noted more intense regulatory oversight and requirement, as well as rising customer awareness and expectation on product safety, quality and environmental protection which demand our regulatory and compliance monitoring mechanism to be more comprehensive and responsive. In order to identify the risks and minimise the possibility of compliance assurance being compromised, the Group has engaged key internal and external stakeholders to derive a list of issues and has been enhancing the monitoring system by cooperating and working closely with green groups, and gradually introducing more automated tools and systems to supplement the current manual processes in this area.

Details of the ERM System and process were set out in the Enterprise Risk Management Report on pages 142 to 148 of the Company's FY 2016/17 Annual Report.

風險管理框架及主要風險管理

集團的企業風險管理框架為風險管理提供系統化及規範化的程序，而有關程序已納入內部監控制度，是企業管治中不可或缺的重要一環。透過企業風險管理框架前瞻性地識別、應對及管理集團內主要風險來保持業務成功，為持份者創造價值及支援董事會履行其企業管治責任。企業風險管理框架符合Committee of the Sponsoring Organizations of the Treadway Commission(COSO)的內部監控綜合框架(Internal Control Integrated Framework)，在企業風險管理框架下，部門管理人員作為風險負責人須直接承擔風險管理責任並向風險管理委員會匯報。

本集團在2016/17年度年報中，披露了關於集團所面對和正在處理的主要風險，包括網上的挑戰及機遇、產品競爭力、政府監管規定、政策及政治的改變、挽留員工及培訓、中國內地業務前景，商業道德操守和第三方風險。除以上風險外，我們注意到在產品安全，質量及環境保護方面，監管機構正不斷收緊要求，而且消費者的關注與期望亦在不斷提升。因此，本集團的法規及合規性監控機制也必須能夠更全面及迅速地對此等轉變作出回應。本集團已透過諮詢內部及外部主要持份者的意見而總結出一份議題清單，並與多個相關環保組織緊密合作及逐步將監控系統電子化以取代現時人手操作之流程，以識別及減低法規及合規性方面的風險。

有關企業風險管理制度及程序的詳情載於本集團2016/17年度年報的第142頁至第148頁的企業風險管理報告內。

Quality Management System

The Group has been refining and formalising retail and e-commerce operational policies, procedures and working instructions which are benchmarked against the International Organization for Standardization ("ISO") based Quality Management System ("QMS"), currently the ISO 9001:2008, to standardise workflows and documentation. This QMS captures organisational knowledge and enhances operational effectiveness, efficiency and control processes in achieving business goals. QMS also enables scalability in accommodating business growth, mitigating operational risks and drives continual improvement.

The below table summarizes the departments which are ISO 9001:2008 certified as at 30 September 2017:

優質管理制度

本集團根據國際標準化組織(「ISO」)的優質管理體系(「QMS」)標準，即ISO 9001:2008，修訂並完善有關零售和電子商貿營運的政策、程序及工作指引，使工作流程及文件處理按標準運作。作為集團其中一個重要的知識庫，此優質管理體系能提升經營成效、效率及監控程序以達致業務目標，並在實現業務增長、減低營運風險及推動持續改善的同時發揮規模擴展能力。

截至2017年9月30日止，取得ISO 9001:2008證書的部門列於下表：

Company 公司	Department 部門	Audit nature 審核性質	Audit scope 審核範疇	Original certification date 初始認證日期	Pass audit date 審核通過日期
Sa Sa dot Com Limited	Whole unit 整體	Surveillance audit 監督審核	Provision of E-commerce Services For Cosmetic Products 提供化粧品電子商貿服務	Jun 2013 2013年6月	May 2017 2017年5月
Sa Sa Cosmetic Company Limited 莎莎化粧品有限公司	Logistics 儲運部	Renewal audit 續証審核	Provision of Logistic Services Including Warehousing, Packaging and Local Distribution Of Cosmetic Products and Its Accessory Materials 提供物流服務，包括倉存、包裝及本地配送之化粧品產品及其配件物料	Dec 2014 2014年12月	February 2017 2017年2月
Sa Sa Cosmetic Company Limited 莎莎化粧品有限公司	Category Management & Product Development, Marketing 品牌管理及產品發展部，市務部	Surveillance audit 監督審核	Category Management, Products Purchasing and Promotion For Cosmetic, Health, Personal Care Products And Its Accessories 美容、健康、個人護理產品及其配件的品牌管理、採購及推廣活動	Jan 2016 2016年1月	November 2016 2016年11月

Quality Management System (continued)

The Group is fully committed to quality management and will continue taking steps to attain ISO certification for other major business units and creating, revising and enhancing policies and procedures for offices in non-Hong Kong markets by applying ISO standard. In the meantime, The Logistics Department of Sa Sa Cosmetic Company is in the process of upgrading the ISO9001 certificate to its latest ISO 9001:2015 version and we expect to obtain the accreditation in February 2018.

Internal Audit Function

The IAMS Department is an independent and objective function that reports directly to the Audit Committee on a quarterly basis and the Director of IAMS Department has direct access to the Chairman of the Audit Committee.

The IAMS Department has unfettered access to reviewing all aspects of the Group's activities, risk management, control and corporate governance processes and assists the Board to independently assess the effectiveness of the internal control systems and risk management process and to seek continuous improvement. The Internal Audit Charter, approved by the Audit Committee and adopted by the Board, is available on the Company's website.

To accommodate and better support the continuous business growth, the IAMS Department continuously enhances its competency by developing expert teams within the department and by encouraging the team leaders to attend relevant workshops or seminars in order to keep abreast of the latest developments. Regular internal trainings are held to promote knowledge sharing within the IAMS Department.

優質管理制度(續)

集團致力推行優質管理，將逐步為其他主要業務單位取得ISO證書，並同時採納ISO準則為香港以外地區的業務單位制定、修訂及改善相關政策與程序。與此同時，莎莎化粧品有限公司-儲運部正為考取ISO 9001證書最新版本ISO 9001:2015進行預備工作，我們預期於2018年2月取得相關認證。

內部審核職能

內審部是一個客觀及職能獨立的部門，每季直接向審核委員會匯報，而內審部總監亦可直接與審核委員會主席接觸。

內審部可不受約束地審閱集團的活動、風險管理、監控及企業管治過程等各方面的資料，協助董事會獨立評核內部監控制度及風險管理程序的成效，以致力推動持續的改善。內部審核章程獲審核委員會批准及由董事會採納，並登載於公司網站以供查閱。

為配合並更有效地支持業務的持續增長，內審部不斷提升其能力。為此內審部特別建立若干專業小組，並鼓勵各組長參加相關範疇的外部工作坊或研討會以緊貼行業的最新發展。內審部定期舉行內部培訓，促進部門人員的知識分享。

Internal Audit Activities

The IAMS Department adopts a risk-management based approach in developing the annual and revised quarterly audit plans that align to the enterprise risk management framework. Audit activities are identified, prioritised and scoped based on risk assessment, which is a dynamic and continuous practice, to cover business activities with material risks across the Group. The Audit Committee reviews and approves the annual audit plan and all major subsequent changes made in the regular meetings. Significant financial, operational, compliance and fraud risk areas are further assessed during individual audit engagement to evaluate control effectiveness and mitigation measures taken by management.

All findings and recommendations on internal control deficiencies for each audit engagement are communicated to management who are required to establish remedial plans to correct those internal control deficiencies within a reasonable time period. Post-audit reviews are performed quarterly to monitor those agreed action plans and to ensure that corrective measures of previously identified internal control deficiencies have been implemented as intended and on a timely basis. Significant deficiencies of individual engagement are reported to and reviewed by the Audit Committee.

To further strengthen the overall control environment, the IAMS Department performs continuous auditing on selected key operational processes to evaluate and ensure the adequacy and effectiveness of management's monitoring on those areas. This process also enhances audit efficiency and effectiveness for continuous monitoring of internal control deficiencies and fraud risks.

Review of Risk Management and Internal Control Effectiveness

Through the Audit Committee, the Board has conducted reviews of the effectiveness of the Group's risk management and internal control systems for the six months ended 30 September 2017, covering all material financial, operational and compliance controls, and it has considered the Group's risk management and internal control systems to be effective and adequate. There were no suspected material irregularities found or significant areas of concern identified during the period that might affect Shareholders.

內部審核活動

內審部採納風險管理為基礎方法，配合企業風險管理框架，以制定年度及修訂季度審核計劃。內審部對集團中有重大風險的業務活動，進行動態及持續的風險評估，繼而識別、排序及區劃個別審核項目。審核委員會審閱及批准年度審核計劃，並在定期會議內審批其後作出的一切重大變動。在每個審核項目中會進一步評估財務、營運、合規及欺詐風險等重點範疇，從而評核監控成效及管理層所採取的緩解措施。

各審核項目所得出有關內部監控不足的調查發現及建議，均與管理層詳細討論，並由管理層制訂改善計劃，務求於合理時間內改善內部監控的不足。內審部每季會進行審核後的檢視工作，以監督協定的行動計劃，確保已就早前識別的內部監控不足，按計劃適時展開改善措施。每個審核項目的重大不足會向審核委員會匯報及由其審閱。

為了進一步鞏固整體內部監控環境，內審部挑選主要的營運程序進行持續審核，以評估及確保管理層於這些範疇的監控職能之充分性及有效性。此舉亦提高審核的效率和成效，確保內部監控失效和欺詐風險能受到持續監控。

審閱風險管理及內部監控的成效

截至2017年9月30日止的六個月，董事會已透過審核委員會就集團風險管理及內部監控制度的成效作檢討，其涵蓋所有重大財務、經營及合規監控，並認為集團的風險管理及內部監控制度有效及完善。於本期內，並無發現可能對股東造成影響的涉嫌重大違規情況或重大關注事項。

INVESTOR RELATIONS

投資者關係

The Group is committed to fostering productive and long-term relationships with shareholders, individuals and institutions, (collectively named as “Shareholders”), and the investment community at large, through effective two-way communication channels.

Sa Sa’s communication strategy is to ensure that information about and from Sa Sa is delivered on a timely and transparent basis. We strive to be responsive to the enquiries of the investment community by being easily accessible and responding in a timely manner. We endeavour to ensure that all information published is factual and presented in a clear and balanced manner, disclosing both positive and negative information objectively, so that the investment community can make informed investment decisions.

Through multiple platforms, we communicate with the investment community to allow them to understand our business and strategies, to brief them on the latest company updates available to the public and to share our views on the outlook. As part of our investor relations function, we recognise that communication has to be conducted in both directions and so to this end, we also collect feedback from investors and analysts for the attention of executive management and the Board of Directors. This also helps to formulate our investor relations plan and improve our investor relations practices on an on-going basis.

The investor relations function is highly supported by our Executive Directors, Vice President of Corporate Communications and Investor Relations and designated representatives. They interact regularly with the market in a variety of ways in order to facilitate a two-way communication between the Company, Shareholders and the investment community. Discussion topics cover historical financial information, operational data, our corporate strategies, industry update and the outlook of the Company as long as they are not considered as material non-public information.

集團致力透過有效雙向溝通渠道，與個人及機構股東（統稱「股東」）及整體投資界建立良好而長遠的關係。

莎莎的溝通策略是要確保有關及來自莎莎的資料可及時、透明及非獨家地發佈。集團致力為股東及投資界提供便捷的溝通途徑。集團會盡力確保所公佈的全部資料均為真實無誤並清晰平衡地呈列，客觀披露正面及負面資料，使投資界可於知情的情況下作出投資決定。

集團透過多個平台與投資界溝通，讓他們瞭解集團的業務和策略，向他們闡述公司向公眾披露的最新資料，及分享集團對未來發展的看法。集團認為，作為投資者關係職能的一部份，溝通必須雙向進行。為達此目的，集團亦收集投資者及分析員的反饋意見，並將該等意見反映給管理層及董事會。此舉有助制訂集團的投資者關係計劃，及有助持續改善集團的投資者關係實務常規。

執行董事、企業傳訊及投資者關係副總裁以及指定代表全面配合投資者關係活動。彼等定期通過多種途徑與市場互動，促進公司與股東及投資界之間的雙向溝通。討論議題涵蓋公司過往財務資料、營運數據、公司策略、行業發展及公司前景，只要這些資料並非重大的非公開資料。

We made frequent contact with over 550 analysts, fund managers and investors during the first half of the fiscal year through various platforms including annual general meetings, results briefings, investor meetings, investor conferences, roadshows (both domestic and international), company visits, teleconference and emails. Proactive discussions were conducted to facilitate two-way communications and enable investors to have a better understanding of the Group's strategies and businesses.

During the first half of the fiscal year, the Group also sought opportunities to communicate strategies to investors and the public through proactive participation in 3 major conferences and 9 non-deal roadshows (same period of last year: 6 conferences and 3 non-deal roadshows) across 9 cities in Asia and US (same period of last year: 3 cities) as follows:

通過股東週年大會、業績發佈會、投資者會議、投資者研討會、路演(包括本地及海外)、公司會面、電話會議及電郵諮詢等各種平台，我們於本財政年度上半年內已與逾550位分析員、基金經理及投資者作頻密交流。集團亦透過積極討論促進雙向溝通，使投資者對集團的策略及業務有更深入理解。

於本財政年度上半年，集團亦積極參與於亞洲和美國等9個城市(去年同期：3個城市)舉行的3個主要投資者研討會及9個非交易路演(去年同期：6個主要投資者研討會及3個非交易路演)，藉此機會向投資者及公眾講解公司策略，有關詳情如下：

FY 2017/18 2017/18財政年度	Event 活動	Organiser 主辦機構	Location 地點	
Q1 第一季	Consumer and Gaming Conference 消費及博彩論壇	Daiwa 大和	Hong Kong 香港	
	Post-results non-deal roadshow 業績後非交易路演	DBS Vickers 星展唯高達	Singapore 新加坡	
	Post-results non-deal roadshow 業績後非交易路演	CLSA 里昂	London 倫敦	
	Hong Kong and China Corporate Day 2017 香港及中國企業推介日	Citi 花旗	Hong Kong 香港	
	Post-results non-deal roadshow 業績後非交易路演	Maybank 馬來西亞銀行	Malaysia 馬來西亞	
	Post-results non-deal roadshow 業績後非交易路演	Deutsche Bank 德意志銀行	Hong Kong 香港	
	Post-results non-deal roadshow 業績後非交易路演	Fubon 富邦	Taiwan 台灣	
	Q2 第二季	Post-results non-deal roadshow 業績後非交易路演	DBS Vickers 星展唯高達	New York 紐約
		China Conference 中國企業論壇	Goldman Sachs 高盛	Shenzhen 深圳
Post-results non-deal roadshow 業績後非交易路演		CIBC 加拿大帝國商業銀行	Toronto 多倫多	
Post-results non-deal roadshow 業績後非交易路演		DBS Vickers 星展唯高達	San Francisco 三藩市	

Awards and Recognition

Sa Sa always persists in upholding investor relations and corporate governance standard. Our commitment to best-practice governance standards and transparent reporting has been granted recognitions by the following regional and international accolades:

- Hang Seng Corporate Sustainability Benchmark Index constituent member 2017/18
- Hong Kong Investor Relations Association – 3rd Investor Relations Awards 2017
 - Best IR Company
 - Best IR by Chairman/CEO – Dr Simon Kwok, Chairman and Chief Executive Officer
 - Best IR by CFO – Dr Guy Look, Chief Financial Officer and Executive Director
 - Best IR Presentation Collaterals
- Hong Kong Management Association – Best Annual Reports Awards 2017 (The Group's 2016/17 Annual Report)
 - Honourable Mention
- MerComm, Inc. – International ARC Awards 2017 (The Group's 2015/16 Annual Report)
 - Silver Award in Cover Photo/Design Category – Beauty Products
 - Bronze Award in Traditional Annual Report Category – Beauty Products
 - Honours Award in Traditional Annual Report Category – Other/Misc. Corporation
- MerComm, Inc. – International Galaxy Awards 2017 (The Group's 2016/17 Annual Report)
 - Honours Award in the category of Design – Bound Publications: Annual Reports – Traditional: Hong Kong

獎項及榮譽

莎莎一直堅持維護高水平的投資者關係及企業管治。集團致力履行最佳企業管治標準及具透明度申報的承諾，獲得以下地區性及國際榮譽的肯定：

- 2017/18年度恒生可持續發展企業基準指數成份股
- 2017年香港投資者關係協會第三屆「香港投資者關係大獎」
 - 最佳投資者關係公司
 - 最佳投資者關係主席/行政總裁(主席及行政總裁郭少明博士)
 - 最佳投資者關係財務總監(首席財務總監及執行董事陸楷博士)
 - 最佳投資者關係推介材料
- 2017年香港管理專業協會最佳年報比賽(集團2016/17年度年報)
 - 優異年報
- 2017年MerComm, Inc.《國際ARC大獎》(集團2015/16年度年報)
 - 美容產品組別：封面圖像/設計銀獎
 - 美容產品組別：傳統年報銅獎
 - 其他企業組別：傳統年報優異獎
- 2017年MerComm, Inc.《Galaxy大獎》(集團2016/17年度年報)
 - 香港區傳統年報：釘裝刊物設計優異獎

Listing and Stock Codes:

上市及股份代號

Ordinary Shares

普通股

The Stock Exchange of Hong Kong 香港聯合交易所有限公司	178
Bloomberg 彭博	178 HK Equity
Reuters 路透社	0.178.HK
ADR Level 1 Programme 美國預託證券Level 1 Programme	SAXJY

Stock Information:

股份資料：

Board lot (shares) 每手(股)	2,000
Nominal value per share (HK\$) 每股面值(港元)	HK\$0.1
Financial year end 財政年度年結	31 March 3月31日
Number of ordinary shares issued as at 30 September 2017 於2017年9月30日已發行普通股股數	2,994,441,370
Share price as at 30 September 2017 (HK\$) 於2017年9月30日股價(港元)	HK\$3.05
Market capitalisation as at 30 September 2017 (HK\$M Approximately) 於2017年9月30日市值(約百萬港元)	HK\$9,133
Public float as at 30 September 2017 (Approximately) 於2017年9月30日公眾持股量(約)	34.9%

GLOSSARY

詞彙

AGM(s)	Annual general meetings of the Company	股東週年大會	本公司之股東週年大會
Board	Board of directors of the Company	董事會	本公司之董事會
CEO	Chief Executive Officer of the Company	行政總裁	本公司之行政總裁
CFO	Chief Financial Officer of the Company	首席財務總監	本公司之首席財務總監
CG Code	Corporate Governance Code and Corporate Governance Report, Appendix 14 of the Listing Rules	管治守則	上市規則附錄十四之《企業管治守則》及《企業管治報告》
Code Provision(s)	Code Provisions in the CG Code	守則條文	管治守則中之守則條文
Company, Sasa, Sa Sa, Sa Sa Group, Group, we or us	Sa Sa International Holdings Limited, and, except where the context indicates otherwise, its subsidiaries	本公司、莎莎、莎莎集團、本集團、我們	莎莎國際控股有限公司及其附屬公司(除本文另有所指外)
Corporate Communication(s)	Any document issued or to be issued by the Company for the information or action of holders of any securities of the Company, including but not limited to annual and interim reports, notice of meeting, listing document, circular and proxy form	公司通訊	由本公司發出或將予發出以供本公司任何證券持有人參照或採取行動的任何文件，其中包括但不限於年報和中期報告、會議通告、上市文件、通函及代表委任表格
Director(s)	Director(s) of the Company, including all executive, non-executive and independent non-executive directors	董事	本公司之董事(包括所有執行、非執行及獨立非執行董事)
ERM	Enterprise Risk Management	企業風險管理	企業風險管理
HKExnews website	http://www.hkexnews.hk	聯交所披露易網站	http://www.hkexnews.hk
Hong Kong, HK or HKSAR	The Hong Kong Special Administrative Region of the People's Republic of China	香港	中華人民共和國香港特別行政區
Listing Rules	Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited	上市規則	《香港聯合交易所有限公司證券上市規則》
Macau	The Macau Special Administrative Region of the People's Republic of China	澳門	中華人民共和國澳門特別行政區
Mainland or Mainland China	The People's Republic of China excluding Hong Kong, Macau and Taiwan	大陸、中國內地	中華人民共和國(香港、澳門及台灣除外)
Model Code	Model Code for Securities Transactions by Directors of Listed Issuers, Appendix 10 of the Listing Rules	標準守則	上市規則附錄十之《上市公司董事進行證券交易的標準守則》
PRC	The People's Republic of China	中國	中華人民共和國
PwC, auditor, external auditor or independent auditor	PricewaterhouseCoopers	羅兵咸永道、核數師、外聘核數師或獨立核數師	羅兵咸永道會計師事務所
SFO	Securities and Futures Ordinance, Cap.571	證券條例	證券及期貨條例(第571章)
Share(s)	Share(s) of the Company	股份	本公司之股份
Shareholder(s)	Shareholder(s) of the Company	股東	本公司之股東
Stock Exchange	The Stock Exchange of Hong Kong Limited	聯交所	香港聯合交易所有限公司
The Company's website	http://corp.sasa.com	本公司網站	http://corp.sasa.com

This 2017/18 Interim Report is available in both printed and electronic forms. Shareholders who wish to change the choice of means of receipt or language of the Corporate Communications to be received from the Company in future, may request to do so by completing and returning the Change Request Form (which may be downloaded from the Company's website) by post or by hand to Tricor Abacus Limited ("Tricor"), the Company's branch share registrar and transfer office in Hong Kong. Tricor's address is at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong. The scanned copy of the completed Change Request Form may also be returned to Tricor by email at sasa-ecom@hk.tricorglobal.com.

The Interim Report and other Corporate Communications are now available on the Company's website at <http://corp.sasa.com> and the HKExnews website of the Stock Exchange at <http://www.hkexnews.hk>. If Shareholders have difficulty in receiving or gaining access to the same through the above means for any reason, the Company will promptly upon receiving the Change Request Form send the printed version of the requested document(s) to the Shareholders free of charge.

As an environment-conscious corporate citizen, the Company encourages Shareholders to access the Corporate Communications via the Company's or HKExnews website. The Company's website presents a user-friendly interface in English and Chinese, and all Corporate Communications are easily accessible in the "Investor Relations" section following their releases.

本2017/18年中期報告備有印刷本及電子版。假如股東欲更改日後收取公司通訊的方式或語言版本，可向本公司作出有關要求。股東可填妥變更申請表格(可於本公司網站下載)並郵寄或親身交回本公司之香港股份登記及過戶分處卓佳雅柏勤有限公司(「卓佳」)，卓佳之地址為香港皇后大道東183號合和中心22樓。亦可將已填妥的變更申請表格之掃描副本以電郵方式傳送至卓佳(sasa-ecom@hk.tricorglobal.com)。

本中期報告及其他公司通訊現已登載於本公司網站(<http://corp.sasa.com>)及聯交所披露易網站(<http://www.hkexnews.hk>)。若股東因任何原因以致在透過上述途徑收取或下載本中期報告上出現困難，本公司將於接到股東之變更申請表格後，盡快向股東免費發送本中期報告的印刷本。

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Shares of Sa Sa International Holdings Limited are traded on

The Stock Exchange of Hong Kong Limited (Stock Code: 178)

莎莎國際控股有限公司股份於

香港聯合交易所有限公司買賣（股份代號：178）