

# Guru Online (Holdings) Limited 超凡網絡(控股)有限公司

(Incorporated in the Cayman Islands with limited liability)

Stock Code: 8121



## ANNUAL REPORT 2017



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

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## CORPORATE INFORMATION

### BOARD OF DIRECTORS

#### Executive Directors

Mr. Yip Shek Lun  
*(Chairman and Chief Executive Officer)*  
Mr. Ng Chi Fung  
Ms. Wan Wai Ting

#### Non-executive Directors

Mr. Wang Zhong Lei  
Ms. Cheung Laam

#### Independent non-executive Directors

Mr. Tso Ping Cheong, Brian  
Mr. David Tsoi  
Mr. Hong Ming Sang  
Mr. Lam Tung Leung

### AUTHORISED REPRESENTATIVES

Mr. Yip Shek Lun  
Mr. Tsui Siu Hung, Raymond *(FCCA, FCPA)*

### COMPLIANCE OFFICER

Mr. Ng Chi Fung

### COMPANY SECRETARY

Mr. Tsui Siu Hung, Raymond *(FCCA, FCPA)*

### AUDIT COMMITTEE

Mr. Tso Ping Cheong, Brian *(Chairman)*  
Mr. David Tsoi  
Mr. Hong Ming Sang

### REMUNERATION COMMITTEE

Mr. Hong Ming Sang *(Chairman)*  
Mr. Yip Shek Lun  
Mr. Lam Tung Leung

### NOMINATION COMMITTEE

Mr. Lam Tung Leung *(Chairman)*  
Mr. Yip Shek Lun  
Mr. Tso Ping Cheong, Brian

### REGISTERED OFFICE

Clifton House  
75 Fort Street, PO Box 1350  
Grand Cayman KY1-1108  
Cayman Islands

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

4/F., KOHO  
73-75 Hung To Road  
Kwun Tong  
Hong Kong

### PRINCIPAL BANKER

Hang Seng Bank Limited  
83 Des Voeux Road Central  
Hong Kong

### PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE IN THE CAYMAN ISLANDS

Estera Trust (Cayman) Limited  
Clifton House, 75 Fort Street, PO Box 1350  
Grand Cayman KY1-1108  
Cayman Islands

### HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Investor Services Limited  
Level 22, Hopewell Centre  
183 Queen's Road East  
Hong Kong

## CORPORATE INFORMATION

### LEGAL ADVISERS TO THE COMPANY

#### As to Hong Kong law:

ONC Lawyers  
*Solicitors, Hong Kong*  
19th Floor  
Three Exchange Square  
8 Connaught Place  
Central  
Hong Kong

#### As to PRC law:

Beijing Pacific ZhongZheng Law Firm  
*PRC attorneys-at-law*  
West 6-5D, Century Jin Yuan Hotel  
69 Board Well Road,  
Haidian District, Beijing  
PRC

#### As to Cayman Islands law:

Appleby  
*Cayman Islands attorneys-at-law*  
2206-19 Jardine House  
1 Connaught Place  
Central  
Hong Kong

### AUDITOR

SHINEWING (HK) CPA Limited  
*Certified Public Accountants*  
43rd Floor, Lee Garden One  
33 Hysan Avenue, Causeway Bay  
Hong Kong

### COMPLIANCE ADVISER

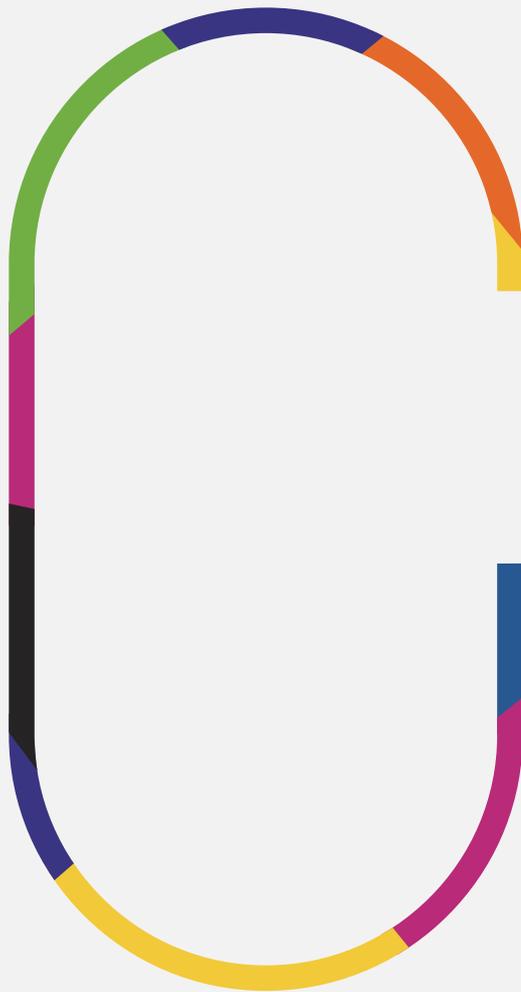
CLC International Limited  
*A corporation licensed under the Securities and Futures Ordinance and permitted to carry on Type 1 (dealing in securities) and Type 6 (advising on corporate finance) of the regulated activities (as defined in the Securities and Futures Ordinance)*  
13/F, Nan Fung Tower  
88 Connaught Road Central  
Central  
Hong Kong

### STOCK CODE

8121

### COMPANY'S WEBSITE ADDRESS

[www.guruonline.hk](http://www.guruonline.hk)



HAIRMAN'S  
STATEMENT

## CHAIRMAN'S STATEMENT

Dear Shareholders,

On behalf of the board (the "**Board**") of directors (the "**Directors**" and each a "**Director**") of Guru Online (Holdings) Limited (the "**Company**"), I am pleased to present the annual report of the Company and its subsidiaries (collectively, the "**Group**") for the year ended 31 March 2017 (the "**Year**").

The global marketing landscape continued to evolve during the Year under review. Companies have been paying more attention to promotion with the use of different platforms on the Internet to reach their target audiences. The spending mode of advertisers was also changing rather notably. We saw more and more customers giving a bigger slice of their advertising or marketing budget to Internet-related marketing projects, promoting their brands or products with more powerful solutions.

During the Year, the Group's social media management services business performed outstandingly. We are pleased to see our customers coming to appreciate the effect of social media. Relevant data showed that promotions on social media platforms not only allow direct and more in-depth interaction between a brand and its target audience but also enable the brand to analyse spending patterns and habits of its audience. The information collected will enable customers to optimise their marketing projects for better promotional impacts in the future. The other advantage of the social media is its high cost effectiveness, for one single platform is all it takes to reach multiple countries, which means globalising a brand can be done very cost effectively.

Moreover, consumers are more apt than before to find products they want via both online and offline channels. In step with this market trend, we have come up with more unique marketing solutions, for instance, we have introduced a self-service promotion machine with interactive features, including facial expression recognition that can encourage target audiences to spend more time interacting with it or go online to take part in related activities. In addition, we have online activities of different forms such as coupon promotion to attract target audiences to spend in brick-and-mortar stores. Initiatives on the two platforms work in complement to increase brand exposure and ultimately allow customers to achieve the goal of boosting sales.

During the Year, the Group received several awards which are well-respected in the industry, including the Marketing Magazine's Marketing Events Award 2016 and the ROI Festival 2016. This is a reflection of industry recognition for our extraordinary marketing service networks. Our team will continue to work hard to provide customers with digital marketing solutions that are more innovative and can better meet market needs so as to create an "all-win" solution for all parties concerned.



## CHAIRMAN'S STATEMENT

Looking ahead, we will continue to keep abreast of market trends and to customise integrated digital marketing solutions that can best suit the needs of customers. In mid-June this Year, we expanded and moved into our new office in Kowloon East. Having recognised customers' increasing need for video support, we added an independent social video workshop to meet this market demand. Related services are very well received by customers and have markedly enhanced our ability to provide customers with diverse marketing solutions.

Last but not the least, on behalf of the Board and the management of the Group, I wish to express my heartfelt appreciation to all our staff for their hard work and also to our shareholders for their unreserved support in the past years. Herein, I thank all of our shareholders, investors, customers, suppliers and business partners for their constant endorsement and backing.

**Yip Shek Lun**

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

22 June 2017



ANAGEMENT  
DISCUSSION  
AND ANALYSIS

# MANAGEMENT DISCUSSION AND ANALYSIS

## INTRODUCTION

The Group is principally engaged in the provision of integrated digital marketing services in Hong Kong. The Group mainly utilises digital media such as websites, apps, mobile sites and social media platforms to plan and implement marketing strategies and launch marketing campaigns for its customers. The goal of the Group is to become a sizable and influential Internet enterprise and to revamp traditional industries and enable clients to promote business in different areas of the world through the power of the Internet.

## BUSINESS REVIEW

The Group offers a range of integrated digital marketing services including mainly (i) social media management services; (ii) digital advertisement placement services, and (iii) creative and technology services.

The Group's integrated digital marketing business has been growing steadily, alongside the power of digital marketing with customers spending more on marketing via digital platforms to promote their brands, products and services. Instead of providing one type of digital marketing service to advertisers, armed with experience, industry knowledge and market understanding, we analyse the background, characteristics, products, services and target audiences of advertisers and tailor our integrated digital marketing services to address their specific needs.

During the Year, the Group's social media management services afforded outstanding performance, reflecting the willingness of customers to invest more resources in social platform-related projects. Heeding the fact that our customers' target audiences are inseparable with social media platforms, we introduced innovative functions during the Year. These functions allow customers or brands to directly interact and communicate with their target audience groups and also handle enquiries via messengers in mobile handsets on the world's most popular social media platforms. The smart apps help strengthening connection between these customers or brands with their target groups.

The Group's customers have come to appreciate the power of far-and-wide social media platforms. We had many successes in helping customers during the Year, including a Chinese smartphone brand using our social media management platform, which witness its online fans growing from 10,000 to over 4.3 million spreading over several dozen countries around the world. To achieve that kind of penetration in the past would be costly. Now, it takes only one social media platform for a brand to establish presence in many countries, which means globalising a brand could be done with high cost effectiveness. We expect to launch more distinctive functions to the market in the future. The Group will keep in pace with state-of-the-art technologies and provide highly effective marketing solutions to customers.

In addition, the Group partnered with several large international travel platforms during the Year to develop the Internet tourism market. Although the business is at an early development stage, market response has been positive so far. The Group hopes to develop this line of business into a new growth driver and see it bringing in more notable contributions in the future.

Moreover, the Group has continued to expand its presence in the PRC market. It has established a subsidiary in Nanjing to serve the needs of customers there and in nearby regions, as well as to help speeding up overall development of its business in the PRC market.

## MANAGEMENT DISCUSSION AND ANALYSIS

### FINANCIAL REVIEW

#### Revenue

The Group's revenue was generated from the integrated digital marketing business and the engagement in an Internet marketing platform for the travel industry. The integrated digital marketing business was divided into: (i) social media management services; (ii) digital advertisement placement services; and (iii) creative and technology services.

During the Year, revenue generated from the provision of social media management services amounted to approximately HK\$90.53 million (2016: approximately HK\$70.66 million), accounting for around 51.50% of our total revenue (2016: around 44.03%). The sharp increase in the revenue generated from the provision of social media management service was contributed by the enhancement of capacity of services rendered and the successful engagement of new clients. It is expected to remain as a major source of our revenue in the future.

Revenue generated from the digital advertisement placement services for the Year amounted to approximately HK\$46.01 million (2016: approximately HK\$54.47 million), representing around 26.18% of our total revenue (2016: around 33.93%).

During the Year, revenue generated from creative and technology services amounted to approximately HK\$39.23 million (2016: approximately HK\$35.38 million), accounting for around 22.32% of our total revenue (2016: around 22.04%).

Revenue generated from the engagement in an Internet marketing platform for the Year amounted to approximately HK\$6,000 (2016: Nil).

Total revenue of the Group grew by around 9.51% from approximately HK\$160.51 million for the year ended 31 March 2016 to approximately HK\$175.77 million for the Year, which was mainly attributable to the enhancement of capacity of services rendered and the engagement of new clients.

#### Other Income, gains or losses

Other income of the Group increased by around 159.02% from approximately HK\$0.61 million for the year ended 31 March 2016 to approximately HK\$1.58 million for the Year, which was mainly attributable to the bank interest income from fixed deposit, bond interest income, sundry income and gain on disposal of assets classified as held for sale.

## MANAGEMENT DISCUSSION AND ANALYSIS

### SELLING EXPENSES

#### Staff Costs

Our staff costs mainly comprise the salaries and performance bonus payable to the Directors, service teams, executives and staff of the Group, as well as payments to the Mandatory Provident Fund Scheme.

For the two years ended 31 March 2016 and 2017, our staff costs under selling expenses amounted to approximately HK\$7.36 million and HK\$7.57 million, representing around 4.59% and 4.31% of our revenue, respectively.

#### Sales Commission

For the two years ended 31 March 2016 and 2017, our sales commission amounted to approximately HK\$5.51 million and HK\$7.03 million, representing around 3.43% and 4.00% of our revenue, respectively.

#### Marketing-related Expenses

For the two years ended 31 March 2016 and 2017, our marketing-related expenses amounted to approximately HK\$1.32 million and HK\$1.27 million, representing around 0.82% and 0.72% of our revenue, respectively.

### ADMINISTRATIVE EXPENSES

The Group's administrative expenses slightly decreased by around 2.82% from approximately HK\$59.15 million for the year ended 31 March 2016 to approximately HK\$57.48 million for the Year. The administrative expenses were mainly rental expenses, utility expenses, building management fees, recruitment-related expenses and professional fees. Due to the absence of one-off listing expenses during the Year, the Group managed to reduce its administrative expenses which is partially offset by (i) an increase in staff costs; and (ii) the write-off of leasehold improvement and the recover and relocation fee in respect of office relocation.

### FINANCE COSTS

The Group did not incur any finance cost for the Year as the Group did not have any loans, borrowings or balances due to related companies or financial institutions (2016: \$1,000).

## MANAGEMENT DISCUSSION AND ANALYSIS

### INCOME TAX EXPENSE

Our income tax expense decreased by around 76.70% from approximately HK\$1.03 million for the year ended 31 March 2016 to approximately HK\$0.24 million for the Year, which was mainly attributable to the decrease in taxable income for the year ended 31 March 2017.

### LOSS FOR THE YEAR ATTRIBUTABLE TO OWNERS OF THE COMPANY

For the Year, loss attributable to owners of the Company was approximately HK\$16.02 million, as compared to approximately HK\$19.50 million of loss attributable to owners of the Company for the year ended 31 March 2016. The decrease in loss attributable to owners of the Company for around 17.85% was mainly due to the absence of one-off listing expenses, which is partially offset by (i) an increase in staff costs; and (ii) the write-off of leasehold improvement and the recover and relocation fee in respect of office relocation during the year ended 31 March 2017. The Company targets to continue implementing the expenses control policy and to show further reduction in loss.

### LIQUIDITY AND CAPITAL RESOURCES

As at 31 March 2017, the Group's current ratio was 4.98, compared to 9.11 as at 31 March 2016. The significant decrease in current ratio was due to the long-term held-to-maturity investments acquired by the Group and increase in payables during the Year. As at 31 March 2017, the Group's bank balances and cash totalled approximately HK\$66.51 million (2016: approximately HK\$94.69 million).

The total interest-bearing loans and borrowings (interest-bearing bank borrowings and bank overdrafts) of the Group as at 31 March 2017 were nil (2016: nil).

During the Year, the Group did not experience any withdrawal of facilities, default in payment of trade and other payables, bank borrowing or breach of financial covenants. As at 31 March 2017, there was no amount due to related parties (2016: Nil). The Group does not have a foreign currency hedging policy. However, we monitor our exposure to foreign currency risk on an ongoing basis and would consider hedging against significant foreign currency exposure should it be necessary. The Group's financial position remained solid and we have sufficient bank balances and cash denominated in RMB to meet our foreign exchange liabilities as they become due.

### CAPITAL STRUCTURE

On 29 May 2015, the shares of the Company (the "Shares") were successfully listed on GEM of the Stock Exchange (the "Listing"). Since then, the Group's capital structure has not changed. Our equity consists only of ordinary shares. On the date of this report, the Company's issued share capital amounted to HK\$16,672,000 and the number of issued ordinary shares is 1,667,200,000 with a par value of HK\$0.01. Our contract commitments mainly involve leases of office properties. As at 31 March 2017, the value of the Group's operating leases was approximately HK\$1.95 million (2016: approximately HK\$7.72 million).

## MANAGEMENT DISCUSSION AND ANALYSIS

### **FUTURE PLANS FOR MATERIAL INVESTMENTS OR CAPITAL ASSETS**

The details of capital commitments are set out in note 30 to the consolidated financial statements. Save for the business plan disclosed in the prospectus of the Company dated 22 May 2015 (the “**Prospectus**”) or otherwise disclosed in this report, the Group did not have any future plans for material investments or capital assets as at 31 March 2017.

### **SIGNIFICANT INVESTMENT HELD**

During the Year, the Group had held-to-maturity investments in the aggregate initial investment cost of approximately HK\$38.24 million, which consist of eight corporate bonds purchased by AdBeyond (Group) Limited, a wholly-owned subsidiary of the Company, on a number of occasions during the period between April 2016 and June 2016 via an investment bank and five of them have been matured up to 31 March 2017. As at 31 March 2017, the Group had held-to-maturity investments in the amounts of approximately HK\$5.08 million as non-current assets and approximately HK\$15.24 million as current assets. The Group intends to hold the held-to-maturity investments until their maturity. The details of held-to-maturity investments are set out in note 20 to the consolidated financial statements.

During the Year, the Group had held for trading investments in the aggregate initial investment cost of approximately HK\$1.94 million, which consist of nine equity securities listed in Hong Kong purchased by AdBeyond (Group) Limited. As at 31 March 2017, the fair value of the held for trading investments was approximately HK\$1.91 million. The details of held for trading investments are set out in note 25 to the consolidated financial statements.

Save as disclosed above and the investment in subsidiaries and associates by the Company, the Group did not hold any significant investments during the years ended 31 March 2017 and 2016, respectively.

### **CONTINGENT LIABILITIES**

The Group had no material contingent liabilities as at 31 March 2017 (2016: Nil).

### **CHARGE OF ASSETS**

As at 31 March 2017, the Group has pledged a bank deposit with a carrying value of approximately HK\$50,000 (2016: approximately HK\$50,000) to secure the banking facilities granted to the Group. Save as disclosed above, the Group did not have any charges on its assets as at 31 March 2017.

### **FOREIGN EXCHANGE EXPOSURE**

As at 31 March 2017, the Group had a portion of its bank deposits denominated in RMB. The Group does not have a foreign currency hedging policy but the management monitors the Group’s exposure to foreign currency risk and would consider taking appropriate actions when necessary. The above-mentioned bank deposits denominated in RMB amounted to approximately HK\$0.70 million as at 31 March 2017 (2016: approximately HK\$2.22 million).

### **GEARING RATIO**

As at 31 March 2017, the Group did not have any interest-bearing debt and hence gearing ratio was not applicable. (2016: Nil)

### **DIVIDEND**

The Board has resolved not to recommend a final dividend for the financial year ended 31 March 2017 (2016: Nil).

## MANAGEMENT DISCUSSION AND ANALYSIS

### TREASURY POLICIES

The Group has adopted a conservative approach towards its treasury policies. The credit risk facing the Group is primarily attributable to trade receivables, rental deposits, amounts due from associates, pledged bank deposits, bank balances and held-to-maturity investments. In order to minimise the credit risk, the management of the Group regularly reviews the recoverable amount of each individual trade debt at the end of each reporting period to ensure that adequate impairment losses are made for irrecoverable amounts. Through these actions, the Directors considered that the Group's credit risk on trade debts has been significantly reduced. Our concentration of credit risk by geographical locations is mainly in Hong Kong, which accounted for approximately 69% and 78% of the total trade receivables as at 31 March 2017 and 2016, respectively.

Amounts due from associates of the Company are continuously monitored by assessing the creditworthiness of the counterparties, taking into account their financial position, payment history and other factors. Where necessary, an impairment loss is made for estimated irrecoverable amounts. The credit risk on bank balances and held-to-maturity investments is limited because the counterparties were banks and large corporations, respectively, with high credit ratings assigned by international credit-ratings agencies. Save and except for the pledged bank deposit mentioned above, none of the Group's financial assets were secured by collateral or other credit enhancements.

### FINANCIAL KEY PERFORMANCE INDICATORS

For the year ended 31 March 2017, the Group's total revenue increased by approximately 9.51% to approximately HK\$175.77 million (2016: approximately HK\$160.51 million). Loss attributable to owners of the Company was approximately HK\$16.02 million (2016: HK\$19.50 million). Loss per share attributable to owners of the Company for the Year was HK0.96 cents (2016: HK1.17 cents).

The Company recorded an improvement on the loss for the Year compared to the year ended 31 March 2016. During the Year, the Group managed to reduce its administrative expenses. The Group's administrative expenses slightly decreased due to the absence of the one-off listing expenses during the Year, which is partially offset by (i) an increase in staff costs; and (ii) the write-off of leasehold improvement and the recover and relocation fee in respect of office relocation. The Company targets to continue implementing the expenses control policy and to show further reduction in loss.

As at 31 March 2017, the current ratio was approximately 4.98 (2016: approximately 9.11). The Group did not have any interest-bearing debt and hence gearing ratio was not applicable as at 31 March 2017 (2016: Nil). The Group's financial position remained solid.

### EMPLOYEES AND REMUNERATION POLICIES

As at 31 March 2017, the Group employed 268 full-time employees (2016: 258). For the year ended 31 March 2017, staff costs of the Group (including Directors' emoluments) were approximately HK\$85.11 million (2016: approximately HK\$70.09 million). Remuneration is determined with reference to market terms as well as the performance, qualification and experience of the employees, aiming at attracting and retaining eligible employees to contribute to the Group. Apart from basic remuneration, share options may be granted under the share option scheme of the Company to eligible employees by reference to the Group's performance as well as the individual's contribution.

## MANAGEMENT DISCUSSION AND ANALYSIS

### COMPARISON OF BUSINESS OBJECTIVES WITH ACTUAL BUSINESS PROGRESS

An analysis comparing the business objectives as set out in the Prospectus with the Group's actual business progress for the year ended 31 March 2017 is set out below:

Business objectives as stated in the Prospectus	Business strategies up to 31 March 2017 as stated in the Prospectus	Actual business progress up to 31 March 2017
Continue to expand the Group's client base and business operations	Expand sales and proposal team by approximately 8 and 2 additional staff at the Hong Kong office and Guangzhou office, respectively, to improve the level of support and attention provided to each of the existing and potential clients so as to enhance the Group's capability of providing innovative digital marketing strategies, maintaining the relationships with clients and expanding the client base.	The Group has expanded the sales and proposal team by 10 additional staff at the Hong Kong office.
	Expand service teams by approximately 10 additional staff at the Hong Kong and Guangzhou offices to maintain the quality of services and expand the Group's capacity to capitalise on the growing demand in the market.	The Group has expanded the service teams by 15 and 4 additional staff at the Hong Kong office and Guangzhou office, respectively. The Group aimed at continually maintaining the quality of services by expanding and enhancing our service teams.
	Continue to maintain the quality of services to capitalise on the growing demand in the market through our service teams at our Hong Kong and Guangzhou offices.	The Group is developing an information technology system to control and monitor the operation process for the Hong Kong operations. The system is under testing and is expected to be enhanced and improved in the following year.
	Improve operation process for the Hong Kong operations through implementing information technology systems.	The Group has provided weekly customer relationship-related training programmes to staff members.
	Continue to promote our business and maintain the relationships with our clients through our sales and proposal team at our Hong Kong and Guangzhou offices.	
	Conduct studies on the digital marketing service industry in Eastern China.	
	Provide enhanced customer relationship-related training programmes to our staff members.	

## MANAGEMENT DISCUSSION AND ANALYSIS

Business objectives as stated in the Prospectus	Business strategies up to 31 March 2017 as stated in the Prospectus	Actual business progress up to 31 March 2017
Strengthen and broaden the Group's existing range of digital marketing services	<p>Research and expand existing range of digital marketing services and perform beta and pilot tests.</p> <p>Update market needs, research on comparable and new technologies through conducting market research.</p> <p>Look for opportunities to collaborate with software and programme developers to develop other technologies to address our clients' needs and preferences.</p> <p>Expand our internal research and development capabilities.</p> <p>Recruit approximately 14 additional technical staff.</p> <p>Secure cooperation arrangements with popular websites, apps and mobile sites capable of reaching an existing mass audience inside or outside the PRC, such as PRC-based video sharing websites, apps and mobile sites, or emerging websites, apps and mobile sites with potential popularity among the target audience.</p>	<p>The Group has established a subsidiary in Nanjing in August 2016, whose principal activity is the provision of marketing services.</p> <p>The Group has established a subsidiary in Hong Kong in August 2015, whose principal activity is the engagement in an Internet marketing platform for the travel industry.</p> <p>The Group recruited 25 staff for the newly established subsidiaries.</p>
Pursue growth through selective mergers and acquisitions	<p>Documentation and due diligence works.</p> <p>Review the backgrounds and financials of the potential acquisition targets primarily based in the Greater China region.</p> <p>Acquire companies with functional expertise, industry-expertise or regional client-expertise primarily based in the Greater China region.</p> <p>Acquire and settle payment for acquisition targets.</p>	<p>The Group has acquired an associate whose principal activity is the provision of digital portal and services on part-time and temporary jobs for job seekers and employers in December 2015 and the consideration for such acquisition was fully settled during the Year.</p>

## MANAGEMENT DISCUSSION AND ANALYSIS

### USE OF PROCEEDS

Based on the actual placing price of HK\$0.25 per placing Share and upon the exercise of the offer size adjustment option, the actual net proceeds received by the Company from the Listing, after deducting the underwriting commission and other estimated expenses, were approximately HK\$91.8 million. The amount was higher than the estimated net proceeds of approximately HK\$67.0 million as disclosed in the Prospectus, which was based on the placing price of HK\$0.23 per placing Share, being the mid-point of the indicative placing price range and did not take into account any exercise of the offer size adjustment option.

In the light of the difference between the actual and estimated amounts of net proceeds, the Group has adjusted the use of proceeds in the same manner and in the same proportion as shown in the Prospectus, and as a result, approximately HK\$24.0 million, HK\$25.3 million, HK\$34.2 million and HK\$8.3 million, representing approximately 26.1%, 27.6%, 37.3% and 9.0%, respectively, of the actual net proceeds, were adjusted for (i) expanding our client base and business operations; (ii) strengthening and broadening our existing range of digital marketing services; (iii) pursuing growth through selective mergers and acquisitions; and (iv) funding of our working capital and general corporate purposes.

Accordingly, the plans for application of such actual net proceeds were adjusted as follow, which are in the same manner and in the same proportion as shown in the Prospectus:

	From	For the six months ended			For the six months ending		Approximate % of the total net proceeds	
	15 May 2015 to 30 September 2015	31 March 2016	30 September 2016	31 March 2017	30 September 2017	31 March 2018		
	HK\$ million	HK\$ million	HK\$ million	HK\$ million	HK\$ million	HK\$ million	HK\$ million	
Expanding our client base and business operations	1.4	2.6	3.7	4.5	5.5	6.3	24.0	26.1%
Strengthening and broadening our existing range of digital marketing services	1.8	3.3	3.4	4.4	5.6	6.8	25.3	27.6%
Pursuing growth through selective mergers and acquisitions	-	9.2	-	12.4	-	12.6	34.2	37.3%
	3.2	15.1	7.1	21.3	11.1	25.7	83.5	91.0%

The actual net proceeds from the Listing will be approximately 91.0% utilised by 31 March 2018 as shown above and approximately 9.0% of the actual net proceeds has been used as working capital and funding for other general corporate purposes, which are in the same manner and in the same proportion as disclosed in the Prospectus.

## MANAGEMENT DISCUSSION AND ANALYSIS

Up to 31 March 2017, the Group has applied the actual net proceeds as follows:

	Adjusted use of proceeds in the same manner and proportion as stated in the Prospectus up to 31 March 2017 HK\$ million	Actual usage up to 31 March 2017 HK\$ million
Expanding our client base and business operations	12.2	10.7
Strengthening and broadening our existing range of digital marketing services	12.9	12.7
Pursuing growth through selective mergers and acquisitions	21.6	1.1
	46.7	24.5

The unutilised net proceeds have been placed as interest bearing deposits with a licensed bank in Hong Kong.

Actual use of proceeds on pursuing growth through selective mergers and acquisition was significantly lower than the planned use of proceeds because the Group is still exploring suitable acquisition targets. The Group has no present intention to change the purposes of the unutilised net proceeds and will continue to apply the remaining net proceeds in accordance with the proposed applications set out above.

### PRINCIPAL RISKS AND UNCERTAINTIES

The Group's key risks and uncertainties are summarised as follows:

- (i) The Group's ongoing operations and growth could be affected if it fails to attract, recruit or retain key personnel including the executive Directors, senior management and key employees;
- (ii) The Group relies on a major supplier, Viral Digital Studio Limited ("VDS") in the provision of online monitoring services, and any disruption in the provision of services from VDS or the Group's inability to identify alternative service providers may affect the Group's business operations and financial results;
- (iii) The Group's clients may delay in settlement of their bills, which may result in material adverse impact on the Group's business, financial conditions and results of operations;

## MANAGEMENT DISCUSSION AND ANALYSIS

- (iv) The Group's reputation, brand name and business could be adversely affected by instances of misconduct by third parties, including the Group's partner websites, apps, mobile sites, service providers and advertising agencies, all of whom being independent entities and hence the Group does not have direct control on these third parties in relation to the contents shown on their websites, apps and mobile sites or their activities;
- (v) The Group's business and financial performance may be adversely affected and the business sustainability may also be adversely affected if the Group are unable to secure engagements from clients through the tendering process.

For other risks and uncertainties facing the Group, please refer to the section headed "Risk Factors" in the Prospectus.

### ENVIRONMENTAL POLICIES AND PERFORMANCE

The Directors believe that the digital marketing service industry in which the Group operates its integrated digital marketing business is not a major source of environmental pollution, and the impact of the Group's operations on the environment is minimal.

The Group is committed to building an environmentally-friendly corporation that pays close attention to conserving natural resources, the Group strives to minimise the environmental impact by, *inter alia*, saving electricity and encouraging recycle of office supplies and other materials.

During the Year, the Group is not subject to any major environmental claims, lawsuits, penalties or disciplinary actions.

For more details of the Group's environmental policies and performance, please refer to the Environmental, Social and Governance Report in this annual report.

### COMPLIANCE WITH RELEVANT LAWS AND REGULATIONS

The Group's operations are mainly carried out by the Company's subsidiaries in Hong Kong and the PRC while the Company itself is an investment holding company listed on GEM of the Stock Exchange. Our establishment and operations accordingly shall comply with relevant laws and regulations in Hong Kong and the PRC. During the Year and up to the date of this report, the Group has complied with all the relevant laws and regulations in Hong Kong and the PRC in all material respects for the business operations of the Group.

### KEY RELATIONSHIPS WITH EMPLOYEES, CUSTOMERS AND SUPPLIERS

The Directors are of view that employees, customers and suppliers are the keys to the sustainable development of the Group. The Directors believe that the Group maintains good working relations with its employees and suppliers and there has not been any labour strike within the Group during the Year, and it endeavours to improve the quality of services to the customers.

## MANAGEMENT DISCUSSION AND ANALYSIS

Employees are regarded as the most important and valuable assets of the Group. The Group provides various types of trainings and interest groups to its employees, which include (i) conducting weekly in-house market and company updates and development seminars; (ii) providing weekly customer relationship-related training programmes; (iii) subsidising its staff for pursuing further studies in related fields; and (iv) organising several interest groups for encouraging work-life balance.

The Group also stays connected with its customers and suppliers and has ongoing communication with its customers and suppliers through various channels such as telephone, electronic mails and physical meetings to obtain their feedback and suggestions.

### **OUTLOOK AND PROSPECTS**

We believe income from the Internet digital marketing business will increase steadily. As brands and customers come to recognise the positive impact that Internet digital marketing brings, we expect them to assign a bigger budget to spend on digital marketing in the future.

In fact, many market research findings showed that online advertising spending will surpass that on traditional media in 2017 in some region, as online marketing presents more contact points and wider reach, thus can enhance the effectiveness of marketing and promotion campaigns. Also, digital advertising boasts merits over traditional advertising for customers in that it enables customers to gather data in a more objective manner for analysing the effectiveness of their promotional strategy. Many brand customers agreed that the data collected are helpful to them in optimising online sales and giving them flexibility in allocating budget to more cost effective promotional tools.

The Group also sees the Internet tourism market as a key market to develop. We expanded the business team last year and will continue to promote development of the business.

Looking ahead, the Group will strive to enlarge its market share in Hong Kong and the PRC, as well as to enhance its core competitiveness. Drawing on its abundant experience and expertise in digital marketing and market knowledge built up over the years, the Group will capture the stream of opportunities surfacing in the Internet service market to generate higher value for shareholders.

## ----- BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

### EXECUTIVE DIRECTORS

**Mr. Yip Shek Lun (葉碩麟)**, aged 35, was appointed as an executive Director on 6 February 2014 and has been holding this position since then. He is also the chief executive officer and chairman of the Board. Mr. Yip is one of the founders of the Group and one of the controlling shareholders of the Company. Mr. Yip is primarily responsible for the day-to-day management of the Group, formulating overall business development strategies and overseeing the PRC operations of the Group. He is a member of the remuneration committee and nomination committee of the Board. Mr. Yip is the spouse of Ms. Wan Wai Ting.

Mr. Yip graduated from The Chinese University of Hong Kong in Hong Kong in December 2004, with a degree of bachelor of business administration. From July 2004 to April 2006, Mr. Yip was the assistant account manager of Procter & Gamble Hong Kong Ltd, a consumer goods company. From May 2006 to April 2007, he worked as the marketing manager of La Souhait Cosmetic Limited, the principal business of which was the trading of cosmetic products, and was later appointed as its marketing director serving the Greater China region.

Mr. Yip is also a director of AdBeyond Holdings Limited ("**AdBeyond BVI**"), AdBeyond (Group) Limited ("**AdBeyond HK**"), COMO Group Holding Limited ("**COMO BVI**") and COMO Group Limited ("**COMO HK**"); a supervisor of 廣州超帆信息科技有限公司 (AdBeyond (Group) Limited\*) ("**AdBeyond GZ**"), 北京超帆文化傳播發展有限公司 (Beijing AdBeyond Culture Media Development Limited\*) (formerly known as 北京超凡高睿科技有限公司 (Beijing AdBeyond Gao Rui Technology Company Limited\*)) ("**AdBeyond BJ**") and 南京看團信息科技有限公司 (Nanjing Travel Information Technology Limited\*) ("**AdBeyond NJ**"), respectively, all of which are wholly-owned subsidiaries of the Company. In addition, Mr. Yip is a director of Cooper Global Capital Limited ("**Cooper Global**") which is one of the controlling shareholders of the Company.

**Mr. Ng Chi Fung (伍致豐)**, aged 34, was appointed as a Director on 10 January 2014 and was re-designated as an executive Director on 6 February 2014. He has been an executive Director since then. Mr. Ng is also one of the founders of the Group and one of the controlling shareholders of the Company. Mr. Ng is primarily responsible for the overall business administration, sales and marketing and management of the Group.

Mr. Ng graduated from The Wharton School of Finance and Commerce at the University of Pennsylvania in the United States of America (the "**United States**"), with a degree of bachelor of science in economics majoring in finance and accounting in May 2004. Mr. Ng has successfully completed all three levels of the CFA Program organised by the CFA Institute in June 2006.

From August 2004 to December 2005, Mr. Ng worked in McKinsey & Company, a management consulting firm, as a business analyst. In June 2005, Mr. Ng founded a health care company, Home of the Elderly Consultancy Limited, which specialises in providing elderly home referral services to the elderly and their families and has been acting as its chairman and non-executive director since then. Mr. Ng was a non-executive director of AMOS Enterprises Limited, a technology company which focuses on providing and developing innovative solutions on electrical, electronic and information technology. Mr. Ng is the 2014 president of Junior Chamber International Peninsula (Hong Kong), an international organisation for young professionals and entrepreneurs which aims to foster youngsters' leadership skills, social responsibility, enhance international friendship and build business network. Mr. Ng is a screening committee member of Hong Kong Business Angel Network, a non-profit making organisation with the mission to foster angel investment in Hong Kong.

\* For identification purpose only

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

Mr. Ng is also a director of AdBeyond BVI, AdBeyond HK, COMO BVI, COMO HK, iMinds Interactive Holdings Limited (“iMinds BVI”) and iMinds Interactive Limited (“iMinds HK”), respectively, all of which are wholly-owned subsidiaries of the Company.

**Ms. Wan Wai Ting (尹瑋婷)**, aged 34, was appointed as an executive Director on 6 February 2014 and has been holding this position since then. Ms. Wan is also one of the founders of the Group and one of the controlling shareholders of the Company. Ms. Wan is the chief creative director of AdBeyond HK, a wholly-owned subsidiary of the Company. She is responsible for supervising our PRC business development and projects. Ms. Wan is the spouse of Mr. Yip Shek Lun, an executive Director, chief executive officer and chairman of the Board.

Ms. Wan obtained her degree of bachelor of business administration from The Chinese University of Hong Kong in Hong Kong in December 2004. From December 2004 to October 2006, she worked as the marketing executive of AOM Sun Ltd, the sole agent of CITIZEN electronic products, where she was responsible for liaising with advertising agencies, organising promotional activities and analysing marketing strategies.

Ms. Wan led the Group in winning several awards throughout the markets in Asia-Pacific and Hong Kong, such as the Marketing Magazine’s Marketing Events Award 2016 and the ROI Festival 2016. Ms. Wan was also a columnist of Hong Kong Economic Journal and iMoney Magazine in 2009 and 2010, respectively, under the pen name “韋小婷” (literally translated as “Wai Siu Ting”).

Ms. Wan is also a director of AdBeyond BVI, AdBeyond HK, COMO BVI and COMO HK and the supervisor of AdBeyond GZ, AdBeyond BJ and AdBeyond NJ, respectively, all of which are wholly-subsiaries of the Company. In addition, Ms. Wan is a director of Cooper Global which is one of the controlling shareholders of the Company.

### NON-EXECUTIVE DIRECTORS

**Mr. Wang Zhong Lei (王忠磊)**, aged 47, was appointed as a non-executive Director on 9 December 2015 and has been holding this position since then. Mr. Wang graduated from Beijing Youth Politics College. He has nearly 20 years of management experience in marketing and is a well-known film producer in the PRC.

Mr. Wang has successively served as an employee of 中國機電設備總公司 (China Mechanical and Electrical Equipment Corporation\*), the chief executive officer of 北京華誼展覽廣告公司 (Beijing Huayi Exhibition & Advertising Company\*), the vice-general manager of 北京華誼兄弟廣告有限公司 (Beijing Huayi Brothers Advertising Co., Ltd.\*) and the vice-general manager of 北京華誼兄弟影業投資有限公司 (Beijing Huayi Brothers Film Investment Co., Ltd.\*). Mr. Wang co-founded Beijing Huayi Brothers Advertising Co., Ltd. with Mr. Wang Zhong Jun in 1994. He is currently a director and the general manager of 華誼兄弟傳媒股份有限公司 (Huayi Brothers Media Corporation\*) (a company listed on the ChiNext of the Shenzhen Stock Exchange, stock code: 300027), a substantial shareholder of the Company; a director of 華誼兄弟國際有限公司 (HUAYI BROTHERS INTERNATIONAL LIMITED\*) (a wholly-owned subsidiary of Huayi Brothers Media Corporation), a substantial shareholder of the Company; an executive director of Huayi Tencent Entertainment Company Limited (a company listed on the Stock Exchange, stock code: 419); and a director of Sim Entertainment Co., Ltd. (a company listed on the Korea Exchange, KOSDAQ: 204630). Mr. Wang is holding approximately 6.03% of the shareholding of Huayi Brothers Media Corporation.

\* For identification purpose only

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

**Ms. Cheung Laam (張嵐)**, aged 42, was appointed as a non-executive Director on 6 February 2014 and has been holding this position since then. Ms. Cheung is the sister of Mr. Cheung Wing Hon, a former Director.

Ms. Cheung attended The College Economics of The University of Chicago in the United States, and graduated with a degree of bachelor of arts in June 1996. Since December 2010, Ms. Cheung has been the executive director of 諾心食品(上海)有限公司 (Nouxin Food and Production Co. Ltd.\*), the principal business of which is production, sale and delivery of bakery products in the PRC.

Ms. Cheung is also a director of AdBeyond BVI and AdBeyond HK, respectively, both of which are wholly-owned subsidiaries of the Company.

### INDEPENDENT NON-EXECUTIVE DIRECTORS

**Mr. Tso Ping Cheong, Brian (曹炳昌)**, aged 37, was appointed as an independent non-executive Director on 28 May 2014 and has been holding this position since then. He is the chairman of the audit committee and a member of the nomination committee of the Board.

Mr. Tso graduated from The Hong Kong Polytechnic University in Hong Kong, with a degree of bachelor of arts in accountancy in November 2003 and a degree of master of corporate governance in October 2013. Mr. Tso has over 10 years of accounting and financial experience. From September 2003 to July 2007 and August 2007 to November 2008, Mr. Tso worked at the Hong Kong office and Shenzhen office, respectively, of Ernst & Young, a multinational accounting firm, with the last position as manager. From December 2008 to May 2010, Mr. Tso was the financial controller of Greenheart Group Limited (formerly known as Omnicorp Limited), a company listed on the Stock Exchange (stock code: 94). From May 2010 to August 2012, Mr. Tso was the senior vice president of Maxdo Project Management Company Limited, a project management company. Since January 2013, Mr. Tso has been the sole proprietor of Teton CPA Company, a certified public accountants firm.

Mr. Tso served as a non-executive director of Kong Shum Union Property Management Limited (a company listed on the Stock Exchange, stock code: 8181) from July 2014 to February 2015. Mr. Tso has been appointed as an independent non-executive director of each of GreaterChina Professional Services Limited (a company listed on the Stock Exchange, stock code: 8193) since July 2014, Larry Jewelry International Company Limited (a company listed on the Stock Exchange, stock code: 8351) since October 2014 and Newtree Group Holdings Limited (a company listed on the Stock Exchange, stock code: 1323) since February 2015. Mr. Tso has also been appointed as a company secretary of each of China Infrastructure Investment Limited (a company listed on the Stock Exchange, stock code: 600) since March 2015 and China Yu Tian Holdings Limited (a company listed on the Stock Exchange, stock code: 8230) since January 2014.

Mr. Tso was admitted as (i) a member of the Hong Kong Institute of Certified Public Accountants (the “HKICPA”) in September 2008 and advanced to fellowship status in October 2015; (ii) a member of The Association of Chartered Certified Accountants in October 2006 and advanced to fellowship status in October 2011; (iii) an associate of The Institute of Chartered Secretaries and Administrators in January 2014 and advanced to fellowship status in November 2015; and (iv) a member of The Hong Kong Institute of Chartered Secretaries in January 2014 and advanced to fellowship status in November 2015.

\* For identification purpose only

## ----- BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

**Mr. David Tsoi (蔡大維)**, aged 70, was appointed as our independent non-executive Director on 28 May 2014 and has been holding this position since then. He is a member of the audit committee of the Board.

Mr. Tsoi obtained a master's degree in business administration from the University of East Asia, Macau (currently known as University of Macau) in the Macau Special Administrative Region of the PRC in October 1986. Mr. Tsoi currently practises as the managing director of Alliot, Tsoi CPA Limited, a certified public accountants firm. He was first admitted as a member of the HKICPA and advanced to fellowship in December 1981 and October 1989, respectively, and is currently a fellow of the HKICPA. Mr. Tsoi was first admitted as a fellow member in October 1986 and is currently a member of the Taxation Institute of Hong Kong. Mr. Tsoi was admitted as a member in 1992 and is currently a member of the Canadian Certified General Accountants Association of Hong Kong. Mr. Tsoi was admitted as a member of the Association of Chartered Certified Accountants in September 1981, advanced to fellowship status in September 1986, and is currently a member in good standing. Mr. Tsoi was admitted as a fellow of CPA Australia in November 2009 and is currently a fellow of CPA Australia.

Mr. Tsoi is currently an independent non-executive director of the following companies listed on the Stock Exchange: Enviro Energy International Holdings Limited (a company listed on the Stock Exchange, stock code: 1102), MelcoLot Ltd. (a company listed on the Stock Exchange, stock code: 8198) and Universal Technologies Holdings Limited (a company listed on the Stock Exchange, stock code: 1026). He is also appointed as an independent non-executive director of Anxin-China Holdings Limited (a company listed on the Stock Exchange, stock code: 1149) and VPower Group International Holdings Limited (a company listed on the Stock Exchange, stock code: 1608) since 22 February 2017 and 24 October 2016, respectively.

**Mr. Hong Ming Sang (項明生)**, aged 47, was appointed as an independent non-executive Director on 28 May 2014 and has been holding this position since then. He is a member of the audit committee and the chairman of the remuneration committee of the Board.

Mr. Hong graduated from The University of Hong Kong in Hong Kong, with a degree of bachelor of arts in December 1992. He obtained a diploma in marketing and international business from The Chinese University of Hong Kong in Hong Kong in October 1997. In June 2007, Mr. Hong co-founded Asia HD Association Limited, a non-profit making organisation on the promotion of high-definition technology development in Hong Kong, and has been one of its directors since then. From September 2011 to November 2013, Mr. Hong was one of the directors of Sony Computer Entertainment Hong Kong Limited, a video game company. From November 2013 to November 2015, Mr. Hong was the chief executive officer of Gameone Group Limited. Mr. Hong was a non-executive director of Gameone Holdings Limited (a company listed on the Stock Exchange, stock code: 8282) from 2 October 2015 to 1 March 2017.

**Mr. Lam Tung Leung (林棟樑)**, aged 32, was appointed as an independent non-executive Director on 28 May 2014 and has been holding this position since then. He is a member of the remuneration committee and the chairman of the nomination committee of the Board.

## ----- BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

Mr. Lam graduated from Oxford Brookes University in the United Kingdom, with a degree of bachelor of arts in law with accounting in June 2006. He subsequently obtained a postgraduate certificate in laws from The University of Hong Kong in Hong Kong in August 2007. Mr. Lam was admitted to practise law as a solicitor in Hong Kong in January 2010 and has been a member of The Law Society of Hong Kong since then. Mr. Lam has been practising as a solicitor in Hong Kong for over seven years and is currently working as an assistant solicitor with emphasis on corporate finance practice in Zhong Lun Law Firm, a law firm in Hong Kong.

### SENIOR MANAGEMENT

**Mr. Wong Yuet Fu, Alfred (黃越富)**, aged 32, joined the Group in October 2011 as the chief accountant of AdBeyond HK and is currently the chief financial officer of the Group. He is primarily responsible for the overall accounting and financial management of the Group.

Mr. Wong attended a student exchange programme at HES Amsterdam School of Economics and Business in the Netherlands from January 2006 to May 2006 and graduated from The Hong Kong Polytechnic University in Hong Kong, with a degree of bachelor of science in global supply chain management in December 2007. From January 2008 to September 2009 and October 2009 to February 2011, Mr. Wong worked at Lowe Bingham & Matthews PricewaterhouseCoopers (Macau) and PricewaterhouseCoopers Ltd. (Hong Kong), both being multinational accounting firms, respectively, with the last position as a senior associate. He was admitted in May 2011 and is currently a member of the HKICPA.

## REPORT OF THE DIRECTORS

The Directors are pleased to present this annual report together with the audited consolidated financial statements of the Group for the year ended 31 March 2017.

### PRINCIPAL ACTIVITIES

The Company was incorporated as an exempted company with limited liability in the Cayman Islands on 10 January 2014. Under a reorganisation to rationalise the structure of the Group in preparation for the Listing, the Company has become the ultimate holding company of the Group on 16 May 2015. The Shares have been listed on GEM of the Stock Exchange since 29 May 2015 (the “**Listing Date**”).

The principal activity of the Company is investment holding and the principal activities of the Group is the provision of (i) social media management services; (ii) digital advertisement placement services; and (iii) creative and technology services, enabling us to provide integrated digital marketing services to our clients, and the engagement in an Internet marketing platform for the travel industry. The principal activities and other particulars of the subsidiaries of the Company are set out in note 36 to the consolidated financial statements.

### PRINCIPAL PLACE OF BUSINESS IN HONG KONG

The Company’s principal place of business in Hong Kong has been changed to 4/F., KOHO, 73-75 Hung To Road, Kwun Tong, Hong Kong since 12 June 2017.

### CLOSURE OF REGISTER OF MEMBERS

In order to establish entitlements to attend and vote at the forthcoming annual general meeting of the Company to be held on Tuesday, 8 August 2017 (the “**2017 AGM**”), the register of members of the Company will be closed from Friday, 4 August 2017 to Tuesday, 8 August 2017 (both days inclusive), during which period no transfer of the Shares will be registered. Shareholders of the Company (the “**Shareholders**”) are reminded to ensure that all completed share transfer forms accompanied by the relevant share certificates must be lodged with the Company’s branch share registrar in Hong Kong, Tricor Investor Services Limited, at Level 22, Hopewell Centre, 183 Queen’s Road East, Hong Kong not later than 4:30 p.m. on Thursday, 3 August 2017.

### BUSINESS REVIEW

A business review of the Group for the Year as required by Schedule 5 to the Hong Kong Companies Ordinance (Chapter 622 of the Laws of Hong Kong) (the “**Companies Ordinance**”), including a discussion of the principal risks and uncertainties facing the Group, environmental policies and performance of the Group, compliance with relevant laws and regulations by the Group, its financial key performance indicators, its key relationship with employees, customers and suppliers and an indication of likely future developments in the Group’s business, can be found in the Management Discussion and Analysis section set out on pages 9 to 20 of this annual report. Such business review forms part of this report of the Directors.

## REPORT OF THE DIRECTORS

### SEGMENT INFORMATION

An analysis of the Group's performance for the Year by operating segment is set out in note 9 to the consolidated financial statements.

### RESULTS AND APPROPRIATIONS

The Group's results for the Year and the state of affairs of the Group as at 31 March 2017 are set out in the consolidated financial statements from pages 62 to 129 of this annual report.

The Board did not recommend the payment of a final dividend for the Year (2016: Nil).

### SHARE PREMIUM AND RESERVES

Details of movements in the share premium and reserves of the Company and the Group during the Year are set out in note 35 to the consolidated financial statements and in the consolidated statement of changes in equity, respectively.

### PLANT AND EQUIPMENT

Details of movements in plant and equipment of the Group during the Year are set out in note 18 to the consolidated financial statements.

### SHARE CAPITAL

Details of movements in the Company's share capital during the Year are set out in note 29 to the consolidated financial statements.

### DISTRIBUTABLE RESERVES

Distributable reserves of the Company as at 31 March 2017, including the share premium, available for distribution, calculated in accordance with the provisions of Companies Laws of Cayman Islands, amounted to approximately HK\$72.90 million.

### CHARITABLE DONATIONS

Charitable and other donations made by the Group during the Year amounted to HK\$100,000. (2016: HK\$1,388)

### PRE-EMPTIVE RIGHTS

There are no provisions for pre-emptive rights under the Company's articles of association (the "Articles") or the Laws of the Cayman Islands, being the jurisdiction in which the Company was incorporated, which would oblige the Company to offer new shares on a pro-rata basis to existing Shareholders.

## REPORT OF THE DIRECTORS

### FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the last five financial years is set out on page 130 of this annual report.

### PURCHASE, SALE OR REDEMPTION OF SECURITIES

Neither the Company nor any of its subsidiaries have purchased, sold or redeemed any securities of the Company during the Year.

### SHARE OPTION SCHEME

The Company's share option scheme (the "**Share Option Scheme**") was conditionally approved by the Company pursuant to the written resolutions of all the then Shareholders dated 20 May 2015. The terms of the Share Option Scheme are in accordance with Chapter 23 of the GEM Listing Rules.

The following is a summary of the principal terms of the Share option Scheme:

#### (a) Purpose of the Share Option Scheme

The purpose of the Share Option Scheme is to enable the Group to grant options to selected participants as incentives or rewards for their contribution to the Group. The Directors consider that the Share Option Scheme will enable the Group to reward the employees, the Directors and other selected participants for their contributions to the Group.

#### (b) Participants of the Share Option Scheme

The Directors may, at their absolute discretion, invite any person belonging to any of the following classes of participants, to take up options to subscribe for the Shares:

- (i) any employee (whether full-time or part-time, including a director) of the Company, any of its subsidiaries or any entity ("**Invested Entity**") in which any member of the Group holds an equity interest;
- (ii) any directors (including non-executive directors and independent non-executive directors) of the Company, any of its subsidiaries or any Invested Entity;
- (iii) any supplier of goods or services to any member of the Group or any Invested Entity;
- (iv) any customer of any member of the Group or any Invested Entity;
- (v) any person or entity that provides research, development or other technological support to any member of the Group or any Invested Entity;

## REPORT OF THE DIRECTORS

- (vi) any shareholder of any member of the Group or any Invested Entity or any holder of any securities issued by any member of the Group or any Invested Entity;
- (vii) any adviser (professional or otherwise), consultant, individual or entity who in the opinion of the Directors has contributed or will contribute to the growth and development of the Group; and
- (viii) any other group or classes of participants who have contributed or may contribute by way of joint venture, business alliance or other business arrangement to the development and growth of the Group,

and, for the purposes of the Share Option Scheme, an offer for the grant of options may be made to any company wholly owned by one or more persons belonging to any of the above classes of participants.

### **(c) Total number of Shares available for issue under the Share Option Scheme**

The total number of Shares which may be allotted and issued upon the exercise of all options to be granted under the Share Option Scheme and any other share option schemes of the Group (excluding, for this purpose, options which have lapsed in accordance with the terms of the Share Option Scheme or any other share option schemes of the Group) must not in aggregate exceed 10% of the total number of Shares in issue as at the Listing Date.

The Company may refresh this limit at any time, subject to the Shareholders' approval and the issue of a circular and in accordance with the GEM Listing Rules, provided that the total number of Shares which may be allotted and issued upon exercise of all options to be granted under the Share Option Scheme and any other share option schemes of the Group must not exceed 10% of the Shares in issue as at the date of approval of the refreshed limit and for such purpose, options (including those outstanding, cancelled, lapsed or exercised in accordance with the Share Option Scheme and any other share option schemes of the Group) previously granted under the Share Option Scheme and any other share option schemes of the Group will not be counted. The above is subject to the condition that the maximum number of Shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the Share Option Scheme and any other share option schemes of the Group shall not exceed 30% of the share capital of the Company in issue from time to time.

### **(d) The maximum entitlement of each participant under the Share Option Scheme**

The total number of Shares issued and to be issued upon the exercise of options granted to each participant (including both exercised or outstanding options) under the Share Option Scheme or any other share option schemes of the Group, in any 12-month period shall not exceed 1% of the Company's Shares in issue. Any further grant of share options in excess of this limit is subject to Shareholders' approval in a general meeting with such participant and his close associates (or his associates if the participant is a connected person) abstaining from voting.

## REPORT OF THE DIRECTORS

### **(e) Timing for exercising option**

An option may be exercised in accordance with the terms of the Share Option Scheme at any time during a period to be determined and notified by the Directors to each grantee, which period may commence on the date upon which the offer for the grant of options is made but shall end in any event not later than 10 years after the offer date of the option.

### **(f) Acceptance and payment on acceptance of option offer**

An offer of the grant of the option may be accepted by a participant within such time as may be specified in the offer (which shall not be later than 21 days from the date of the offer of grant of the options).

HK\$1 shall be payable by the grantee to the Company as consideration for the grant on acceptance of the option offer.

### **(g) The basis of determining the subscription price for Shares**

The subscription price for Shares under the Share Option Scheme in respect of any option shall be at the discretion of the Directors, provided that it shall not be less than the highest of:

- (i) the closing price of Shares as stated in the Stock Exchange's daily quotations sheet for trade in one or more board lots of the Shares on the date of the offer of grant, which must be a business day;
- (ii) the average closing price of Shares as stated in the Stock Exchange's daily quotations sheet for the five trading days immediately preceding the date of the offer of grant; and
- (iii) the nominal value of the Shares.

### **(h) Duration of the Share Option Scheme**

The Share Option Scheme will remain in force for a period of 10 years commencing on the date on which the Share Option Scheme is adopted.

## REPORT OF THE DIRECTORS

Details of the share options granted and accepted under the Share Option Scheme during the Year and their movements during the Year are as follow:

Grantee	Position	Date of grant	Exercise period	Exercise Price per Share HK\$	Outstanding as at 1 April 2016	Granted during the Year	Lapsed during the Year	Exercised during the Year	Outstanding as at 31 March 2017
Mr. Yip Shek Lun ("Mr. Alan Yip")	Executive Director, chief executive officer	9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	30,690,000	-	-	-	30,690,000
Ms. Wan Wai Ting ("Ms. Karin Wan")	Executive Director	9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	5,490,000	-	-	-	5,490,000
Mr. Ng Chi Fung ("Mr. Jeff Ng")	Executive Director	9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	5,490,000	-	-	-	5,490,000
Mr. Wang Zhong Lei	Non-executive Director	9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	1,000,000	-	-	-	1,000,000
Ms. Cheung Laam	Non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	500,000	-	-	-	500,000
Mr. Tso Ping Cheong, Brian	Independent non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	500,000	-	-	-	500,000
Mr. David Tsoi	Independent non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	1,000,000	-	-	-	1,000,000
Mr. Hong Ming Sang	Independent non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	500,000	-	-	-	500,000
Mr. Lam Tung Leung	Independent non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	1,000,000	-	-	-	1,000,000
Mr. Cheung Wing Hon ("Mr. Patrick Cheung")	Former Non-executive Director	9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	4,440,000	-	-	-	4,440,000
Ms. Hu Ming	Former Non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2017	0.63	2,000,000	-	-	-	2,000,000
Ms. Wang Lai Man, Liza ("Ms. Liza Wang")	Former Non-executive Director	13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2018	0.63	500,000	-	-	-	500,000
Employees and consultants		13 Jul 2015 (Note 2)	12 Oct 2015 to 11 Apr 2018	0.63	16,407,600	-	2,790,000	-	13,617,600
		9 Dec 2015 (Note 1)	1 Jul 2016 to 30 June 2018	0.315	8,854,000	-	894,000	-	7,960,000
Total					78,371,600	-	3,684,000	-	74,687,600

## REPORT OF THE DIRECTORS

Notes:

1. The closing price of the Shares immediately before the date on which these share options were granted, that is 8 December 2015, was HK\$0.315 per Share.
2. The closing price of the Shares immediately before the date on which these share options were granted, that is 10 July 2015, was HK\$0.55 per Share.

18,787,600 share options granted on 13 July 2015 shall be exercisable in three tranches and subject to the following vesting periods: (i) one third of the Shares shall be vested and exercisable from 12 October 2015; (ii) another one third of the Shares shall be vested and exercisable from 12 October 2016; and (iii) the remaining of the Shares shall be vested and exercisable from 12 October 2017.

5,500,000 share options granted on 13 July 2015 shall be exercisable in two tranches and subject to the following vesting periods: (i) one half of the Shares shall be vested and exercisable from 12 October 2015; and (ii) the remaining of the Shares shall be vested and exercisable from 12 October 2016.

56,000,000 share options granted on 9 December 2015 shall be exercisable in three tranches and subject to the following vesting periods: (i) one third of the Shares shall be vested and exercisable from 1 July 2016; (ii) another one third of the Shares shall be vested and exercisable from 1 January 2017; and (iii) the remaining of the Shares shall be vested and exercisable from 1 January 2018.

Refreshment of the 10% scheme mandate limit under the Share Option Scheme has been approved by the Shareholders at the 2016 annual general meeting of the Company held on 4 August 2016.

As at the date of this annual report, the outstanding number of share options available for grant under the Share Option Scheme is 166,720,000 share options to subscribe for Shares, which, if granted and exercised in full, represent approximately 10% of the Shares in issue as at the date of this annual report. During the Year, a total number of 3,684,000 share options lapsed in accordance with the terms of the Share Option Scheme.

### ARRANGEMENT TO PURCHASE SHARES OR DEBENTURES

Other than the Share Option Scheme disclosed above, at no time during the Year was the Company, or any of its subsidiaries a party to any arrangements to enable the Directors to acquire benefits by means of acquisition of shares in, or debentures of, the Company or any other body corporate.

### DIRECTORS

The Directors during the Year and up to the date of this report were:

#### Executive Directors

Mr. Yip Shek Lun (*Chairman*)  
Mr. Ng Chi Fung  
Ms. Wan Wai Ting

## REPORT OF THE DIRECTORS

### Non-executive Directors

Mr. Wang Zhong Lei  
Ms. Cheung Laam

### Independent non-executive Directors

Mr. Tso Ping Cheong, Brian  
Mr. David Tsoi  
Mr. Hong Ming Sang  
Mr. Lam Tung Leung

In accordance with article 108 of the Articles, one-third of the Directors for the time being, or, if their number is not three or a multiple of three, then the number nearest to but not less than one-third, are required to retire from office at each annual general meeting of the Company, provided that every Director (including those appointed for a specific term) shall be subject to retirement by rotation at least once in every three years. A retiring Director shall be eligible for re-election. The Directors to retire by rotation every year shall include (so far as necessary to obtain the number required) any Director who wishes to retire and not offer himself for re-election, and any Director who has not been subject to retirement by rotation in the three years preceding the annual general meeting, and any further Directors who have been longest in office since their last re-election or appointment and so that as between persons who became or were last re-elected Directors on the same day those to retire shall (unless they otherwise agree among themselves) be determined by lot.

In accordance with article 108 of the Articles, Mr. Yip Shek Lun, Mr. Hong Ming Sang and Mr. Lam Tung Leung will retire by rotation and, being eligible, offer themselves for re-election at the forthcoming 2017 AGM.

The Company has received annual confirmation of independence from each of the independent non-executive Directors pursuant to Rule 5.09 of the GEM Listing Rules. As at the date of this report, the Board considers all of them independent.

### CHANGES IN INFORMATION OF DIRECTORS

The changes in Directors' information subsequent to the date of the half-year report for the six months ended 30 September 2016, as required to be disclosed pursuant to Rule 17.50A(1) of the GEM listing Rules, are set out below:

Mr. David Tsoi was appointed as an independent non-executive director of Anxin-China Holdings Limited (a company listed on the Stock Exchange, stock code: 1149) and VPower Group International Holdings Limited (a company listed on the Stock Exchange, stock code: 1608) since 22 February 2017 and 24 October 2016, respectively.

Mr. Hong Ming Sang resigned as a non-executive director of Gameone Holdings Limited (a company listed on the Stock Exchange, stock code: 8282) on 1 March 2017.

## REPORT OF THE DIRECTORS

### DIRECTORS' SERVICE CONTRACTS

Each of the executive Director has entered into a service agreement with the Company for an initial term of one year, and shall be renewed and extended automatically by one year on the expiry of such initial term and on the expiry of every successive period of one year thereafter, subject to early termination by either party in accordance with the terms of the respective service agreement and retirement by rotation and re-election pursuant to the Articles.

Each of the non-executive Directors (including independent non-executive Directors) had been appointed under a letter of appointment for an initial term of one year, and renewable automatically for successive term of one year, subject to early termination by either party in accordance with the terms of the respective letter of appointment and retirement by rotation and re-election pursuant to the Articles.

None of the Directors proposed for re-election at the 2017 AGM has or is proposed to have a service contract with any member of the Group which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

### DIRECTORS' INTERESTS IN TRANSACTIONS, ARRANGEMENTS OR CONTRACTS

No transactions, arrangements or contracts of significance in relation to the business of the Group to which the Company or any of its subsidiaries was a party, and in which a Director or an entity connected with the Director had a material interest, whether directly or indirectly, subsisted as at 31 March 2017 or at any time during the Year.

### EMOLUMENT POLICY

The remuneration committee of the Board is responsible for making recommendations to the Board on the Company's policy and structure for all the Directors and senior management remuneration, having regard to market competitiveness, individual performance and achievement. The Company has adopted the Share Option Scheme as an incentive to the Directors and other relevant eligible participants, details of the scheme are set out in the paragraph headed "Share Option Scheme" above.

Details of the Directors' remuneration and the five highest paid individuals are set out in notes 14 and 15 to the consolidated financial statements, respectively.

No Director has waived or has agreed to waive any emoluments during the Year, save and except that Mr. Wang Zhong Lei, a non-executive Director, did not receive any remuneration (including director's fee, salaries, allowances, benefits in kind and employer's contribution to pension scheme) as a non-executive Director. Mr. Wang has been granted 1,000,000 share options by the Company under the Share Option Scheme.

### BOARD OF DIRECTORS AND SENIOR MANAGEMENT

Biographical information of Directors and senior management of the Group are set out on pages 21 to 25 of this annual report.

## REPORT OF THE DIRECTORS

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

As at 31 March 2017, the interests and short positions of the Directors and the chief executive of the Company in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "SFO")) (i) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they were taken or deemed to have under such provisions of the SFO); or (ii) which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein; or (iii) which were required to be notified to the Company and the Stock Exchange pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules, were as follows:

#### Long position in the Shares and the underlying Shares of the Company

Name	Nature of interest	Total number of Shares held	Total number of underlying Shares held	Total interests	Percentage of shareholding
Mr. Alan Yip ( <i>Chief executive officer and chairman of the Board</i> )	Interests held jointly with another person (Note 1)	349,460,000	5,990,000	355,450,000	21.32%
	Interest in controlled corporation (Note 2)/ Interest of spouse (Note 3)	249,120,000	5,490,000	254,610,000	15.27%
	Beneficial owner	–	30,690,000	30,690,000	1.84%
Ms. Karin Wan	Interests held jointly with another person (Note 1)	349,460,000	5,990,000	355,450,000	21.32%
	Interest in controlled corporation (Note 2)/ Interest of spouse (Note 3)	249,120,000	30,690,000	279,810,000	16.78%
	Beneficial owner	–	5,490,000	5,490,000	0.33%
Mr. Jeff Ng	Interests held jointly with another person (Note 1)	415,700,000	36,680,000	452,380,000	27.13%
	Beneficial owner	182,880,000	5,490,000	188,370,000	11.30%
Ms. Cheung Laam	Beneficial owner	–	500,000	500,000	0.03%
Mr. Wang Zhong Lei	Beneficial owner	–	1,000,000	1,000,000	0.06%
Mr. Tso Ping Cheong, Brian	Beneficial owner	–	500,000	500,000	0.03%
Mr. David Tsoi	Beneficial owner	–	1,000,000	1,000,000	0.06%
Mr. Hong Ming Sang	Beneficial owner	–	500,000	500,000	0.03%
Mr. Lam Tung Leung	Beneficial owner	–	1,000,000	1,000,000	0.06%

## REPORT OF THE DIRECTORS

Notes:

1. Mr. Alan Yip, Ms. Karin Wan, Mr. Jeff Ng and Ms. Liza Wang are persons acting in concert and accordingly each of them is deemed to be interested in the Shares held by the others. By a deed of confirmation and undertaking entered into among Mr. Alan Yip, Mr. Jeff Ng, Ms. Karin Wan and Ms. Liza Wang dated 2 January 2014 (the "**Acting in Concert Confirmation and Undertaking**"), each of Mr. Alan Yip, Ms. Karin Wan, Mr. Jeff Ng and Ms. Liza Wang confirmed, *inter alia*, that they had exercised their voting rights at the meetings of the shareholders and/or directors of members of the Group in unanimity since 1 April 2011 and had undertaken to continue to do so upon the execution of the Acting in Concert Confirmation and Undertaking and during the period they (by themselves or together with their associates) remain in control of the Group until the Acting in Concert Confirmation and Undertaking is terminated by them in writing.
2. These Shares are held by Cooper Global Capital Limited ("**Cooper Global**"), which is owned as to 50% by Mr. Alan Yip and 50% by Ms. Karin Wan. By virtue of the SFO, Mr. Alan Yip and Ms. Karin Wan are deemed to be interested in the Shares held by Cooper Global.
3. Mr. Alan Yip is the spouse of Ms. Karin Wan. Under the SFO, Mr. Alan Yip is deemed to be interested in all the Shares in which Ms. Karin Wan is interested. Ms. Karin Wan is the spouse of Mr. Alan Yip. Under the SFO, Ms. Karin Wan is deemed to be interested in all the Shares in which Mr. Alan Yip is interested.

Save as disclosed above, as at 31 March 2017, none of the Directors nor chief executive of the Company has registered any interests or short positions in the shares, underlying shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) (i) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which were taken or deemed to have under such provisions of the SFO); or (ii) which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein; or (iii) which were required to be notified to the Company and the Stock Exchange pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules.

### **SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES**

So far as the Directors are aware, as at 31 March 2017, the following persons (other than the Directors or chief executive of the Company) had or deemed or taken to have an interest and/or short position in the Shares or the underlying Shares which were required to be recorded in the register of interests required to be kept by the Company pursuant to Section 336 of the SFO, or which would fall to be disclosed under the provisions of Divisions 2 and 3 of Part XV of the SFO:

## REPORT OF THE DIRECTORS

### Long position in the Shares and the underlying Shares of the Company

Name	Nature of interest	Total number of Shares held	Total number of underlying Shares held	Total interests	Percentage of shareholding
Cooper Global	Beneficial owner	249,120,000	–	249,120,000	14.94%
Ms. Liza Wang	Interests held jointly with another person (Note 1)	432,000,000	41,670,000	473,670,000	28.41%
	Beneficial owner	166,580,000	500,000	167,080,000	10.02%
Mr. Luk Ting Kwan, Jerry	Interest of spouse (Note 2)	598,580,000	42,170,000	640,750,000	38.43%
Huayi Brothers International Investment Ltd. (“ <b>Huayi Brothers</b> ”)	Beneficial owner	248,970,000	–	248,970,000	14.93%
HUAYI BROTHERS INTERNATIONAL LIMITED (“ <b>Huayi Brothers International</b> ”)	Interest in controlled corporation (Note 3)	248,970,000	–	248,970,000	14.93%
Huayi Brothers Media Corporation (“ <b>Huayi Brothers Media</b> ”)	Interest in controlled corporation (Note 3)	248,970,000	–	248,970,000	14.93%
HGI GROWTH CAPITAL LIMITED (“ <b>HGI Growth</b> ”)	Beneficial owner	132,720,000	–	132,720,000	7.96%
Mr. Patrick Cheung	Interest in controlled corporation (Note 4)	132,720,000	–	132,720,000	7.96%
	Beneficial owner	–	4,440,000	4,440,000	0.27%
Ms. Lo Wai Kei	Interest of spouse (Note 5)	132,720,000	4,440,000	137,160,000	8.23%
PURE FORCE INVESTMENTS LIMITED (“ <b>Pure Force</b> ”)	Beneficial owner	109,930,000	–	109,930,000	6.59%
Mr. Wong Yuet Yeung Harry (“ <b>Mr. Harry Wong</b> ”)	Interest in controlled corporation (Note 6)	109,930,000	–	109,930,000	6.59%

## REPORT OF THE DIRECTORS

### Notes:

1. Mr. Alan Yip, Ms. Karin Wan, Mr. Jeff Ng and Ms. Liza Wang are persons acting in concert and accordingly each of them is deemed to be interested in the Shares held by the others. By the Acting in Concert Confirmation and Undertaking, each of Mr. Alan Yip, Ms. Karin Wan, Mr. Jeff Ng and Ms. Liza Wang confirmed, *inter alia*, that they had exercised their voting rights at the meetings of the shareholders and/or directors of members of the Group in unanimity since 1 April 2011 and had undertaken to continue to do so upon the execution of the Acting in Concert Confirmation and Undertaking and during the period they (by themselves or together with their associates) remain in control of the Group until the Acting in Concert Confirmation and Undertaking is terminated by them in writing.
2. Mr. Luk Ting Kwan, Jerry is the spouse of Ms. Liza Wang. Under the SFO, Mr. Luk Ting Kwan, Jerry is deemed to be interested in all the Shares in which Ms. Liza Wang is interested.
3. These Shares are held by Huayi Brothers, which is wholly owned by Huayi Brothers International, which is in turn wholly owned by Huayi Brothers Media. By virtue of the SFO, each of Huayi Brothers International and Huayi Brothers Media is deemed to be interested in all the Shares held by Huayi Brothers.
4. These Shares are held by HGI Growth, which is wholly owned by Mr. Patrick Cheung. By virtue of the SFO, Mr. Patrick Cheung is deemed to be interested in all the Shares held by HGI Growth.
5. Ms. Lo Wai Kei is the spouse of Mr. Patrick Cheung. Under the SFO, Ms. Lo Wai Kei is deemed to be interested in all the Shares in which Mr. Patrick Cheung is interested.
6. These Share are held by Pure Force, which is wholly owned by Mr. Harry Wong. By virtue of the SFO, Mr. Harry Wong is deemed to be interested in all the Shares held by Pure Force.

Save as disclosed above, as at 31 March 2017, the Directors were not aware of any other persons who had or deemed or taken to have any interests or short positions in the Shares or underlying Shares which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were required to be recorded in the register of interests required to be kept by the Company under Section 336 of the SFO.

### MANAGEMENT CONTRACTS

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

## REPORT OF THE DIRECTORS

### MAJOR SUPPLIERS

The percentages of cost of services, excluding staff costs and amortization expenses, for the respective years ended 31 March attributable to the Group's major suppliers are as follows:

	2017	2016
– the largest supplier	20.99%	15.48%
– five largest suppliers combined	42.05%	44.30%

To the best of the knowledge of the Directors, save and except for the relationships in relation to VDS as disclosed below, none of the Directors, any of their respective close associates nor any Shareholders (who or which, to the knowledge of the Directors, owns more than 5% of the Company's issued share capital) had any interest in any of the five largest suppliers noted above.

VDS was the Group's largest supplier for the year ended 31 March 2016 and second largest supplier for the year ended 31 March 2017. VDS is a provider of social media monitoring services and related video production services. VDS is wholly-owned by Mr. Wong Chi Shing who is also the sole director of VDS and a cousin of Mr. Harry Wong, a significant shareholder of the Company, and is interested in approximately 6.59% of the total issued shares of the Company as at the date of this report, and Mr. Wong Yuet Fu, Alfred ("**Mr. Alfred Wong**"), the chief financial officer and senior management of the Group. Although Mr. Wong Chi Shing is a cousin of Mr. Harry Wong and Mr. Alfred Wong, and Mr. Harry Wong and Mr. Alfred Wong are brothers, the Directors consider that such relationships have not caused and were unlikely to cause any conflict of interest between the Group and Mr. Harry Wong and Mr. Alfred Wong, in particular in relation to the supplier selection process, because (i) the engagement of VDS has been approved by the Directors and Mr. Harry Wong has no decision-making power in the supplier selection process; and (ii) being our chief financial officer, Mr. Alfred Wong has no involvement in the supplier selection process.

The agreement dated 7 March 2014 entered into between AdBeyond HK and VDS in relation to the provision of social media monitoring services and related video production services by VDS to AdBeyond HK (as amended by a supplemental agreement dated 28 January 2015 entered into between the same parties (together, the "**VDS Service Agreement**")) is for an initial term of three years from 7 March 2014, and may be amended or renewed subject to the Board's approval, issue of announcement and independent shareholders' approval. In particular, under the VDS Service Agreement, before AdBeyond HK places a purchase order, AdBeyond HK and VDS shall negotiate in good faith for, and agree upon, the particular terms of such purchase order (such as the particulars and specifications of the social media monitoring services and related video production services, the service fee to be charged by VDS, payment method and schedule, reimbursement of out-of-pocket expenses, time for completion and delivery of the social media monitoring services and related video production services, etc.)

The aggregate service fees paid to VDS amounted to approximately HK\$7.81 million and HK\$10.91 million for the years ended 31 March 2017 and 2016, respectively, accounting for approximately 10.32% and 15.48%, respectively, of the Group's total cost of services, excluding staff costs and amortisation expenses, for the respective period.

## REPORT OF THE DIRECTORS

The independent non-executive Directors have reviewed the above transactions with VDS during the Year and confirmed that:

1. the transactions disclosed above were entered into in the Group's ordinary and usual course of business and conducted on normal commercial terms; and
2. the transactions disclosed above were conducted in accordance with the VDS Service Agreement governing them on terms that were fair and reasonable and in the interests of the Company and the Shareholders as a whole.

The VDS Service Agreement has expired on 6 March 2017. The Board proposed the renewal of the VDS Service Agreement on substantially the same terms and conditions thereof for a further three years from 7 March 2017 to 6 March 2020. The renewal of the VDS Service Agreement is subject to the approval by independent Shareholders at the 2017 AGM to be held on 8 August 2017. Details of the renewal of the VDS Service Agreement and a letter from the independent committee of the Board comprising all the independent non-executive Directors will be set out in a circular of the Company to be despatched to the Shareholders.

### MAJOR CUSTOMERS

The percentage of sales for the Year attributable to the Group's five largest customers accounted for approximately 17.54% (2016: approximately 15.66%) of the Group's total revenue for the Year. The largest customer accounted for approximately 4.05% (2016: approximately 3.64%) of the Group's total revenue for the Year.

To the best of the knowledge of the Directors, none of the Directors, their respective close associates nor any Shareholders (who or which, to the knowledge of the Directors, owns more than 5% of the issued share capital of the Company), had any interest in any of the Group's top five customers.

### RELATED PARTY TRANSACTIONS

Details of the related party transactions entered into by the Group are set out in note 34 to the consolidated financial statements. The related party transactions as set out therein which are in respect of the remuneration of the Directors constitute connected transactions exempt from reporting, announcement and independent shareholders' approval requirements pursuant to the GEM Listing Rules.

Save as disclosed above, the related party transactions set out in note 34 to the consolidated financial statements do not fall under the definition of "connected transaction" or "continuing connected transaction" under Chapter 20 of the GEM Listing Rules.

### CONNECTED TRANSACTION AND CONTINUING CONNECTED TRANSACTION

During the Year, the Group has not entered into any connected transactions or continuing connected transactions that are not exempted under the GEM Listing Rules. The Board confirms that the Company has complied with the applicable disclosure requirements in accordance with Chapter 20 of the GEM Listing Rules.

## REPORT OF THE DIRECTORS

### SUFFICIENCY OF PUBLIC FLOAT

From information publicly available to the Company and within the knowledge of the Directors, the Company has maintained the public float required by the GEM Listing Rules since the Listing Date and up to the date of this report.

### DIRECTORS' INTERESTS IN COMPETING BUSINESS

The Directors are not aware of any business or interest of the Directors nor the controlling shareholders of the Company nor any of their respective close associates that competes or may compete, directly or indirectly, with the Group's business and any other conflicts of interest which any such person has or may have with the Group during the Year.

### DEED OF NON-COMPETITION

A deed of non-competition dated 20 May 2015 had been entered into by Mr. Alan Yip, Mr. Jeff Ng, Ms. Karin Wan, Ms. Liza Wang and Cooper Global, all being the Company's controlling shareholders, in favour of the Company regarding certain non-competition undertakings. The details of the deed of non-competition have been disclosed in the section headed "Relationship with Our Controlling Shareholders" in the Prospectus. Each of the controlling shareholders has given an annual declaration to the Company confirming that he/she/it has complied with the non-competition undertakings provided to the Company under the said deed of non-competition. The independent non-executive Directors of the Company have reviewed the status of compliance and enforcement of the non-competition undertakings and confirmed that all the undertakings themselves have been complied for the Year.

### CONTROLLING SHAREHOLDERS' INTEREST

Save as disclosed herein, apart from transactions carried out in the normal course business, there were no contracts of significance between the Company or any of its subsidiaries and a controlling shareholder or any of its subsidiaries or any contracts of any significance for the provision of services to the Company or any of its subsidiaries by a controlling shareholder or any of its subsidiaries.

### INTERESTS OF COMPLIANCE ADVISER

As confirmed by the Company's compliance adviser, CLC International Limited ("**CLC International**"), as at 31 March 2017, save for the compliance adviser agreement entered into between the Company and CLC International on 22 May 2015, neither CLC International nor any of its directors, employees or close associates had any interest in the Group, which was notified to the Company by CLC International during the course of preparation of this report and are required to be disclosed in this report pursuant to Rule 6A.32 of the GEM Listing Rules.

### EVENTS AFTER THE REPORTING PERIOD

No significant events occurring subsequent to 31 March 2017 and up to the date of this report.

## REPORT OF THE DIRECTORS

### CORPORATE GOVERNANCE

Details of the corporate governance practices adopted by the Company are set out on pages 43 to 53 of this annual report.

### ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

The Group's first environmental, social and governance report is set out on pages 54 to 57 of this annual report.

### REVIEW BY AUDIT COMMITTEE

The audited consolidated financial statements of the Group for the Year have been reviewed by the audit committee of the Board. The audit committee is of the opinion that the consolidated financial statements of the Group for the Year comply with the applicable accounting standards, the GEM Listing Rules and that adequate disclosures have been made.

### AUDITOR

The consolidated financial statements for the Year have been audited by SHINEWING (HK) CPA Limited who will retire and, being eligible, offer themselves for re-appointment at the 2017 AGM. A resolution for the re-appointment of SHINEWING (HK) CPA Limited as the auditor of the Company is to be proposed at the 2017 AGM.

By order of the Board

**Yip Shek Lun**

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

Hong Kong, 22 June 2017

## ----- CORPORATE GOVERNANCE REPORT

### CORPORATE GOVERNANCE PRACTICES

The Board strives to uphold the principles of corporate governance as set out in the Corporate Governance Code (the “**CG Code**”) contained in Appendix 15 to the GEM Listing Rules, and adopted various measures to enhance the internal control system, the Directors’ continuous professional development and other areas of practice of the Company. While the Board strives to maintain a high level of corporate governance, it also works hard to create values and achieve higher return for the Shareholders. The Board will continue to conduct review and improve the quality of corporate governance practices with reference to local and international standards.

For the year ended 31 March 2017, the Company has complied with the code provisions, other than Provisions A.2.1, A.6.7 and E.1.2 of the CG Code.

Provision A.2.1 of the CG Code stipulates that the roles of chairman and chief executive should be separate and should not be performed by the same individual. Mr. Alan Yip is the chairman of the Board and the chief executive officer of the Company and has been managing the Group’s business and overall strategic planning since its establishment. The Directors believe that the vesting of the roles of chairman of the Board and chief executive officer in Mr. Alan Yip is beneficial to the business operations and management of the Group as it provides a strong and consistent leadership to the Group and that the current management has been effective in the development of the Group and the implementation of business strategies under the leadership of Mr. Alan Yip. In allowing the two roles to be vested in the same person, the Group believes both positions require in-depth knowledge and considerable experience of the Group’s business and Mr. Alan Yip is the most suitable person to occupy both positions for effective management of the Group. Accordingly, the Company has not segregated the roles of its chairman of the Board and chief executive officer as required by Provision A.2.1 of the CG Code.

For non-compliance with Provisions A.6.7 and E.1.2 of the CG Code, please refer to the section below headed “Directors’ Attendance at Board Meeting and General Meeting” in this Corporate Governance Report.

The Company will continue to review its corporate governance practices in order to enhance its corporate governance standard, comply with regulatory requirements and meet the growing expectations of the Shareholders and investors.

### CODE OF CONDUCT FOR DIRECTORS’ SECURITIES TRANSACTIONS

The Company has adopted a code of conduct regarding securities transactions by Directors on terms no less exacting than the required standard of dealings concerning securities transactions by the Directors as set out in Rules 5.48 to 5.67 of the GEM Listing Rules (the “**Model Code**”) as its own code governing securities transactions of the Directors. Having made specific enquiry of all the Directors, all of them confirmed that they have fully complied with the required standard of dealings as set out in the Model Code during the Year and up to the date of this report.

## **CORPORATE GOVERNANCE REPORT**

Pursuant to Rule 5.66 of the Model Code, the Directors have also requested any employee of the Company or director or employee of a subsidiary of the Company who, because of his office or employment in the Company or a subsidiary, is likely to possess inside information in relation to the securities of the Company, not to deal in securities of the Company when he would be prohibited from dealing by the Model Code as if he were a Director.

### **BOARD OF DIRECTORS**

The Company is governed by the Board which has the responsibility for leadership and monitoring of the Company. The Directors are collectively responsible for promoting the success of the Group by directing and supervising the Group's affairs. As at the date of this report, the Board comprises nine Directors. During the Year and up to the date of this report, the Board's composition is as follows:

#### **Executive Directors:**

Mr. Yip Shek Lun (*Chairman and Chief Executive Officer*)  
Mr. Ng Chi Fung  
Ms. Wan Wai Ting

#### **Non-executive Directors:**

Ms. Cheung Laam  
Mr. Wang Zhong Lei

#### **Independent non-executive Directors:**

Mr. Tso Ping Cheong, Brian  
Mr. David Tsoi  
Mr. Hong Ming Sang  
Mr. Lam Tung Leung

The Board sets the strategies and directions for the Group's activities with a view to developing its business and enhancing shareholders' value. The Board has delegated the daily operation and day-to-day management of the Group as well as the implementation of the Board's policies and strategies to the executive Directors and management of the Group.

All Directors carry out their duties in good faith and in compliance with applicable laws, rules and regulations, make decisions objectively and act in the interests of the Company and its Shareholders as a whole at all times during the Year.

## CORPORATE GOVERNANCE REPORT

There is no financial, business, family or other material/relevant relationship amongst the Directors, except that (i) Mr. Alan Yip and Ms Karin Wan are married couple; (ii) Mr. Patrick Cheung, a former director, is the brother of Ms. Cheung Laam; and (iii) Mr. Alan Yip, Mr. Jeff Ng, Ms. Karin Wan and Ms. Liza Wang are persons acting in concert. By the Acting in Concert Confirmation and Undertaking, each of Mr. Alan Yip, Mr. Jeff Ng, Ms. Karin Wan and Ms. Liza Wang (a) confirmed that since 1 April 2011, they have adopted a consensus building approach to reach decisions on a unanimous basis, voted as a group (by themselves and/or through companies controlled by them) on an unanimous basis in respect of all corporate matters relating to the financials and operations of the Group at the shareholder and board levels of each member company within the Group, and have been given sufficient time and information to consider and discuss in order to reach consensus; and (b) have undertaken that, upon execution of the Acting in Concert Confirmation and Undertaking and during the period they (by themselves or together with their associates) remain in control of the Group until the Acting in Concert Confirmation and Undertaking is terminated by them in writing, they will maintain the above acting-in-concert relationship.

The Group will continue updating the Directors on the latest developments regarding the GEM Listing Rules and other applicable regulatory requirements to ensure compliance and enhance their awareness of good corporate governance practices.

### CORPORATE GOVERNANCE FUNCTIONS

The Board is responsible for performing the corporate governance duties as set out in Provision D.3.1 of the CG Code, which include (a) to develop and review the Company's policies and practices on corporate governance; (b) to review and monitor the training and continuous professional development of the Directors and senior management of the Company; (c) to review and monitor the Company's policies and practices on compliance with legal and regulatory requirements; (d) to develop, review and monitor the code of conduct and compliance manual (if any) applicable to the employees of the Group and the Directors; and (e) to review the Company's compliance with the CG Code and relevant disclosures in the corporate governance report as set out in the annual reports of the Company.

The Board has performed the abovementioned corporate governance functions for the Year.

### BOARD DIVERSITY POLICY

Pursuant to the CG Code, the Board has adopted a board diversity policy (the "**Board Diversity Policy**"). The Company recognizes and embraces the benefits of diversity of the Board members. While all Board appointments will continue to be made on a merit basis, the Company will ensure that the Board has a balance of skills, experience and diversity of perspectives appropriate to the needs of the Company's business. Selection of candidates will be based on a range of diversity perspectives, including but not limited to gender, age, cultural and educational background, experience (professional or otherwise), skills and knowledge.

As at the date of this report, the Board comprises nine Directors. Four of the Directors are independent non-executive Directors and all of them are independent of management, thereby promoting critical review and control of the management process. The Board is also characterised by significant diversities, whether considered in terms of gender, professional background or skills.

## CORPORATE GOVERNANCE REPORT

### DIRECTORS' ATTENDANCE AT BOARD MEETING AND GENERAL MEETING

Regular board meetings are held at quarterly intervals with additional meetings convened as and when necessary to discuss the overall strategic directions, operations and financial performance of the Group, and to approve quarterly, interim and annual results and other significant matters of the Group. For regular meetings, the Board members are given at least 14 days prior notice and agenda with supporting documents are sent to the Directors not less than 3 days before the relevant meeting is held.

Directors may propose to the chairman of the Board or the company secretary of the Company to include matters in the agenda for regular board meetings. Directors are requested to declare their direct or indirect interests, if any, in any proposals or transactions to be considered by the Board at board meetings and abstain from voting in favour of the related board resolutions as appropriate.

The Directors can attend meetings in person or through other means of electronic communication in accordance with the Articles. Minutes of meetings of the Board and Board committees are kept by the company secretary of the Company in sufficient details of the matters considered and decisions reached, including dissenting views expressed, and are open for inspection on reasonable notice by any Director. Draft and final versions of minutes are sent to all Directors for their comments and records respectively within a reasonable time after the board meeting is held.

All Directors have access to the advice and services of the company secretary of the Company with a view to ensuring the Board procedures are followed.

During the Year, the Directors' attendance record of the Board, Board committees and general meetings are as follows:

Directors	Board Meeting	Audit Committee Meeting	Remuneration Committee Meeting	Nomination Committee Meeting	Annual General Meeting	Extraordinary General Meeting
<b>Executive Directors:</b>						
Yip Shek Lun	8/8	0/0	1/2	1/1	1/1	0/0
Ng Chi Fung	7/8	0/0	0/0	0/0	1/1	0/0
Wang Wai Ting	8/8	0/0	0/0	0/0	1/1	0/0
<b>Non-executive Directors:</b>						
Cheung Laam	2/8	0/0	0/0	0/0	0/1	0/0
Wang Zhong Lei	6/8	0/0	0/0	0/0	0/1	0/0
<b>Independent Non-executive Directors:</b>						
Tso Ping Cheong, Brian	6/8	3/4	0/0	0/1	0/1	0/0
David Tsoi	8/8	4/4	0/0	0/0	1/1	0/0
Hong Ming Sang	2/8	1/4	1/2	0/0	0/1	0/0
Lam Tung Leung	8/8	0/0	2/2	1/1	1/1	0/0

## **CORPORATE GOVERNANCE REPORT**

During the Year, the chairman of the Board had a meeting with the independent non-executive Directors without the presence of the other executive Directors.

Provision A.6.7 of the CG Code requires that independent non-executive directors and other non-executive directors shall attend general meetings and develop a balanced understanding of the views of shareholders. Ms. Cheung Laam and Mr. Wang Zhong Lei, being the then non-executive Directors and Mr. Tso Ping Cheong, Brian and Mr. Hong Ming Sang, being the then independent non-executive Directors, did not attend the Company's annual general meeting held on 4 August 2016 due to their other unexpected business engagement.

Under Provision E.1.2 of the CG Code, the chairman of the Board should attend the annual general meeting of the Company, and the chairman of the board committees and failing whom, another member of the relevant committee or his duly appointed delegate should be available to answer questions thereat. Due to prior business engagement, the respective chairman of the audit committee and remuneration committee were not able to attend the annual general meeting of the Company held on 4 August 2016 in person, but they have already delegated to one of the executive Directors to answer questions on their behalf.

### **APPOINTMENT AND RE-ELECTION OF THE DIRECTORS**

Each of the executive Directors has entered into a service agreement with the Company pursuant to which he or she has agreed to act as an executive Director for a fixed term of one year with effect from the Listing Date. The term of service shall be renewed and extended automatically by one year on the expiry of such initial term and on the expiry of every successive period of one year thereafter, subject to early termination by either party in accordance with the terms of the service agreement and retirement by rotation and re-election pursuant to the Articles.

Under Provision A.4.1 of the CG Code, each non-executive Director should be appointed for a specific term subject to re-election. For the two non-executive Directors, Ms. Cheung Laam has been appointed as a non-executive Director under a letter of appointment for an initial fixed term of one year commencing from the Listing Date while Mr. Wang Zhong Lei has been appointed as a non-executive Director under a letter of appointment for an initial fixed term of one year commencing from 9 December 2015. Each appointment is renewable automatically for successive term of one year each commencing after the expiry of the then current term, subject to early termination by either party in accordance with the terms of the letter of appointment and retirement by rotation and re-election pursuant to the Articles.

Each of the independent non-executive Directors has been appointed under a letter of appointment for a fixed term of one year commencing from the Listing Date. Such appointment is renewable automatically for successive term of one year each commencing after the expiry of the then current term, subject to early termination by either party in accordance with the terms of the letter of appointment and retirement by rotation and re-election pursuant to the Articles.

## CORPORATE GOVERNANCE REPORT

According to Provision A.4.2 of the CG Code, all Directors appointed to fill a casual vacancy should be subject to election by the Shareholders at the first general meeting after their appointment. By virtue of article 112 of the Articles, the Directors shall have the power from time to time and at any time to appoint any person as a Director either to fill a casual vacancy or as an additional Director but so that the number of Directors so appointed shall not exceed the maximum number determined from time to time by the Shareholders in general meeting. Any Director appointed by the Board to fill a casual vacancy shall hold office until the first general meeting of the Company after his/her appointment and be subject to re-election at such meeting. Any Director appointed by the Board as an addition to the existing Board shall hold office only until the next following annual general meeting of the Company and shall then be eligible for re-election. Any Director so appointed shall not be taken into account in determining the Directors or the number of Directors who are to retire by rotation at an annual general meeting.

According to Provision A.4.2 of the CG Code, all Directors are subject to retirement by rotation at least once every three years. Furthermore, pursuant to article 108 of the Articles, at each annual general meeting of the Company, one-third of the Directors for the time being will retire from office by rotation. However, if the number of Directors is not three or a multiple of three, then the number nearest to but not less than one-third shall be the number of retiring Directors provided that every Director shall be subject to retirement by rotation at least once every three years. The Directors who shall retire in each year include (so far as necessary to obtain the number required) any Director who wishes to retire and not to offer himself for re-election, and any Director who has not been subject to retirement by rotation in the three years preceding the annual general meeting, and any further Directors who have been longest in the office since their last re-election or appointment and so that as between persons who become or were last re-elected Directors on the same day those to retire shall (unless they otherwise agree among themselves) be determined by lot. A retiring Director shall be eligible for re-election.

Pursuant to article 113 of the Articles, no person, other than a retiring Director, shall, unless recommended by the Board for election, be eligible for election to the office of Director at any general meeting, unless notice in writing of the intention to propose that person for election as a Director and notice in writing by that person of his willingness to be elected shall have been lodged at the head office or at the registration office. The period for lodgment of such notices will commence no earlier than the day after the despatch of the notice of the general meeting appointed for such election and end no later than 7 days prior to the date of such meeting and the minimum length of the period during which such notices to the Company may be given must be at least 7 days. The written notice must state that person's biographical details as required by Rule 17.50(2) of the GEM Listing Rules.

In accordance with the Articles, Mr. Yip Shek Lun, Mr. Hong Ming Sang and Mr. Lam Tung Leung will retire at the 2017 AGM and being eligible, will offer themselves for re-election.

## CORPORATE GOVERNANCE REPORT

### INDEPENDENT NON-EXECUTIVE DIRECTORS

The independent non-executive Directors are persons with relevant academic and professional qualifications. They advise the Company on strategic development, which enables the Board to maintain high standards of compliance with financial and other regulatory requirements. In compliance with Rules 5.05(1), 5.05(2) and 5.05A of the GEM Listing Rules, the Company has appointed four independent non-executive Directors representing more than one-third of the Board and with at least one of whom having appropriate professional qualifications, or accounting or related financial management expertise.

Prior to their respective appointments, each of the independent non-executive Directors has submitted a written statement to the Stock Exchange confirming their independence. The Company has received from each of the independent non-executive Directors an annual confirmation of his independence pursuant to Rule 5.09 of the GEM Listing Rules and the Board considers all the independent non-executive Directors to be independent and meet the requirements as set out in Rule 5.09 of the GEM Listing Rules as at the date of this report.

### DIRECTORS' PARTICIPATION IN CONTINUOUS PROFESSIONAL DEVELOPMENT

During the Year, in compliance with Provision A.6.5 of the CG Code, the Directors received from the Company from time to time the updates on laws, rules and regulations which might be relevant to their roles, duties and functions as a director of a listed company. All Directors have been updated with the latest developments regarding the GEM Listing Rules and other applicable legal and regulatory requirements to ensure compliance and enhance their awareness of good corporate governance practices. In addition, continuing briefings and professional development to the Directors will be arranged whenever necessary.

The individual training record of each Director received during the Year is summarised below:

<b>Name of Director</b>	<b>Attending training course(s)/ reading materials</b>
<b>Executive Directors:</b>	
Yip Shek Lun	√
Ng Chi Fung	√
Wang Wai Ting	√
<b>Non-executive Directors:</b>	
Cheung Laam	√
Wang Zhong Lei	√
<b>Independent Non-executive Directors:</b>	
Tso Ping Cheong, Brian	√
David Tsoi	√
Hong Ming Sang	√
Lam Tung Leung	√

## CORPORATE GOVERNANCE REPORT

### AUDIT COMMITTEE

The Board has established an audit committee (the “**Audit Committee**”) pursuant to a resolution of the Directors passed on 20 May 2015 with written terms of reference in compliance with Rules 5.28 and 5.29 of the GEM Listing Rules. The written terms of reference of the Audit Committee was adopted in compliance with Provisions C3.3 and C3.7 of the CG Code. The primary duties of the Audit Committee are, among other things, to make recommendations to the Board on the appointment, re-appointment and removal of external auditor, review the financial information, oversee our financial reporting process, internal control, risk management systems and audit process and perform other duties and responsibilities assigned by the Board.

The Audit Committee comprises three members, namely, Mr. Tso Ping Cheong, Brian, Mr. David Tsoi and Mr. Hong Ming Sang, who are independent non-executive Directors. Mr. Tso Ping Cheong, Brian, who has appropriate professional qualifications and experience in accounting matters, is the chairman of the Audit Committee.

The Audit Committee held four meetings during the Year and has reviewed the Company’s annual results for the year ended 31 March 2016 and the unaudited quarterly results and interim results during the Year. Pursuant to the meeting of the Audit Committee held in June 2017, the Audit Committee has, together with the management of the Company and external independent auditor, reviewed the audited annual results of the Group for the year ended 31 March 2017 and recommended approval by the Board.

### REMUNERATION COMMITTEE

The Board has established a remuneration committee (the “**Remuneration Committee**”) with written terms of reference in compliance with Rules 5.34 and 5.35 of the GEM Listing Rules. The written terms of reference of the Remuneration Committee was adopted in compliance with Provision B1.2 of the CG Code. The primary duties of the Remuneration Committee are to review and approve the management’s remuneration proposals, make recommendations to the Board on the remuneration packages of the Directors and senior management and ensure none of the Directors determine their own remuneration.

The Remuneration Committee comprises three members, namely, Mr. Hong Ming Sang, Mr. Lam Tung Leung, both independent non-executive Directors, and Mr. Alan Yip, an executive Director. Mr. Hong Ming Sang is the chairman of the Remuneration Committee.

During the Year, two Remuneration Committee meetings were held to review the remuneration packages of the Directors and senior management of the Group.

### NOMINATION COMMITTEE

The Board has established a nomination committee (the “**Nomination Committee**”) with written terms of reference in compliance with Provision A.5.2 of the CG Code. The primary duties of the Nomination Committee are to review the structure, size and composition of the Board, and select or make recommendations on the selection of individuals nominated for directorships.

## CORPORATE GOVERNANCE REPORT

The Nomination Committee comprises three members, namely Mr. Lam Tung Leung, Mr. Tso Ping Cheong, Brian, both independent non-executive Directors, and Mr. Alan Yip, an executive Director. Mr. Lam Tung Leung is the chairman of the Nomination Committee.

During the Year, one Nomination Committee meeting was held to review the composition of the Board.

### FINANCIAL REPORTING

The Directors acknowledge their responsibilities for the preparation and true and fair presentation of the financial statements of the Company. In preparing the financial statements, the financial reporting standards in Hong Kong have been adopted, appropriate accounting policies have been used and applied consistently, and reasonable judgements and estimates have been made. The Board is not aware of any material uncertainties relating to the events or conditions which may cast significant doubt over the Group's ability to continue as a going concern. Accordingly, the Board has continued to adopt the ongoing concern basis in preparing the financial statements.

The responsibilities of the external auditor regarding their financial reporting are set out in the independent auditor's report for the Year as contained in this annual report.

### AUDITOR'S REMUNERATION

The remuneration paid/payable to the Company's external auditor, SHINEWING (HK) CPA Limited (the "Auditor"), for the Year, is set out as follows:

<b>Fees paid/payable</b>	<b>HK\$</b>
Annual audit services	400,000
Non-audit services	–
<b>Total:</b>	<b>400,000</b>

The amount of fees charged by the Auditor generally depends on the scope and volume of the Auditor's work. The Auditor did not provide any non-audit services to the Company for the Year.

There was no disagreement between the Board and the Audit Committee on the selection and appointment of the Auditor during the Year.

### INTERNAL CONTROL AND RISK MANAGEMENT

The Board conducts regular review and evaluation of the ongoing effectiveness and adequacy of the Group's internal control system covering all controls matters, including financial, operational, compliance and risk management controls. The Board is committed to implementing an effective and sound internal control system to safeguard the interest of the Shareholders and the Group's assets.

# CORPORATE GOVERNANCE REPORT

## COMPANY SECRETARY

Mr. Tsui Siu Hung, Raymond (FCCA, FCPA) is the company secretary of the Company as appointed pursuant to Rule 5.14 of the GEM Listing Rules. During the Year, Mr. Tsui undertook over 15 hours' professional training to update his skill and knowledge in compliance with the CG Code.

## COMPLIANCE OFFICER

Mr. Ng Chi Fung, an executive Director, is the compliance officer of the Company. Please refer to the section "Biographical Details of Directors and Senior Management" of this report for his biographical information.

## SHAREHOLDERS' RIGHTS

The general meetings of the Company provide an opportunity for communication between the Shareholders and the Board. An annual general meeting of the Company shall be held in each year and at the place as may be determined by the Board. Each general meeting, other than an annual general meeting, shall be called an extraordinary general meeting ("EGM").

### Right to Convene EGMs and Procedures

Pursuant to article 64 of the Articles, the Board may, whenever it thinks fit, convene an EGM. Any one or more Shareholder(s) holding at the date of the deposit of the requisition not less than one tenth of the paid-up capital of the Company carrying the right of voting at general meetings of the Company shall at all times have the right, by written requisition sent to the Board or the company secretary of the Company, to require an EGM to be called by the Board for the transaction of any business specified in such requisition; and such meeting shall be held within two months after the deposit of such requisition.

If within 21 days from the date of the deposit of the requisition the Board fails to proceed to convene such meeting, the requisitionist(s) may convene a meeting in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed by the Company to the requisitionist(s).

### Right to Put Enquiries to the Board

Shareholders have the right to put enquiries to the Board. All such enquiries shall be in writing and sent by post to the principal place of business of the Company in Hong Kong for the attention of the company secretary.

Shareholders may also make enquiries with the Board at the general meetings of the Company.

### Right to Put Forward Proposals at General Meetings

There are no provisions allowing Shareholders to propose new resolutions at the general meetings under the Companies Law (as revised) of the Cayman Islands, as amended, modified and supplemental from time to time.

## ----- CORPORATE GOVERNANCE REPORT

However, pursuant to the Articles, Shareholders who wish to move a resolution may by means of requisitions convene an EGM following the procedures set out above.

### **CONSTITUTIONAL DOCUMENTS**

During the Year, there has been no change in the Company's constitutional documents. The Articles are available on the websites of the Stock Exchange and the Company.

### **INVESTOR RELATIONS**

The Group has established a range of communication channels between itself and its shareholders, investors and other stakeholders. All relevant corporate communication materials of the Company published on the GEM website (<http://www.hkgem.com>) are posted on the Company's website (<http://www.guruonline.hk>) as soon as practicable after their release. The Company's constitutional documents are also available on the Company's website. Information on the website will be updated on a regular basis.

Share registration matters shall be handled for the Shareholders by the Company's Hong Kong branch share registrar, Tricor Investor Services Limited at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

The Board hereby presents its first environmental, social, and governance report, which was prepared based on the Environmental, Social and Governance Reporting Guide in Appendix 20 of the GEM Listing Rules.

### ENVIRONMENTAL POLICIES AND PERFORMANCE

The management firmly believes that sound performance in relation to the environmental, social and governance (“ESG”) aspects is essential for the sustainable operation of the Group’s business, as well as its ability to contribute to society. It is therefore committed to environmental protection, which includes reducing the impact of its activities on the environment and complying with relevant environmental protection laws. Accordingly, the Group is continuously seeking ways to achieve clean operations, including by way of effectively managing resources and minimising wastes and emissions. The Group has also reached out to employees, educating them on environmental protection and encouraging their active involvement in activities that help protecting the environment. The management will review its environmental practices in a timely manner and consider implementing additional measures to enhance environmental sustainability.

### EMISSIONS

The Group primarily provides integrated digital marketing services; hence, its operations do not generate significant air emissions or hazardous waste. However, greenhouse gas emissions are indirectly generated from electricity consumed at the Group’s workplace. Therefore during the Year, it has promoted energy conservation as part of its holistic approach towards environmental protection, which also correlates with the Group’s efforts to develop sustainable operations. Other measures have been implemented by the Group which include those aimed at reducing its carbon footprint and conserving water resources. The Group has also introduced several waste management campaigns, including a paper recycling program. During the Year, the Group was not aware of any material non-compliance with relevant standards, rules and regulations relating to the environment.

### USE OF RESOURCES

The Group directly and indirectly consumes resources such as water and electricity during the operation process. The management has consequently established energy saving and consumption reduction measures to encourage all staff members to make better use of electricity, water and other resources. The Group has also adopted a series of environmental protection measures that are founded on the principle of recycling and conservation. These measures include methods for reducing water consumption and paper usage, the latter involving such practices as using recycled paper for printing and photocopying and by double-sided printing and photocopying. Furthermore, employees are encouraged to switch off lights and air conditioning units when office areas are unoccupied so as to reduce energy consumption.

### THE ENVIRONMENT AND NATURAL RESOURCES

The Group is fully committed to conserving resources and energy, and seeking cooperation from all staff members. Among the methods for encouraging their compliance, all staff are required to use access cards for unlocking and operating printers. The Group therefore has a record of paper usage by each employee, and can then monitor monthly usage of papers on individual basis and take remedial action when necessary.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

All staff are also required to observe the staff handbook (the “**Staff Handbook**”), the contents of which include methods for conserving energy such as when any employee is leaving the office outside normal working hours, all lights and electrical appliances should be turned off.

The Group has also sought ways to protect the environment, including the use of soy ink and FSC-certified paper for the publication of its 2016 annual report. Furthermore, a corporate communication notification arrangement will be established for processing and dispatching notification and reply forms to/from CCASS non-registered holders. The result reports will only be issued at the request of shareholders after they have returned their reply forms, rather than dispatching automatically to all shareholders as is the current practice.

### EMPLOYMENT

The Group has the Staff Handbook in place which contains its policies on human resources, including conditions of employment, rules and discipline, personal development, general policies, health & safety, and employee relations. Employees could thereby be made aware of the Group’s policies on issues such as compensation, dismissal, recruitment, promotion and working hours.

The Staff Handbook also highlights the Group’s commitment of providing equal opportunity to all staff and potential staff regardless of nationality, race, religion, sex or marital status in the application of employment practices, including recruitment, during employment, compensation, training and promotion. Such commitment extends to the protection of all staff from sexual harassment, which includes physical, visual or non-verbal conducts of sexual nature that are uninvited or unwelcomed. Employees are advised to inform the human resources department when such instances occur. All matters will be dealt with in strictest confidence, and formal feedback will be provided within five working days.

The management also regularly reviews the Group’s remuneration policy in relation to relevant market standards.

For the Year, the Group was not aware of any material non-compliance with applicable standards, rules and regulations relating to employment.

### HEALTH AND SAFETY

Health and safety are important concerns of the Group, and are considered in relation to all aspects of its business operations. This aligns with the Group’s view that its employees are its most valuable asset. The Group is therefore committed to providing employees with a safe, pleasant and healthy working environment. Consistent with this commitment, the Group moved to a new premises at 4/F., KOHO, 73-75 Hung To Road, Kwun Tong, Hong Kong in mid-June. In comparison with the former office with a gross floor area of approximately 14,280 sq. ft., the new workplace has a gross floor area of approximately 21,480 sq. ft., and provides facilities for the employees to relax, gather and have informal meetings.

In the existing premises as well as the new one, all staff members are and will be alert of the emergency evacuation guidelines posted in conspicuous places around the office, and are expected to be familiar with safety procedures in case of fire or similar crises. To increase such familiarity, fire drills are conducted on a regular basis to highlight the escape routes. All employees are also encouraged to inform relevant departments whenever they observe any potential or apparent health and safety hazards so as to protect the well-being of all staff.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

Regular inspections and management review of health and safety are performed by the Group to ensure the effectiveness of relevant policies and measures. During the Year, the Group was not aware of any material non-compliance with applicable standards, rules and regulations relating to the health and safety aspect.

### DEVELOPMENT AND TRAINING

The management is committed to the professional development of staff, and encourages its employees to attend relevant courses, seminars and conferences, as well as in-house training organised by the Company. In providing the opportunity to pursue a meaningful and rewarding career with the Company, the line management will inform our staff of the standards required when completing tasks, and will give support and assistance when needed. Staff are welcomed to speak with their department head if they have any enquiries. A formal assessment interview by the line management is conducted once a year, whereas managers appraise staff on a continual basis and provide two-way feedback.

### LABOR STANDARDS

Consistent with the Group's belief that its staff its most important asset, it strictly complies with relevant employment rules and regulations pertaining to working hours, probationary period, remuneration, bonus scheme, staff benefits, MPF, special leaves of absence, etc. The management strives to provide a work environment where staff can grow professionally and contribute to the Group. Correspondingly it has established a "Work and Development Policy" that creates a formal communication line linking supervisors with their subordinates; enabling exchanges regarding matters such as performance evaluation, feedback, career planning and remuneration. When a staff member elects to leave the company, the Group conducts an exit interview during which the departing employee completes a questionnaire which enables the Group to better understand the reason behind the exit and assess its own performance.

Prior to confirmation of employment, the Group will require job applicant to provide a valid identity document to verify that the applicants are lawfully employable, and ensure full compliance of relevant laws and regulations that prohibit child and forced labour.

The Group also strives to provide a rewarding employment experience for interns. Towards this objective, it has established internship policies and a procedure manual for guiding its managers, supervisors and human resources professionals in hiring interns.

For the Year, the Group was not aware of any material non-compliance with applicable standards, rules and regulations relating to child or forced labour.

### SUPPLY CHAIN MANAGEMENT

Even though the Group's business has no significant impact on the environment, the management continuously monitors all business operations with the view towards reducing any possible negative impact on the environment or on society. Such scrutiny extends to supplier management, with the Group placing emphasis on service quality during the selection process. The required quality includes the suppliers' compliance with relevant codes and practices pertaining to environmental protection. Also, as part of the engagement process, the Group selects more than one supplier for comparison purposes, thus ensuring that the most suitable candidate is selected.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

### PRODUCT RESPONSIBILITY

The Group is fully committed to the protection of personal data and intellectual property rights, and expects full compliance from all employees as outlined in the Staff Handbook.

In respect of personal data, the Staff Handbook clearly states that such information must be carefully used and must not be disclosed to unauthorised persons. Where uncertainties exist in terms of processing personal data, all staff members must contact the Human Resources Department for guidelines and advices on general obligations under legislation and best practices.

With regard to intellectual property rights protection, all employees understand that all works made by them in the course of their employment are the property of the Group, and that they are obligated to promptly disclose and deliver to the Group for its exclusive use of such property upon its request. Also, all staff shall cooperate with the Group in executing assignments as necessary from time to time and to vest all rights in the Group as legal and beneficial owner. Furthermore, both during employment and upon departure from the Group, no conduct shall be taken that might affect or imperil the validity of protection for the intellectual property rights obtained, or applied for, by the Group.

The Group also fully respects the intellectual property rights of its customers and has signed non-disclosure agreements.

For the Year, the Group was not aware of any material non-compliance with applicable standards, rules and regulations relating to health and safety, advertising, labelling and privacy matters relating to products and services provided and methods of redress.

### ANTI-CORRUPTION

The Group understands that to maintain its considerable standing in the global digital marketing field, utmost professionalism in respect of business conduct is paramount. Correspondingly, all employees must enter into a declaration of confidentiality and maintain high standards of honesty and fairness when conducting work for the Group. The Group expects employees not only to abide by the contents of the Staff Handbook, but also by the spirit of the document, as well as the rules and regulations of regulatory authorities. Furthermore, all staff should take reference to the Group's code of conduct with regard to guarding against corruption. The code sets out ethical standards relating to conducts when obtaining business, personal benefits, use of information, and outside employment, among other important issues. The Group has also established policies and procedures for dealing with money laundering. During the Year, there were no complaints of corruption concerning the Group or any of its staff and the Group was not aware of any material non-compliance with applicable standards, rules and regulations relating to bribery, extortion, fraud and money laundering.

### COMMUNITY INVESTMENT

The Group fully understands the importance of giving back to the community, which includes ensuring that the young generation has a strong start in life. Consistent with this view, the Group has donated HK\$100,000 to Ying Wa College, which will go towards the construction of new school facilities.

## INDEPENDENT AUDITOR'S REPORT



SHINEWING (HK) CPA Limited  
43/F, Lee Garden One  
33 Hysan Avenue  
Causeway Bay, Hong Kong

### TO THE SHAREHOLDERS OF GURU ONLINE (HOLDINGS) LIMITED

*(incorporated in the Cayman Islands with limited liability)*

#### OPINION

We have audited the consolidated financial statements of Guru Online (Holdings) Limited (the "Company") and its subsidiaries (the "Group") set out on pages 62 to 129, which comprise the consolidated statement of financial position as at 31 March 2017, and the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 March 2017, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

#### BASIS FOR OPINION

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

#### KEY AUDIT MATTERS

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

## INDEPENDENT AUDITOR'S REPORT

### Impairment assessment on trade receivables

Refer to note 21 to the consolidated financial statements and the accounting policies on pages from 84 to 85.

#### The key audit matter

#### How the matter was addressed in our audit

We have identified impairment on trade receivables as a key audit matter because the policy for making such impairment involves significant degree of management judgment and may be subject to management bias.

Our procedures were designed to review the management's assessment of the indicators of impairment and challenge the reasonableness of the methods and assumptions used to estimate the allowance for doubtful debts.

As at 31 March 2017, the Group has outstanding trade receivables of approximately HK\$35,891,000.

We have discussed the indicators of possible impairment with the management and, where such indicators were identified, assessing the management's impairment testing. We have challenged the assumptions and critical judgment used by the management by assessing the reliability of the management's past estimates and taking into account the ageing at year end and cash received after year end, as well as the recent creditworthiness of each debtor.

These conclusions are dependent upon management judgment in respect of assessing the ultimate realisation of these receivables.

### INFORMATION OTHER THAN THE CONSOLIDATED FINANCIAL STATEMENTS AND AUDITOR'S REPORT THEREON

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

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

## INDEPENDENT AUDITOR'S REPORT

### RESPONSIBILITIES OF DIRECTORS AND THE AUDIT COMMITTEE FOR THE CONSOLIDATED FINANCIAL STATEMENTS

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

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

The Audit Committee is responsible for overseeing the Group's financial reporting process.

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

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

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

## INDEPENDENT AUDITOR'S REPORT

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

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

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

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

The engagement partner on the audit resulting in this independent auditor's report is Chan Wing Kit.

SHINEWING (HK) CPA Limited  
*Certified Public Accountants*  
Chan Wing Kit  
Practising Certificate Number: P03224

Hong Kong  
22 June 2017

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 31 March 2017

	NOTES	2017 HK\$'000	2016 HK\$'000
Revenue	8	<b>175,771</b>	160,505
Cost of services		<b>(114,283)</b>	(103,747)
Gross profit		<b>61,488</b>	56,758
Other income, gains or losses	10	<b>1,583</b>	611
Selling expenses		<b>(20,973)</b>	(16,729)
Administrative expenses		<b>(57,480)</b>	(59,152)
Share of (loss) profit of associates	19	<b>(366)</b>	36
Finance costs	11	<b>–</b>	(1)
Change in fair value of held for trading investments	25	<b>(34)</b>	–
Loss before tax		<b>(15,782)</b>	(18,477)
Income tax expense	12	<b>(238)</b>	(1,025)
Loss for the year attributable to owners of the Company	13	<b>(16,020)</b>	(19,502)
<b>Other comprehensive expense</b>			
<i>Item that will be subsequently reclassified to profit or loss:</i>			
Exchange differences arising on translating foreign operations		<b>(992)</b>	(1,288)
Total comprehensive expense for the year attributable to owners of the Company		<b>(17,012)</b>	(20,790)
Loss per share			
Basic and diluted (HK cent)	17	<b>(0.96)</b>	(1.17)

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2017

	NOTES	2017 HK\$'000	2016 HK\$'000
<b>Non-current assets</b>			
Plant and equipment	18	6,009	5,898
Interests in associates	19	1,186	1,052
Held-to-maturity investments	20	5,077	–
Deposit paid	22	1,687	185
		<b>13,959</b>	7,135
<b>Current assets</b>			
Trade and bills receivables	21	35,891	39,555
Deposits, prepayments and other receivables	22	10,817	9,997
Amounts due from associates	23	335	327
Tax recoverable		2,214	2,000
Held-to-maturity investments	20	15,235	–
Held for trading investments	25	1,905	–
Restricted bank balance	26	50	50
Bank balances and cash	26	66,509	94,691
		<b>132,956</b>	146,620
Assets classified as held for sale	24	3,689	–
		<b>136,645</b>	146,620
<b>Current liabilities</b>			
Trade and other payables	27	14,179	7,791
Receipts in advance		5,732	2,903
Accrued expenses		6,958	4,059
Income tax payable		597	1,339
		<b>27,466</b>	16,092
Net current assets		<b>109,179</b>	130,528
Total assets less current liabilities		<b>123,138</b>	137,663
<b>Non-current liability</b>			
Deferred tax liability	28	–	–
		<b>123,138</b>	137,663

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2017

	NOTE	2017 HK\$'000	2016 HK\$'000
Capital and reserves			
Share capital	29	<b>16,672</b>	16,672
Reserves		<b>106,466</b>	120,991
Total equity		<b>123,138</b>	137,663

The consolidated financial statements on pages 62 to 129 were approved and authorised for issue by the board of directors on 22 June 2017 and are signed on its behalf by:

Yip Shek Lun  
Director

Ng Chi Fung  
Director

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 31 March 2017

	Share capital HK\$'000	Share premium HK\$'000	Share options reserve HK\$'000	Exchange reserve HK\$'000	Other Reserve (Note) HK\$'000	Retained profits (accumulated losses) HK\$'000	Total HK\$'000
At 1 April 2015	32	46,625	–	(36)	–	13,459	60,080
Loss for the year	–	–	–	–	–	(19,502)	(19,502)
Other comprehensive income for the year							
– Exchange differences arising on translating foreign operations	–	–	–	(1,288)	–	–	(1,288)
Total comprehensive income for the year	–	–	–	(1,288)	–	(19,502)	(20,790)
Transfer upon a group reorganisation	(32)	(46,625)	–	–	46,657	–	–
Recognition of equity-settled share-based payment	–	–	3,142	–	–	–	3,142
Share options lapsed	–	–	(196)	–	–	196	–
Issue of shares by capitalisation of share premium account	12,000	(12,000)	–	–	–	–	–
Issue of shares pursuant to placing	4,672	112,128	–	–	–	–	116,800
Expenses incurred in connection with issue of new shares	–	(8,565)	–	–	–	–	(8,565)
Dividend paid (Note 16)	–	(13,004)	–	–	–	–	(13,004)
At 31 March 2016 and 1 April 2016	16,672	78,559	2,946	(1,324)	46,657	(5,847)	137,663
Loss for the year	–	–	–	–	–	(16,020)	(16,020)
Other comprehensive expense for the year							
– Exchange differences arising on translating foreign operations	–	–	–	(992)	–	–	(992)
Total comprehensive expense for the year	–	–	–	(992)	–	(16,020)	(17,012)
Recognition of equity-settled share-based payment	–	–	2,487	–	–	–	2,487
Share options lapsed	–	–	(297)	–	–	297	–
<b>At 31 March 2017</b>	<b>16,672</b>	<b>78,559</b>	<b>5,136</b>	<b>(2,316)</b>	<b>46,657</b>	<b>(21,570)</b>	<b>123,138</b>

Note

Other reserve represented the difference between the nominal amount of the share capital and share premium of AdBeyond Holdings Limited and the nominal amount of the share capital issued by the Company pursuant to the group reorganisation completed on 16 May 2015 (the “**Reorganisation**”), as further detailed in note 2.

## CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 March 2017

	2017 HK\$'000	2016 HK\$'000
<b>OPERATING ACTIVITIES</b>		
Loss before tax	<b>(15,782)</b>	(18,477)
Adjustments for:		
Finance costs	–	1
Bank interest income	<b>(104)</b>	(56)
Bond interest income	<b>(458)</b>	–
Gain of disposal of assets classified as held for sale	<b>(379)</b>	–
Loss of disposal of held for trading investments	<b>13</b>	–
Loss on written off of plant and equipment	<b>698</b>	–
Impairment loss on trade receivables	<b>2,501</b>	2,607
Reversal of impairment loss on trade receivables	<b>(116)</b>	(273)
Depreciation of plant and equipment	<b>2,132</b>	1,860
Change in fair value of held for trading investments	<b>34</b>	–
Share-based payment expense	<b>2,487</b>	3,142
Amortisation of intangible assets	–	856
Loss on written off of intangible assets	–	2,400
Share of loss (profit) of associates	<b>366</b>	(36)
Operating cash flows before movements in working capital	<b>(8,608)</b>	(7,976)
Decrease (increase) in trade and bills receivables	<b>738</b>	(862)
(Increase) decrease in deposits, prepayments and other receivables	<b>(2,467)</b>	3,477
Increase (decrease) in trade and other payables	<b>6,445</b>	(1,369)
Increase (decrease) in receipts in advance	<b>2,906</b>	(277)
Increase in accrued expenses	<b>2,912</b>	100
<b>CASH FROM (USED IN) OPERATIONS</b>	<b>1,926</b>	(6,907)
Income tax paid		
– Hong Kong Profits Tax	–	(1,317)
– People's Republic of China Enterprise Income Tax	<b>(1,143)</b>	(1,282)
<b>NET CASH FROM (USED IN) OPERATING ACTIVITIES</b>	<b>783</b>	(9,506)

## CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 March 2017

	2017 HK\$'000	2016 HK\$'000
<b>INVESTING ACTIVITIES</b>		
Purchase of held-to-maturity investments	<b>(27,983)</b>	–
Purchase of assets classified as held for sale	<b>(5,543)</b>	–
Purchase of plant and equipment	<b>(2,959)</b>	(2,608)
Purchase of held for trading investments	<b>(2,457)</b>	–
Capital injection in interests in associates	<b>(500)</b>	–
Advance to associates	<b>(8)</b>	–
Bank interest received	<b>104</b>	56
Proceeds from disposal of held for trading investments	<b>505</b>	–
Bond interest received	<b>552</b>	–
Proceeds from disposal of assets classified as held for sale	<b>2,233</b>	–
Redemption of held-to-maturity investments	<b>7,577</b>	–
Acquisition of investment in an associate	–	(551)
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(28,479)</b>	(3,103)
<b>FINANCING ACTIVITIES</b>		
Proceeds of issue of shares	–	116,800
Interest paid	–	(1)
Repayments of obligation under a finance lease	–	(16)
Shares issue expenses	–	(8,565)
Dividend paid	–	(13,004)
<b>NET CASH FROM FINANCING ACTIVITIES</b>	–	95,214
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(27,696)</b>	82,605
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	<b>94,691</b>	13,355
Effect of foreign exchange rate changes	<b>(486)</b>	(1,269)
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR, represented by bank balances and cash</b>	<b>66,509</b>	94,691

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 1. GENERAL

The Company was incorporated on 10 January 2014 in the Cayman Islands as an exempted company with limited liability under the Companies Law (as revised) of the Cayman Islands and its shares are listed on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited (the "Stock Exchange"). The addresses of the registered office and principal place of business of the Company are disclosed in the corporate information section to the annual report.

The Company is principally engaged in investment holding. The principal activities of its subsidiaries are set out in note 36.

Other than those subsidiaries of the Company established in the People's Republic of China (the "PRC") whose functional currency is Renminbi ("RMB"), the functional currency of the remaining subsidiaries of the Company is Hong Kong dollars ("HK\$").

The consolidated financial statements are presented in Hong Kong dollars ("HK\$"), which is the same as the functional currency of the Company.

## 2. GROUP REORGANISATION AND BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

Pursuant to the Reorganisation of the Company as described in the section headed "History, Development and Reorganisation – Reorganisation" in the prospectus of the Company dated 22 May 2015 (the "Prospectus"), the Company became the holding company of the companies now comprising the Group after the completion of the Reorganisation on 16 May 2015. The companies now comprising the Group have been under the common control of the ultimate controlling shareholders including Mr. Yip Shek Lun, Ms. Wan Wai Ting, Mr. Ng Chi Fung and Ms. Wang Lai Man, Liza throughout the year ended 31 March 2016 or since their respective dates of incorporation or establishment to 31 March 2016, whichever is the shorter period. The Group comprising the Company and its subsidiaries resulting from the Reorganisation is regarded as a continuing entity. Accordingly, the consolidated financial statements has been prepared on a consolidated basis as if the Company had always been the holding company of the Group by applying the principles of merger accounting with reference to Accounting Guideline 5 "Merger Accounting for Common Control Combinations" issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") as if the Reorganisation had been completed at the beginning of the year as set out in the accounting policy of the Company under "Merger accounting for business combination involving entities under common control" in note 4.

The consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows including the results and cash flows of companies comprising the Group have been prepared as if the current group structure had been in existence throughout the year ended 31 March 2016 or since their respective dates of incorporation or establishment to 31 March 2016, whichever is the shorter period.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 3. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS (“HKFRSs”)

In the current year, the Group has applied the following new and revised HKFRSs, which include HKFRSs, Hong Kong Accounting Standards (“HKAS(s)”), amendments and Interpretations (“Int(s)”), issued by the HKICPA.

Amendments to HKFRSs	Annual Improvements to HKFRSs 2012 – 2014 Cycle
Amendments to HKAS 1	Disclosure Initiative
Amendments to HKAS 16 and HKAS 38	Clarification of Acceptable Methods of Depreciation and Amortisation
Amendments to HKAS 27	Equity Method in Separate Financial Statements
Amendments to HKFRS 10, HKFRS 12 and HKAS 28	Investment Entities: Applying the Consolidation Exception
Amendments to HKFRS 11	Accounting for Acquisitions of Interests in Joint Operations

The application of the amendments to HKFRSs in the current year has had no material impact on the Group’s financial performance and positions for the current and prior years and/or on the disclosures set out in these consolidated financial statements.

### New and revised HKFRSs issued but not yet effective

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

HKFRS 9 (2014)	Financial Instruments <sup>2</sup>
HKFRS 15	Revenue from Contracts with Customers <sup>2</sup>
HKFRS 16	Leases <sup>4</sup>
HK (IFRIC) Int 22	Foreign Currency Transactions and Advance Consideration <sup>2</sup>
Amendments to HKFRSs	Annual Improvements to HKFRSs 2014 – 2016 Cycle <sup>3</sup>
Amendments to HKAS 7	Disclosure Initiative <sup>1</sup>
Amendments to HKAS 12	Recognition of Deferred Tax Assets for Unrealised Losses <sup>1</sup>
Amendments to HKAS 40	Transfers of Investment Property <sup>2</sup>
Amendments to HKFRS 4	Applying HKFRS 9 Financial Instruments with HKFRS 4 Insurance Contracts <sup>2</sup>
Amendments to HKFRS 2	Classification and Measurement of Share-based Payment Transactions <sup>2</sup>
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>5</sup>
Amendments to HKFRS 15	Clarification to HKFRS 15 <sup>2</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2017.

<sup>2</sup> Effective for annual periods beginning on or after 1 January 2018.

<sup>3</sup> Effective for annual periods beginning on or after 1 January 2017 or 1 January 2018, as appropriate.

<sup>4</sup> Effective for annual periods beginning on or after 1 January 2019.

<sup>5</sup> Effective date not yet been determined.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 3. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS (“HKFRSs”) (Continued)

#### **New and revised HKFRSs issued but not yet effective** (Continued)

The directors of the Company anticipate that except as described below, the application of the new and revised HKFRSs will have no material impact on the results and the financial position of the Group.

#### **HKFRS 9 (2014) Financial Instruments**

HKFRS 9 issued in 2009 introduces new requirements for the classification and measurement of financial assets. HKFRS 9 was amended in 2010 and includes the requirements for the classification and measurement of financial liabilities and for derecognition. In 2013, HKFRS 9 was further amended to bring into effect a substantial overhaul of hedge accounting that will allow entities to better reflect their risk management activities in the financial statements. A finalised version of HKFRS 9 was issued in 2014 to incorporate all the requirements of HKFRS 9 that were issued in previous years with limited amendments to the classification and measurement by introducing a “fair value through other comprehensive income” (“FVTOCI”) measurement category for certain financial assets. The finalised version of HKFRS 9 also introduces an “expected credit loss” model for impairment assessments.

Key requirements of HKFRS 9 (2014) are described as follows:

- All recognised financial assets that are within the scope of HKAS 39 Financial Instruments: Recognition and Measurement to be subsequently measured at amortised cost or fair value. Specifically, debt investments that are held within a business model whose objective is to collect the contractual cash flows, and that have contractual cash flows that are solely payments of principal and interest on the principal outstanding are generally measured at amortised cost at the end of subsequent accounting periods. Debt instruments that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and that have contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are measured at FVTOCI. All other debt investments and equity investments are measured at their fair values at the end of subsequent reporting periods. In addition, under HKFRS 9 (2014), entities may make an irrevocable election to present subsequent changes in the fair value of an equity investment (that is not held for trading) in other comprehensive income, with only dividend income generally recognised in profit or loss.
- With regard to the measurement of financial liabilities designated as at fair value through profit or loss, HKFRS 9 (2014) requires that the amount of change in the fair value of the financial liability that is attributable to changes in the credit risk of that liability is presented in other comprehensive income, unless the recognition of the effects of changes in the liability’s credit risk in other comprehensive income would create or enlarge an accounting mismatch in profit or loss. Changes in fair value of financial liabilities attributable to changes in the financial liabilities’ credit risk are not subsequently reclassified to profit or loss. Under HKAS 39, the entire amount of the change in the fair value of the financial liability designated as fair value through profit or loss was presented in profit or loss.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 3. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS (“HKFRSs”) *(Continued)*

#### **New and revised HKFRSs issued but not yet effective** *(Continued)*

##### **HKFRS 9 (2014) Financial Instruments** *(Continued)*

- In the aspect of impairment assessments, the impairment requirements relating to the accounting for an entity’s expected credit losses on its financial assets and commitments to extend credit were added. Those requirements eliminate the threshold that was in HKAS 39 for the recognition of credit losses. Under the impairment approach in HKFRS 9 (2014) it is no longer necessary for a credit event to have occurred before credit losses are recognised. Instead, expected credit losses and changes in those expected credit losses should always be accounted for. The amount of expected credit losses is updated at each reporting date to reflect changes in credit risk since initial recognition and, consequently, more timely information is provided about expected credit losses.
- HKFRS 9 (2014) introduces a new model which is more closely aligns hedge accounting with risk management activities undertaken by companies when hedging their financial and non-financial risk exposures. As a principle-based approach, HKFRS 9 (2014) looks at whether a risk component can be identified and measured and does not distinguish between financial items and non-financial items. The new model also enables an entity to use information produced internally for risk management purposes as a basis for hedge accounting. Under HKAS 39, it is necessary to exhibit eligibility and compliance with the requirements in HKAS 39 using metrics that are designed solely for accounting purposes. The new model also includes eligibility criteria but these are based on an economic assessment of the strength of the hedging relationship. This can be determined using risk management data. This should reduce the costs of implementation compared with those for HKAS 39 hedge accounting because it reduces the amount of analysis that is required to be undertaken only for accounting purposes.

HKFRS 9 (2014) will become effective for annual periods beginning on or after 1 January 2018 with early application permitted.

The directors of the Company anticipate that the adoption of HKFRS 9 (2014) in the future may have significant impact on amounts reported in respect of the Group’s financial assets and financial liabilities. Regarding the Group’s financial assets and financial liabilities, it is not practicable to provide a reasonable estimate of that effect until a detailed review has been completed.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 3. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") *(Continued)*

#### **New and revised HKFRSs issued but not yet effective** *(Continued)*

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

The core principle of HKFRS 15 is that an entity should recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Thus, HKFRS 15 introduces a model that applies to contracts with customers, featuring a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognised. The five steps are as follows:

- (i) Identify the contract with the customer;
- (ii) Identify the performance obligations in the contract;
- (iii) Determine the transaction price;
- (iv) Allocate the transaction price to the performance obligations; and
- (v) Recognise revenue when (or as) the entity satisfies a performance obligation.

HKFRS 15 also introduces extensive qualitative and quantitative disclosure requirements which aim to enable users of the financial statements to understand the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers.

HKFRS 15 will supersede the current revenue recognition guidance including HKAS 18 Revenue, HKAS 11 Construction Contracts and the related Interpretations when it becomes effective.

The directors of the Company anticipate that the application of HKFRS 15 in the future may have result in the identification of separate performance obligations which could affect the timing of the recognition of revenue. Certain costs incurred in fulfilling a contract which are currently expensed may need to be recognised as an asset under HKFRS 15. More disclosures relating to revenue are also required. However, it is not practicable to provide a reasonable estimate of the effect of HKFRS 15 until a detail review is completed.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 3. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS ("HKFRSs") (Continued)

#### **New and revised HKFRSs issued but not yet effective** (Continued)

##### **HKFRS 16 Leases**

HKFRS 16 provides a comprehensive model for the identification of lease arrangements and their treatment in the financial statements of both lessors and lessees.

In respect of the lessee accounting, the standard introduces a single lessee accounting model, requiring lessees to recognise assets and liabilities for all leases with the lease term of more than 12 months, unless the underlying asset has a low value.

At the commencement date of the lease, the lessee is required to recognise a right-of-use asset at cost, which consists of the amount of the initial measurement of the lease liability, plus any lease payments made to the lessor at or before the commencement date less any lease incentives received, the initial estimate of restoration costs and any initial direct costs incurred by the lessee. A lease liability is initially recognised at the present value of the lease payments that are not paid at that date.

Subsequently, the right-of-use asset is measured at cost less any accumulated depreciation and any accumulated impairment losses, and adjusted for any remeasurement of the lease liability. Lease liability is subsequently measured by increasing the carrying amount to reflect interest on the lease liability, reducing the carrying amount to reflect the lease payment made, and remeasuring the carrying amount to reflect any reassessment or lease modifications or to reflect revised in-substance fixed lease payments. Depreciation and impairment expenses, if any, on the right-of-use asset will be charged to profit or loss following the requirements of HKAS 16 Property, Plant and Equipment, while interest accrual on lease liability will be charged to profit or loss.

In respect of the lessor accounting, HKFRS 16 substantially carries forward the lessor accounting requirements in HKAS 17. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

HKFRS 16 will supersede the current lease standards including HKAS 17 Leases and the related Interpretations when it becomes effective.

As at 31 March 2017, the Group has non-cancellable operating lease commitments of approximately HK\$1,953,000 as disclosed in note 31. A preliminary assessment indicates that these arrangements will meet the definition of a lease under HKFRS 16, and hence the Group will recognise a right-of-use asset and a corresponding liability in respect of all these lease unless they qualify for low value or short-term leases upon the application of HKFRS 16. In addition, the application of new requirements may result changes in the measurement, presentation and disclosure as indicated above. However, it is not practicable to provide a reasonable estimate of the effect until the Group performs a detailed review.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with HKFRSs issued by the HKICPA. In addition, the consolidated financial statements include applicable disclosures required by the Rules Governing the Listing of Securities on the Growth Enterprise Market of the Stock Exchange and by the Hong Kong Companies Ordinance.

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

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

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

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

The principal accounting policies are set out below.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (i.e. its subsidiaries). If a subsidiary prepares its financial statements using accounting policies other than those adopted in the consolidated financial statements for like transactions and events in similar circumstances, appropriate adjustments are made to that subsidiary's financial statements in preparing the consolidated financial statements to ensure conformity with the group's accounting policies.

Control is achieved where the Group has: (i) the power over the investee; (ii) exposure, or rights, to variable returns from its involvement with the investee; and (iii) the ability to use its power over the investee to affect the amount of the Group's returns. When the Group has less than a majority of the voting rights of an investee, power over the investee may be obtained through: (i) a contractual arrangement with other vote holders; (ii) rights arising from other contractual arrangements; (iii) the Group's voting rights and potential voting rights; or (iv) a combination of the above, based on all relevant facts and circumstances.

The Company reassess whether it controls an investee if facts and circumstances indicate that there are changes to one or more of these elements of control stated above.

Consolidation of a subsidiary begins when the Group obtains control of the subsidiary and ceases when the Group loses control of the subsidiary.

Income and expenses of subsidiaries are included in the consolidated statement of profit or loss and other comprehensive income from the date the Group gains control until the date when the Group ceases to control the subsidiary.

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

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Merger accounting for business combination involving entities under common control**

The consolidated financial statements include the financial statements items of the combining entities or businesses in which the common control combination occurs as if the combination had occurred from the date when the combining entities or businesses first came under the control of the controlling party.

The net assets of the combining entities or businesses are consolidated using the existing book values from the controlling party's perspective. No amount is recognised as consideration for goodwill or excess of acquirer's interest in the net fair value of acquiree's identifiable assets, liabilities and contingent liabilities over cost at the time of common control combination, to the extent of the continuation of the controlling party's interest.

The consolidated statement of profit or loss and other comprehensive income includes the results of each of the combining entities or businesses from the earliest date presented or since the date when the combining entities or businesses first came under the common control, where this is a shorter period, regardless of the date of the common control combination.

The comparative amounts in the consolidated financial statements are presented as if the entities or businesses had been combined at the end of the previous reporting period unless the combining entities or businesses first came under common control at a later date.

### **Investments in associates**

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies.

The Group's investments in associates are accounted for in the consolidated financial statements using the equity method. Under the equity method, investments in associates are initially recognised at cost. The Group's share of the profit or loss and changes in the other comprehensive income of the associates are recognised in profit or loss and other comprehensive income after the date of acquisition. If the Group's share of losses of an associate equals or exceeds its interest in the associate, which determined using the equity method together with any long-term interests that, in substance, form part of the Group's net investment in the associate, the Group discontinues recognising its share of further losses. Additional losses are provided for, and a liability is recognised, only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the associate.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Investments in associates** *(Continued)*

An investment in an associate is accounted for using the equity method from the date on which the investee becomes an associate. On acquisition of the investment, any excess of the cost of acquisition over the Group's share of the net fair value of the identifiable assets and liabilities of the associate is recognised as goodwill and is included in the carrying amount of the investment.

After application of the equity method, including recognising the associate's losses (if any), the Group determines whether it is necessary to recognise any additional impairment loss with respect to its investment in the associate. The entire carrying amount of the investment is tested for impairment as a single asset by comparing its recoverable amount (higher of value in use and fair value less costs of disposal) with its carrying amount. Any impairment loss recognised forms part of the carrying amount of the investment in the associate. Any reversal of that impairment loss is recognised to the extent that the recoverable amount of the investment subsequently increases.

When the investment ceases to be an associate upon the Group losing significant influence over the associate, the Group discontinues to apply equity method and any retained interest is measured at fair value at that date which is regarded as its fair value on initial recognition as a financial asset in accordance with HKAS 39. Any difference between the fair value of any retained interest and any proceeds from disposing of a part interest in the associate and the carrying amount of the investment at the date the equity method was discontinued is recognised in profit or loss. Any amount previously recognised in other comprehensive income in relation to that investment is reclassified to profit or loss or retained earnings on the same basis as it would have been required if the investee had directly disposed of the related assets or liabilities.

Gains and losses resulting from transactions between the Group and its associate are recognised in consolidated financial statements only to the extent of unrelated investors' interests in the associate. The Group's share in the associate's gains or losses resulting from these transactions is eliminated.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable for services rendered in the normal course of business, net of discounts and sales related taxes.

Service income is recognised when services are provided.

The Group derives revenue from provision of advertisement placement services through digital media, provision of set-up, maintenance and monitor services, and internet marketing platform on corporate profile pages through the social media platforms. The revenue is recognised on a straight-line basis over the service period.

The Group also provides services involving design and copywriting of digital advertisements, production of corporate profile pages, website, apps and related consultation. The revenue derives from these contracts is recognised by reference to the stage of completion of the contract. The stage of completion of the contract is determined by reference to the proportion of the total cost of providing the service.

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Group and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

### Leasing

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

#### *The Group as lessee*

Assets held under finance leases are recognised as assets of the Group at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the consolidated statement of financial position as a finance lease obligation.

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss.

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Plant and equipment**

Plant and equipment are stated in the consolidated statements of financial position at cost less subsequent accumulated depreciation and subsequent accumulated impairment losses, if any.

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

Assets held under finance leases are depreciated over their expected useful lives on the same basis as owned assets. However, when there is no reasonable certainty that ownership will be obtained by the end of the lease term, assets are depreciated over the shorter of the lease term and their useful lives.

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

### **Foreign currencies**

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

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are recognised in profit or loss in the period in which they arise. Exchange differences arising on the retranslation of non-monetary items carried at fair value are included in profit or loss for the period except for exchange differences arising on the retranslation of non-monetary items in respect of which gains and losses are recognised directly in other comprehensive income, in which cases, the exchange differences are also recognised directly in other comprehensive income.

For the purposes of presenting the consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated into the presentation currency of the Group (i.e. HK\$) using exchange rates prevailing at the end of each reporting period. Income and expenses items are translated at the average exchange rates for the year. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity under the heading of exchange reserve.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Employee benefits

#### Retirement benefit costs

Payments to state-managed retirement benefit schemes and the Mandatory Provident Fund Scheme (the "MPF Scheme") are recognised as an expense when employees have rendered service entitling them to the contributions.

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

A liability is recognised for benefits accruing to employees in respect of wages and salaries in the period the related service is rendered at the undiscounted amount of the benefits expected to be paid in exchange for that services.

Liabilities recognised in respect of short-term employee benefits, if any, are measured at the undiscounted amount of the benefits expected to be paid in exchange for the related service.

### Taxation

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

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

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary difference to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Taxation** *(Continued)*

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries and associates, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

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

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

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively. Where current tax or deferred tax arises from the initial accounting for a business combination, the tax effect is included in the accounting for the business combination.

### **Cash and cash equivalents**

Bank balances and cash in the consolidated statement of financial position comprise cash at banks and on hand and short-term deposits with a maturity of three months or less.

For the purpose of the consolidated statement of cash flows, cash and cash equivalents consist of bank balances and cash as defined above.

### **Investments in subsidiaries**

Investments in subsidiaries are stated on the statement of financial position of the Company at cost less accumulated impairment loss.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Financial instruments**

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

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

### **Financial assets**

The Group's financial assets are classified into one of the three categories, including financial assets at fair value through profit or loss ("FVTPL"), loans and receivables and held-to-maturity investment. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

#### *Effective interest method*

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

Interest income is recognised on an effective interest basis for debt instruments other than those financial assets classified as at FVTPL, of which interest income is included in other income, gains or losses.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Financial instruments** *(Continued)*

#### **Financial assets** *(Continued)*

#### *Financial assets at FVTPL*

Financial assets at FVTPL has two subcategories, including financial assets held for trading and those designated as at FVTPL on initial recognition.

A financial asset is classified as held for trading if:

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

A financial asset other than a financial asset held for trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial asset forms part of a group of financial assets or financial liabilities or both, which is managed and its performance is evaluated on a fair value basis, in accordance with the Group's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or
- it forms part of a contract containing one or more embedded derivatives, and HKAS 39 permits the entire combined contract (asset or liability) to be designated as at FVTPL.

Financial assets at FVTPL are measured at fair value, with changes in fair value arising from remeasurement recognised directly in profit or loss in the period in which they arise. The net gain or loss recognised in profit or loss excludes any dividend or interest earned on the financial assets and is included in the other income, gains and losses line item in the consolidated statement of profit or loss and other comprehensive income. Fair value is determined in the manner described in note 7.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Financial instruments** *(Continued)*

#### **Financial assets** *(Continued)*

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Subsequent to initial recognition, loans and receivables (including trade and bills receivables, deposits and other receivables, amounts due from associates, restricted bank balance and bank balances and cash) are measured at amortised cost using the effective interest method, less any identified impairment loss (see accounting policy on impairment loss of financial assets below).

##### *Held-to-maturity investments*

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity dates that the Group's management has the positive intention and ability to hold to maturity. Subsequent to initial recognition, held-to-maturity investments are measured at amortised cost using the effective interest method, less any identified impairment losses (see accounting policy on impairment loss on financial assets below).

##### *Impairment loss on financial assets*

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

For all other financial assets, objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter into bankruptcy or financial re-organisation; or
- disappearance of an active market for that financial assets because of financial difficulties.

For certain categories of financial assets, such as trade and bills receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 30-60 days, observable changes in national or local economic conditions that correlate with default on receivables.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Financial instruments** *(Continued)*

#### **Financial assets** *(Continued)*

##### *Impairment loss on financial assets (Continued)*

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

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

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

### **Financial liabilities and equity instruments**

Debt and equity instruments issued by a group entity are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

#### *Equity instruments*

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

#### *Other financial liabilities*

Other financial liabilities including trade and other payables and accrued expenses are subsequently measured at amortised cost, using the effective interest method.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES (Continued)

### Financial instruments (Continued)

#### Financial liabilities and equity instruments (Continued)

##### *Effective interest method*

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

Interest expense is recognised on an effective interest basis.

##### **Derecognition**

A financial asset is derecognised only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

On derecognition of a financial asset other than in its entirety, the Group allocates the previous carrying amount of the financial asset between the part it continues to recognise under continuing involvement, and the part it no longer recognises on the basis of the relative fair values of those parts on the date of the transfer. The difference between the carrying amount allocated to the part that is no longer recognised and the sum of the consideration received for the part no longer recognised and any cumulative gain or loss allocated to it that had been recognised in other comprehensive income is recognised in profit or loss. A cumulative gain or loss that had been recognised in other comprehensive income is allocated between the part that continues to be recognised and the part that is no longer recognised on the basis of the relative fair values of those parts.

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### **Non-current assets held for sale**

Non-current assets and disposal groups are classified as held for sale if their carrying amounts will be recovered principally through a sale transaction rather than through continuing use. Such classification requires the asset or the disposal group must be available for immediate sale in its present condition subject only to terms that are usual and customary for sales of such asset or disposal group and its sale is highly probable. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from the date of classification.

When the Group acquires a non-current asset (or disposal group) exclusively with a view to its subsequent disposal, it shall classify the non-current asset (or disposal group) as held for sale at the acquisition date only if the asset is expected to qualify for recognition as a completed sale within one year from the date of classification and its sale is highly probable.

Non-current assets and disposal groups classified as held for sale are measured at the lower of their previous carrying amount and fair value less costs of disposal.

### **Impairment losses on tangible assets**

At the end of the reporting period, the Group reviews the carrying amounts of its tangible assets with finite useful lives to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss, if any. When it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

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

If the recoverable amount of an asset (or a cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or a cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 4. SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

### Share-based payment transactions

#### Share options granted to employees

Equity-settled share-based payments to employees and others providing similar services are measured at the fair value of the equity instruments at the grant date. Details regarding the determination of the fair value of equity settled share-based transactions are set out in note 32.

The fair value determined at the grant date of the equity settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of equity instruments that will eventually vest, with a corresponding increase in equity (share options reserve).

At the end of each reporting period, the Group revises its estimate of the number of equity instruments expected to ultimately vest. The impact of the revision of the original estimates during the vesting period, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to share options reserve.

For share options that vest immediately at the date of grant, the fair value of the share options granted is expensed immediately to profit or loss.

When share options are exercised, the amount previously recognised in share options reserve will be transferred to share premium. When the share options are forfeited after the vesting date or are still not exercised at the expiry date, the amount previously recognised in share options reserve will be transferred to retained profits.

#### Share options granted to consultants

Share options issued in exchange for services are measured at the fair values of the services received, unless that fair value cannot be reliably measured, in which case the services received are measured by reference to the fair value of the share options granted. The fair values of the services received are recognised as expenses, with a corresponding increase in equity (share options reserve), when the counterparties render services, unless the services qualify for recognition as assets.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 5. CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Group's accounting policies, which are described in note 4, the directors of the Company are required to make judgments, estimates and assumptions about the amounts of assets, liabilities, revenue and expenses reported and disclosures made in the consolidated financial statements. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

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

#### **Critical judgments in applying accounting policies**

The following are the critical judgments, apart from those involving estimations (see below), that the directors of the Company have made in the process of applying the Group's accounting policies and that have the most significant effect on the amounts recognised and disclosures made in the consolidated financial statements.

#### **Significant influence over associates**

As per note 19, the directors of the Company considered Travellife Limited, bMedia Limited, Qooza Interactive Limited, Unwire Limited and Jobdoh Limited, in which the Group has 20%, 19.99%, 13%, 19.99% and 20% equity interest respectively, are associates of the Group as the Group has significant influence over bMedia Limited, Qooza Interactive Limited and Unwire Limited by virtue of its contractual right to appoint one out of five directors to the board of directors of these associates, and voting right under the provisions stated in the shareholders' agreement of these associates.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 5. CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY *(Continued)*

#### **Key sources of estimation uncertainty**

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

#### **Revenue recognition**

As explained in accounting policy in note 4, revenue recognition on contracts is recognised by reference to the stage of completion of the contract. The stage of completion of the contract is determined by reference to the proportion of the total cost of providing the service.

Significant assumptions are required in estimating the contract revenue, contract costs which may have an impact on percentage of completion of the contracts and the corresponding profit taken.

#### **Income taxes**

Determining income tax provisions involves judgement on the future tax treatment of certain transactions and interpretation of tax rules. The Group carefully evaluates tax implications of transactions and tax provisions are set up accordingly. The tax treatment of such transactions is reconsidered periodically to take into account all changes in tax legislation. Details of taxation are set out in note 12.

Deferred tax assets have not been recognised for unutilised tax losses and deductible temporary differences. As those deferred tax assets can only be recognised to the extent that it is probable that future profit will be available against which the unused tax credit can be utilised, management's judgement is required to assess the probability of future taxable profits. Management's assessment is constantly reviewed and additional deferred tax assets are recognised if it becomes probable that future taxable profits will allow the deferred tax asset to be recovered. Details of deferred tax are set out in note 28.

#### **Depreciation of plant and equipment**

Plant and equipment are depreciated on a straight-line basis over their estimated useful lives, after taking into account their estimated residual values. The determination of the useful lives and residual values involve management's estimation based on the Group's historical experience with similar assets taking into account anticipated technological changes. The Group assesses annually the residual values and the useful lives of the plant and equipment and if the expectation differs from the original estimates, such a difference may impact the depreciation in the year and the estimate will be changed in the future period.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 5. CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY *(Continued)*

#### **Key sources of estimation uncertainty** *(Continued)*

##### **Equity settled share-based payments**

The Group measures the costs of equity-settled transactions with its directors, employees and consultant by reference to the fair value of the equity instruments at the date at which they are granted. Estimating the fair value for share-based payments requires determining the most appropriate valuation model for a grant of equity instruments, which is dependent on the terms and conditions of the grant. This also requires determining the most appropriate inputs to the valuation model including the expected life of the options, volatility and dividend yield and making assumptions about them. The assumptions and models used for the estimation of the fair value for share-based payments are disclosed in note 32. At 31 March 2017, the balance of share-based compensation reserve of the Group is approximately HK\$5,136,000 (2016: 2,946,000).

##### **Estimated impairment loss on plant and equipment**

The impairment loss on plant and equipment are recognised for the amounts by which the carrying amounts exceed their recoverable amounts, in accordance with the Group's accounting policy. The recoverable amounts of plant and equipment have been determined based on value-in-use calculations or fair value less cost of disposal. The directors of Company select an appropriate technique to determine the recoverable amounts of plant and equipment. These calculations require the use of estimates such as the future revenue and discount rates. As at 31 March 2017, the carrying values of plant and equipment were approximately HK\$6,009,000 (2016: HK\$5,898,000). No impairment loss was recognised during the years ended 31 March 2017 and 2016.

##### **Estimated allowance for doubtful receivables**

The Group makes allowances for doubtful debts based on an assessment of the recoverability of trade receivables. Allowances are applied to trade receivables where events or changes in circumstances indicate that the balances may not be collectible. The identification of doubtful receivables requires the estimation of future cash flows. Where the expectation of the recoverability of trade receivables is different from the original estimate, such difference will impact the carrying value of trade and bills receivables and allowance for doubtful debts in the year in which such estimation has changed. As at 31 March 2017, the carrying amount of trade and bills receivables was approximately HK\$35,891,000 (2016: HK\$39,555,000) (net of allowance for doubtful debts of approximately HK\$5,158,000 (2016: HK\$2,883,000)).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 6. CAPITAL RISK MANAGEMENT

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

The capital structure of the Group consists of debt, net of cash and cash equivalents and equity attributable to owners of the Company, comprising share capital and reserves.

The directors of the Company review the capital structure periodically. As part of this review, the directors of the Company consider the cost of capital and the risks associates with each class of capital. Based on the recommendations of the directors of the Company, the Group will balance its overall capital structure through the payment of dividends and new share issues.

The Group is not subject to either internally or externally imposed capital requirements.

## 7. FINANCIAL INSTRUMENTS

### (a) Categories of financial instruments

	2017 HK\$'000	2016 HK\$'000
<b>Financial assets</b>		
Loans and receivables (including cash and cash equivalents)	110,739	142,143
Held-to-maturity investments	20,312	–
Financial assets at fair value through profit or loss		
Held for trading investments	1,905	–
	<b>132,956</b>	142,143
<b>Financial liabilities</b>		
At amortised cost	21,137	11,850

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

The Group's major financial instruments include trade and bills receivables, deposits and other receivables, amounts due from associates, held-to-maturity investments, held for trading investments, restricted bank balance, bank balances and cash, trade and other payables and accrued expenses. Details of the financial instruments are disclosed in respective notes. The risks associated with these financial instruments include market risk (currency risk, interest rate risk and other price risk), credit risk and liquidity risk. The policies on how to mitigate these risks are set out below. The management manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 7. FINANCIAL INSTRUMENTS (Continued)

### (b) Financial risk management objectives and policies (Continued)

#### Market risk

##### (i) Currency risk

Several subsidiaries of the Group have sales and cost of services acquired denominated in currencies other than the respective functional currency, which expose the Group to foreign currency risk. Approximately 7% (2016: 11%) of the Group's sales and 10% (2016: 9%) of the Group's cost of services acquired are denominated in currencies other than the functional currency of the group entity making the sales and acquiring the services for the years ended 31 March 2017 and 2016. The Group currently does not have a foreign currency hedging policy. The Group will monitor foreign exchange exposure and consider hedging significant foreign currency exposure should the need arise.

The carrying amounts of the Group's material foreign currency denominated monetary assets and monetary liabilities at the end of the reporting period are as follows:

	Assets		Liabilities	
	2017 HK\$'000	2016 HK\$'000	2017 HK\$'000	2016 HK\$'000
HK\$	450	–	–	–
USD	60,817	4,971	2,607	1,284
RMB	1,947	8,523	2,320	126

##### Sensitivity analysis

No sensitivity analysis was prepared for USD of the group entity with functional currency of HK\$ as HK\$ is pegged to USD. The Group is mainly exposed to the currency risk of RMB.

The following table details the Group's sensitivity to a 5% (2016: 5%) decrease and increase in HK\$ against RMB. 5% (2016: 5%) is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items, and adjusts their translation at the end of the reporting period for a 5% (2016: 5%) change in foreign currency rate.

A positive number below indicates a decrease in post-tax loss where HK\$ weakening 5% (2016: 5%) against the relevant currency. For a 5% (2016: 5%) strengthen of HK\$ against the relevant currency, there would be an equal and opposite impact on the loss, and the balances below would be negative.

	RMB	
	2017 HK\$'000	2016 HK\$'000
Profit or loss	(32)	351

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 7. FINANCIAL INSTRUMENTS *(Continued)*

### (b) Financial risk management objectives and policies *(Continued)*

#### Market risk *(Continued)*

##### *(ii) Interest rate risk*

The Group is exposed to cash flow interest rate risk in relation to variable-rate bank balances carried at prevailing market rates. The Group also exposed to fair value interest rate risk in relation to fixed-rate restricted bank balance and obligation under a finance lease. The Group currently does not have an interest rate hedging policy. However, the management monitors interest rate exposure and will consider other necessary action when significant interest rate exposure is anticipated.

The Group's exposure to interest rate risk in relation to variable-rate bank balances is minimal due to short-term maturities, hence, no sensitivity analysis is prepared.

##### *(iii) Other price risk*

The Group is exposed to equity price risk through its investments in listed equity securities. The management manages this exposure by maintaining a portfolio of investments with different risks. The Group's equity price risk is mainly concentrated on equity instruments operating in various industry sectors quoted in the Stock Exchange of Hong Kong Limited. In addition, the Group has appointed a special team to monitor the price risk and will consider hedging the risk exposure should the need arise.

#### *Sensitivity analysis*

The sensitivity analyses below have been determined based on the exposure to equity price risks at the end of the reporting period.

If the prices of the respective equity instruments had been 5% higher/lower, post-tax loss for the year ended 31 March 2017 would decrease/increase by HK\$80,000 as a result of the changes in fair value of held-for-trading investments.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 7. FINANCIAL INSTRUMENTS *(Continued)*

### (b) Financial risk management objectives and policies *(Continued)*

#### Credit risk

As at 31 March 2017, the Group's maximum exposure to credit risk which will cause a financial loss to the Group due to failure to discharge an obligation by the counterparties is arising from the carrying amount of the respective recognised financial assets as stated in the consolidated statement of financial position.

In order to minimise the credit risk, the management of the Group has delegated a team responsible for determination of credit limits, credit approvals and other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group reviews the recoverability of each individual trade debt at the end of the reporting period to ensure that adequate impairment losses are made for irrecoverable amounts. In this regard, the directors of the Company consider that the Group's credit risk is significantly reduced.

The Group's concentration of credit risk by geographical locations is mainly in Hong Kong, which accounted for 69% (2016: 78%) of the total trade receivables as at 31 March 2017.

Amounts due from associates, are continuously monitored by assessing the credit quality of the counterparty, taking into account their financial position, past experience and other factors. Where necessary, impairment loss is made for estimated irrecoverable amounts.

The credit risk on liquid funds is limited because the counterparties are banks with high credit ratings assigned by international credit-rating agencies.

The Group does not hold any collateral or other credit enhancements to cover its credit risks associated with its financial assets.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 7. FINANCIAL INSTRUMENTS (Continued)

### (b) Financial risk management objectives and policies (Continued)

#### Liquidity risk

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

The following table details the Group's remaining contractual maturity for its non-derivative financial liabilities. The table has been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group can be required to pay. The maturity dates for non-derivative financial liabilities are based on the agreed repayment dates.

The table includes both interest and principal cash flows. To the extent that interest flows are floating rate, the undiscounted amount is derived from interest rate curve at the end of the reporting period.

#### Liquidity tables

	On demand or within 1 year HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount HK\$'000
<b>As at 31 March 2017</b>			
<i>Non-derivative financial liabilities</i>			
Trade and other payables	14,179	14,179	14,179
Accrued expenses	6,958	6,958	6,958
	<b>21,137</b>	<b>21,137</b>	<b>21,137</b>
	On demand or within 1 year HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount HK\$'000
<b>As at 31 March 2016</b>			
<i>Non-derivative financial liabilities</i>			
Trade and other payables	7,791	7,791	7,791
Accrued expenses	4,059	4,059	4,059
	11,850	11,850	11,850

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 7. FINANCIAL INSTRUMENTS *(Continued)*

### (c) Fair value measurements recognised in the consolidated statement of financial position

The directors of the Company consider that the carrying amount of the non-current financial assets approximates its fair value as the impact of discounting is immaterial. The directors of the Company consider that the carrying amounts of other current financial assets and current financial liabilities recorded at amortised cost approximate their fair values.

## 8. REVENUE

Revenue represents revenue arising on provision of digital advertisement placement services, social media management services, creative and technology services and internet marketing platform. The following is an analysis of the Group's revenue for the year:

	2017 HK\$'000	2016 HK\$'000
Digital advertisement placement services	46,006	54,465
Social media management services	90,530	70,663
Creative and technology services	39,229	35,377
Internet marketing platform	6	–
	<b>175,771</b>	160,505

An analysis of the Group's revenue by segments is set out in note 9.

## 9. SEGMENT INFORMATION

Information reported to the board of directors of the Company, being the chief operating decision maker ("CODM"), for the purposes of resource allocation and assessment of segment performance focuses on types of services provided. The directors of the Company have chosen to organise the Group around differences in services. No operating segments identified by the CODM have been aggregated in arriving at the reportable segments of the Group. Specifically, the Group's reportable segments are as follows:

1. Digital Advertisement Placement Services – Provision of advertisement placement services through digital media;
2. Social Media Management Services – Provision of set-up, maintenance and monitor services on corporate profile pages through the social media platforms;

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 9. SEGMENT INFORMATION (Continued)

3. Creative and Technology Services – Provision of services involving design and copywriting of digital advertisements, production of corporate profile pages, website and apps, and related consultation; and
4. Internet Marketing Platform – Engagement in an internet marketing platform for the travel industry.

Segment profit represents the gross profit attributable to each segment. This is the measure reported to the CODM for the purposes of resource allocation and assessment of segment performance. Segment assets and liabilities are not reported to the Group's CODM regularly.

#### Segment revenue and results

The following is an analysis of the Group's revenue and results by reportable and operating segment.

#### For the year ended 31 March 2017

	Digital Advertisement Placement Services HK\$'000	Social Media Management Services HK\$'000	Creative and Technology Services HK\$'000	Internet Marketing Platform HK\$'000	Total HK\$'000
REVENUE					
External sales and segment revenue	46,006	90,530	39,229	6	175,771
Segment results	14,129	29,195	13,716	(4,826)	52,214
Unallocated other income, gain or losses					1,467
Unallocated selling expenses					(20,973)
Unallocated administrative expenses					(48,090)
Share of loss of associates					(366)
Change in fair value loss of held for trading investments					(34)
Loss before tax					(15,782)

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 9. SEGMENT INFORMATION (Continued)

#### Segment revenue and results (Continued)

For the year ended 31 March 2016

	Digital Advertisement Placement Services HK\$'000	Social Media Management Services HK\$'000	Creative and Technology Services HK\$'000	Internet Marketing Platform HK\$'000	Total HK\$'000
REVENUE					
External sales and segment revenue	54,465	70,663	35,377	–	160,505
Segment results	17,356	24,118	11,112	(4,777)	47,809
Unallocated other income, gain or losses					338
Unallocated selling expenses					(16,726)
Unallocated administrative expenses					(49,933)
Share of profit of associates					36
Finance costs					(1)
Loss before tax					(18,477)

The accounting policies of the operating segments are the same as the Group's accounting policies described in note 4. Segment results represents the profit earned or loss incurred by each segment without allocation of central administration costs, selling expenses, directors' and chief executive's emoluments, bank and bond interest income, gain or loss arising from disposal of assets classified as held for sale and financial assets held for trading investments, sundry income, change in fair value of financial assets held for trading investments, share of result of associates and finance costs. This is the measure reported to the board of directors of the Company, being the CODM, for the purposes of resources allocation and performance assessment.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 9. SEGMENT INFORMATION (Continued)

### Other segment information

For the year ended 31 March 2017

	Digital Advertisement Placement Services HK\$'000	Social Media Management Services HK\$'000	Creative and Technology Services HK\$'000	Internet Marketing Platform HK\$'000	Unallocated HK\$'000	Total HK\$'000
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#### Amounts included in the measure of segment results:

Depreciation of plant and equipment	539	1,061	460	72	-	2,132
Impairment loss on trade receivables	535	1,114	852	-	-	2,501
Reversal of impairment loss on trade receivables	(13)	(20)	(83)	-	-	(116)
Internet marketing platform expenses (included in administrative expenses)	-	-	-	4,757	-	4,757

#### Amounts regularly provided to the CODM but not included in the measure of segment profit or loss:

Bank interest income	-	-	-	-	(104)	(104)
Bond interest income	-	-	-	-	(458)	(458)
Gain of disposal of assets classified as held for sale	-	-	-	-	(379)	(379)
Sundry income	-	-	-	-	(539)	(539)
Loss on written off of plant and equipment	-	-	-	-	698	698
Loss of disposal of held for trading investments	-	-	-	-	13	13
Income tax expense	-	-	-	-	238	238
Share of loss of associates	-	-	-	-	366	366

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 9. SEGMENT INFORMATION (Continued)

#### Other segment information (Continued)

For the year ended 31 March 2016

	Digital Advertisement Placement Services HK\$'000	Social Media Management Services HK\$'000	Creative and Technology Services HK\$'000	Internet Marketing Platform HK\$'000	Unallocated HK\$'000	Total HK\$'000
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#### Amounts included in the measure of segment results:

Depreciation of plant and equipment	624	809	405	22	–	1,860
Impairment loss on trade receivables	65	1,011	1,531	–	–	2,607
Reversal of impairment loss on trade receivables	(214)	(46)	(13)	–	–	(273)

#### Amounts regularly provided to the CODM but not included in the measure of segment profit or loss:

Bank interest income	–	–	–	–	(56)	(56)
Sundry income	–	–	–	–	(282)	(282)
Finance costs	–	–	–	–	1	1
Amortisation of intangible assets	–	–	–	–	856	856
Loss on written off of intangible assets	–	–	–	–	2,400	2,400
Income tax expense	–	–	–	–	1,025	1,025
Share of profit of associates	–	–	–	–	36	36

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 9. SEGMENT INFORMATION *(Continued)*

#### Geographic information

The Group's operations are located in Hong Kong and the PRC.

The Group's revenue from external customers based on location of customers and information about its non-current assets other than financial instruments by geographical location are detailed as below:

	Revenue from external customers		Non-current assets (excluding deposit paid and held-to-maturity investments)	
	2017 HK\$'000	2016 HK\$'000	31 March 2017 HK\$'000	31 March 2016 HK\$'000
The PRC	45,632	40,282	598	715
Hong Kong	130,139	120,223	6,597	6,235
	175,771	160,505	7,195	6,950

#### Information about major customers

No revenue from a single customer contributed over 10% of the total revenue of the Group during the years ended 31 March 2017 and 2016.

### 10. OTHER INCOME, GAINS OR LOSSES

	2017 HK\$'000	2016 HK\$'000
Bank interest income	104	56
Reversal of impairment loss on trade receivables	116	273
Bond interest income	458	–
Gain of disposal of assets classified as held for sale	379	–
Sundry income	539	282
Loss of disposal of held for trading investments	(13)	–
	1,583	611

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 11. FINANCE COSTS

	2017 HK\$'000	2016 HK\$'000
Interest on finance lease	–	1

### 12. INCOME TAX EXPENSE

	2017 HK\$'000	2016 HK\$'000
Current tax:		
Hong Kong	–	–
PRC Enterprise Income Tax	203	1,774
	203	1,774
Under-provision (over-provision) in prior years:		
Hong Kong	–	(39)
PRC Enterprise Income Tax	35	196
	35	157
Deferred tax (Note 28)	–	(906)
	238	1,025

No provision for Hong Kong Profits Tax has been made for the years ended 31 March 2017 and 2016 as there was no assessable profit for both years.

Under the Law of the PRC on Enterprise Income Tax (the "EIT Law") and Implementation Regulation of the EIT Law, the tax rate of the PRC subsidiaries is 25% for both years.

Pursuant to the laws and regulations of the Cayman Islands and the British Virgin Islands (the "BVI"), the Group is not subject to any income tax in the Cayman Islands and the BVI.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 12. INCOME TAX EXPENSE (Continued)

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

	2017 HK\$'000	2016 HK\$'000
Loss before tax	<b>(15,782)</b>	(18,477)
Tax at the applicable statutory income tax rate of 16.5%	<b>(2,604)</b>	(3,049)
Tax effect of expenses not deductible for tax purpose	<b>1,258</b>	3,804
Tax effect of income not taxable for tax purpose	<b>(17)</b>	(7)
Tax effect of share of results of associates	<b>60</b>	(6)
Tax effect of tax losses not recognised	<b>1,034</b>	(130)
Under-provision in prior year	<b>35</b>	157
Effect of different tax rates of subsidiaries operating in other jurisdictions	<b>472</b>	256
Income tax expense for the year	<b>238</b>	1,025

Note:

The domestic tax rate of 16.5% in the jurisdiction where the operation of the Group is substantially based is used.

### 13. LOSS FOR THE YEAR

Loss for the year has been arrived at after charging:

	2017 HK\$'000	2016 HK\$'000
Directors' and chief executive's emoluments (note 14)	<b>9,768</b>	6,606
Other staff costs (excluding directors' and chief executive's emoluments)	<b>72,800</b>	61,275
Retirement benefits scheme contributions (excluding directors' and chief executive's emoluments)	<b>2,541</b>	2,209
Total staff costs	<b>85,109</b>	70,090
Auditor's remuneration	<b>400</b>	360
Depreciation of plant and equipment	<b>2,132</b>	1,860
Amortisation of intangible assets (included in cost of services)	–	856
Share-based payment expenses (included in staff costs above)	<b>2,487</b>	3,142
Impairment loss on trade receivables*	<b>2,501</b>	2,607
Loss on written off of intangible assets*	–	2,400
Loss on written off of plant and equipment*	<b>698</b>	–
Listing expenses*	–	8,276
Net foreign exchange loss	<b>449</b>	271
Operating lease rentals in respect of rented premises	<b>6,395</b>	6,574

\* Included in administrative expenses

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 14. DIRECTORS' AND CHIEF EXECUTIVE'S EMOLUMENTS

The emoluments paid or payable to each of the nine (2016: twelve) directors and chief executive were as follows:

#### For the year ended 31 March 2017

Emoluments paid or receivable in respect of a person's services as a director, whether of the Company or its subsidiary undertaking:

	Fees HK\$'000	Salaries and other benefits HK\$'000	Retirement benefits scheme contributions HK\$'000	Share-based payment HK\$'000	Total HK\$'000
Executive directors:					
Yip Shek Lun	–	3,366	18	989	4,373
Wan Wai Ting	–	2,859	18	177	3,054
Ng Chi Fung	–	1,425	18	177	1,620
Non-executive directors:					
Cheung Laam	–	120	–	13	133
Wang Zhong Lei	–	–	–	32	32
Independent non-executive directors:					
David Tsoi	120	–	–	25	145
Hong Ming Sang	120	–	–	13	133
Lam Tung Leung	120	–	–	25	145
Tso Ping Cheong, Brian	120	–	–	13	133
<b>Total</b>	<b>480</b>	<b>7,770</b>	<b>54</b>	<b>1,464</b>	<b>9,768</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 14. DIRECTORS' AND CHIEF EXECUTIVE'S EMOLUMENTS (Continued)

#### For the year ended 31 March 2016

Emoluments paid or receivable in respect of a person's services as a director, whether of the Company or its subsidiary undertaking:

	Fees HK\$'000	Salaries and other benefits HK\$'000	Retirement benefits scheme contributions HK\$'000	Share-based payment HK\$'000	Total HK\$'000
Executive directors:					
Yip Shek Lun	–	2,391	18	604	3,013
Wan Wai Ting	–	1,122	18	108	1,248
Ng Chi Fung	–	1,122	18	108	1,248
Non-executive directors:					
Cheung Laam	–	–	–	47	47
Cheung Wing Hon (resigned on 13 July 2015)	–	–	–	88	88
Wang Lai Man, Liza (resigned on 18 September 2015)	–	30	2	39	71
Hu Ming (resigned on 9 December 2015)	–	–	–	187	187
Wang Zhong Lei (appointed on 9 December 2015)	–	–	–	20	20
Independent non-executive directors:					
David Tsoi	101	–	–	93	194
Hong Ming Sang	101	–	–	47	148
Lam Tung Leung	101	–	–	93	194
Tso Ping Cheong, Brian	101	–	–	47	148
<b>Total</b>	<b>404</b>	<b>4,665</b>	<b>56</b>	<b>1,481</b>	<b>6,606</b>

None of the directors and chief executive waived or agreed to waive any emoluments paid by the Group during the years ended 31 March 2017 and 2016. No emoluments were paid or payable by the Group to any directors and chief executive as an inducement to join or upon joining the Group, or as compensation for loss of the office during the years ended 31 March 2017 and 2016.

The Company did not appoint a chief executive during the years ended 31 March 2017 and 2016. Mr. Yip Shek Lun performed the duties of chief executive. His emolument disclosed above included those services rendered by him as the chief executive.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 15. EMPLOYEES' EMOLUMENTS

Of the five individuals with the highest emoluments in the Group, three (2016: three) were directors and chief executive of the Company whose emoluments are included in the disclosures in note 14 above. The emoluments of the remaining two (2016: two) individuals were as follows:

	<b>2017</b>	2016
	<b>HK\$'000</b>	HK\$'000
Salaries and other benefits	<b>3,180</b>	540
Retirement benefits scheme contributions	<b>36</b>	36
Share-based payment	<b>389</b>	91
Performance related incentive payments (Note)	–	1,972
	<b>3,605</b>	2,639

Note:

Performance related incentive payments are determined as a percentage of the sales amount procured by the employees for the years ended 31 March 2017 and 2016.

Their emoluments were within the following bands:

	<b>Number of employees</b>	
	<b>2017</b>	2016
Nil to HK\$1,500,000	–	2
HK\$1,500,001 to HK\$2,000,000	<b>1</b>	–
HK\$2,000,001 to HK\$3,000,000	<b>1</b>	–

No emoluments were paid or payable by the Group to any five highest paid individuals as an inducement to join or upon joining the Group, or as compensation for loss of office during the years ended 31 March 2017 and 2016.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 16. DIVIDEND

Dividend recognised as distribution during the year:

	<b>2017</b> <b>HK\$'000</b>	2016 HK\$'000
2016 Interim – HK0.78 cents per share	–	13,004

No final dividend was paid or proposed during the years ended 31 March 2017 and 31 March 2016, nor has any final dividend been proposed since the end of the reporting period.

There was no interim dividend declared from share premium of the Company and paid during the year (2016: HK\$13,004,000).

### 17. LOSS PER SHARE

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

<b>Loss</b>	<b>2017</b> <b>HK\$'000</b>	2016 HK\$'000
Loss for the year attributable to owners of the Company for the purpose of basic loss per share	<b>(16,020)</b>	(19,502)

<b>Number of shares</b>	<b>2017</b> <b>'000</b>	2016 '000
Weighted average number of ordinary shares for the purpose of basic and diluted loss per share	<b>1,667,200</b>	1,667,200

The weighted average number of ordinary shares in issue during the year ended 31 March 2017 represented 1,667,200,000 ordinary shares in issue. In the opinion of the Directors, the weighted average number of ordinary shares in issue during the year ended 31 March 2016 represented 1,667,200,000 ordinary shares in issue after taking into account the capitalisation issue pursuant to the Reorganisation as stated in note 2 and assuming the placing of shares completed at the beginning of the year.

The computation of diluted loss per share does not assume the exercise of the Company's share options as the exercise price of those options was higher than the average market price of the Company's shares for the years ended 31 March 2017 and 31 March 2016.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 18. PLANT AND EQUIPMENT

	Furniture, fixtures and equipment HK\$'000	Leasehold improvements HK\$'000	Motor Vehicle HK\$'000	Total HK\$'000
COST				
At 1 April 2015	6,779	2,302	–	9,081
Exchange realignment	(30)	–	–	(30)
Additions	2,329	279	–	2,608
At 31 March 2016	9,078	2,581	–	11,659
Exchange realignment	(49)	(13)	–	(62)
Additions	1,547	80	1,332	2,959
Written off	–	(698)	–	(698)
<b>At 31 March 2017</b>	<b>10,576</b>	<b>1,950</b>	<b>1,332</b>	<b>13,858</b>
ACCUMULATED DEPRECIATION				
At 1 April 2015	3,113	799	–	3,912
Exchange realignment	(11)	–	–	(11)
Provided for the year	1,427	433	–	1,860
At 31 March 2016	4,529	1,232	–	5,761
Exchange realignment	(25)	(19)	–	(44)
Provided for the year	1,651	448	33	2,132
<b>At 31 March 2017</b>	<b>6,155</b>	<b>1,661</b>	<b>33</b>	<b>7,849</b>
CARRYING VALUES				
<b>At 31 March 2017</b>	<b>4,421</b>	<b>289</b>	<b>1,299</b>	<b>6,009</b>
At 31 March 2016	4,549	1,349	–	5,898

The above items of plant and equipment are depreciated on a straight-line basis at the following rates per annum:

Furniture, fixtures and equipment	20%
Leasehold improvements	Over the shorter of term of the lease or 5 years
Motor vehicle	20%

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 19. INTERESTS IN ASSOCIATES

	2017 HK\$'000	2016 HK\$'000
Cost of investment in associates		
Unlisted equity interest in Hong Kong	1,106	606
Share of post-acquisition profits and other comprehensive income	80	446
	<b>1,186</b>	1,052

On 16 December 2015, the Group acquired 20% equity interests in Jobdoh Limited from an independent third party for the consideration of approximately HK\$551,000. Additional HK\$500,000 was paid as second instalment during current year. Jobdoh Limited is principally engaged in provision of digital portal and services on part time and temporary jobs for job seekers and employers.

As at 31 March 2017 and 2016, the Group had interests in the following associates:

Name of entity	Form of entity	Place of incorporation/ operation/ registration	Class of shares held	Proportion of nominal value of issued capital held by the Group		Proportion of voting power held by the Group		Principal activities
				2017	2016	2017	2016	
Travellife Limited	Incorporated	Hong Kong	Ordinary	20%	20%	20%	20%	Provision of Internet advertising services
bMedia Limited	Incorporated	Hong Kong	Ordinary	19.99%	19.99%	19.99% (note)	19.99% (note)	Provision of Internet advertising services
Qooza Interactive Limited	Incorporated	Hong Kong	Ordinary	13%	13%	13% (note)	13% (note)	Provision of Internet advertising services
Unwire Limited	Incorporated	Hong Kong	Ordinary	19.99%	19.99%	19.99% (note)	19.99% (note)	Inactive
Jobdoh Limited	Incorporated	Hong Kong	Ordinary	20%	20%	20%	20%	Provision of digital portal and services on part time and temporary jobs for job seekers and employers

Note:

The Group is able to exercise significant influence over these associates because it has the power to appoint one out of the five directors of these associates under the provisions stated in the shareholders' agreement of these associates.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 19. INTERESTS IN ASSOCIATES (Continued)

The financial information and carrying amount, in aggregate, of the Group's interests in associates that are not individually material and are accounted for using the equity method are set out below:

	2017 HK\$'000	2016 HK\$'000
The Group's share of (loss) profit and total comprehensive (expense) income for the year	<b>(366)</b>	36
Aggregate carrying amount of the Groups' interests in immaterial associates	<b>1,186</b>	1,052

The Group has stopped recognising its share of losses of certain associates when applying the equity method. The unrecognised share of those associates, both for the year and cumulatively, are set out below:

	2017 HK\$'000	2016 HK\$'000
Unrecognised share of losses of associates for the year	<b>85</b>	132
Accumulated unrecognised share of losses of associates	<b>270</b>	185

### 20. HELD-TO-MATURITY INVESTMENTS

	2017 HK\$'000	2016 HK\$'000
Debt securities, at amortised cost	<b>20,312</b>	–
Analysed for reporting purposes as:		
Non-current assets (note a)	<b>5,077</b>	–
Current assets (note b)	<b>15,235</b>	–
	<b>20,312</b>	–

Notes:

- a. carry effective interest rate at 1.88% per annum, and will mature on 25 January 2019;
- b. carry effective interest rates of 1.36% and 1.68% per annum, and will mature on 31 October 2017 and 5 March 2018, respectively.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 20. HELD-TO-MATURITY INVESTMENTS (Continued)

Set out below are the particulars of the held-to-maturity investments as at 31 March 2017:

Name of the Bond Issuers	Name of the Bonds	Listed in	Stock code	At investment cost		At fair value		At amortised cost		Percentage on total asset
				2017	2016	2017	2016	2017	2016	
				HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
Bank of Communications Co., Ltd. Hong Kong Branch	Bank of Communications Co., Ltd. HK Branch 2.25% Notes 2019	Hong Kong	5609	5,091	-	5,090	-	5,077	-	3.37%
Hutchison Whampoa International (14) Limited	Hutchi Wham US\$2B 1.625% N171031R	Singapore	20JB	10,121	-	10,105	-	10,108	-	6.71%
Tencent Holdings Limited	Tencent Holdings Ltd. 3.375% Senior Notes 2018	Hong Kong	4562	5,194	-	5,155	-	5,127	-	3.40%
				<b>20,406</b>	<b>-</b>	<b>20,350</b>	<b>-</b>	<b>20,312</b>	<b>-</b>	

The held-to-maturity investments are denominated in United States Dollars and the exposure to currency rate risk is disclosed in note 7.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 21. TRADE AND BILLS RECEIVABLES

	2017 HK\$'000	2016 HK\$'000
Trade receivables	41,049	41,087
Less: allowance for impairment of trade receivables	(5,158)	(2,883)
	<b>35,891</b>	38,204
Bills receivables	–	1,351
	<b>35,891</b>	39,555

The Group allows a credit period ranging from 30 days to 60 days to its trade customers. The Group does not hold any collateral over these receivables. The following is an aged analysis of trade and bills receivables net of allowance for impairment of trade receivables presented based on the date of rendering services, which approximates the respective revenue recognition dates, at the end of the reporting period.

	2017 HK\$'000	2016 HK\$'000
– 0 to 60 days	18,021	11,373
– 61 to 90 days	8,653	5,585
– Over 90 days	9,217	22,597
	<b>35,891</b>	39,555

As at 31 March 2017, included in the Group's trade receivables balances was an aggregate amount of approximately HK\$11,942,000 (2016: HK\$20,107,000) which has not yet been due according to the contract terms as at the end of the reporting period. Trade receivables that were neither past due nor impaired related to a wide range of customers who did not have any recent history of default.

As at 31 March 2017, included in the Group's trade receivables balances was an aggregate amount of approximately HK\$23,949,000 (2016: HK\$19,448,000) which was related to debts that were past due as at the reporting date but for which the Group has not provided for impairment loss. Trade receivables that were past due but not impaired related to a number of customers that have good track records with the Group. Based on past experience, the management of the Group believes that no impairment loss is necessary in respect of these balances as there has not been a significant change in credit quality of these customers and the balances are still considered fully recoverable.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 21. TRADE AND BILLS RECEIVABLES (Continued)

The following is an aged analysis of trade and bills receivables, net of allowance for impairment of trade receivables presented based on the due date at the end of the reporting period.

	2017 HK\$'000	2016 HK\$'000
Current	11,942	20,107
Overdue:		
– within 60 days	16,690	6,464
– 61 – 90 days	3,230	3,363
– 91 – 120 days	1,185	3,561
– Over 120 days	2,844	6,060
	<b>23,949</b>	19,448
	<b>35,891</b>	39,555

The movement in the allowance for impairment on trade receivables is set out below:

	2017 HK\$'000	2016 HK\$'000
At the beginning of the financial year	2,883	549
Impairment loss recognised on trade receivables	2,501	2,607
Impairment loss reversed	(116)	(273)
Exchange realignment	(110)	–
At the end of the financial year	<b>5,158</b>	2,883

As at 31 March 2017, included in the impairment loss of trade receivables are individually impaired trade receivables with an aggregate balance of approximately HK\$5,158,000 (2016: HK\$2,883,000). The individually impaired receivables are recognised based on the credit history of its customers and current market conditions.

Included in trade and bills receivables are the following amounts denominated in currencies other than the functional currency of the respective reporting entities of the Group:

	2017 HK\$'000	2016 HK\$'000
USD	714	464
RMB	1,086	5,318

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 22. DEPOSITS, PREPAYMENT AND OTHER RECEIVABLES

	2017 HK\$'000	2016 HK\$'000
Deposits	5,347	4,347
Prepayments	4,550	2,662
Other receivables	2,607	3,173
	<b>12,504</b>	10,182
Analysed for reporting purposes:		
Non-current assets		
– Deposit paid	1,687	185
Current assets	10,817	9,997
	<b>12,504</b>	10,182

Included in other receivables are the following amounts denominated in currencies other than the functional currency of the respective reporting entities of the Group:

	2017 HK\$'000	2016 HK\$'000
USD	80	–
RMB	147	987

### 23. AMOUNTS DUE FROM ASSOCIATES

The amounts due from associates were unsecured, non-interest bearing and repayable on demand.

### 24. ASSETS CLASSIFIED AS HELD FOR SALE

	2017 HK\$'000	2016 HK\$'000
Carrying amount at the beginning of the reporting period	–	–
Additions	5,543	–
Disposal	(1,854)	–
Carrying amount at the end of the reporting period	<b>3,689</b>	–

The Group purchased car parks spaces for resales during the current year, and those assets are expected to be sold within twelve months.

The fair value less cost to sell is expected to exceed the net carrying amount of the assets and, accordingly, no impairment loss has been recognised on the assets as held for sale.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 25. HELD FOR TRADING INVESTMENTS

	2017 HK\$'000	2016 HK\$'000
Listed securities		
Equity securities listed in Hong Kong, at fair value	<b>1,905</b>	–

The investments above include investments in quoted equity securities that offer the group the opportunity for return through dividend income and fair value gains. The fair values of these securities are based on closing quoted market prices on the last market day of the financial year.

At the end of the reporting period, the Group determines whether transfer occur between levels of the fair value hierarchy for assets and liabilities which are measured at fair value on recurring basis by reviewing their respective fair value measurement. The recurring fair value measurement of the Group's held for trading investments were based on quoted prices in active markets (Level 1). During the year, there were no transfers of fair value measurements between Level 1 and Level 2 and no transfers into or out of Level 3 (2016: Nil).

### 26. RESTRICTED BANK BALANCE/BANK BALANCES AND CASH

At 31 March 2017, the bank balances and cash of the Group denominated in RMB amounted to approximately HK\$1,872,000 (2016: HK\$6,913,000). RMB is not freely convertible into other currencies. However, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business. Cash at banks earns interest at floating rates based on daily bank deposit rates.

At 31 March 2017, the restricted bank balance carried prevailing market interest rate at 1.5% (2016: 1.5%) per annum and represented the deposit for performance guarantee issued by bank to a supplier.

Bank balances carry interest at market rates which range from 0.01% to 0.3% (31 March 2016: 0.01% to 0.3%) per annum.

Included in bank balances and cash are the following amounts denominated in currencies other than the functional currency of the respective reporting entities of the Group:

	2017 HK\$'000	2016 HK\$'000
HK\$	<b>450</b>	–
USD	<b>39,782</b>	4,507
RMB	<b>714</b>	2,218

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 27. TRADE AND OTHER PAYABLES

	2017 HK\$'000	2016 HK\$'000
Trade payables	13,886	7,481
Other payables	293	310
	<b>14,179</b>	7,791

The following is an aged analysis of trade payables presented based on the invoice date at the end of the reporting period.

	2017 HK\$'000	2016 HK\$'000
Within 30 days	3,116	3,552
31 to 60 days	4,806	810
Over 60 days	5,964	3,119
	<b>13,886</b>	7,481

The trade payables were due according to the terms stated in the relevant contracts. The average credit period on purchase of services is 30 – 60 days. The Group has financial risk management policies in place to ensure that all payables are settled within the credit timeframe.

Included in the balances of the trade payables as at 31 March 2017 were aggregate balances of approximately HK\$39,000 (2016: HK\$104,000) which were payables to the associates of the Group, arising from acquisition of services in general trade credit term.

Included in the trade and other payables are the following amounts denominated in currencies other than the functional currency of the relevant group entities:

	2017 HK\$'000	2016 HK\$'000
USD	2,607	1,284
RMB	2,140	126

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 28. DEFERRED TAXATION

The movements in the deferred tax (assets) liability during the current and prior years were as follows:

	<b>Tax losses</b> HK\$'000	<b>Accelerated tax depreciation</b> HK\$'000	<b>Total</b> HK\$'000
At 31 March 2015 and 1 April 2015	–	906	906
Charge to profit or loss	(443)	(463)	(906)
At 31 March 2016 and 1 April 2016	(443)	443	–
Charge to profit or loss	(1)	1	–
At 31 March 2017	(444)	444	–

At the end of the reporting period, the Group has unused tax losses of approximately HK\$8,277,000 (2016: HK\$4,859,000) available to offset against future profits. As at 31 March 2017, a deferred tax asset had been recognised in respect of tax losses of approximately HK\$2,689,000 (2016: HK\$2,685,000). No deferred tax asset has been recognised in respect of the remaining HK\$5,588,000 (2016: HK\$2,174,000) due to the unpredictability of future profit streams.

Under the EIT law of the PRC, withholding tax is imposed on dividends declared in respect of profits earned by PRC subsidiaries from 1 January 2008 onwards. Deferred taxation has not been provided for in the consolidated financial statements in respect of temporary differences attributable to accumulated profits of the PRC subsidiaries amounting to approximately HK\$2,421,000 as at 31 March 2017 (2016: HK\$1,697,000), as the Group is able to control the timing of the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 29. SHARE CAPITAL

For the purpose of presenting the share capital of the Group prior to the Reorganisation in the consolidated statement of financial position, the balances as at 1 April 2015 represented the combined share capital of the Company and AdBeyond Holdings Limited.

Details of the share capital of the Company are as follows:

	Number of shares	Amount HK\$
<b>Ordinary shares of HK\$0.01 each</b>		
Authorised		
At 1 April 2015	39,000,000	390,000
Increased in the year (Note (ii))	9,961,000,000	99,610,000
<hr/>		
31 March 2016 and 31 March 2017	10,000,000,000	100,000,000
<hr/>		
<b>Issued and fully paid</b>		
At 1 April 2015	1	0.01
Share issued upon Reorganisation (Note (i))	9,999	99.99
Share issued pursuant to placing (Note (ii) & (iii))	467,200,000	4,672,000
Share issued by capitalisation of the share premium account (Note (ii) & (iii))	1,199,990,000	11,999,900
<hr/>		
At 31 March 2016 and 31 March 2017	1,667,200,000	16,672,000

Notes:

- (i) On 10 January 2014 (date of incorporation), the Company allotted and issued 1 shares of HK\$0.01 each. On 16 May 2015, the Company allotted and issued 9,999 shares of HK\$0.01 each upon Reorganisation.
- (ii) On 20 May 2015, the authorised share capital of the Company was increased from HK\$390,000 to HK\$100,000,000 by the creation of an additional 9,961,000,000 shares of HK\$0.01 each of which the rights are identical to that of the existing shares. Immediately following completion of listing on the Growth Enterprise Market of the Stock Exchange of Hong Kong Limited on 29 May 2015, the authorised share capital of the Company was HK\$100,000,000 divided into 10,000,000,000 shares of HK\$0.01 each and the issued share capital of the Company was HK\$16,672,000 divided into 1,667,200,000 shares of HK\$0.01 each with 8,332,800,000 shares of HK\$0.01 each remained unissued.
- (iii) Pursuant to the written resolutions of the shareholders of the Company passed on 20 May 2015, 1,199,990,000 shares were issued by way of capitalisation of an amount of HK\$11,999,900 standing to the credit of the share premium account of the Company as stated in share capital as detailed in the Prospectus dated 22 May 2015. The Group's shares were listed on the Stock Exchange and 467,200,000 new shares with a nominal value of HK\$0.01 each were issued to the investors by way of placing at HK\$0.25 each. Gross total proceeds from placing of HK\$116,800,000, before the share issue expenses of HK\$8,565,000, were credited to the share premium account.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 30. CAPITAL COMMITMENTS

Capital expenditures contracted for at the reporting date but not recognised in the financial statements:

	2017 HK\$'000	2016 HK\$'000
Commitments for injection of share capital of a subsidiary (南京看團資訊科技有限公司) (Note)	11,281	–
Capital expenditure in respect of the acquisition of property and equipment	735	–
	<b>12,016</b>	–

Note: The Group established a wholly-owned subsidiary in People's Republic of China on 24 August 2016. The Group has to inject RMB10,000,000 (equivalent to HK\$11,281,000) to the subsidiary before 31 December 2046.

### 31. OPERATING LEASES

#### The Group as lessee

At the end of the reporting period, the Group had commitments for future minimum lease payments under non-cancellable operating leases in respect of rented premises which fall due as follows:

	2017 HK\$'000	2016 HK\$'000
Within one year	1,953	6,232
In the second to fifth year inclusive	–	1,487
	<b>1,953</b>	7,719

Operating lease payments represent rentals payable by the Group for certain of its rented premises. Leases are negotiated for terms ranged from one to three (2016: one to three) years with fixed rentals.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 32. SHARE-BASED PAYMENT TRANSACTIONS

#### **Equity-settled share option scheme of the Company:**

The Company's share option scheme (the "Scheme"), was adopted pursuant to a resolution passed on 20 May 2015 for the primary purpose of providing incentives to directors, eligible employees and other selected participants for their contributions to the Group. Under the Scheme, the Board of Directors of the Company may grant options to eligible employees, including directors of the Company and its subsidiaries, to subscribe for shares in the Company.

At 31 March 2017, the number of shares in respect of which options had been granted and remained outstanding under the Scheme was 74,687,600 (31 March 2016: 78,371,600), representing 4.5% (31 March 2016: 4.7%) of the shares of the Company in issue at that date. The total number of shares in respect of which options may be granted under the Scheme is not permitted to exceed 10% of the shares of the Company in issue at any point in time, without prior approval from the Company's shareholders. The number of shares issued and to be issued in respect of which options granted and may be granted to any individual in any one year is not permitted to exceed 1% of the shares of the Company in issue at any point in time, without prior approval from the Company's shareholders. Options granted to substantial shareholders or independent non-executive directors in excess of 0.1% of the Company's share capital or with a value in excess of HK\$5 million must be approved in advance by the Company's shareholders.

No consideration is payable on the grant of an option. Options may be exercised after the vesting period. The exercise price is determined by the directors of the Company, and will not be less than the higher of (i) the closing price of the Company's shares on the date of grant; (ii) the average closing price of the shares for the five business days immediately preceding the date of grant; and (iii) the nominal value of the Company's shares. For details of the terms of the share options, please refer to the announcement dated on 14 July 2015 and 10 December 2015.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 32. SHARE-BASED PAYMENT TRANSACTIONS *(Continued)*

#### Equity-settled share option scheme of the Company: *(Continued)*

Details of specific categories of options are as follows:

Category participant	Date of grant	Vesting period	Exercisable period	Exercise price HK\$
Scheme II	13 July 2015	1st tranche: 13 July 2015 to 11 October 2015	12 October 2015 to 11 April 2017	0.63
		2nd tranche: 13 July 2015 to 11 October 2016	12 October 2016 to 11 April 2017	
Scheme IB	13 July 2015	1st tranche: 13 July 2015 to 11 October 2015	12 October 2015 to 11 April 2018	0.63
		2nd tranche: 13 July 2015 to 11 October 2016	12 October 2016 to 11 April 2018	
		3rd tranche: 13 July 2015 to 11 October 2017	12 October 2017 to 11 April 2018	
Scheme III	9 December 2015	1st tranche: 9 December 2015 to 30 June 2016	1 July 2016 to 30 June 2018	0.315
		2nd tranche: 9 December 2015 to 31 December 2017	1 January 2017 to 30 June 2018	
		3rd tranche: 9 December 2015 to 30 June 2018	1 January 2018 to 30 June 2018	

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 32. SHARE-BASED PAYMENT TRANSACTIONS (Continued)

#### Equity-settled share option scheme of the Company: (Continued)

The following table discloses movements of the Company's share options held by directors, employees and consultants during the year:

Category participant	Outstanding at 1/4/2016	Granted during the year	Lapsed during the year	Outstanding at 31/3/2017
Scheme II	5,500,000	–	(2,790,000)	<b>2,710,000</b>
Scheme IB	16,907,600	–	–	<b>16,907,600</b>
Scheme III	55,964,000	–	(894,000)	<b>55,070,000</b>
	78,371,600	–	(3,684,000)	<b>74,687,600</b>
Exercisable at the end of the year				<b>74,687,600</b>
Weighted average exercise price				<b>HK\$0.40</b>

#### For the year ended 31 March 2016

Category participant	Outstanding at 1/4/2015	Granted during the year	Lapsed during the year	Outstanding at 31/3/2016
Scheme II	–	5,500,000	–	5,500,000
Scheme IB	–	18,787,600	(1,880,000)	16,907,600
Scheme III	–	56,000,000	(36,000)	55,964,000
	–	80,287,600	(1,916,000)	78,371,600
Exercisable at the end of the year				71,675,065
Weighted average exercise price		HK\$0.41		HK\$0.42

During the year ended 31 March 2016, a total of 80,287,600 options were granted to directors, employees and consultants and the estimated fair values of the options granted on the date on Scheme II, Scheme IB and Scheme III are approximately HK\$653,000, HK\$2,338,000 and HK\$3,317,000 respectively. No new share options were granted during the year ended 31 March 2017.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 32. SHARE-BASED PAYMENT TRANSACTIONS (Continued)

#### Equity-settled share option scheme of the Company: (Continued)

The Group recognised the total expense of approximately HK\$2,487,000 (2016: HK\$3,142,000) for the year in relation to share options granted by the Company.

No share options have been exercised during the years ended 31 March 2017 and 31 March 2016.

The fair value was calculated using the Black-Scholes model. The inputs into the model were as follows:

#### Share option granted on 13 July 2015

	Scheme IB	Scheme II
Grant date share price	HK\$0.63	HK\$0.63
Exercise price	HK\$0.63	HK\$0.63
Expected volatility	36.1848%	36.1848%
Option life	2.7 years	1.7 years
Dividend yield	3%	3%
Risk-free interest rate	0.5774%	0.5774%

#### Share option granted on 9 December 2015

	Scheme III
Grant date share price	HK\$0.3050
Exercise price	HK\$0.3150
Expected volatility	38.5408%
Option life	2.6 years
Dividend yield	3%
Risk-free interest rate	0.6344%

Expected volatility was determined by using the average of industry annualised historical stock price volatility. The expected life used in the model has been adjusted, based on management's best estimate, for the effect of non-transferability, exercise restrictions and behavioral considerations. The valuation has been performed by Greater China Appraisal Limited, who is independent to the Group.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 33. RETIREMENT BENEFITS PLAN

#### Hong Kong

The Group operates a MPF Scheme under the Hong Kong Mandatory Provident Fund Schemes Ordinance for all qualifying employees in Hong Kong. The MPF Scheme is a defined contribution retirement plan administered by independent trustees. Under the MPF Scheme, each of the Group companies (the “employer”) in Hong Kong and its employees are required to make contributions to the scheme at 5% of the employees’ earnings as defined under the Mandatory Provident Fund Legislation. The contributions from each of the employer and employees are subject to a cap of HK\$1,500 per month, since 1 June 2014 onwards.

#### The PRC

As stipulated by rules and regulations in the PRC, subsidiaries in the PRC are required to contribute to a state-managed retirement plan for all its employees at a certain percentage of the basic salaries of its employees. The state-managed retirement plan is responsible for the entire pension obligations payable to all retired employees. Under the state-managed retirement plan, the Group has no further obligations for the actual pension payments or post-retirement benefits beyond the annual contributions.

During the year ended 31 March 2017, the total amount contributed by the Group to these schemes and charged to the consolidated statement of profit or loss and other comprehensive income was approximately HK\$2,595,000 (2016: HK\$2,265,000).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 34. RELATED PARTY TRANSACTIONS

#### (a) Transactions

During the years ended 31 March 2017 and 2016, the Group entered into the following transactions with related parties:

Name of the related party	Relationship	Nature of transactions	2017 HK\$'000	2016 HK\$'000
Qooza Interactive Limited	Associate	Cost of services	23	78
bMedia Limited	Associate	Cost of services	35	243

#### (b) Balances

Details of the Group's non-trade outstanding balances with related parties are set out in the consolidated statement of financial position and in note 23.

#### (c) Compensation of key management personnel

The remuneration of directors of the Company and other members of key management during the respective reporting periods were as follows:

	2017 HK\$'000	2016 HK\$'000
Short-term benefits	9,502	5,904
Post-employment benefits	72	74
Share-based payment	1,767	1,596
	<b>11,341</b>	7,574

The remuneration of directors of the Company and key executives is determined by the remuneration committee having regard to the performance of individuals and market trends.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 35. STATEMENT OF FINANCIAL POSITION OF THE COMPANY

	NOTE	2017 HK\$'000	2016 HK\$'000
Non-current asset			
Investments in subsidiaries		<b>44,608</b>	44,608
Current asset			
Prepayments		<b>179</b>	52
Amount due from a subsidiary		<b>95,361</b>	95,063
		<b>95,540</b>	95,115
Current liabilities			
Accruals		<b>829</b>	380
Amount due to a related company		–	–
		<b>829</b>	380
Net current assets		<b>94,711</b>	94,735
Total assets less current liabilities		<b>139,319</b>	139,343
Capital and reserve			
Share capital		<b>16,672</b>	16,672
Reserve	(a)	<b>122,647</b>	122,671
		<b>139,319</b>	139,343

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

## 35. STATEMENT OF FINANCIAL POSITION OF THE COMPANY (Continued)

Note:

### (a) Movement in reserve

	Share premium	Share options reserve	Other reserve (Note)	Accumulated losses	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
At 1 April 2015	–	–	–	(436)	(436)
Other reserve arising from group reorganisation	–	–	44,608	–	44,608
Recognition of equity-settled share-based payment	–	3,142	–	–	3,142
Share options lapsed	–	(196)	–	196	–
Issue of shares by capitalisation of share premium account	(12,000)	–	–	–	(12,000)
Issue of shares pursuant to placing	112,128	–	–	–	112,128
Expenses incurred in connection with issue of new shares	(8,565)	–	–	–	(8,565)
Dividend paid	(13,004)	–	–	–	(13,004)
Loss and total comprehensive expense for the year	–	–	–	(3,202)	(3,202)
At 31 March 2016	78,559	2,946	44,608	(3,442)	122,671
Recognition of equity-settled share-based payment	–	2,487	–	–	2,487
Share options lapsed	–	(297)	–	297	–
Loss and total comprehensive expense for the year	–	–	–	(2,511)	(2,511)
<b>At 31 March 2016</b>	<b>78,559</b>	<b>5,136</b>	<b>44,608</b>	<b>(5,656)</b>	<b>122,647</b>

Note:

Other reserve represented the difference between the nominal amount of the share issued for acquisition of its subsidiaries and the net assets value of the subsidiaries of the Company upon the Reorganisation.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 March 2017

### 36. PARTICULARS OF SUBSIDIARIES OF THE COMPANY

Details of the Company's subsidiaries as at 31 March 2017 and 2016 are as follows:

Name of subsidiary	Place of incorporation/ establishment/ operation	Class of shares held	Issued and fully paid share capital/ registered capital	Proportion ownership interest held by the Company				Principal activities
				2017		2016		
				Directly	Indirectly	Directly	Indirectly	
AdBeyond Holdings Limited	The BVI	Ordinary	HK\$32,249	100%	-	100%	-	Investment holding
iMinds Interactive Holdings Limited	The BVI	Ordinary	US\$1	100%	-	100%	-	Investment holding
COMO Group Holding Limited	The BVI	Ordinary	US\$1	100%	-	100%	-	Investment holding
AdBeyond (Group) Limited	Hong Kong	Ordinary	HK\$34,427,774	-	100%	-	100%	Provision of marketing services
iMinds Interactive Limited	Hong Kong	Ordinary	HK\$1	-	100%	-	100%	Provision of digital media services
COMO Group Limited	Hong Kong	Ordinary	HK\$500,000	-	100%	-	100%	Engagement in internet marketing platform for the travel industry
廣州超帆信息科技有限公司	The PRC	Registered capital	HK\$2,850,000	-	100%	-	100%	Provision of marketing services
北京超帆文化傳播發展有限公司 (formerly known as 北京超凡高睿科技有限公司)	The PRC	Registered capital	RMB1,000,000	-	100%	-	100%	Provision of marketing services
南京看團資訊科技有限公司 (Incorporated on 24 August 2016)	The PRC	Registered capital	-	-	100%	-	N/A	Provision of marketing services; provision of marketing services for the travel industry

Note: None of the subsidiaries had issued any debt securities at the end of both years or during the years.

## FINANCIAL SUMMARY

For the year ended 31 March 2017

### RESULTS

	<b>2017</b>	2016	2015	2014	2013
	<b>HK\$'000</b>	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Revenue	<b>175,771</b>	160,505	140,278	112,594	89,048
(Loss) Profit before taxation	<b>(15,782)</b>	(18,477)	12,417	7,114	16,699
Income tax expense	<b>(238)</b>	(1,025)	(3,299)	(2,513)	(2,995)
(Loss) Profit for the year attributable to owners of the Company	<b>(16,020)</b>	(19,502)	9,118	4,601	13,704

### ASSETS AND LIABILITIES

	<b>2017</b>	2016	2015	2014	2013
	<b>HK\$'000</b>	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Total assets	<b>150,604</b>	153,755	77,952	66,379	72,117
Total liabilities	<b>(27,466)</b>	(16,092)	(17,872)	(15,433)	(11,914)
Total equity	<b>123,138</b>	137,663	60,080	50,946	60,203

Note:

The financial information for the years ended 31 March 2013 and 2014 were extracted from the prospectus of the Company dated 22 May 2015. Such summary was prepared as if the current structure of the Group had been in existence throughout these financial years and is presented on the basis as set out in note 4 to the consolidated financial statements.