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(Stock Code: 599)

# ANNOUNCEMENT OF UNAUDITED ANNUAL RESULTS FOR THE YEAR ENDED 31 MARCH 2022

For the reasons explained below under the section headed "Review of Unaudited Annual Results", the audit process for the annual results for the year ended 31 March 2022 of E. Bon Holdings Limited (the "Company") and its subsidiaries (together the "Group") has not yet completed. In the meantime, the Board is pleased to announce the unaudited consolidated financial results of the Group for the year ended 31 March 2022 as follows:

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2022

|   | Notes | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br><i>HK\$'000</i><br>Audited |
|---|-------|--------------------------------------|------------------------------------|
| Revenue   | 2     | 494,592                              | 422,454                            |
| Cost of sales   | 3     | (311,096)                            | (263,869)                          |
| Gross profit  |       | 183,496                              | 158,585                            |
| Other income  | 2     | 2,005                                | 3,711                              |
| Other (losses)/gains, net   | 2     | (1,361)                              | 3,587                              |
| Net impairment losses on financial and contract assets            |       | (94)                                 | (139)                              |
| Distribution costs  | 3     | (94,699)                             | (81,956)                           |
| Administrative expenses   | 3     | (70,189)                             | (67,047)                           |
| Operating profit  |       | 19,158                               | 16,741                             |
| Finance income  |       | 161                                  | 178                                |
| Finance costs   |       | (3,737)                              | (4,324)                            |
| Finance costs, net  |       | (3,576)                              | (4,146)                            |
| Profit before income tax  |       | 15,582                               | 12,595                             |
| Income tax expense  | 4     | (3,688)                              | (1,826)                            |
| Profit for the year attributable to equity holders of the Company |       | 11,894                               | 10,769                             |

|   | Notes | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br>HK\$'000<br>Audited |
|---|-------|--------------------------------------|-----------------------------|
| Other comprehensive income/(expenses)   |       |                                      |                             |
| Items that may be subsequently reclassified to profit or loss                         |       |                                      |                             |
| Exchange gains on translation of  |       |                                      |                             |
| financial statements of foreign operations  |       | 294                                  | 1,000                       |
| Items that will not be reclassified subsequently to profit or loss                    |       |                                      |                             |
| Gains on revaluation of properties held for own use                                   |       | 3,721                                | 6,338                       |
| Tax effect relating to revaluation of properties                                      |       | ,                                    | ,                           |
| held for own use  |       | (614)                                | (1,046)                     |
| Other comprehensive income  |       |                                      |                             |
| for the year, net of tax  |       | 3,401                                | 6,292                       |
| Total comprehensive income for the year attributable to equity holders of the Company |       | 15,295                               | 17,061                      |
| Earnings per share (expressed in HK cents per share)  — Basic and diluted             | 6     | 1.98 cents                           | 1.79 cents                  |

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 MARCH 2022

|  | Notes | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br>HK\$'000<br>Audited |
|--|-------|--------------------------------------|-----------------------------|
| ASSETS   |       |                                      |                             |
| Non-current assets                                   |       | 260.162                              | 245.001                     |
| Property, plant and equipment                        |       | 269,162                              | 245,891                     |
| Right-of-use assets                                  |       | 45,444                               | 65,141                      |
| Investment properties Deferred income tax assets     |       | -<br>5 972                           | 32,300                      |
| Retention and other receivables                      | 7     | 5,873<br>6,003                       | 7,019<br>5,874              |
|  |       | 326,482                              | 356,225                     |
| Current assets                                       |       |                                      |                             |
| Inventories  |       | 115,420                              | 142,451                     |
| Trade, retention and other receivables               | 7     | 148,649                              | 93,109                      |
| Contract assets                                      | 7     | 4,338                                | 4,325                       |
| Current income tax recoverable                       |       | 3,136                                | 3,604                       |
| Cash and cash equivalents                            |       | 104,199                              | 102,964                     |
|  |       | 375,742                              | 346,453                     |
| Total assets   |       | 702,224                              | 702,678                     |
| EQUITY   |       |                                      |                             |
| Equity attributable to equity holders of the Company |       |                                      |                             |
| Share capital  |       | 60,060                               | 60,060                      |
| Reserves   |       | 410,461                              | 401,172                     |
| Total equity   |       | 470,521                              | 461,232                     |

|                                  | Notes | 2022<br><i>HK</i> \$'000<br>Unaudited | 2021<br>HK\$'000<br>Audited |
|----------------------------------|-------|---------------------------------------|-----------------------------|
| LIABILITIES                      |       |                                       |                             |
| Non-current liabilities          | 0     | <b>5</b> 000                          | 2.000                       |
| Other provision                  | 8     | 5,000                                 | 3,800                       |
| Lease liabilities                |       | 22,094                                | 41,920                      |
| Deferred income tax liabilities  | -     | 18,900                                | 19,276                      |
|                                  |       | 45,994                                | 64,996                      |
| Current liabilities              |       |                                       |                             |
| Trade and other payables         | 8     | 34,386                                | 35,975                      |
| Contract liabilities             | 8     | 75,337                                | 42,248                      |
| Derivative financial liabilities |       | 935                                   | 851                         |
| Lease liabilities                |       | 27,902                                | 28,477                      |
| Borrowings                       |       | 42,083                                | 66,574                      |
| Current income tax liabilities   |       | 5,066                                 | 2,325                       |
|                                  | -     | 185,709                               | 176,450                     |
| Total liabilities                | :     | 231,703                               | 241,446                     |
| Total equity and liabilities     |       | 702,224                               | 702,678                     |

Notes:

#### 1. BASIS OF PREPARATION

The consolidated financial statements of E. Bon Holdings Limited have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs") and disclosure requirements of the Hong Kong Companies Ordinance (Cap. 622). The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of leasehold land and buildings held for own use, investment properties and derivative financial instruments, which are carried at fair values.

The preparation of consolidated financial statements in conformity with HKFRSs requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies.

(a) The following new standards and amendments to standards are mandatory for the first time for the financial year beginning on or after 1 April 2021:

Amendments to HKAS 39, HKFRS 4,
HKFRS 7, HKFRS 9 and HKFRS 16

HKFRS 16

Interest Rate Benchmark Reform — Phase 2 (amendments)
COVID-19-Related Rent Concessions (amendments)

Except for HKFRS 16, the adoption of the above new standards and amendments to standards did not have any significant financial impact on these consolidated financial statements.

Effective for

(b) New standards, amendments to standards and interpretations have been issued but are not effective for the financial year beginning on or after 1 January 2021 and have not been early adopted:

|  |   | annual periods beginning on or after |
|--|---|--------------------------------------|
| Accounting Guideline 5                   | Interest Rate Benchmark Reform — Phase 2 (amendments)   | 1 January 2022                       |
| Annual Improvements Project              | Annual Improvements to HKFRSs 2018–2020 (amendments)  | 1 January 2022                       |
| Amendment to HKFRS 3                     | Definition of a Business (amendments)   | 1 January 2022                       |
| Amendment to HKAS 16                     | Property, Plant and Equipment (amendments)  | 1 January 2022                       |
| Amendment to HKAS 37                     | Provisions, Contingent Liabilities and Contingent Assets (amendments)   | 1 January 2022                       |
| Amendment to HKAS 1                      | Classification of Liabilities as Current or Non-current (amendments)  | 1 January 2023                       |
| HKFRS 17                                 | Insurance Contracts   | 1 January 2023                       |
| HK Int 5 (2020)                          | Hong Kong Interpretation 5 (2020) Presentation of Financial Statements — Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause (HK Int 5 (2020)) | 1 January 2023                       |
| HKAS 1 and HKFRS Practice<br>Statement 2 | Disclosure of Accounting Policies (amendments)  | 1 January 2023                       |
| HKAS 8                                   | Definition of Accounting Estimates (amendments)   | 1 January 2023                       |
|  |   |                                      |

Effective for annual periods beginning on or after

| HKAS 12              | Deferred Tax Related to Assets and             | 1 January 2023   |
|----------------------|--|------------------|
|                      | Liabilities Arising from a Single Transaction  |                  |
|                      | (amendments)                                   |                  |
| HKFRS 10 and HKAS 28 | Sale or Contribution of Assets between         | To be determined |
|                      | an Investor and its Associate or Joint Venture |                  |
|                      | (amendments)                                   |                  |

Management is in the process of making an assessment of the impact of the above new standard, interpretation and amendment to standard but is not yet in a position to state whether they will result in substantial changes to the Group's significant accounting policies and the presentation of its financial statements.

## 2. REVENUE, OTHER INCOME, OTHER (LOSSES)/GAINS, NET AND SEGMENT INFORMATION

|   | 2022<br>HK\$'000<br>Unaudited | 2021<br>HK\$'000<br>Audited |
|---|-------------------------------|-----------------------------|
| Revenue   |                               |                             |
| Sale of goods and services  | 430,955                       | 381,594                     |
| Contract revenue  | 63,637                        | 40,860                      |
|   | 494,592                       | 422,454                     |
| Timing of revenue recognition:  |                               |                             |
| — At a point in time  | 430,955                       | 381,594                     |
| — Over time   | 63,637                        | 40,860                      |
|   | 494,592                       | 422,454                     |
|   | 2022                          | 2021                        |
|   | HK\$'000                      | HK\$'000                    |
|   | Unaudited                     | Audited                     |
| Other income  |                               |                             |
| Rental income   | 715                           | 604                         |
| Government grants (Note)  | 1 200                         | 780                         |
| Others  | 1,290                         | 2,327                       |
|   | 2,005                         | 3,711                       |
| Other (losses)/gains, net   |                               |                             |
| Net foreign exchange (loss)/gain                                      |                               |                             |
| — Forward contracts   | (2,154)                       | 544                         |
| — Other exchange gain Fair value (loss)/gain on investment properties | 634<br>(2,000)                | 162<br>700                  |
| Loss on disposal of property, plant and equipment                     | (292)                         | (3,847)                     |
| COVID-19-related rent concession                                      | 2,451                         | 6,028                       |
|   | (1,361)                       | 3,587                       |
|   |                               | - ,                         |

Note:

Government subsidies of HK\$730,000 were granted from Retail Sector Subsidy Scheme and "One-off Subsidy" for the transport trades under Anti-Epidemic Fund launched by the Government of the Hong Kong SAR. The Group has complied all attached conditions before 31 March 2021 and recognised in the consolidated income statement.

Remaining subsidies of HK\$50,000 granted from The Government of Macau Special Administrative Region's 10-Billion-Pataca Fund. The Group has complied all attached conditions before 31 March 2021 and recognised in the consolidated income statement.

The executive directors of the Company (the "Executive Directors") are the Group's chief operating decision-makers. Management has determined the operating segments based on the information reviewed by the Executive Directors for the purposes of allocating resources and assessing performance.

The Group's reportable operating segments are as follows:

- Architectural builders' hardware, bathroom collections and others segment importing, wholesale
  and retail of architectural builders' hardware and bathroom collections and others
- Kitchen collection and furniture segment designing, importing, wholesale, retail and installation of kitchen collections and furniture, interior design services, project and contract management

The measurement policies the Group used for reporting segment results under HKFRS 8 are the same as those used in its consolidated financial statements prepared under HKFRSs.

The Executive Directors assess the performance of the operating segments based on the measure of gross profit. Other operating income and expenses are not allocated to the operating segments as the information is not regularly reviewed by the Executive Directors.

Segment assets include all assets but exclude current income tax recoverable, deferred income tax assets, investment properties, cash and cash equivalents, property, plant and equipment related to the office premises of the Group and other corporate assets which are managed on central basis and are not directly attributable to the business activities of any operating segment.

Segment liabilities include all liabilities but exclude current and deferred income tax liabilities, borrowings (excluding trust receipt loans), derivative financial liabilities and other corporate liabilities which are managed on central basis and are not directly attributable to the business activities of any operating segment.

|  | Architectural builders' hardware, bathroom collections and others HK\$'000    | 2022 Unaudited  Kitchen collection and furniture HK\$'000 | Total<br><i>HK\$</i> '000                                  |
|--|---|---|--|
| Reportable segment revenue from external customers<br>Reportable segment cost of sales   | 362,269<br>(244,091)  | 132,323<br>(67,005)                                       | 494,592<br>(311,096)                                       |
| Reportable segment gross profit  | 118,178   | 65,318  | 183,496  |
| Depreciation of property, plant and equipment Depreciation of right-of-use assets Reversal of provision for/(provision for) inventory obsolescence   | (6,356)<br>(17,624)<br>1,140  | (4,201)<br>(13,027)<br>(94)                               | (10,557)<br>(30,651)<br>1,046                              |
| Finance income Finance costs Net impairment losses on financial and contract assets  | 159<br>(1,766)<br>(47)  | (1,940)<br>(47)   | 161<br>(3,706)<br>(94)                                     |
| Reportable segment assets Additions to non-current segment assets during the year  | 273,603<br>4,292  | 118,849<br>1,780  | 392,452<br>6,072   |
| Reportable segment liabilities   | 84,126  | 81,165  | 165,291  |
|  | Architectural builders' hardware, bathroom collections and others $HK$ \$'000 | Audited  Kitchen collection and furniture HK\$'000        | Total<br><i>HK\$</i> '000                                  |
| Reportable segment revenue from external customers<br>Reportable segment cost of sales   | 322,280<br>(207,126)  | 100,174 (56,743)  | 422,454<br>(263,869)                                       |
| Reportable segment gross profit  | 115,154   | 43,431  | 158,585  |
| Depreciation of property, plant and equipment Depreciation of right-of-use assets Provision for inventory obsolescence Finance income Finance costs Net impairment losses on financial and contract assets | (6,162)<br>(23,592)<br>(1,146)<br>172<br>(1,192)<br>(85)                      | (4,411)<br>(13,949)<br>(4,090)<br>6<br>(182)<br>(54)      | (10,573)<br>(37,541)<br>(5,236)<br>178<br>(1,374)<br>(139) |
| Reportable segment assets Additions to non-current segment assets during the year  | 300,221<br>1,837  | 84,781<br>2,305   | 385,002<br>4,142   |
| Reportable segment liabilities   | 99,752  | 73,917  | 173,669  |

The totals presented for the Group's operating segments reconcile to the Group's key financial figures as presented in the consolidated financial statements as follows:

|   |                                      |                                    | 2022<br><i>HK\$'000</i><br>Unaudited                    | 2021<br><i>HK</i> \$'000<br>Audited                |
|---|--------------------------------------|------------------------------------|---|--|
| Reportable segment gross profit   |                                      |                                    | 183,496   | 158,585  |
| Group gross profit  |                                      |                                    | 183,496   | 158,585  |
| Reportable segment assets Property, plant and equipment   |                                      |                                    | 392,452<br>196,116                                      | 385,002<br>171,510                                 |
| Investment properties Deferred income tax assets Current income tax recoverable Cash and cash equivalents   |                                      |                                    | 5,873<br>3,136<br>104,199                               | 32,300<br>7,019<br>3,604<br>102,964                |
| Other corporate assets  |                                      |                                    | 448   | 279  |
| Group assets  |                                      |                                    | 702,224<br>2022<br><i>HK\$'000</i><br>Unaudited         | 702,678<br>2021<br><i>HK</i> \$'000<br>Audited     |
| Reportable segment liabilities Borrowings Current income tax liabilities Derivative financial liabilities Deferred income tax liabilities Other corporate liabilities |                                      |                                    | 165,291<br>40,962<br>5,066<br>935<br>18,900<br>549      | 173,669<br>44,834<br>2,325<br>851<br>19,276<br>491 |
| Group liabilities   |                                      |                                    | 231,703   | 241,446  |
| Geographical information  |                                      |                                    |   |  |
|   | Revenu<br>external c                 |                                    | Non-currer<br>(excluding fina<br>and deferre<br>tax ass | nncial assets<br>d income                          |
|   | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br><i>HK\$'000</i><br>Audited | 2022<br><i>HK\$</i> '000<br>Unaudited                   | 2021<br>HK\$'000<br>Audited                        |
| Hong Kong (domicile)<br>PRC   | 480,283<br>14,309                    | 409,579<br>12,875                  | 312,548 2,058   | 340,507<br>2,825                                   |
| Total   | 494,592                              | 422,454                            | 314,606   | 343,332  |

The geographical location of customers is determined based on the location at which the goods were delivered. The geographical location of the non-current assets is determined based on the physical location of the assets.

During the year ended 31 March 2022, HK\$53,605,000 or approximately 11% of the Group's revenue was derived from a single external customer. During the year ended 31 March 2021, no single customer contributed over 10% of the Group's revenue.

## 3. EXPENSES BY NATURE

|  | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br><i>HK</i> \$'000<br>Audited |
|--|--------------------------------------|-------------------------------------|
|  |                                      |                                     |
| Employee benefit expenses  | 72,100                               | 64,506                              |
| Government grants (Note)   | _                                    | (7,176)                             |
| Auditors' remuneration   |                                      |                                     |
| — Audit services   | 1,770                                | 1,700                               |
| — Non-audit services   | 195                                  | 195                                 |
| Cost of inventories  | 294,322                              | 235,633                             |
| Depreciation of property, plant and equipment                    | 16,763                               | 16,269                              |
| Depreciation of right-of-use asset                               | 30,651                               | 37,541                              |
| Expenses relating to short-term lease                            | 4,983                                | 1,283                               |
| Direct operating expenses arising from investment properties     |                                      |                                     |
| that generated rental income                                     | 118                                  | 108                                 |
| (Reversal of provision for)/provision for inventory obsolescence | (1,046)                              | 5,236                               |

#### Note:

Wages subsidies of approximately HK\$7,176,000 were granted from the Hong Kong SAR Government's Employment Support Scheme under Anti-Epidemic Fund for the use of paying wages of employees from June to November 2020.

## 4. INCOME TAX EXPENSE

Hong Kong profits tax has been provided at the rate of 16.5% (2021: 16.5%) on the estimated assessable profit for the year. The applicable tax rate for the PRC subsidiaries of the Group is 25% (2021: 25%) for the year.

| 2022      | 2021  |
|-----------|---|
| HK\$'000  | HK\$'000                                    |
| Unaudited | Audited                                     |
|           |   |
| 2,877     | 2,670                                       |
| 622       | 1   |
| 3,499     | 2,671                                       |
| 189       | (845)                                       |
| 3,688     | 1,826                                       |
|           | HK\$'000<br>Unaudited  2,877 622  3,499 189 |

#### 5. DIVIDENDS

## (a) Dividends declared and paid during the year

|     |   | 2022<br><i>HK\$'000</i><br>Unaudited  | 2021<br>HK\$'000<br>Audited |
|-----|---|---------------------------------------|-----------------------------|
|     | Final dividend in respect of 2021 of HK0.5 cent (2021: in respect of 2020 of HK0.5 cents) per share Interim dividend in respect of 2022 of HK0.5 cent | 3,003                                 | 3,003                       |
|     | (2021: in respect of 2021 of HK0.5 cent) per share  | 3,003                                 | 3,003                       |
|     |   | 6,006                                 | 6,006                       |
| (b) | Dividends for the year  |                                       |                             |
|     |   | 2022<br><i>HK</i> \$'000<br>Unaudited | 2021<br>HK\$'000<br>Audited |
|     | Interim dividend of HK0.5 cent (2021: HK0.5 cent) per share Final dividend (2021: HK0.5 cent per share) ( <i>Note</i> )                               | 3,003                                 | 3,003<br>3,003              |
|     |   | 3,003                                 | 6,006                       |
|     |   |                                       |                             |

*Note:* Upon completion of the audit process, the Board will make proposal on distribution of final dividend for the year ended 31 March 2022 (if appropriate) based on the audited financial figures of the Group for the year ended 31 March 2022.

#### 6. EARNINGS PER SHARE

#### (a) Basic

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the Company by the number of ordinary shares in issue during the year.

|   | 2022<br>HK\$'000 | 2021<br>HK\$'000 |
|---|------------------|------------------|
|   | Unaudited        | Audited          |
| Profit attributable to equity owners of the Company | 11,894           | 10,769           |
| Number of ordinary shares in issue (thousands)      | 600,600          | 600,600          |

## (b) Diluted

Diluted earnings per share for the year ended 31 March 2022 is the same as the basic earnings per share as there were no potentially dilutive ordinary shares issued (2021: same).

## 7. TRADE, RETENTION AND OTHER RECEIVABLES AND CONTRACT ASSETS

Details of the trade, retention and other receivables and contract assets as at 31 March 2022 are listed below:

|   | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br>HK\$'000<br>Audited |
|---|--------------------------------------|-----------------------------|
| Trade receivables Less: provision for impairment of trade receivables         | 124,584<br>(859)                     | 78,356<br>(720)             |
|   | 123,725                              | 77,636                      |
| Retention receivables Less: provision for impairment of retention receivables | 2,645<br>(288)                       | 1,161<br>(285)              |
|   | 126,082                              | 78,512                      |
| Contract assets Less: provision for impairment of contract assets             | 4,344 (6)                            | 4,364<br>(39)               |
|   | 130,420                              | 82,837                      |
| Other receivables, deposits and prepayments                                   | 28,570                               | 20,471                      |
| Less: non-current portion   | 158,990                              | 103,308                     |
| Retention receivables   | (272)                                | (150)                       |
| Deposits and prepayments  | (5,731)                              | (5,724)                     |
| Current portion   | 152,987                              | 97,434                      |

All non-current receivables are due within five years from the end of the respective reporting dates.

The ageing analysis of trade receivables at the reporting date by invoice date is as follows:

|   | 2022<br><i>HK\$</i> '000<br>Unaudited | 2021<br>HK\$'000<br>Audited |
|---|---------------------------------------|-----------------------------|
| 1–90 days<br>91–365 days<br>Over 365 days | 60,766<br>28,157<br>35,661            | 47,448<br>17,965<br>12,943  |
|   | 124,584                               | 78,356                      |

The majority of the Group's sales are with credit terms of 30 to 90 days, while some customers are granted an extended credit period of up to 120 days.

The Group applies the HKFRS 9 simplified approach to measure expected credit losses which uses a life time expected loss allowance for all trade and retention receivables and contract assets.

The movement in the provision of impairment for doubtful debts is as follows:

|  | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br>HK\$'000<br>Audited |
|--|--------------------------------------|-----------------------------|
| Balance at beginning of the year Loss allowance for the year Exchange difference | 1,044<br>94<br>15                    | 878<br>139<br>27            |
| Balance at end of the year   | 1,153                                | 1,044                       |

As at 31 March 2022, the carrying values of trade and other receivables approximate their fair values (2021: same).

## 8. TRADE AND OTHER PAYABLES AND CONTRACT LIABILITIES

|   | 2022<br><i>HK\$'000</i><br>Unaudited | 2021<br><i>HK</i> \$'000<br>Audited |
|---|--------------------------------------|-------------------------------------|
|   | Chaudited                            | Audited                             |
| Trade payables  | 19,999                               | 25,115                              |
| Accrued charges and other payables  | 14,387                               | 10,860                              |
| Contract liabilities  | 75,337                               | 42,248                              |
| Other provision   | 5,000                                | 3,800                               |
| T   | 114,723                              | 82,023                              |
| Less: non-current portion Other provision                                       | (5,000)                              | (3,800)                             |
| other provision   | (3,000)                              | (3,000)                             |
| Current portion   | 109,723                              | 78,223                              |
| The ageing analysis of the trade payables at the reporting date by invoice date | is as follows:                       |                                     |
|   | 2022                                 | 2021                                |
|   | HK\$'000                             | HK\$'000                            |
|   | Unaudited                            | Audited                             |
| 0–90 days   | 13,513                               | 19,612                              |
| 91–365 days   | 4,346                                | 2,744                               |
| Over 365 days   | 2,140                                | 2,759                               |
|   | 19,999                               | 25,115                              |
|   |                                      | 20,110                              |

As at 31 March 2022, the carrying values of trade and other payables approximate their fair values (2021: same).

## MANAGEMENT DISCUSSION AND ANALYSIS

#### **BUSINESS REVIEW**

The principal activity of the Company is investment holding. Its subsidiaries are principally engaged in the importing, wholesale, retail and installation of architectural builders' hardware, bathroom, kitchen collections and furniture and provision of interior design services, project and contract management in Hong Kong and the People's Republic of China (the "PRC").

A business review of the Group and an analysis of the Group's performance using financial key performance indicators during the year are provided in the Management Discussion and Analysis. Further details will be provided in the Company's Annual Report 2022. In addition, discussions on the Group's environmental policies and performance and an account of the Group's key relationships with its employees, customers, suppliers and others that have a significant impact on the Group and on which the Group's success depends will be provided in the Environmental, Social and Governance Report of the Annual Report 2022.

Details of the Company's compliance with the code provisions set out in the Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") will be provided in the Corporate Governance Report of the Annual Report 2022. Save as disclosed herein, during the year ended 31 March 2022, the Company has complied with the requirements under the Listing Rules, the Hong Kong Companies Ordinance (Cap. 622), the Securities and Futures Ordinance and the Cayman Islands Companies Law.

During the year, pandemic control measures were gradually lifted in certain economies as the coronavirus disease (COVID-19) had slowly brought under control following mass vaccination worldwide. In Hong Kong, business and local consumption sentiment improved and the housing market remained stable. Supply chain and transportation disruptions caused an upsurge in raw materials and freight costs. The liquidity issue of real estate developers of the PRC has affected the capital market.

Hong Kong experienced an unexpected marked downturn in the economy in the first quarter of 2022, with gross domestic product ("GDP") contracting by 4.0% in real terms after an increase of 4.7% in the fourth quarter of 2021. It was mainly due to the fifth wave of the COVID-19 epidemic undergoing drastic changes in January 2022.

The government imposed anti-epidemic measures of inbound control by banning incoming flights from Australia, Canada, France, India, Pakistan, the Philippines, the United Kingdom and the United States (the US) and controlling the spread of highly infectious Omicron outbreak by strict social distancing policy and shutting down business such as beauty parlours, barber shops, the restaurant closed at dinner time 6 pm, bars and pubs to sports premises and karaoke establishments. Hong Kong banned most public activities on 7 January 2022. The fifth wave peaked in late March/early April 2022 and eased down in mid-April 2022. All these restrictive measures have dampened consumer confidence and sentiments.

On 21 April 2022, the government began to adjust the social distancing measures by reopening cosmetic beauty services and allowing the resumption of dinnertime dine-in services in response to the longing of Hong Kong citizens and the business sectors to resume business back to normal as soon as practicable. Since 19 May 2022, catering businesses are allowed to extend dinner services until midnight with a maximum of eight people per table. The government also introduced the COVID-19 vaccine pass as a condition of relaxing measures for people to access public activities.

In addition, the high geopolitical tensions have put the global economy at risk starting from the first quarter of 2022. This is due to the confluence of factors that includes military conflict in Ukraine; international sanctions such as by the US and Europe against Russia, coupled with geopolitical tensions between the PRC and the US, have adversely affected global trade, elevating prices for commodity food and oil, disrupting the supply chain and logistics. All these factors lead to unexpectedly high inflationary pressures at a worldwide level. The potential US interest rate hike further restrains the recovery of the global economy from the COVID-19 pandemic. These factors are yet to reflect in this reporting period.

The demand for residential property remained weak in the first quarter of 2022. Market sentiment was dampened by the uncertainties of current political situations in Europe, the US-China tensions, the rise in the prices of commodities and oil, and the local COVID-19 epidemic situation, with the latter also disrupting business and trading activities. The number of residential property transactions, in terms of the total number of sale and purchase agreements for residential property received by the Land Registry from January to March 2022 plunged by over 30% compared to the same period last year.

We have managed to achieve a growth in our revenue for the financial year ended on 31 March 2022. The above factors only affected the last quarter of our sales. The impact of the uncertainties above might have weakened our performance in the coming year. We would, as always, work hard to maintain and strengthen our working relationship and co-operation with reputable property developers.

#### **REVENUE REVIEW**

## Revenue by business segment

For the year ended 31 March 2022, the Group's total turnover was HK\$494.6 million, representing an increase of 17.1% as compared with the previous year.

|                                   | Revenue from external customers 31 March |          |             | As a percentage of sales 31 March |         |
|-----------------------------------|--|----------|-------------|-----------------------------------|---------|
|                                   | 2022                                     | 2021     | Change      | 2022                              | 2021    |
|                                   | HK\$'000                                 | HK\$'000 | (%)         | (%)                               | (%)     |
|                                   | Unaudited                                | Audited  |             | Unaudited                         | Audited |
| Architectural builders' hardware, |  |          |             |                                   |         |
| bathroom collections and others   | 362,269                                  | 322,280  | 12.4        | 73.2                              | 76.3    |
| Kitchen collection and furniture  | 132,323                                  | 100,174  | 32.1        | 26.8                              | 23.7    |
|                                   | 494,592                                  | 422,454  | <u>17.1</u> | 100.0                             | 100.0   |

## Profitability by business segment

|                                   | Reportable segment gross profit |          | Gross profit margin |           |         |
|-----------------------------------|---------------------------------|----------|---------------------|-----------|---------|
|                                   | 2022                            | 2021     | Change              | 2022      | 2021    |
|                                   | HK\$'000                        | HK\$'000 | (%)                 | (%)       | (%)     |
|                                   | Unaudited                       | Audited  |                     | Unaudited | Audited |
| Architectural builders' hardware, |                                 |          |                     |           |         |
| bathroom collections and others   | 118,178                         | 115,154  | 2.6                 | 32.6      | 35.7    |
| Kitchen collection and furniture  | 65,318                          | 43,431   | 50.4                | 49.4      | 43.4    |
|                                   | 183,496                         | 158,585  | 15.7                | 37.1      | 37.5    |

Revenue from the architectural builders' hardware, bathroom collections and others segment increased by 12.4% to HK\$362.3 million (2021: HK\$322.3 million) as compared to the previous year. During the year, we supplied for projects such as Baker Circle Dover, Grand Victoria, Sheraton Hong Kong Hotel and The Aperture.

Revenue from the kitchen collection and furniture segment increased by 32.1% to HK\$132.3 million (2021: HK\$100.2 million) as compared to the previous year. During the year, we supplied for projects such as La Marina.

The overall gross profit of the Group amounted to HK\$183.5 million (2021: HK\$158.6 million), representing an increase of 15.7% from the previous year due to a general improvement in site progress leading to increased project deliveries. The overall gross profit margin slightly decreased to 37.1% from 37.5%.

The Group's operating profit was HK\$19.2 million (2021: HK\$16.7 million), representing an increase of 14.4% from the prior year. The amount of administrative expenses and distribution costs increased by 10.7% to HK\$164.9 million (2021: HK\$149.0 million) which reflected our efforts in controlling selling expenses despite resumption in selling activities. During the year, the Group did not receive any government subsidies (2021: received HK\$8.0 million).

#### FINANCIAL REVIEW

## Liquidity and Financial Resources

The Group continues to expand its business in Hong Kong and the PRC while adopting a prudent financial management policy. The current ratio and quick ratio are 2.0 (2021: 2.0) and 1.4 (2021: 1.2), respectively. Cash and cash equivalents approximated HK\$104.2 million as at 31 March 2022 (2021: HK\$103.0 million).

Inventories decreased to HK\$115.4 million (2021: HK\$142.5 million). The trade, retention and other receivables increased to HK\$154.7 million (2021: HK\$99.0 million), while the trade and other payables reduced to HK\$34.4 million (2021: HK\$36.0 million).

As at 31 March 2022, the gearing ratio (net debt divided by total equity) of the Group is not applicable, the Group has a net cash position (2021: 7.4%). The interest-bearing borrowings of the Group reduced to HK\$42.1 million (2021: HK\$66.6 million) as at 31 March 2022.

## **Treasury Policy**

Borrowings, cash and cash equivalents are primarily denominated in Hong Kong Dollars ("HK\$") and Euro ("Euro"). During the year, the Group entered into certain forward contracts to buy Euro for settlement of purchases. The management will continue to monitor the foreign exchange risk exposure of the Group.

### **Contingent Liabilities**

We seek to manage our cash flow and capital commitments effectively to ensure that we have sufficient funds to meet our existing and future cash requirements. We have not experienced any difficulties in meeting our obligations as they become due. Assets under charge include mortgaged property acquired. As at 31 March 2022, performance bonds of approximately HK\$32.5 million (2021: HK\$37.6 million) have been issued by the Group to customers as security of contracts. Save for the performance bonds for projects, the Group has no other material financial commitments and contingent liabilities as at 31 March 2022.

#### **FUTURE PROSPECTS**

Looking forward, the international political conflicts, military conflict in Europe and the COVID-19 Omicron pandemic will continue to transform the global supply chain landscape, price hikes in commodities and oil supply. International sanctions against Russia, interest hikes in central banks, and inflationary pressures on the worldwide economy threaten the financial and operational stability of business and traders around the world than they have ever seen for many years.

Given the world's geopolitical environment is never stable, the current uncertainties are unprecedented, mainly as geopolitics affect policies on the supply chain, tourism, logistics and trade, the downside risks in the global economy remain significant. In addition, the world economy will struggle to recover from COVID-19 pandemic outbreaks in 2022.

In the PRC, strict Omicron prevention and control measures in major cities led to a GDP fall in the second quarter of 2022; it might dampen GDP growth this year. In Hong Kong, anti-Omicron restrictive measures led to a GDP fall in the first quarter of 2022. The government data reveals that the private consumption expenditure decreased 5.5% in real terms from a year earlier, dampening consumer confidence and sentiments. Overall investment expenditure declined by 8.4% in real terms as business sentiment worsened. The uncertainties of a new wave of Omicron epidemic and the world's geopolitical environment remain a challenge to Hong Kong's economy. However, the Hong Kong government indicated that inflation would be 2% this year. With deteriorating export performance and dampened consumer confidence in the first half-year of 2022, Hong Kong's economic recovery is cautiously optimistic and mild.

Given the current trends in the number of residential units sold for the first quarter of 2022, we will keep a close eye on the residential property market. The uncertainties as suggested above remain challenging to our business as they are beyond our control.

In the near term, according to Rating and Valuation Department, the forecast for housing completions in 2022 and 2023 are 22,850 and 21,850 units, respectively. Nevertheless, the Hong Kong government's direction in increasing housing supply is expected to continue regardless of the change in administration in July 2022. The making of the Northern Metropolis will provide accommodation capacity in the long term.

The government's new round of the Consumption Voucher Scheme 2022, with a total value of \$10,000 or \$5,000 by instalments for each eligible participant, along with the 2022 Employment Support Scheme and Temporary Unemployment Relief Scheme, would create customer demand in Hong Kong retail, catering and food and beverage markets, that in turn, facilitate the recovery of Hong Kong economy in the later of 2022.

Hong Kong reduced its economic growth forecast down to 1%–2% for the year from an earlier forecast of 2%–3.5% because of the COVID-19 outbreak earlier this year, the potential COVID-19's sixth or seventh waves, the ever-changing international geopolitical circumstances have caused price hikes in food, commodities and oil, disruption of supply chain and logistics, the subsequent inflationary pressures lead to higher interest rates, all these would have a more significant impact and disruption on business and trade than they have ever seen for many years.

The Group has evolved to sustain growth amid challenges brought by the pandemic, and will continue to optimise structure to stay robust and flexible in the market. We will cautiously explore new growth opportunities in relevant business field, identify and acquire suitable premises for self-use. We will continue to closely monitor external factors such as geopolitical tensions, supply chain disruptions and currency rates and adjust our strategies accordingly.

#### SUSTAINABLE DEVELOPMENT

Sustainability is embedded in the Group's business operations that create sustainable value with its stakeholders in economic, environmental and social dimensions. The Group has developed a dedicated sustainability policy which directs its operations towards the best practice in areas such as business growth, environmental protection, employment and labour practices, operating practices and community involvement.

Full details of the Environmental, Social and Governance Report will be set out in the Annual Report 2022. The Group's environmental and social policies are highlighted below:

#### **Environment**

The Group endeavours to minimise pollution and protect the environment by conserving natural resources, reducing the use of energy and waste. We first implement business activities for which we bear responsibility and address the environmental issue by integrating environment considerations in our business. We create environmental awareness amongst our staff members and whenever possible and practical to do so. We aim to contribute to the sustainable future and be in harmony with the global environment.

## **Human Resources and Remuneration Policy**

As at 31 March 2022, our workforce was recorded at 147 employees (2021: 149). Total staff costs (including Directors' emoluments) amounted to HK\$72,100,000 (2021: HK\$57,330,000). Competitive packages are offered to attract, retain and motivate competent individuals. Remuneration policy of the Group is reviewed regularly, making reference to legal framework, market conditions and both the Group's and individual performances.

The Group is committed to promoting equal opportunities for all of our employees, the provision of a healthy and safe workplace and encouraging work-life balance.

#### **Customers**

The Group's objective is to become one of the leading quality suppliers of architectural builders' hardware, bathroom, kitchen collections and furniture. Our goal is to enhance the brand value of the Group by managing customers' expectation of getting products that commensurate with their lifestyles. We strive to provide quality products and services to fulfil customers' needs; and to establish the brand and reputation of our Group for customers' recognition of our ability to serve them with two fundamental qualities, "sincerity" and "quality", which would enable us to build customer loyalty, allowing us to establish strong customer relationships for future businesses.

## **Suppliers**

As our operations connect us to a wide range of stakeholders along the supply chain, we strive to make sure that sustainability considerations have been embedded in our procurement practices. Our environmental and social policy is in place to facilitate communication and align our sustainability expectations with our suppliers and sub-contractors. We conduct appraisals to evaluate performance of suppliers and sub-contractors. Factors assessed include production capacity, technical capability, quality control systems, personnel quality and sustainability performance.

#### CORPORATE GOVERNANCE CODE

The Company is committed to maintaining its high standard of corporate governance, and continues to review and reinforce its corporate governance measures. Full details of the which will be set out in the Corporate Governance Report contained in the Annual Report 2022 of the Company.

In the opinion of the Directors, the Company has complied with all the code provisions in the Corporate Governance Code as set out in Appendix 14 of the Listing Rules throughout the year ended 31 March 2022, except for the following:

Under the code provision C.2.5, the Company should have an internal audit function. Given the current scale of operations, the Company does not have an internal audit department. The Board is directly responsible for risk management and internal control systems of the Group and the review of its effectiveness. The Board will continue to review, at least annually, this arrangement going forward in light of the evolving needs of the Group.

## COMPLIANCE OF MODEL CODE FOR SECURITIES TRANSACTIONS

The Group has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 of the Listing Rules as its own code of conduct regarding securities transactions by Directors. Having made specific enquiry of all Directors, the Directors confirmed compliance with the required standard set out in the Model Code throughout the year ended 31 March 2022.

#### **DIVIDEND**

The Board declared and paid an interim dividend of HK0.5 cent per share for the six months ended 30 September 2021 (six months ended 30 September 2020: HK0.5 cent per share) totalling HK\$3,003,000 (six months ended 30 September 2020: HK\$3,003,000). Upon completion of the audit process, the Board will make proposal on distribution of final dividend for the year ended 31 March 2022 (if appropriate) based on the audited financial figures of the Group for the year ended 31 March 2022 (year ended 31 March 2021: HK0.5 cent per share).

#### ANNUAL GENERAL MEETING

The annual general meeting (the "AGM") will be held on 7 September 2022. Notice of the AGM will be published and despatched to shareholders of the Company in the manner as required by the Listing Rules in due course.

#### **CLOSURE OF REGISTER OF MEMBERS**

For the purpose of determining shareholders who are entitled to attend and vote at the AGM, the register of members of the Company will be closed from 2 September 2022 to 7 September 2022, both days inclusive, during which period no transfer of shares will be registered. In order to qualify for the right to attend and vote at the AGM, all transfer forms accompanied by the relevant share certificates must be lodged with the Company's branch share registrar in Hong Kong, Tricor Abacus Limited at 17/F, Far East Finance Centre, 16 Harcourt Road, Admiralty, Hong Kong no later than 4:30 p.m. on 1 September 2022.

Remarks: The address of the Company's Hong Kong Branch Share Registrar and Transfer Office, Tricor Abacus Limited, will be changed to 17/F, Far East Finance Centre, 16 Harcourt Road, Admiralty, Hong Kong with effect from 15 August 2022. For details, please refer to the Company's announcement to be made in due course.

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

The Company had not redeemed any of its shares during the year. Neither the Company nor any of its subsidiaries had purchased or sold any of the Company's listed securities during the year.

#### REVIEW OF UNAUDITED ANNUAL RESULTS

The Audit Committee comprises three independent non-executive directors of the Company, namely, Mr. WAN Sze Chung (Chairman), Mr. WONG Wah, Dominic and Dr. LUK Wang Kwong. The Audit Committee has reviewed, with the management, the accounting principles and practices adopted by the Group and discussed auditing, risk management and internal controls, financial reporting matters including a review of the unaudited consolidated financial statements for the year ended 31 March 2022.

There is a delay in the publication of the audited annual results of the Group for the year ended 31 March 2022 as the audit process has been adversely affected by the prevention and control measures imposed by the government of the PRC in response to the COVID-19 pandemic in certain cities in the PRC, which has caused delays in sending out and receipts of audit confirmations from banks. As certain external audit evidence and corresponding audit work are yet to complete, the Company expects that it will be unable to publish the audited annual results of the Group for the year ended 31 March 2022, with the agreement of its auditor (the "Auditor"), on or before 30 June 2022 in accordance with Rule 13.49(1) of the Listing Rules.

The unaudited annual results for the year ended 31 March 2022 contained herein have been reviewed by the Audit Committee but have not been agreed with the Auditor. Based on the information currently available to the Company, the Company expects that the audited annual results of the Group for the year ended 31 March 2022 will be published on or before 14 July 2022. Upon completion of the audit process, the Company will publish a further announcement(s) relating to the audited results and the material differences (if any) as compared with the unaudited consolidated annual results for the year ended 31 March 2022 contained herein. The Company will make a further announcement(s) to inform its shareholders and potential investors on the expected publication date as and when appropriate.

The relevant figures in the unaudited annual results of the Group contained herein may differ from its audited financial annual results for the year ended 31 March 2022 to be published on a later date. Therefore shareholders and potential investors of the Company are advised to exercise caution when dealing in shares of the Company.

#### PUBLICATION OF FINANCIAL INFORMATION

This result announcement is published on the websites of the Company (www.ebon.com.hk) and The Stock Exchange of Hong Kong Limited (http://www.hkexnews.hk). The Company's Annual Report 2022 will be despatched to the shareholders and available on the same websites in due course.

By Order of the Board E. Bon Holdings Limited TSE Sun Fat, Henry Chairman

Hong Kong, 29 June 2022

Website: www.ebon.com.hk

As at the date of this announcement, the Board of Directors comprises eight Directors, of which five are executive Directors, namely Mr. TSE Sun Fat, Henry, Mr. TSE Sun Wai, Albert, Mr. TSE Sun Po, Tony, Mr. TSE Hon Kit, Kevin and Mr. LAU Shiu Sun and three are independent non-executive Directors, namely Mr. WONG Wah, Dominic, Mr. WAN Sze Chung and Dr. LUK Wang Kwong.