



# Best Mart 360 Holdings Limited

## 優品360控股有限公司

(Incorporated in the Cayman Islands with limited liability)

(於開曼群島註冊成立的有限公司)

Stock Code 股份代號 : 2360

### Interim Report 2024

### 2024 中期報告

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# CORPORATE INFORMATION 公司資料

## BOARD OF DIRECTORS

### Executive directors

Mr. Li Guanpeng (*Chairman*)  
Mr. Hui Chi Kwan (*Chief Executive Officer*)  
(*appointed with effect from 12 April 2024*)  
Ms. Cui Qian  
Mr. Lu Rong  
Mr. Liu Yunfeng  
Mr. Huang Shengchao  
Ms. Wang Kanglin  
Mr. Lin Tsz Fung  
Ms. Hui Ngai Fan (*resigned with effect from 12 April 2024*)

### Independent non-executive directors

Mr. Sze Irons *BBS JP*  
Ms. Choy So Yuk *BBS JP*  
Ms. Chan Yuen Sau *Kelly JP*  
Mr. Gao Wei

## COMPANY SECRETARY

Ms. Chan Ka Lai

## AUTHORISED REPRESENTATIVES

Mr. Li Guanpeng  
Ms. Chan Ka Lai

## AUDIT COMMITTEE

Ms. Chan Yuen Sau *Kelly JP (Chairman)*  
Mr. Sze Irons *BBS JP*  
Ms. Choy So Yuk *BBS JP*

## REMUNERATION COMMITTEE

Mr. Sze Irons *BBS JP (Chairman)*  
Ms. Choy So Yuk *BBS JP*  
Mr. Lu Rong

## NOMINATION COMMITTEE

Mr. Li Guanpeng (*Chairman*)  
Mr. Gao Wei  
Ms. Chan Yuen Sau *Kelly JP*

## REGISTERED OFFICE

Cricket Square, Hutchins Drive  
P.O. Box 2681  
Grand Cayman, KY1-1111  
Cayman Islands

## 董事會

### 執行董事

李關鵬先生(主席)  
許志群先生(行政總裁)  
(於二零二四年四月十二日獲委任)  
崔倩女士  
陸榮先生  
劉雲峰先生  
黃盛超先生  
王康林女士  
林子峰先生  
許毅芬女士(於二零二四年四月十二日辭任)

### 獨立非執行董事

施榮懷先生*BBS JP*  
蔡素玉女士*BBS JP*  
陳遠秀女士*JP*  
高偉先生

## 公司秘書

陳嘉麗女士

## 授權代表

李關鵬先生  
陳嘉麗女士

## 審核委員會

陳遠秀女士*JP(主席)*  
施榮懷先生*BBS JP*  
蔡素玉女士*BBS JP*

## 薪酬委員會

施榮懷先生*BBS JP(主席)*  
蔡素玉女士*BBS JP*  
陸榮先生

## 提名委員會

李關鵬先生(主席)  
高偉先生  
陳遠秀女士*JP*

## 註冊辦事處

Cricket Square, Hutchins Drive  
P.O. Box 2681  
Grand Cayman, KY1-1111  
Cayman Islands

### PRINCIPAL PLACE OF BUSINESS IN HONG KONG

11th Floor, C-Bons International Center  
No. 108 Wai Yip Street  
Kowloon, Hong Kong

### 香港主要營業地點

香港九龍  
偉業街108號  
絲寶國際大廈11樓

### INDEPENDENT AUDITOR

SHINEWING (HK) CPA Limited  
*Certified Public Accountants*

### 獨立核數師

信永中和(香港)會計師事務所有限公司  
執業會計師

### LEGAL ADVISER

Baker & McKenzie

### 法律顧問

貝克•麥堅時律師事務所

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

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

### 開曼群島股份過戶登記總處

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

### HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Computershare Hong Kong Investor Services Limited  
17M Floor  
Hopewell Centre  
183 Queen's Road East, Wanchai  
Hong Kong

### 香港股份過戶登記分處

香港中央證券登記有限公司  
香港  
灣仔皇后大道東183號  
合和中心  
17M樓

### PRINCIPAL BANKERS

Hang Seng Bank Limited  
Standard Chartered Bank (Hong Kong) Limited  
Hong Kong and Shanghai Banking Corporation Limited  
Bank of China Limited  
China Construction Bank (Asia) Corporation Limited  
DBS Bank (Hong Kong) Limited  
Dah Sing Banking Group Limited

### 主要往來銀行

恒生銀行有限公司  
渣打銀行(香港)有限公司  
香港上海滙豐銀行有限公司  
中國銀行股份有限公司  
中國建設銀行(亞洲)股份有限公司  
星展銀行(香港)有限公司  
大新銀行集團有限公司

### STOCK CODE

2360

### 股份代號

2360

### COMPANY WEBSITE

[www.bestmart360.com](http://www.bestmart360.com)

### 公司網址

[www.bestmart360.com](http://www.bestmart360.com)

## MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

Best Mart 360 Holdings Limited (the “**Company**”), together with its subsidiaries (collectively referred to as the “**Group**”), is a leisure food retailer operating chain retail stores under the brands “Best Mart 360°” and “FoodVille” in the Hong Kong Special Administrative Region (“**Hong Kong**”), the Macau Special Administrative Region (“**Macau**”) and the Mainland of the People’s Republic of China (the “**Mainland China**”) and wholesaling in Hong Kong. The Group offers a wide selection of imported pre-packaged leisure foods and other grocery products principally from overseas, which can be broadly categorised into (i) chocolates and confectioneries; (ii) nuts and dried fruits; (iii) packaged bakery products and snacks; (iv) biscuits and pastries; (v) cereals and milk; (vi) beverages and wine; (vii) rice, noodles and groceries; (viii) frozen and chilled food; and (ix) other products, such as personal care products, daily items and anti-epidemic products. It is the Group’s business objective to offer “Best Quality” and “Best Price” products to customers through continuous efforts on global procurement, with a mission to provide a comfortable shopping environment and a pleasurable shopping experience to customers.

As disclosed in the announcement of the Company dated 5 September 2023, the board (the “**Board**”) of directors (the “**Directors**”) of the Company resolved to change the financial year end date of the Company from 31 March to 31 December. Accordingly, the current unaudited interim condensed consolidated financial statements of the Company covered a six-month period from 1 January 2024 to 30 June 2024 and the corresponding comparative figures covered a six-month period from 1 April 2023 to 30 September 2023. As a result, the comparative figures may not be fully comparable with the figures shown for the period.

### BUSINESS REVIEW

For the six months ended 30 June 2024 (the “**Period under Review**”), the local and global economies maintained a modest recovery, and the business environment and consumer sentiment continued to improve. According to the visitor arrival statistics released by the Hong Kong Tourism Board, visitor arrivals from 1 January to 30 June 2024 reached more than approximately 21.0 million, representing an increase of approximately 64% as compared to 1 January to 30 June 2023. However, in the “post-epidemic era”, the change in people’s consumption habits, coupled with the resumption of post-epidemic outbound travel of Hong Kong people, and their enthusiasm for consumption northbound, have affected the performance of the local retail market. According to the Census and Statistics Department, the value of total retail sales in Hong Kong for the first half of 2024 was provisionally estimated at approximately HK\$191.454 billion as of 30 June 2024, representing a year-on-year decrease of approximately 6.6%.

優品360控股有限公司(「**本公司**」，連同其附屬公司統稱「**本集團**」)為一間連鎖休閒食品零售商，於中華人民共和國香港特別行政區(「**香港**」)、澳門特別行政區(「**澳門**」)及中國內地(「**中國內地**」)經營「優品360°」及「FoodVille」品牌零售店舖，並於香港進行批發。本集團提供廣泛系列主要來自海外的進口預先包裝休閒食品及其他雜貨產品，其可大致分為：(i)朱古力及糖果；(ii)果仁及乾果；(iii)包裝烘焙產品及零食；(iv)餅乾及糕點；(v)穀類食品及牛奶；(vi)飲品及酒類；(vii)米、麵食及糧油雜貨；(viii)冷凍及急凍食物；及(ix)其他產品例如個人護理、生活用品及防疫產品等。本集團的經營宗旨是通過環球採購，持續努力為顧客提供「優質」和「優價」的產品，以向顧客提供舒適的購物環境和愉快的購物體驗為使命。

誠如本公司日期為二零二三年九月五日的公告所披露，本公司董事(「**董事**」)會(「**董事會**」)決議將本公司的財政年度結算日由三月三十一日變更為十二月三十一日。因此，本公司當前未經審核中期簡明綜合財務報表涵蓋二零二四年一月一日起至二零二四年六月三十日止六個月期間，以及相關比較數字涵蓋二零二三年四月一日起至二零二三年九月三十日止六個月期間。因此，該等比較數字與呈列期間的數字未必完全具有可比性。

### 業務回顧

截至二零二四年六月三十日止六個月(「**回顧期間**」)，本地以至全球經濟保持溫和復蘇態勢，營商環境和消費氣氛持續改善。根據香港旅遊發展局公佈的訪港旅客統計，於二零二四年一月一日至六月三十日期間，訪港旅客人次錄得超過約2,100萬人次，較二零二三年一月一日至六月三十日增加約64%。然而，「後疫情時代」下，市民消費習慣轉變，加上港人疫後出現報復式外遊，並熱衷於北上消費，影響本地零售市場表現。根據政府統計處資料，截至二零二四年六月三十日止，本港二零二四年上半年零售業總銷貨臨時估值約為1,914.54億港元，按年減少約6.6%。

## MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

During the Period under Review, the Group was prudent in dealing with the sluggish market and uncertain operating environment, and swiftly adjusted its product mix to take advantage of the popularity of Hong Kong people northbound consumption by introducing a wide range of speciality products from the Mainland China that are popular among Hong Kong people in order to satisfy the changing needs of customers. This, coupled with the steady expansion of its store network, contributed to the growth in revenue of the Group during the period despite the difficult times.

For the six months ended 30 June 2024, the Group recorded a revenue of approximately HK\$1,393,691,000, representing an increase of approximately 10.6% from that of approximately HK\$1,260,244,000 for the six months ended 30 June 2023.

The Group's gross profit for the six months ended 30 June 2024 was approximately HK\$507,938,000, and gross profit margin was approximately 36.4%, as compared with gross profit of approximately HK\$455,147,000 and gross profit margin of approximately 36.1% for the six months ended 30 June 2023, representing a year-on-year increase of approximately 11.6% and 0.3 percentage point, respectively. The increase in gross profit and gross profit margin for sales was mainly due to the Group's continuous review and adjustment of sales tactics as well as product mix and cost optimization.

Profit attributable to owners of the Company for the six months ended 30 June 2024 was approximately HK\$122,567,000 and the net profit margin was approximately 8.8%, as compared with that of approximately HK\$115,445,000 and the net profit margin of approximately 9.2% for the six months ended 30 June 2023, representing an increase of approximately 6.2% and a decrease of 0.4 percentage point, respectively. The decrease in net profit margin was mainly due to rising operating expenses, with the increase in labour costs being particularly significant.

於回顧期間，本集團以審慎態度迎戰市場疲態及充滿不確定因素的經營環境，並迅速調整產品結構，借港人北上消費熱潮，乘勢引進多款深受港人歡迎的國內特色產品，以滿足顧客的需求變化，加上穩步拓展店舖網絡，帶動集團期內收入在這艱難的時期仍然錄得增長。

截至二零二四年六月三十日止六個月，本集團錄得收入約1,393,691,000港元，較截至二零二三年六月三十日止六個月約1,260,244,000港元增加約10.6%。

本集團截至二零二四年六月三十日止六個月的毛利約為507,938,000港元，毛利率約36.4%，較截至二零二三年六月三十日止六個月毛利約455,147,000港元及毛利率約36.1%，分別按年增加約11.6%和增加0.3個百分點。銷售毛利及毛利率上升，主要由於本集團持續檢討及調整銷售業務策略以及優化產品組合與成本。

截至二零二四年六月三十日止六個月的本公司擁有人應佔溢利約為122,567,000港元，淨利潤率約為8.8%，較截至二零二三年六月三十日止六個月約115,445,000港元及淨利潤率約9.2%，分別增加約6.2%和下降0.4個百分點。淨利潤率的下降，主要是由於營運開支增長所致，其中人工成本的增幅尤為顯著。

## CHAIN RETAIL STORES

The Group is looking for stores with higher potential in various districts to improve its store network. As at 30 June 2024, the Group operated a total of 175 chain retail stores, including 168 chain retail stores (30 September 2023: 156 stores) in Hong Kong and 7 chain retail stores (30 September 2023: 7 stores) in Macau, respectively. On the other hand, taking into account the fierce competition in the retail sector of physical food stores in the Mainland China, as well as the operating data of these stores, the Group closed all its chain retail stores in the Mainland China at the beginning of this year. In the future, the Group's business will focus on Hong Kong and Macau as its core and continue to maintain an open attitude, proactively exploring the feasibility of expanding its business in the Mainland China and overseas.

During the Period under Review, the Group followed its store optimisation strategies, which include improving the stocking arrangement, product display and shop appearance, etc., to provide a better shopping experience and enhance the brand image.

The Group launched a new global wine and food shop "FoodVille" in 2021, which focuses on medium-to-high-end global quality food products, including fine wines from around the world, premium chocolates, health food, frozen food, western sauces and ingredients, etc., in order to cater to the market's pursuit of a high quality of life and broaden the Company's customer bases. As at 30 June 2024, the Group operated 7 shops (30 September 2023: 6 shops) under the relevant retail brands.

For the six months ended 30 June 2024, the ratio of rental expense (on cash basis) to sales revenue of the Group's retail stores was approximately 9.5% (for the six months ended 30 September 2023: approximately 9.8%).

## 連鎖零售店舖

本集團於各區尋找較大潛力的店舖，完善店舖網絡。於二零二四年六月三十日，本集團合共經營175間連鎖零售店舖，包括於香港經營168間連鎖零售店舖(二零二三年九月三十日：156間)及於澳門經營7間連鎖零售店舖(二零二三年九月三十日：7間)。另一方面，考慮內地食品實體店零售業競爭激烈，以及該等門店的經營數據，本集團在本年初結束了其所有在內地的連鎖零售店舖。未來，本集團將以港澳地區為業務中心，並繼續保持開放態度，積極探索在內地及海外拓展業務的可行性。

於回顧期間，本集團繼續採取門市優化策略，完善上貨安排、貨品陳列、店舖外觀等，為顧客提供更佳的購物體驗，提升品牌形象。

本集團於二零二一年推出全新環球美酒食品店「FoodVille」，主打中高端全球優質食品，包括世界各地美酒、高級朱古力、健康食品、冷凍食品、西式醬料及食材等，以迎合市場對高品質生活的追求，擴闊本公司顧客群。於二零二四年六月三十日，本集團以相關零售品牌經營7間店舖(於二零二三年九月三十日：6間)。

截至二零二四年六月三十日止六個月，本集團零售店舖的租金相關開支(按現金收付制)對銷售收入比率約為9.5%(截至二零二三年九月三十日止六個月：約9.8%)。

## THE PRODUCTS

During the Period under Review, the Group adhered to its global procurement policy by sourcing a broad spectrum of products worldwide to provide a diversified range of choices for customers. For the six months ended 30 June 2024, the Group has sold more than 1,150 brands and over 3,237 stock keeping units (“SKUs”) of products in total, offering customers a diversified range of choices. The Group continued to optimise its product portfolio, phasing out older items to make room for the latest products and flavours, to stay abreast of changes in customer demands.

In order to enrich our product mix, enhance the effectiveness of control over product qualities and supplies and increase profitability, the Group continued to actively develop its private label products during the period. For the six months ended 30 June 2024, sales derived from private label products amounted to approximately HK\$234,630,000 (for the six months ended 30 September 2023: approximately HK\$192,986,000), accounted for approximately 16.8% of the Group’s overall revenue for the Period under Review. The Group had a total of 11 private labels and 228 SKUs of products during the Period under Review, including masks, canned Chinese delicacies, cereals, milk, honey, nuts and dried fruits as well as a wide range of leisure food products.

## MEMBERSHIP SCHEME AND MARKETING & PROMOTIONAL ACTIVITIES

The retail business of the Group has always been customer-driven. The Group established a membership scheme since April 2015 to promote customer loyalty, stimulate sales as well as expand its customer base. In order to deepen customer stickiness and expand customers’ coverage, the Group launched its membership mobile app 2.0 in 2020. Through the use of big data analysis, the Group dynamically refined its market strategies and continuously optimised and enhanced its membership reward scheme, including APP e-point programme, special offers for selected products and access to latest market information, etc., so as to effectively strengthen the ties between members and the Group, gain repeated patronage from members and drive sustainable growth for the Group’s business.

## 產品

本集團於回顧期間秉持環球採購策略，致力為顧客搜羅世界各地產品，提供多元化選擇。截至二零二四年六月三十日止六個月，本集團合共銷售超過1,150個品牌及逾3,237個庫存單位（「SKU」）的產品，為顧客提供多樣化的選擇。本集團持續優化產品組合、推陳出新，以騰空更多空間引入不同新產品及口味，滿足顧客所需。

為豐富貨品種類，以及更有效監控產品質素、供應量和增加利潤，本集團於期內繼續積極開發自家品牌產品。截至二零二四年六月三十日止六個月，自家品牌產品的銷售額約234,630,000港元（截至二零二三年九月三十日止六個月：約192,986,000港元），佔本集團回顧期間整體收入比例約16.8%。本集團於回顧期間擁有11個自家品牌及228個SKU的產品，產品包括口罩、南貨罐頭、米糧、牛奶、蜜糖、堅果乾果及各式各樣的休閒食品。

## 會員計劃及市場推廣宣傳活動

本集團之零售業務一直以顧客為導向，並於二零一五年四月起設立會員計劃，藉此提升顧客忠誠度、刺激銷售以及擴大客戶群。為加深客戶黏性，擴大客戶覆蓋範圍，本集團於二零二零年推出會員手機應用程式2.0，透過運用大數據分析，靈活制定營銷策略，持續優化及提升會員獎賞計劃，包括提供APP電子積分計劃、精選產品優惠、獲取最新市場資訊等，有效地促進會員與本集團之間的聯繫，推動會員重複惠顧，推動本集團業務的持續增長。



## MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

As at 30 June 2024, the number of the Group's registered fans and members was approximately 2,214,680 (30 September 2023: approximately 2,087,700). The number of mobile app members has reached approximately 1,112,031 (30 September 2023: approximately 980,000) as of 30 June 2024.

The Group conducted various marketing and promotional activities during the period, including the launch of the "Best Price (至優價)", "Buy and Replace (一買即換)" and "Monday Reward (狂賞星期一)" and other promotional campaign, which provided customers with a series of special offers for selected quality products from time to time to express our gratitude for our customers' support and to enhance customer loyalty. Meanwhile, the Group continued to advertise in an all-round manner through television, newspapers, social media platforms and other media, which successfully obtained repeat customers, attracted new customers and greatly promoted the discussions about the Group in the market.

### EMPLOYEES

As at 30 June 2024, the number of full-time and part-time employees of the Group was 1,313 (30 September 2023: 1,226). In order to retain staff and to suitably incentivise employees of the Group so as to increase staff cohesion and loyalty, the Group regularly reviews and updates its employee benefit plans and remuneration packages with reference to labour market supply and labour cost trend, as well as individual performance. Staff costs (excluding Directors' emoluments) of the Group for the six months ended 30 June 2024 accounted for approximately 10.0% of revenue (for the six months ended 30 September 2023: approximately 9.1%).

於二零二四年六月三十日，本集團的登記粉絲及會員人數約為2,214,680名(二零二三年九月三十日：約2,087,700名)。截至二零二四年六月三十日，使用手機應用程式的會員人數已達約1,112,031名(二零二三年九月三十日：約980,000名)。

期內，本集團進行不同市場推廣活動，包括推出「至優價」、「一買即換」、「狂賞星期一」等優惠活動，不定期為顧客提供一系列精選優質產品價格優惠，以感謝顧客支持，同時提升顧客忠誠度。另一方面，本集團繼續透過電視、報紙、社交平台等媒介全方位進行廣告宣傳，成功促使顧客重複惠顧，並吸引新顧客光臨，大大增加本集團於市場上之討論熱度。

### 僱員

於二零二四年六月三十日，本集團全職及兼職僱員人數為1,313名(二零二三年九月三十日：1,226名)。為了挽留人才，以及給予本集團僱員適當獎勵以加強僱員凝聚力及忠誠度，本集團參考勞工市場供應及勞工成本趨勢，並依據僱員個人表現，定期檢討並更新僱員福利計劃及薪酬待遇。截至二零二四年六月三十日止六個月，本集團的員工成本(不包括董事酬金)佔收入比率約10.0%(截至二零二三年九月三十日止六個月：約9.1%)。

## OUTLOOK

Since last year, to boost the economy, the Hong Kong Government has been promoting the mega-event economy with a view to attracting tourists to Hong Kong by organising a number of mega-events. However, the Group expects that the retail market will remain sluggish in the short term, and that the market environment will continue to be challenging due to factors such as the high interest rate environment and geopolitical tensions, the local and global economies being in a counter-cyclical state, coupled with the continuous increase in the number of outbound travel of Hong Kong people and the rise of the northbound consumption trend. The Group will closely monitor market changes and make prompt adjustments to its business strategies. We will strictly control costs and expenses, enhance operational efficiency and explore different development opportunities, so as to maximise returns for shareholders and investors.

With the further opening up of cities under the Individual Visit Scheme by the Mainland China from May 2024, visitor arrivals to Hong Kong is expected to increase, hopefully driving a gradual improvement in the local economy. The Group will continue to look for suitable opportunities to expand the shop network of its major retail brand “Best Mart 360° (優品360°)” and its global wine and food shop “FoodVille” to cater the diversified demands of different customer segments for quality food products under our “dual-brand” model, while stay on monitoring the operation of the existing stores and make timely adjustments to its operation strategies when necessary.

The Group remains committed to its business mission in offering products with the “Best Quality” and “Best Price” to its customers. We will continue to broaden our supply channels, optimise our sales categories and strive for price competitiveness to attract repeat customers. We will deepen the extension of our business-to-business (B2B) food wholesale business, further enriching the Group’s revenue streams. Furthermore, the Group will endeavour to develop its private label products, aiming not only to satisfy market demand for daily necessities but also to provide customers with a broader range of choices.

Looking ahead, the Group will adhere to a prudent approach to steadily expand our business footprint, maintaining our leading position in the Hong Kong leisure food retail market. Meanwhile, we will proactively explore opportunities for business expansion both in the Mainland China and overseas, thereby delivering stable and sustainable returns for our shareholders.

## 展望

港府自去年起推動盛事經濟，冀透過舉辦多項大型盛事，吸引旅客訪港，藉此提振經濟，惟受高息環境、地緣政治局勢緊張等因素影響，本地以至全球經濟仍然處於逆週期狀態，加上港人外遊數字持續上升和北上消費熱潮興起，本集團預期零售市場短期內表現依然疲弱，市場環境仍然充滿挑戰。本集團將密切關注市場變化，適時調整業務策略，嚴格控制成本開支，提升營運效率，並探索不同發展機遇，為股東及投資者帶來最佳回報。

隨著內地於2024年5月起進一步開放自由行城市，訪港旅客數字將會持續增加，希望能推動本地經濟逐步改善。本集團仍會尋找適當機會拓展旗下主要零售品牌「優品360°」以及環球美酒食品店「FoodVille」之店舖網絡，以「雙品牌」模式迎合不同顧客群對優質食品的需求，並持續關注現有門店的經營情況，及時按需要調整營運策略。

本集團將繼續秉持「優質」及「優價」的經營使命，拓寬供應渠道，致力優化銷售貨品的種類，爭取價格競爭優勢，吸引顧客重複惠顧，並深化企業對企業(Business-to-Business, B2B)食品批發業務的延伸，進一步豐富本集團的收入來源。同時，本集團將致力發展本集團的自家品牌產品，既滿足市場對日常生活必需品的需求，亦為顧客提供多元化選擇。

展望未來，本集團將保持審慎態度，穩步擴展業務佈局，維持我們於香港休閒食品零售市場的領先地位，同時積極探索在內地及海外拓展業務的機會，為我們的股東帶來穩定及可持續的回報。

# MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

## FINANCIAL REVIEW

### Revenue

For the six months ended 30 June 2024, the revenue recorded by the Group amounted to approximately HK\$1,393,691,000 (six months ended 30 September 2023: approximately HK\$1,237,781,000). Seasonal trends are observed in our industry. Compared with the same period last year, the revenue of the Group for the six months ended 30 June 2024 increased by approximately 10.6% from approximately HK\$1,260,244,000 for the six months ended 30 June 2023. The increase in revenue was primarily attributed to our steady store network expansion momentum as well as the optimisation of our sales strategy and product mix.

### Profit attributable to Owners of the Company

Profit attributable to owners of the Company for the six months ended 30 June 2024 amounted to approximately HK\$122,567,000 (six months ended 30 September 2023: approximately HK\$110,636,000). Compared with the same period last year, profit attributable to owners of the Company for the six months ended 30 June 2024 increased by approximately 6.2% from approximately HK\$115,445,000 for the six months ended 30 June 2023, mainly driven by the growth in sales and resulting growth in gross profit from the Group's retail stores, which outweighed the adverse effect from surging operating cost.

### Gross Profit and Gross Profit Margin

For the six months ended 30 June 2024, the gross profit of the Group was approximately HK\$507,938,000 (six months ended 30 September 2023: approximately HK\$446,265,000). Compared with the same period last year, the gross profit of the Group for the six months ended 30 June 2024 increased by approximately 11.6% from approximately HK\$455,147,000 for the six months ended 30 June 2023. Gross profit margin for the six months ended 30 June 2024 was approximately 36.4%, representing an increase of approximately 0.3 percentage points from approximately 36.1% for the six months ended 30 June 2023. The rise in gross profit margin of the Group for the Period under Review was largely attributed to our adaptive sales strategy and product mix optimisation.

## 財務回顧

### 收入

截至二零二四年六月三十日止六個月，本集團的收入約為1,393,691,000港元(截至二零二三年九月三十日止六個月：約1,237,781,000港元)。在我們的行業中觀察到季節性趨勢。相較去年同期，本集團截至二零二四年六月三十日止六個月的收入從截至二零二三年六月三十日止六個月的約1,260,244,000港元增加約10.6%。收入增加主要由於我們穩定的店舖網絡擴充趨勢以及銷售策略與產品組合的優化。

### 本公司擁有人應佔溢利

截至二零二四年六月三十日止六個月的本公司擁有人應佔溢利約為122,567,000港元(截至二零二三年九月三十日止六個月：約110,636,000港元)。相較去年同期，截至二零二四年六月三十日止六個月本公司擁有人應佔溢利從截至二零二三年六月三十日止六個月的約115,445,000港元增加約6.2%，主要由於本集團零售店舖的銷售額增長及因而增長的毛利(其超過營運成本上漲帶來的不利影響)所帶動。

### 毛利及毛利率

截至二零二四年六月三十日止六個月，本集團的毛利約為507,938,000港元(截至二零二三年九月三十日止六個月：約446,265,000港元)。相較去年同期，截至二零二四年六月三十日止六個月本集團的毛利從截至二零二三年六月三十日止六個月的約455,147,000港元增加約11.6%。截至二零二四年六月三十日止六個月的毛利率約為36.4%，較截至二零二三年六月三十日止六個月的約36.1%增加約0.3個百分點。本集團於回顧期間的毛利率上升，主要有賴於靈活的銷售策略及產品組合優化。

## Other Income and Other Gains, Net

For the six months ended 30 June 2024, the Group recorded net other income and other gains of approximately HK\$3,687,000 (six months ended 30 September 2023: approximately HK\$3,151,000), which mainly comprised (i) interested income from bank deposits of approximately HK\$3,254,000 (six months ended 30 September 2023: approximately HK\$3,502,000) and (ii) net gain on written-off or disposal of property, plant and equipment of approximately HK\$248,000 (six months ended 30 September 2023: net loss on written-off or disposal of property, plant and equipment of approximately HK\$712,000).

## Selling and Distribution Expenses

For the six months ended 30 June 2024, selling and distribution expenses of the Group amounted to approximately HK\$312,745,000 (six months ended 30 September 2023: approximately HK\$276,573,000). Compared with the same period last year, selling and distribution expenses of the Group for the six months ended 30 June 2024 increased by approximately 13.0% from approximately HK\$276,664,000 for the six months ended 30 June 2023, which was mainly due to the increase of rental expenses and other store operating expenses resulting from the expansion of retail store network, together with more frontline and warehouse staff hired to support the growth in scale as well as escalating staff cost.

## Administrative and Other Expenses

For the six months ended 30 June 2024, administrative and other expenses of the Group amounted to approximately HK\$42,432,000 (six months ended 30 September 2023: approximately HK\$34,875,000). Compared with the same period last year, administrative and other expenses of the Group for the six months ended 30 June 2024 increased by approximately 21.4% from approximately HK\$34,940,000 for the six months ended 30 June 2023, which was mainly attributable to escalating staff cost.

## 其他收入及其他收益淨額

截至二零二四年六月三十日止六個月，本集團錄得其他收入及其他收益淨額約3,687,000港元(截至二零二三年九月三十日止六個月：約3,151,000港元)，主要包含：(i)銀行存款利息收入約3,254,000港元(截至二零二三年九月三十日止六個月：約3,502,000港元)及(ii)撇銷或出售物業、廠房及設備的淨收益約248,000港元(截至二零二三年九月三十日止六個月：撇銷或出售物業、廠房及設備的淨虧損約712,000港元)。

## 銷售及分銷開支

截至二零二四年六月三十日止六個月，本集團的銷售及分銷開支約為312,745,000港元(截至二零二三年九月三十日止六個月：約276,573,000港元)。相較去年同期，截至二零二四年六月三十日止六個月本集團的銷售及分銷開支從截至二零二三年六月三十日止六個月的約276,664,000港元增加約13.0%，銷售及分銷開支增加主要是由於零售店舖網絡擴張導致租金開支及其他店舖營運開支增加，連同僱用更多前線及倉務人員以支援規模增長以及員工成本增加。

## 行政及其他開支

截至二零二四年六月三十日止六個月，本集團的行政及其他開支約為42,432,000港元(截至二零二三年九月三十日止六個月：約34,875,000港元)。相較去年同期，截至二零二四年六月三十日止六個月本集團的行政及其他開支從截至二零二三年六月三十日止六個月的約34,940,000港元增加約21.4%，主要是由於員工成本增加所致。

# MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

## Financial Position, Liquidity and Financial Resources

As at 30 June 2024, the Group's total cash and bank balances (including cash and cash equivalents) were approximately HK\$183,930,000 (as at 31 December 2023: approximately HK\$130,712,000), representing an increase of approximately 40.7% which was predominately contributed by the cash generated from operating activities. The current ratio (calculated by current assets divided by current liabilities) of the Group remained relatively stable at approximately 1.2 and 1.3 times as at 31 December 2023 and 30 June 2024 respectively.

As at 30 June 2024, the Group has total bank borrowing of approximately HK\$75,009,000, representing a decrease of approximately 2.3% as compared with approximately HK\$76,756,000 as at 31 December 2023. The total unutilised banking facility extended by commercial banks as at 30 June 2024 amounted to approximately HK\$242,481,000 (as at 31 December 2023: approximately HK\$240,630,000). The carrying amounts of the Group's borrowing are denominated in Hong Kong dollars, secured and approximate to their fair value.

As at 30 June 2024, the Group had a gross gearing ratio (i.e., gross debt divided by total equity) of approximately 14.4% (as at 31 December 2023: approximately 16.8%). For this purpose, gross debt is defined as total interest-bearing borrowings excluding lease liabilities. The decrease in gearing ratio was mainly due to the repayment of bank borrowing within the Period under Review.

The Group financed its liquidity and working capital requirements mainly through a combination of various sources, including but not limited to cash generated from the Group's operations, bank borrowing and other external equity and debt financings as and when appropriate.

## 財務狀況、流動資金及財務資源

於二零二四年六月三十日，本集團的現金及銀行結餘總額(包括現金及現金等值項目)約為183,930,000港元(於二零二三年十二月三十一日：約130,712,000港元)，增幅約為40.7%，主要是由經營活動所產生的現金所貢獻。本集團的流動比率(按流動資產除以流動負債計算)相對穩定，於二零二三年十二月三十一日及二零二四年六月三十日分別維持於約1.2及1.3倍。

於二零二四年六月三十日，本集團的銀行借款總額約為75,009,000港元，較於二零二三年十二月三十一日約76,756,000港元減少約2.3%。本集團於二零二四年六月三十日獲商業銀行所提供的未使用銀行融資合共約為242,481,000港元(於二零二三年十二月三十一日：約240,630,000港元)。本集團的借款為有抵押，其賬面值以港元計值，並與其公平值相若。

於二零二四年六月三十日，本集團的總資本負債比率(即債務總額除以權益總額)約為14.4%(於二零二三年十二月三十一日：約16.8%)。就此而言，債務總額界定為計息借款總額(不含租賃負債)。資產負債比率減少，主要是由於回顧期間內償還銀行借款。

本集團主要透過不同資金來源(包括但不限於本集團經營所得現金、銀行借款，以及於適當時候取得的其他外部股本及債務融資)，為其流動資金及營運資金需求提供資金。

## Capital Structure

The capital structure of the Company comprises of issued share capital and reserves. As at 30 June 2024, the Company had 1,000,000,000 shares in issue.

The capital structure of the Group as at 30 June 2024 in terms of debt profile is mainly bank borrowing and as at 30 June 2024, the Group had outstanding bank borrowing of approximately HK\$75,009,000 (as at 31 December 2023: approximately HK\$76,756,000) repayment within one year or contain a repayment on demand clause. Bank borrowing bears interest at floating interest rates. The effective interest rate of the Group's bank borrowing is prime rate minus 3% per annum as at 30 June 2024.

## Capital Commitments

Details of the capital commitments are set out in note 20 to the unaudited interim condensed consolidated financial statements in this report.

## Charge On Group Assets

As at 30 June 2024, the bank borrowing and other banking facilities of the Group are secured by: (i) the corporate guarantee provided by the Company and a subsidiary; and (ii) property, plant and equipment of office premises of the Group with carrying amount of approximately HK\$160,119,000 (as at 31 December 2023: approximately HK\$162,615,000).

## Foreign Currency Risk

The Group mainly operates in Hong Kong and is exposed to foreign exchange risk from (i) the purchase of products from various overseas suppliers, which transactions are primarily settled in foreign currencies including USD, JPY, EUR, RMB, AUD, GBP, SGD, etc; and (ii) the revenue generated from the operation in Macau. Nevertheless, taking into account the retail industry practice, the Group's current operation and the stable exchange rates of Macau Pataca, the Directors do not consider the Group subjected to material foreign exchange risk. The Directors will closely monitor the Company's exposure to such currency fluctuations and take proactive measures in response.

## 資本架構

本公司的資本架構由已發行股本及儲備組成。於二零二四年六月三十日，本公司有1,000,000,000股已發行股份。

本集團於二零二四年六月三十日的資本架構在債務方面主要為銀行借款，而於二零二四年六月三十日，本集團有未償還銀行借款約75,009,000港元(於二零二三年十二月三十一日：約76,756,000港元)為須於一年內償還或具有按要求即時償還條款。銀行借款按浮動利率計息。於二零二四年六月三十日，本集團銀行借款的實際年利率為最優惠利率減3%。

## 資本承擔

有關資本承擔的詳情載於本報告未經審核中期簡明綜合財務報表附註20。

## 本集團資產質押

於二零二四年六月三十日，本集團銀行借款及其他銀行融資以下列項目作抵押：(i)本公司及一間附屬公司提供的企業擔保；及(ii)物業、廠房及設備賬面值約為160,119,000港元(二零二三年十二月三十一日：約162,615,000港元)的本集團辦公室物業。

## 外幣風險

本集團主要於香港經營業務，並因(i)向不同海外供應商採購產品，且有關交易主要以外幣(包括美元、日圓、歐元、人民幣、澳元、英鎊、新加坡元等)結算；及(ii)澳門營運所得收入，而面對外幣風險。儘管如此，考慮到零售業慣例、本集團目前營運狀況以及澳門元匯率一直穩定，董事認為本集團面對的外幣風險並不重大。董事將密切監察本公司就有關貨幣波動所帶來的風險，而採取主動措施應對。

# MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

## Treasury Policies

The Group adopts prudent treasury management policies and does not engage in any highly leveraged or speculative derivative products. Cash balances are mostly placed in Hong Kong dollars bank deposit with appropriate maturity periods for meeting future funding requirements.

## EMPLOYEES AND REMUNERATION POLICIES

Although the business environment remained challenging during the Period under Review, the Group maintained a steady pace of expansion. The number of employees of the Group increased from a total of 1,214 employees (excluding 12 Directors) as at 30 September 2023 to a total of 1,301 employees (excluding 12 Directors) as at 30 June 2024. The staff costs (excluding Directors' emoluments) for the six months ended 30 June 2024 was approximately HK\$139,536,000 (six months ended 30 September 2023: approximately HK\$112,839,000).

The remuneration policy of the Group is aimed at rewarding the employees based on their performance, qualifications, experience and competence. The remuneration package typically comprises salary, contribution to pension schemes, discretionary annual bonus, performance-related bonus, sales target bonus and miscellaneous duties-related allowances. The Group conducts an annual review on the performance of the employees and makes reference to such performance review when assessing the award of discretionary annual bonuses, salary adjustments and promotion appraisals. The remuneration package of the executive Directors and senior management is determined with reference to those paid by comparable companies, time commitment and performance of the Directors and senior management and the performance of the Group. A remuneration committee is set up for reviewing the Group's emolument policy as well as the structure of all remuneration of the Directors and senior management of the Group with reference to their experience, responsibilities, workload and time devoted to the Group and performance of the Group.

The Company has adopted a share option scheme (the "Share Option Scheme") on 18 December 2018 for the purpose of providing incentives and rewards to participants for their contributions to the Group. As at the date of this report, no option has been granted under the Share Option Scheme.

## 庫務政策

本集團採取審慎的庫務管理政策，不投購任何高槓桿或投機性衍生產品。現金結餘大部分存於設定適當到期日的港元銀行存款賬戶，以滿足未來資金需要。

## 僱員薪酬政策

雖然於回顧期間營商環境仍然充滿挑戰，本集團維持穩健的拓張步伐。本集團僱員數目由二零二三年九月三十日的合共1,214名(不計12名董事)，上升至二零二四年六月三十日的合共1,301名(不計12名董事)。截至二零二四年六月三十日止六個月的員工成本(不包括董事酬金)約為139,536,000港元(截至二零二三年九月三十日止六個月：約112,839,000港元)。

本集團的薪酬政策旨在獎勵僱員，薪酬乃按彼等的工作表現、資歷、經驗及工作能力而定。薪酬待遇一般包括薪金、退休金計劃供款、酌情年終花紅、表現掛鈎花紅、銷售目標花紅及雜項開支津貼。本集團每年評核僱員表現，並參考有關的表現評核的結果，來評估何時給予酌情年終花紅、薪金調整及晉升機會獎勵。執行董事及高級管理層的薪酬待遇乃參考同類公司的薪酬水平、董事及高級管理層付出的時間與表現，以及本集團表現而定。本集團設立薪酬委員會，以檢討本集團董事及高級管理層收取的所有薪酬有關的酬金政策及架構，當中參考各董事及高級管理層的經驗、職責、工作量及為本集團付出的時間，以及本集團的表現。

本公司已於二零一八年十二月十八日採納一項股份期權計劃(「購股權計劃」)，藉以向參與者提供獎勵或報酬，以答謝彼等對本集團所作貢獻。於本報告日期，並無根據購股權計劃授出任何購股權。

# MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

The Group places great importance on the continuous development and training of the employees and is devoted to the continuous improvement in their skills and quality of service. The Group offers various in-house training programmes to newly recruited employees and frontline staff and management in various aspects, such as technical skills and knowledge, occupational safety and compliance with the laws. The Group is dedicated to continuously reviewing and expanding the range of training programmes offered to employees to ensure the effectiveness of these programmes.

本集團非常注重僱員的持續發展及培訓，並關注於持續改善其技能及服務質素。本集團為新聘僱員及前線員工及管理人員提供不同方面的內部培訓課程，其內容包括技術能力及知識、職業安全意識及法律合規等。本集團致力於持續檢討並擴大為員工提供的培訓計劃範圍，以確保該等計劃的有效性。

## SIGNIFICANT INVESTMENT

The Group did not have any significant investments during the six months ended 30 June 2024.

## 重大投資

本集團於截至二零二四年六月三十日止六個月並無任何重大投資。

## MATERIAL ACQUISITIONS AND DISPOSALS

The Group did not have any material acquisitions or disposals for the six months ended 30 June 2024.

## 重大收購及出售

本集團於截至二零二四年六月三十日止六個月並無進行任何重大收購及出售。

## CAPITAL EXPENDITURE

For the six months ended 30 June 2024, the Group spent approximately HK\$9,516,000 on purchase of property, plant and equipment (six months ended 30 September 2023: approximately HK\$14,845,000).

## 資本開支

截至二零二四年六月三十日止六個月，本集團購入物業、廠房及設備的支出約為9,516,000港元(截至二零二三年九月三十日止六個月：約14,845,000港元)。

## FUTURE PLANS FOR MATERIAL INVESTMENTS AND CAPITAL ASSETS

The Group did not have other plans for material investments and capital assets as at 30 June 2024.

## 未來涉及重大投資及資本資產的計劃

本集團於二零二四年六月三十日並無其他涉及重大投資及資本資產的計劃。

## CONTINGENT LIABILITIES

The Group did not have any significant contingent liabilities as at 30 June 2024 and 31 December 2023.

## 或然負債

本集團於二零二四年六月三十日及二零二三年十二月三十一日並無任何重大或然負債。



# MANAGEMENT DISCUSSION AND ANALYSIS 管理層討論及分析

## INTERIM DIVIDEND

The Board has recommended to declare an interim dividend of HK11.0 cents per share of the Company (the “Share”) for the six months ended 30 June 2024 (six months ended 30 September 2023: HK8.0 cents per Share), representing an aggregate amount of HK\$110,000,000 to the shareholders whose names appear on the register of members of the Company on Friday, 20 September 2024. The interim dividend is expected to be paid on or around Friday, 27 September 2024.

To ascertain shareholders’ entitlement to the interim dividend, the register of members of the Company will be closed from Tuesday, 17 September 2024 to Friday, 20 September 2024 (both days inclusive) during which no transfer of Shares will be effected. In order to qualify for the interim dividend, all properly completed transfer forms accompanied by the relevant share certificates must be lodged with the branch share registrar of the Company in Hong Kong, Computershare Hong Kong Investor Services Limited at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wanchai, Hong Kong no later than 4:30 p.m. on Monday, 16 September 2024.

## EVENT AFTER THE END OF THE PERIOD UNDER REVIEW

No significant events affecting the Group occurred since the end of the Period under Review and up to the date of this report.

## 中期股息

董事會建議向於二零二四年九月二十日(星期五)名列本公司股東名冊的股東宣派本公司截至二零二四年六月三十日止六個月的中期股息每股股份(「股份」)11.0港仙(截至二零二三年九月三十日止六個月：每股股份8.0港仙)，涉及款項合共110,000,000港元。中期股息預期將於二零二四年九月二十七日(星期五)或前後派付。

為確定股東獲派中期股息的資格，本公司的股份過戶登記處將由二零二四年九月十七日(星期二)起至二零二四年九月二十日(星期五)(首尾兩日包括在內)暫停辦理股份過戶登記手續，期間將不會處理任何股份過戶登記。為符合收取中期股息的資格，所有已填妥的股份過戶表格連同有關股票，必須於二零二四年九月十六日(星期一)下午四時三十分前送交本公司於香港的股份過戶登記分處香港中央證券登記有限公司，地址為香港灣仔皇后大道東183號合和中心17樓1712至1716號舖。

## 回顧期間結束後事項

自回顧期間結束起至本報告日期止，未有發生任何影響本集團的重要事件。

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

As at 30 June 2024, the interests and short positions of the Directors and 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 (“SFO”)) required to be notified to the Company and The Stock Exchange of Hong Kong Limited (the “Stock Exchange”) pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which he or she is taken or deemed to have under such provisions of the SFO), or which will be required, pursuant to section 352 of the SFO to be entered in the register referred to therein, or which will be required to be notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (“Model Code”) as set out in Appendix C3 to the Rules Governing the Listing of Securities on the Stock Exchange (the “Listing Rules”), were as follows:

## 董事及最高行政人員於股份、相關股份及債權證的權益及淡倉

於二零二四年六月三十日，各董事及本公司最高行政人員於本公司或其相聯法團(定義見香港法例第571章證券及期貨條例(「證券及期貨條例」)第XV部)的股份、相關股份或債權證中，擁有須根據證券及期貨條例第XV部第7及8分部通知本公司及香港聯合交易所有限公司(「聯交所」)的權益及淡倉(包括彼等根據證券及期貨條例有關條文被假設或被視為擁有的權益及淡倉)，或將須根據證券及期貨條例第352條記入該條所提及的登記冊內的權益及淡倉，或將須根據聯交所證券上市規則(「上市規則」)附錄C3所載上市發行人董事進行證券交易的標準守則(「標準守則」)通知本公司及聯交所的權益及淡倉如下：

### Interest in the Shares of the Company

### 於本公司股份的權益

Name of Director	Nature of interests	Class and number of issued Shares held	Long/Short position	Percentage of the issued Shares as at 30 June 2024
董事姓名	權益性質	所持已發行股份類別及數目	好倉／淡倉	於二零二四年六月三十日佔已發行股份的百分比
Mr. Lin Tsz Fung	Interest in controlled corporation	130,000,000 ordinary Shares (Note 1)	Long position	13.0%
林子峰先生	於受控制法團的權益	130,000,000股普通股 (附註1)	好倉	
Mr. Hui Chi Kwan	Interest in controlled corporation	130,000,000 ordinary Shares (Note 2)	Long position	13.0%
許志群先生	於受控制法團的權益	130,000,000股普通股 (附註2)	好倉	

## OTHER INFORMATION 其他資料

### Notes:

1. These 130,000,000 Shares were directly held as to 71,500,000 Shares (being 7.15% of the issued Shares as at 30 June 2024) by United East Global Limited (“**United East**”) and as to 58,500,000 Shares (being 5.85% of the issued Shares as at 30 June 2024) by Universal Tycoon Limited (“**Universal Tycoon**”), both of which in turn were wholly-owned by Mr. Lin Tsz Fung. Mr. Lin Tsz Fung is therefore deemed to be interested in the aggregate of 130,000,000 Shares held by United East and Universal Tycoon under the SFO.
2. These 130,000,000 Shares were directly held as to 50,000,000 Shares (being 5.0% of the issued Shares as at 30 June 2024) by Sino Sea Enterprises Limited (“**Sino Sea**”) and as to 80,000,000 Shares (being 8.0% of the issued Shares as at 30 June 2024) by Giant Blessing Global Limited (“**Giant Blessing**”), all of which in turn were wholly-owned by Mr. Hui Chi Kwan. Mr. Hui Chi Kwan is therefore deemed to be interested in the aggregate of 130,000,000 Shares held by Sino Sea and Giant Blessing under the SFO.
3. Calculated based on the total issued share capital of the Company of 1,000,000,000 Shares as at 30 June 2024.

Save as disclosed above, as at 30 June 2024, none of the Directors nor chief executive of the Company had any interests or short positions in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the SFO) which are 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 are required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein, or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

### DISCLOSURE OF INTERESTS OF SUBSTANTIAL SHAREHOLDERS

As at 30 June 2024, so far as the Directors are aware, the following persons (not being a Director or chief executive of the Company) had interests or short positions in the Shares or underlying Shares of the Company as recorded in the register required to be kept under section 336 of the SFO:

### 附註：

1. 該130,000,000股股份由聯東環球有限公司(「**聯東環球**」)直接持有當中71,500,000股股份(即於二零二四年六月三十日已發行股份的7.15%)及環亨有限公司(「**環亨**」)直接持有當中58,500,000股股份(即於二零二四年六月三十日已發行股份的5.85%)，而聯東環球及環亨均由林子峰先生全資擁有。因此，根據證券及期貨條例，林子峰先生被視為於聯東環球及環亨所持有的合共130,000,000股股份中擁有權益。
2. 該130,000,000股股份由華海企業有限公司(「**華海企業**」)直接持有當中50,000,000股股份(即於二零二四年六月三十日已發行股份的5.0%)及高澤環球有限公司(「**高澤環球**」)直接持有當中80,000,000股股份(即於二零二四年六月三十日已發行股份的8.0%)，而華海企業及高澤環球均由許志群先生全資擁有。因此，根據證券及期貨條例，許志群先生被視為於華海企業及高澤環球所持有的合共130,000,000股股份中擁有權益。
3. 按二零二四年六月三十日本公司的已發行股本總數1,000,000,000股計算。

除上文所披露者外，於二零二四年六月三十日，概無董事或本公司最高行政人員於本公司或其相聯法團(定義見證券及期貨條例第XV部)的股份、相關股份或債權證中，擁有任何須根據證券及期貨條例第XV部第7及8分部通知本公司及聯交所的權益或淡倉(包括彼等根據證券及期貨條例有關條文被假設或被視為擁有的權益或淡倉)，或須根據證券及期貨條例第352條記入該條所提及的登記冊內的權益或淡倉，或須根據標準守則另行通知本公司及聯交所的權益或淡倉。

### 主要股東的權益披露

於二零二四年六月三十日，據董事所深知，根據證券及期貨條例第336條須存置的登記冊所記錄的下列人士(董事或本公司最高行政人員除外)於本公司股份或相關股份中擁有權益或淡倉如下：

## OTHER INFORMATION 其他資料

### Long position in shares

於股份的好倉

Name of Shareholder	Company concerned	Nature of interests	Class and number of securities held	Approximate percentage of total issued Shares of the Company as at 30 June 2024 於二零二四年六月三十日 佔本公司已發行 股份總數的 概約百分比
股東名稱／姓名	所涉公司	權益性質	所持證券類別及數目	
China Merchants Hoi Tung Trading Company Limited (Note 1) 招商局海通貿易有限公司 (附註1)	the Company 本公司	Beneficial owner 實益擁有人	490,000,000 ordinary Shares 490,000,000股 普通股	49.0%
China Merchants Holdings (Hong Kong) Co. Ltd (Note 1) 招商局集團(香港)有限公司 (附註1)	the Company 本公司	Interest of controlled corporation 於受控制法團的權益	490,000,000 ordinary Shares 490,000,000股 普通股	49.0%
China Merchants Steam Navigation Company Limited (Note 1) 招商局輪船有限公司 (附註1)	the Company 本公司	Interest of controlled corporation 於受控制法團的權益	490,000,000 ordinary Shares 490,000,000股 普通股	49.0%
China Merchants Group Limited (Note 1) 招商局集團有限公司 (附註1)	the Company 本公司	Interest of controlled corporation 於受控制法團的權益	490,000,000 ordinary Shares 490,000,000股 普通股	49.0%
United East (Note 2) 聯東環球(附註2)	the Company 本公司	Beneficial owner 實益擁有人	71,500,000 ordinary Shares 71,500,000股 普通股	7.15%
Universal Tycoon (Note 2) 環亨(附註2)	the Company 本公司	Beneficial owner 實益擁有人	58,500,000 ordinary Shares 58,500,000股 普通股	5.85%
Sino Sea (Note 3) 華海企業(附註3)	the Company 本公司	Beneficial owner 實益擁有人	50,000,000 ordinary Shares 50,000,000股 普通股	5.0%

## OTHER INFORMATION 其他資料

Name of Shareholder	Company concerned	Nature of interests	Class and number of securities held	Approximate percentage of total issued Shares of the Company as at 30 June 2024 於二零二四年六月三十日 佔本公司已發行 股份總數的 概約百分比
股東名稱／姓名	所涉公司	權益性質	所持證券類別及數目	
Giant Blessing (Note 3)	the Company	Beneficial owner	80,000,000 ordinary Shares	8.0%
高澤環球(附註3)	本公司	實益擁有人	80,000,000股 普通股	
Ms. Lee Wai Bing (Note 4)	the Company	Interest of spouse	130,000,000 ordinary Shares	13.0%
李惠冰女士(附註4)	本公司	配偶權益	130,000,000股 普通股	

Notes:

- China Merchants Hoi Tung Trading Company Limited is controlled as to 100% by China Merchants Holdings (Hong Kong) Co. Ltd, which is controlled as to 100% by China Merchants Steam Navigation Company Limited. China Merchants Steam Navigation Company Limited is controlled as to 100% by China Merchants Group Limited ("CMG"). Under the SFO, CMG, China Merchants Steam Navigation Company Limited and China Merchants Holdings (Hong Kong) Co. Ltd are deemed to be interested in the Shares held by China Merchants Hoi Tung Trading Company Limited.
- Each of United East and Universal Tycoon is wholly owned by Mr. Lin Tsz Fung. Under the SFO, Mr. Lin Tsz Fung is deemed to be interested in the Shares held by United East and Universal Tycoon respectively.
- Each of Sino Sea and Giant Blessing is wholly owned by Mr. Hui Chi Kwan. Under the SFO, Mr. Hui Chi Kwan is deemed to be interested in the Shares held by Sino Sea and Giant Blessing respectively.
- Ms. Lee Wai Bing is the spouse of Mr. Lin Tsz Fung. Under the SFO, Ms. Lee Wai Bing is deemed to be interested in the Shares in which Mr. Lin Tsz Fung is interested.
- Calculated based on the total issued share capital of the Company of 1,000,000,000 Shares as at 30 June 2024.

附註：

- 招商局海通貿易有限公司由招商局集團(香港)有限公司控制100%，而招商局集團(香港)有限公司由招商局輪船有限公司控制100%。招商局輪船有限公司由招商局集團有限公司(「招商局集團」)控制100%。根據證券及期貨條例，招商局集團、招商局輪船有限公司及招商局集團(香港)有限公司被視為於招商局海通貿易有限公司持有的股份中擁有權益。
- 聯東環球及環亨各自由林子峰先生全資實益擁有。根據證券及期貨條例，林子峰先生被視為於聯東環球及環亨所分別持有的股份中擁有權益。
- 華海企業及高澤環球各自由許志群先生全資實益擁有。根據證券及期貨條例，許志群先生被視為於華海企業及高澤環球所分別持有的股份中擁有權益。
- 李惠冰女士為林子峰先生的配偶。根據證券及期貨條例，李惠冰女士被視為於林子峰先生擁有權益的股份中擁有權益。
- 按二零二四年六月三十日本公司的已發行股本總數1,000,000,000股計算。

### SHARE OPTION SCHEME

The Company has adopted the Share Option Scheme on 18 December 2018. As at 30 June 2024, no option had been granted, exercised, cancelled or lapsed under the Share Option Scheme and there was no outstanding share option as at the date of this report. The number of share options available for grant under the scheme mandate as at 1 January 2024 and 30 June 2024 was 100,000,000 for both dates.

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

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed Shares during the six months ended 30 June 2024 and up to the date of this report.

### CORPORATE GOVERNANCE

The Company is committed to maintaining a high standard of corporate governance, to formulate good corporate governance practice for improvement of accountability and transparency in operations, and to strengthen the internal control system from time to time so as to meet the expectations of the shareholders of the Company.

During the six months ended 30 June 2024 and up to the date of this report, the Company has adopted and complied with all applicable code provisions in the Corporate Governance Code as set out in Appendix C1 to the Listing Rules.

### MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code as set out in Appendix C3 to the Listing Rules as its own code of conduct governing the securities transactions by the Directors. Following a specific enquiry made by the Company on the Directors, all Directors have confirmed that they had complied with the required standard set out in the Model Code during the six months ended 30 June 2024 and up to the date of this report.

### 購股權計劃

本公司已於二零一八年十二月十八日採納購股權計劃。於二零二四年六月三十日，並無根據購股權計劃已授出、已行使、已註銷或已失效的購股權，於本報告日期亦無尚未行使的購股權。於二零二四年一月一日及二零二四年六月三十日，根據計劃授權可供授出的購股權數目均為100,000,000份。

### 購買、出售或贖回本公司上市證券

本公司或其任何附屬公司概無於截至二零二四年六月三十日止六個月及直至本報告日期止購回、出售或贖買本公司任何上市股份。

### 企業管治

本公司致力維持高水平企業管治，制定良好企業管治常規以提高營運的問責性及透明度，並不時加強內部監控系統，以符合本公司股東的期望。

於截至二零二四年六月三十日止六個月及直至本報告日期止，本公司已採納並遵守上市規則附錄C1所載企業管治守則的所有適用守則條文。

### 董事進行證券交易的標準守則

本公司已採納上市規則附錄C3所列載的標準守則作為其自身規管董事進行證券交易的行為守則。經本公司向董事作出具體查詢後，全體董事均已確認，彼等於截至二零二四年六月三十日止六個月及直至本報告日期止已遵守標準守則所規定的準則。

## OTHER INFORMATION 其他資料

### CHANGES TO INFORMATION IN RESPECT OF DIRECTORS AND CHIEF EXECUTIVE

Pursuant to Rule 13.51B(1) of the Listing Rules, the changes in the information of Directors and the chief executive of the Company since the Company's last published annual report and up to the date of this interim report are set out below:

- Ms. Chan Yuen Sau Kelly was appointed as a non-official member of Hong Kong Housing Authority and a non-official member of Town Planning Board, respectively, with effect from 1 April 2024.
- Mr. Gao Wei was appointed as an independent non-executive director of AK Medical Holdings Limited (stock code: 1789.HK) with effect from 18 June 2024.

### REVIEW OF UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The Group's unaudited interim condensed consolidated financial statements for the six months ended 30 June 2024 had been reviewed by the Audit Committee of the Company, which was of the opinion that the preparation of such unaudited interim condensed consolidated financial statements complied with the applicable accounting standards and requirements and that adequate disclosures were made. In addition, the Group's unaudited interim condensed consolidated financial statements for the six months ended 30 June 2024 had been reviewed by SHINEWING (HK) CPA Limited, the auditor of the Company, in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Hong Kong Institute of Certified Public Accountants.

On behalf of the Board

**Best Mart 360 Holdings Limited**  
**Li Guanpeng**  
*Chairman*

Hong Kong, 27 August 2024

### 有關董事及最高行政人員的資料變更

根據上市規則第13.51B(1)條，董事及本公司最高行政人員自本公司上次刊發年報起至本中期報告日期的資料變更載列如下：

- 陳遠秀女士分別獲委任為香港房屋委員會非官方委員及城市規劃委員會非官方委員，由二零二四年四月一日起生效。
- 高偉先生獲委任為愛康醫療控股有限公司（股份代號：1789.HK）的獨立非執行董事，自二零二四年六月十八日起生效。

### 審閱未經審核中期簡明綜合財務報表

本集團截至二零二四年六月三十日止六個月的未經審核中期簡明綜合財務報表已經由本公司審核委員會審閱，審核委員會認為有關未經審核中期簡明綜合財務報表乃遵照適用會計準則及規定編製，並已作出充分披露。此外，本集團截至二零二四年六月三十日止六個月的未經審核中期簡明綜合財務報表已經由本公司核數師信永中和(香港)會計師事務所有限公司按照香港會計師公會頒佈的香港審閱委聘準則第2410號「實體的獨立核數師對中期財務資料的審閱」進行審閱。

代表董事會

**優品360控股有限公司**  
**主席**  
**李關鵬**

香港，二零二四年八月二十七日

# REPORT ON REVIEW OF INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION 中期簡明綜合財務資料審閱報告



SHINEWING (HK) CPA Limited  
17/F., Chubb Tower, Windsor House  
311 Gloucester Road, Causeway Bay, Hong Kong

信永中和(香港)會計師事務所有限公司  
香港銅鑼灣告士打道311號  
皇室大廈安達人壽大樓17樓

To the Board of Directors of  
**Best Mart 360 Holdings Limited**  
*(incorporated in the Cayman Islands with limited liability)*

致優品360控股有限公司董事會  
*(於開曼群島註冊成立的有限公司)*

## INTRODUCTION

We have reviewed the interim condensed consolidated financial information set out on pages 25 to 52, which comprise the condensed consolidated statement of financial position of Best Mart 360 Holdings Limited (the “**Company**”) and its subsidiaries as of 30 June 2024 and the related condensed consolidated statement of profit or loss and other comprehensive income, condensed consolidated statement of changes in equity and condensed consolidated statement of cash flows for the six-month period then ended, and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 (“**HKAS 34**”) “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public Accountants (the “**HKICPA**”). The directors of the Company are responsible for the preparation and presentation of these interim condensed consolidated financial information in accordance with HKAS 34. Our responsibility is to express a conclusion on these interim condensed consolidated financial statements based on our review, and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

## SCOPE OF REVIEW

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

## 緒言

我們已審閱第25頁至第52頁所載的優品360控股有限公司(「**貴公司**」)及其附屬公司的中期簡明綜合財務資料，包括於二零二四年六月三十日的簡明綜合財務狀況表及截至該日止六個月期間的相關簡明綜合損益及其他全面收益表、簡明綜合權益變動表及簡明綜合現金流量表，及其他說明附註。根據香港聯合交易所有限公司證券上市規則規定，中期財務資料報告須遵照當中相關條文及香港會計師公會(「**香港會計師公會**」)頒佈的香港會計準則第34號(「**香港會計準則第34號**」)「中期財務報告」編製。貴公司董事須負責依照香港會計準則第34號編製並呈列該等中期簡明綜合財務資料。我們的責任是根據我們的審閱，對該等中期簡明綜合財務報表作出結論，並按照我們同意的應聘條款，僅向閣下(作為整體)報告我們的結論，除此之外本報告別無其他目的。我們不會就本報告的內容對任何其他人士負責或承擔責任。

## 審閱範圍

我們已根據香港會計師公會頒佈的香港審閱委聘準則第2410號「實體的獨立核數師對中期財務資料的審閱」進行審閱。審閱中期財務資料包括主要向負責財務及會計事務的人員作出詢問，以及採用分析性及其他審閱程序。審閱範圍遠小於根據香港審計準則進行審計的範圍，故我們無法保證我們會注意到所有在審計過程中可能發現的重大事項。因此，我們不會發表審計意見。



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# REPORT ON REVIEW OF INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION 中期簡明綜合財務資料審閱報告

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## CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the interim condensed consolidated financial information are not prepared, in all material respects, in accordance with HKAS 34.

### **SHINEWING (HK) CPA Limited**

*Certified Public Accountants*

### **Cheung Wang Kei**

Practising Certificate Number: P07788

Hong Kong

27 August 2024

## 結論

根據我們的審閱結果，我們並無發現任何事項，令我們相信中期簡明綜合財務資料在各重大方面未有依照香港會計準則第34號編製。

信永中和(香港)會計師事務所有限公司

執業會計師

**張宏基**

執業證書編號：P07788

香港

二零二四年八月二十七日

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

## 簡明綜合損益及其他全面收益表

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

		Notes 附註	Six months ended 30 June 2024 截至二零二四年 六月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Revenue	收入	6	1,393,691	1,237,781
Cost of sales	銷售成本		(885,753)	(791,516)
Gross profit	毛利		507,938	446,265
Other income and other gains, net	其他收入及其他收益淨額	7	3,687	3,151
Selling and distribution expenses	銷售及分銷開支		(312,745)	(276,573)
Administrative and other expenses	行政及其他開支		(42,432)	(34,875)
Operating profit	經營溢利		156,448	137,968
Finance costs	融資成本	8	(8,936)	(4,905)
Profit before income tax	除所得稅前溢利	9	147,512	133,063
Income tax expenses	所得稅開支	10	(24,945)	(22,427)
Profit for the period attributable to owners of the Company	本公司擁有人應佔期內溢利		122,567	110,636
Earnings per share attributable to owners of the Company during the period:	期內本公司擁有人應佔每股盈利：			
– Basic and diluted (HK cents)	– 基本及攤薄(港仙)	12	12.3	11.1

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

## 簡明綜合損益及其他全面收益表

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

		Six months ended 30 June 2024 截至二零二四年 六月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
<b>Profit for the period</b>	期內溢利	<b>122,567</b>	110,636
<b>Other comprehensive income (expense)</b>	其他全面收益(開支)		
Item that may be reclassified subsequently to profit or loss:	其後可能重新分類至損益的項目：		
Exchange differences on translation of overseas operations	對海外業務進行換算時所產生的匯兌差額	<b>674</b>	(16)
<b>Other comprehensive income (expense) for the period, net of tax</b>	期內其他全面收益(開支)，扣除稅項	<b>674</b>	(16)
<b>Total comprehensive income for the period</b>	期內全面收益總額	<b>123,241</b>	110,620
<b>Total comprehensive income for the period attributable to:</b>	以下各方應佔期內全面收益總額：		
Owners of the Company	本公司擁有人	<b>123,241</b>	110,620

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## 簡明綜合財務狀況表

AS AT 30 JUNE 2024 於二零二四年六月三十日

			30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>ASSETS AND LIABILITIES</b>	<b>資產與負債</b>			
<b>Non-current assets</b>	<b>非流動資產</b>			
Property, plant and equipment	物業、廠房及設備	13	462,364	446,843
Deposits	按金	15	41,546	35,500
Deposits paid for purchase of property, plant and equipment	購入物業、廠房及設備的已付按金	15	1,631	285
Deferred tax assets	遞延稅項資產		3,632	2,526
			<b>509,173</b>	485,154
<b>Current assets</b>	<b>流動資產</b>			
Inventories	存貨		246,468	276,691
Trade receivables	貿易應收款項	14	15,604	16,149
Deposits, prepayments and other receivables	按金、預付款項及其他應收款項	15	72,856	74,578
Cash and bank balances	現金及銀行結餘	16	183,930	130,712
			<b>518,858</b>	498,130
<b>Total assets</b>	<b>總資產</b>		<b>1,028,031</b>	983,284
<b>Current liabilities</b>	<b>流動負債</b>			
Trade payables	貿易應付款項	17	84,577	88,496
Accruals and other payables	應計費用及其他應付款項	17	53,605	60,301
Bank borrowing	銀行借款	18	75,009	76,756
Lease liabilities	租賃負債		151,440	143,015
Dividend payable	應付股息		2	306
Income tax payable	應付所得稅		22,250	50,044
			<b>386,883</b>	418,918
<b>Net current assets</b>	<b>流動資產淨值</b>		<b>131,975</b>	79,212
<b>Total assets less current liabilities</b>	<b>總資產減流動負債</b>		<b>641,148</b>	564,366

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### 簡明綜合財務狀況表

AS AT 30 JUNE 2024 於二零二四年六月三十日

		Notes 附註	30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Non-current liabilities</b>	<b>非流動負債</b>			
Accruals and other payables	應計費用及其他應付款項	17	3,168	2,805
Lease liabilities	租賃負債		118,366	105,188
			<b>121,534</b>	107,993
<b>Net assets</b>	<b>資產淨值</b>		<b>519,614</b>	456,373
<b>EQUITY</b>	<b>權益</b>			
<b>Equity attributable to the owners of the Company</b>	<b>本公司擁有人應佔權益</b>			
Share capital	股本	19	10,000	10,000
Reserves	儲備		509,614	446,373
<b>Total equity</b>	<b>總權益</b>		<b>519,614</b>	456,373

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

## 簡明綜合權益變動表

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

		Share capital 股本 HK\$'000 千港元 (Note 19) (附註19)	Share premium 股份溢價 HK\$'000 千港元	Other reserve 其他儲備 HK\$'000 千港元	Foreign Exchange reserve 外匯儲備 HK\$'000 千港元	Retained Earnings 保留盈利 HK\$'000 千港元	Total 總計 HK\$'000 千港元
Balance at 1 April 2023 (audited)	於二零二三年四月一日的結餘 (經審核)	10,000	329,284	(122,614)	(220)	262,262	478,712
Profit for the period	期內溢利	-	-	-	-	110,636	110,636
Other comprehensive expense	其他全面開支	-	-	-	(16)	-	(16)
Total comprehensive (expense) income for the period	期內全面(開支)收益總額	-	-	-	(16)	110,636	110,620
Dividend (Note 11)	股息(附註11)	-	-	-	-	(110,000)	(110,000)
Balance at 30 September 2023 (unaudited)	於二零二三年九月三十日的結餘 (未經審核)	10,000	329,284	(122,614)	(236)	262,898	479,332
Balance at 1 January 2024 (audited)	於二零二四年一月一日的結餘 (經審核)	10,000	329,284	(122,614)	(894)	240,597	456,373
Profit for the period	期內溢利	-	-	-	-	122,567	122,567
Other comprehensive income	其他全面收益	-	-	-	674	-	674
Total comprehensive income for the period	期內全面收益總額	-	-	-	674	122,567	123,241
Dividend (Note 11)	股息(附註11)	-	-	-	-	(60,000)	(60,000)
Balance at 30 June 2024 (unaudited)	於二零二四年六月三十日的結餘 (未經審核)	10,000	329,284	(122,614)	(220)	303,164	519,614

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

### 簡明綜合現金流量表

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

		Six months ended 30 June 2024 截至二零二四年 六月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>經營業務的現金流量</b>		
Cash generated from operations	經營所得現金	278,444	225,090
Income tax paid	已付所得稅	(53,845)	(6,227)
<b>NET CASH GENERATED FROM OPERATING ACTIVITIES</b>	<b>經營業務所得現金淨額</b>	<b>224,599</b>	218,863
<b>INVESTING ACTIVITIES</b>	<b>投資業務</b>		
Purchase of property, plant and equipment	購入物業、廠房及設備	(9,516)	(14,845)
Bank interest received	已收銀行利息	3,254	3,502
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>投資業務所用現金淨額</b>	<b>(6,262)</b>	(11,343)
<b>FINANCING ACTIVITIES</b>	<b>融資業務</b>		
Repayments of bank borrowing	償還銀行借款	(1,747)	(1,730)
Repayment of principal portion of the lease liabilities	償還租賃負債的本金部分	(94,283)	(91,352)
Interest paid	已付利息	(8,936)	(4,905)
Dividend paid	已付股息	(60,304)	-
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<b>融資業務所用現金淨額</b>	<b>(165,270)</b>	(97,987)
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>現金及現金等值項目增加淨額</b>	<b>53,067</b>	109,533
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD</b>	<b>期初現金及現金等值項目</b>	<b>130,712</b>	146,047
Effect of foreign exchange rate changes	外匯匯率變動影響	151	(19)
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>期末現金及現金等值項目</b>	<b>183,930</b>	255,561

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 1. GENERAL

Best Mart 360 Holdings Limited (the “**Company**”) was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law, Cap. 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands on 24 January 2018. The address of the Company’s registered office is Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands and its principal place of business in Hong Kong is 11th Floor, C-Bons International Center, No. 108 Wai Yip Street, Kowloon, Hong Kong.

The Company is an investment holding company and its subsidiaries (collectively referred to as the “**Group**”) are principally engaged in retailing of food and beverage, household and personal care products under the “Best Mart 360° (優品360°)” and “FoodVille” branded stores in the Hong Kong Special Administrative Region (“**Hong Kong**”), the Macau Special Administrative Region (“**Macau**”) and the Mainland of the People’s Republic of China (the “**PRC**”) and wholesaling in Hong Kong.

### 2. BASIS OF PREPARATION

These unaudited interim condensed consolidated financial statements have been prepared in accordance with Hong Kong Accounting Standard 34 (“**HKAS 34**”), issued by the Hong Kong Institute of Certified Public Accountants (“**HKICPA**”) and the applicable disclosure provisions of Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”). These unaudited interim condensed consolidated financial statements were authorised for issue on 27 August 2024, and should be read in conjunction with the Group’s annual financial statements for the nine months ended 31 December 2023.

### 1. 一般事項

優品360控股有限公司(「**本公司**」)於二零一八年一月二十四日根據開曼群島法律第22章《公司法》(一九六一年第3號法律，經綜合及修訂)在開曼群島註冊成立為獲豁免有限公司。本公司的註冊辦事處地址為Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands，而其於香港的主要營業地點為香港九龍偉業街108號絲寶國際大廈11樓。

本公司為一間投資控股公司，及其附屬公司(統稱「**本集團**」)的主要業務為在中華人民共和國(「**中國**」)香港特別行政區(「**香港**」)、澳門特別行政區(「**澳門**」)及中國內地的「優品360°」及「FoodVille」品牌店舖進行食品及飲品、家居及個人護理產品零售及在香港進行批發。

### 2. 編製基準

該等未經審核中期簡明綜合財務報表已按照香港會計師公會(「**香港會計師公會**」)頒佈的香港會計準則第34號(「**香港會計準則第34號**」)及香港聯合交易所有限公司證券上市規則(「**上市規則**」)的適用披露條文編製。該等未經審核中期簡明綜合財務報表於二零二四年八月二十七日獲授權刊發，並應與本集團截至二零二三年十二月三十一日止九個月的年度財務報表一併閱讀。



# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 2. BASIS OF PREPARATION (Cont'd)

Following the change of the Company's financial year end date from 31 March to 31 December according to the Board's announcement on 5 September 2023, the current financial period covers a six-month period from 1 January 2024 to 30 June 2024 while the comparison period covers a six-month period from 1 April 2023 to 30 September 2023. As a result, the comparative figures may not be fully comparable with the figures shown for the period.

The preparation of these unaudited interim condensed consolidated financial statements in compliance with HKAS 34 requires the use of certain judgements, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expenses on a year-to-date basis. Actual results may differ from these estimates. The areas where significant judgements and estimates have been made in preparing financial statements and their effects are disclosed in note 4.

These unaudited interim condensed consolidated financial statements are presented in Hong Kong Dollars ("HK\$"), unless otherwise stated. These unaudited interim condensed consolidated financial statements contain condensed consolidated financial statements and selected explanatory notes. The notes include an explanation of events and transactions that are significant to an understanding of the changes in financial position and performance of the Group since the 2023 annual financial statements. These unaudited interim condensed consolidated financial statements and notes do not include all of the information required for a complete set of financial statements prepared in accordance with Hong Kong Financial Reporting Standards (the "HKFRSs") and should be read in conjunction with the 2023 consolidated financial statements.

### 2. 編製基準(續)

根據董事會於二零二三年九月五日的公告，本公司財政年度結算日期由三月三十一日變更為十二月三十一日後，本財政期間涵蓋二零二四年一月一日至二零二四年六月三十日六個月期間，而比較期間涵蓋二零二三年四月一日至二零二三年九月三十日六個月期間。因此，該等比較數字與本期間的數字未必完全具有可比性。

編製該等符合香港會計準則第34號的未經審核中期簡明綜合財務報表，需要運用若干判斷、估計及假設，其將影響政策應用及自年初至今的資產與負債、收入及開支的呈報金額。實際結果可能與該等估計有所不同。編製財務報表時已作出重大判斷及估計的範疇及其影響披露於附註4。

除另有指明者外，該等未經審核中期簡明綜合財務報表乃按港元(「港元」)呈列。該等未經審核中期簡明綜合財務報表載有簡明綜合財務報表及選定說明附註。該等附註包括對理解本集團自二零二三年年度財務報表刊發以來的財務狀況及業績變動而言屬重要的事件及交易說明。該等未經審核中期簡明綜合財務報表及附註並不包括根據香港財務報告準則(「香港財務報告準則」)編製的整套財務報表要求的全部資料，並應與二零二三年綜合財務報表一併閱讀。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 3. MATERIAL ACCOUNTING POLICY INFORMATION

The accounting policies applied are consistent with those of the annual financial statements for the period ended 31 December 2023, as described in those annual financial statements. In the current accounting period, the Group has applied, for the first time, the following amendments to HKFRSs, issued by the HKICPA which are effective for the Group's financial year beginning 1 January 2024:

Amendments to HKFRS 16	Lease Liability in a Sale and Leaseback
Amendments to HKAS 1	Classification of Liabilities as Current or Non-current and the related amendments to Hong Kong Interpretation 5(2020) Presentation of Financial Statements – Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause
Amendments to HKAS 1	Non-current Liabilities with Covenants
Amendments to HKAS 7 and HKFRS 7	Supplier Finance Arrangements

The application of amendments to HKFRSs in the current interim period has had no material impact on the Group's financial performance and positions for the current and prior periods and/or on the disclosures set out in these interim condensed consolidated financial information.

The Group has not early adopted any new and amendments to HKFRSs that has been issued but not yet effective in the current accounting period.

### 3. 重大會計政策資料

所應用的會計政策與截至二零二三年十二月三十一日止期間的年度財務報表所應用者一致，詳情於該等年度財務報表闡述。於本會計期間，本集團已首次應用以下由香港會計師公會頒佈並於本集團自二零二四年一月一日開始的財政年度生效的香港財務報告準則修訂本：

香港財務報告準則第16號修訂本	售後租回的租賃負債
香港會計準則第1號修訂本	將負債分類為流動負債或非流動負債，及香港詮釋第5號(二零二零年)財務報表的呈列 – 借款人對含有按要求償還條款的定期貸款的分類的相關修訂
香港會計準則第1號修訂本	附帶契諾的非流動負債
香港會計準則第7號及香港財務報告準則第7號修訂本	供應商融資安排

於本中期期間應用香港財務報告準則修訂本並無對本集團於本期間及過往期間之財務表現及狀況及／或該等中期簡明綜合財務資料所載列之披露造成重大影響。

本集團並無提早採納任何已頒佈但於本會計期間尚未生效之新訂及經修訂香港財務報告準則。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 4. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

In preparing these unaudited interim condensed consolidated financial statements, the significant judgements made by the management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those applied to the 2023 annual financial statements.

### 5. SEGMENT INFORMATION

During the six months ended 30 June 2024 and 30 September 2023, the Group operated one reportable and operating segment which is the retailing of food and beverage, household and personal care products under the "Best Mart 360° (優品360°)" and "FoodVille" branded stores in Hong Kong, Macau and the PRC and wholesaling in Hong Kong. The Group determines its operating segment based on information reported to executive directors of the Company who are also the chief operating decision-makers that are used to make strategic decisions. Accordingly, the Group does not present separately segment information.

### 4. 關鍵會計判斷及估計不確定因素的主要來源

於編製該等未經審核中期簡明綜合財務報表時，管理層就應用本集團的會計政策所作出的重大判斷以及估計不確定因素的主要來源，均與二零二三年年度財務報表所應用者相同。

### 5. 分部資料

於截至二零二四年六月三十日及二零二三年九月三十日止六個月，本集團有一個可報告經營分部，其為在香港、澳門及中國的「優品360°」及「FoodVille」品牌店舖進行食品和飲品、家居和個人護理產品零售及在香港進行批發的業務。本集團根據向本公司執行董事（亦為主要經營決策者）匯報以便作出策略決定所用的資料來釐定其經營分部。因此，本集團並無獨立呈列分部資料。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 5. SEGMENT INFORMATION (Cont'd)

#### Geographical segments

The Group's geographical segments are based on the locations of the Group's assets. Revenue to external customers disclosed in geographical segments are based on the geographical location of its customers.

The following table presents revenue regarding the Group's geographical segments for the six months ended 30 June 2024 and 30 September 2023 and certain non-current assets information as at 30 June 2024 and 31 December 2023.

### 5. 分部資料(續)

#### 地域分部

本集團的地域分部乃根據本集團資產的位置而設立。在地域分部上披露的外部客戶的收入乃根據客戶的地理位置劃分。

下表顯示截至二零二四年六月三十日及二零二三年九月三十日止六個月本集團地域分部的收入以及於二零二四年六月三十日及二零二三年十二月三十一日若干非流動資產資料。

		Hong Kong 香港 HK\$'000 千港元	Macau 澳門 HK\$'000 千港元	The PRC 中國 HK\$'000 千港元	Total 總計 HK\$'000 千港元
<b>30 June 2024</b> <b>(unaudited)</b>	二零二四年六月三十日 (未經審核)				
Revenue	收入	1,362,267	31,404	20	1,393,691
Non-current assets*	非流動資產*	454,447	9,514	34	463,995
<b>30 September 2023</b> <b>(unaudited)</b>	二零二三年九月三十日 (未經審核)				
Revenue	收入	1,207,336	27,528	2,917	1,237,781
<b>31 December 2023</b> <b>(audited)</b>	二零二三年十二月三十一日 (經審核)				
Non-current assets*	非流動資產*	436,102	9,869	1,157	447,128

\* Excludes financial instruments and deferred tax assets.

\* 不包括金融工具及遞延稅項資產。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 5. SEGMENT INFORMATION (Cont'd)

#### Information about major customers

Since none of the Group's sales to a single customer amounted to 10% or more of the Group's total revenue for the six months ended 30 June 2024 (six months ended 30 September 2023: Nil), no information about major customers in accordance with HKFRS 8 Operating Segments is presented.

### 6. REVENUE

The Group principally engages in retailing of food and beverage, household and personal care products under the "Best Mart 360° (優品360°)" and "FoodVille" branded stores in Hong Kong, Macau and the PRC and wholesaling in Hong Kong. All revenue of the Group is recognised at a point in time.

Revenue from the Group's principal activities during the period is as follows:

### 5. 分部資料(續)

#### 有關主要顧客的資料

由於本集團向單一顧客的銷售概無佔本集團截至二零二四年六月三十日止六個月的收入總額10%或以上(截至二零二三年九月三十日止六個月：無)，故並無按照香港財務報告準則第8號經營分部呈列有關主要顧客的資料。

### 6. 收入

本集團主要從事在香港、澳門及中國的「優品360°」及「FoodVille」品牌店舖進行食品和飲品、家居和個人護理產品零售及在香港進行批發的業務。本集團所有收入均於某個時間點確認。

期內，本集團主要業務的收入如下：

		<b>Six months ended 30 June 2024</b> 截至二零二四年六月三十日止六個月 <b>HK\$'000</b> 千港元 <b>(Unaudited)</b> (未經審核)	Six months ended 30 September 2023 截至二零二三年九月三十日止六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Revenue from	收入來源		
Retail sales	零售	<b>1,378,150</b>	1,227,469
Wholesale	批發	<b>33,540</b>	25,388
Less: Sales discounts	減：銷售折扣	<b>(17,999)</b>	(15,076)
		<b>1,393,691</b>	1,237,781

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 7. OTHER INCOME AND OTHER GAINS, NET

### 7. 其他收入及其他收益淨額

		<b>Six months ended 30 June 2024 截至 二零二四年 六月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)</b>	Six months ended 30 September 2023 截至 二零二三年 九月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Interest income from bank deposits	銀行存款利息收入	<b>3,254</b>	3,502
Gains (losses) on written-off/disposal of property, plant and equipment, net	撇銷／出售物業、廠房及設備的收益(虧損)淨額	<b>248</b>	(712)
Others	其他	<b>185</b>	361
		<b>3,687</b>	3,151

### 8. FINANCE COSTS

### 8. 融資成本

		<b>Six months ended 30 June 2024 截至 二零二四年 六月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)</b>	Six months ended 30 September 2023 截至 二零二三年 九月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Interest expenses on bank borrowing	銀行借款的利息開支	<b>1,188</b>	1,171
Interest expenses on lease liabilities	租賃負債的利息開支	<b>7,748</b>	3,734
		<b>8,936</b>	4,905

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 9. PROFIT BEFORE INCOME TAX

Profit before income tax is arrived at after charging/(crediting):

### 9. 除所得稅前溢利

除所得稅前溢利乃扣除／(計入)下列各項：

		<b>Six months ended 30 June 2024 截至 二零二四年 六月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)</b>	Six months ended 30 September 2023 截至 二零二三年 九月三十日 止六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Directors' emoluments	董事酬金		
Staff costs:	員工成本：	<b>1,026</b>	793
– Wages, salaries and other benefits	– 工資、薪金及其他福利	<b>133,759</b>	108,034
– Contributions to defined contribution pension plans	– 定額供款退休金計劃供款	<b>5,777</b>	4,805
Depreciation of property, plant and equipment	物業、廠房及設備折舊	<b>109,784</b>	105,670
Exchange differences, net	匯兌差額淨額	<b>(1,085)</b>	(956)
Cost of inventories recognised as expenses (excluding written-off of inventories)	確認為開支的存貨成本 (不包括撇銷存貨)	<b>881,834</b>	788,556
Written-off of inventories	撇銷存貨	<b>3,919</b>	2,960
Operating lease payments in respect of retail stores	有關零售店舖的經營租賃款項		
– Short-term lease expenses	– 短期租賃開支	<b>8,242</b>	4,173
– Contingent rents	– 或然租金	<b>10,027</b>	8,783
		<b>18,269</b>	12,956

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 10. INCOME TAX EXPENSES

The income tax expenses in the condensed consolidated statement of profit or loss and other comprehensive income during the period represents:

		Six months ended 30 June 2024 截至 二零二四年 六月三十日 六個月 HK\$'000 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至 二零二三年 九月三十日 六個月 HK\$'000 (Unaudited) (未經審核)
Current income tax	即期所得稅		
– Hong Kong Profits Tax	– 香港利得稅	25,511	22,788
– Macau Complementary Income Tax (“MCIT”)	– 澳門所得補充稅(「澳門所得補充稅」)	540	202
		<b>26,051</b>	22,990
Deferred income tax	遞延所得稅	<b>(1,106)</b>	(563)
Income tax expenses	所得稅開支	<b>24,945</b>	22,427

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law of Cayman Islands and accordingly, is not subject to income tax in the Cayman Islands.

During the six months ended 30 June 2024 and 30 September 2023, under the two-tiered profits tax rates regime, the first HK\$2 million of estimated assessable profits of the qualifying group entity will be taxed at 8.25%, and profits above HK\$2 million will be taxed at 16.5%. The profits of other group entities incorporated in Hong Kong that do not qualify for the two-tiered profits tax rates regime will continue to be taxed at a flat rate of 16.5%.

MCIT has been provided at the progressive rate on the estimated assessable profits. The maximum tax rate is 12% for the six months ended 30 June 2024 and 30 September 2023.

No provision of the PRC Corporate Income tax (“CIT”) has been made as the Group has no assessable profit for CIT for the six months ended 30 June 2024 and 30 September 2023.

### 10. 所得稅開支

期內簡明綜合損益及其他全面收益表內的所得稅開支為：

	Six months ended 30 June 2024 截至 二零二四年 六月三十日 六個月 HK\$'000 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至 二零二三年 九月三十日 六個月 HK\$'000 (Unaudited) (未經審核)
Current income tax		
– Hong Kong Profits Tax	25,511	22,788
– Macau Complementary Income Tax (“MCIT”)	540	202
	<b>26,051</b>	22,990
Deferred income tax	<b>(1,106)</b>	(563)
Income tax expenses	<b>24,945</b>	22,427

本公司根據開曼群島公司法在開曼群島註冊成立為獲豁免有限公司，並因此毋須繳納開曼群島所得稅。

截至二零二四年六月三十日及二零二三年九月三十日止六個月，在利得稅兩級制制度下，合資格集團實體首2百萬港元的估計應課稅溢利會按8.25%徵稅，超過2百萬港元的溢利則按16.5%徵稅。其他不符合利得稅兩級制制度的在香港註冊成立的集團實體的溢利將繼續按16.5%劃一稅率徵稅。

澳門所得補充稅乃就估計應課稅溢利以累進稅率計提。截至二零二四年六月三十日及二零二三年九月三十日止六個月的稅率上限為12%。

截至二零二四年六月三十日及二零二三年九月三十日止六個月，由於本集團並無錄得就企業所得稅(「企業所得稅」)的應課稅溢利，故並無計提中國企業所得稅。



# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 11. DIVIDENDS

On 28 September 2023, a final dividend of HK11.0 cents per share for the year ended 31 March 2023 was approved by the Company's shareholder ("**2022/2023 Final Dividend**"). The 2022/2023 Final Dividend of HK\$110,000,000 was paid during the period ended 31 December 2023.

On 28 November 2023, the Board has resolved to pay an interim dividend of HK8.0 cents per share, amounting to a total dividend of HK\$80,000,000 ("**2023 Interim Dividend**"), in respect of the six months ended 30 September 2023. The 2023 Interim Dividend of HK\$79,694,000 was paid during the period ended 31 December 2023.

On 24 May 2024, a final dividend of HK6.0 cents per share for the nine months ended 31 December 2023 was approved by the Company's shareholders ("**2023 Final Dividend**"). The 2023 Final Dividend of HK\$59,998,000 was paid during the period ended 30 June 2024.

On 27 August 2024, the Board has resolved to pay an interim dividend of HK11.0 cents per share, amounting to a total dividend of HK\$110,000,000 ("**2024 Interim Dividend**"), in respect of the six months ended 30 June 2024. The 2024 Interim Dividend has not been recognised as a liability in this unaudited interim condensed consolidated financial statements.

### 11. 股息

於二零二三年九月二十八日，截至二零二三年三月三十一日止年度的末期股息每股11.0港仙(「二零二二／二零二三年末期股息」)獲本公司股東批准。二零二二／二零二三年末期股息110,000,000港元已於截至二零二三年十二月三十一日止期間派付。

於二零二三年十一月二十八日，董事會議決就截至二零二三年九月三十日止六個月派付中期股息每股8.0港仙，股息總額為80,000,000港元(「二零二三年中期股息」)。二零二三年中期股息79,694,000港元已於截至二零二三年十二月三十一日止期間派付。

於二零二四年五月二十四日，截至二零二三年十二月三十一日止九個月的末期股息每股6.0港仙(「二零二三年末期股息」)獲本公司股東批准。二零二三年末期股息59,998,000港元已於截至二零二四年六月三十日止期間派付。

於二零二四年八月二十七日，董事會議決就截至二零二四年六月三十日止六個月派付中期股息每股11.0港仙，股息總額為110,000,000港元(「二零二四年中期股息」)。二零二四年中期股息並無於本未經審核中期簡明綜合財務報表中確認為負債。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 12. EARNINGS PER SHARE

The basic earnings per share attributable to owners of the Company for the period is calculated based on the profit attributable to owners of the Company of approximately HK\$122,567,000 (six months ended 30 September 2023: approximately HK\$110,636,000) and the weighted average number of ordinary shares of 1,000,000,000 (six months ended 30 September 2023: 1,000,000,000 shares) in issue. The Company did not have any potential dilutive shares for the six months ended 30 June 2024 and 30 September 2023. Accordingly, the diluted earnings per share are the same as the basic earnings per share.

### 13. PROPERTY, PLANT AND EQUIPMENT

During the six months ended 30 June 2024, the Group incurred capital expenditures of approximately HK\$5,676,000 (six months ended 30 September 2023: HK\$10,034,000) in leasehold improvements, approximately HK\$1,451,000 (six months ended 30 September 2023: HK\$2,527,000) in office equipment and approximately HK\$1,043,000 (six months ended 30 September 2023: HK\$2,331,000) in furniture and fixtures.

As at 30 June 2024, right-of-use assets of approximately HK\$259,046,000 (31 December 2023: HK\$236,856,000) were included in the carrying amount of property, plant and equipment.

In addition, the Group has entered into several leases for retail stores in Hong Kong and Macau during the six months ended 30 June 2024. Right-of-use assets amounted to approximately HK\$118,362,000 (six months ended 30 September 2023: HK\$110,372,000) has been recognised for the current period.

### 12. 每股盈利

期內本公司擁有人應佔每股基本盈利乃按本公司擁有人應佔溢利約122,567,000港元(截至二零二三年九月三十日止六個月:約110,636,000港元)以及已發行普通股加權平均數1,000,000,000股(截至二零二三年九月三十日止六個月:1,000,000,000股股份)計算。本公司於截至二零二四年六月三十日及二零二三年九月三十日止六個月並無任何潛在可攤薄股份。因此,每股攤薄盈利與每股基本盈利相同。

### 13. 物業、廠房及設備

截至二零二四年六月三十日止六個月內,本集團就租賃物業裝修錄得資本開支約5,676,000港元(截至二零二三年九月三十日止六個月:10,034,000港元)、就辦公室設備錄得資本開支約1,451,000港元(截至二零二三年九月三十日止六個月:2,527,000港元)及就家具及固定裝置錄得資本開支約1,043,000港元(截至二零二三年九月三十日止六個月:2,331,000港元)。

於二零二四年六月三十日,使用權資產約259,046,000港元(二零二三年十二月三十一日:236,856,000港元)乃計入物業、廠房及設備的賬面值。

此外,本集團於截至二零二四年六月三十日止六個月在香港及澳門訂立了多份零售店舖租約。於本期間確認使用權資產約118,362,000港元(截至二零二三年九月三十日止六個月:110,372,000港元)。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 14. TRADE RECEIVABLES

### 14. 貿易應收款項

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
Trade receivables	貿易應收款項	15,604	16,149

As at 30 June 2024, the gross amount of trade receivables arising from contracts with customers amounted to approximately HK\$15,604,000 (31 December 2023: HK\$16,149,000).

Trade receivables mainly represented the outstanding amounts receivable by the Group from Octopus Cards Limited and credit card companies. The settlement terms with credit card companies and octopus card sales are usually within two business days after the date on which the sales are made. No credit term has been granted to any customers of the retail stores.

於二零二四年六月三十日，因與客戶合約產生之貿易應收款項總額約為15,604,000港元(二零二三年十二月三十一日：16,149,000港元)。

貿易應收款項主要為本集團應收八達通卡有限公司及各信用卡公司的未收款項。信用卡公司及八達通卡銷售的結算期通常為作出銷售當日後兩個營業日內。概無向零售店舖的任何顧客授予信貸期。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 14. TRADE RECEIVABLES (Cont'd)

The Group allows an average credit period of 30 days to its wholesale customers with trading history, or otherwise sales on cash terms are required.

Included in the trade receivables are amounts due from the Group's related parties of approximately HK\$75,000 (31 December 2023: HK\$49,000), which is repayable on credit terms similar to the wholesale customers of the Group.

The ageing analysis of the Group's trade receivables based on invoice date is as follows:

### 14. 貿易應收款項(續)

本集團給予其曾有交易記錄批發客戶的平均信貸期為30天，否則銷售須以現金進行。

貿易應收款項包括應收本集團關聯方款項約75,000港元(二零二三年十二月三十一日：49,000港元)，該款項應按與本集團批發客戶相若的信貸期償還。

本集團的貿易應收款項基於發票日期計算的賬齡分析如下：

		<b>30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)</b>	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
0-30 days	0至30日	<b>14,913</b>	15,255
31-60 days	31至60日	<b>521</b>	759
61-90 days	61至90日	<b>147</b>	70
Over 90 days	超過90日	<b>23</b>	65
		<b>15,604</b>	16,149

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 15. DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES

### 15. 按金、預付款項及其他應收款項

		<b>30 June 2024</b> 二零二四年 六月三十日 <b>HK\$'000</b> 千港元 <b>(Unaudited)</b> (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Non-current:</b>	<b>非流動：</b>		
Deposits	按金	<b>41,546</b>	35,500
Deposits paid for purchase of property, plant and equipment	購入物業、廠房及設備的已付按金	<b>1,631</b>	285
		<b>43,177</b>	35,785
<b>Current:</b>	<b>流動：</b>		
Prepayments	預付款項	<b>31,273</b>	32,322
Deposits	按金	<b>33,727</b>	34,439
Other receivables	其他應收款項	<b>7,856</b>	7,817
		<b>72,856</b>	74,578

The Group's deposits and other receivables were neither past due nor impaired as at 30 June 2024 and 31 December 2023.

於二零二四年六月三十日及二零二三年十二月三十一日，本集團的按金及其他應收款項既未逾期亦無減值。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 16. CASH AND BANK BALANCES

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
Cash at banks	銀行現金	177,207	123,519
Cash in hand	手頭現金	6,723	7,193
		<b>183,930</b>	130,712

### 16. 現金及銀行結餘

### 17. TRADE PAYABLES AND ACCRUALS, AND OTHER PAYABLES

#### (a) Trade payables

The ageing analysis of the Group's trade payables based on invoice date is as follows:

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
0-30 days	0至30日	70,947	72,729
31-60 days	31至60日	13,171	15,403
61-90 days	61至90日	193	200
Over 90 days	超過90日	266	164
		<b>84,577</b>	88,496

Included in the trade payables are of approximately HK\$1,576,000 (31 December 2023: HK\$444,000) due to related parties which are repayable within 90 days, which represents credit terms similar to those offered by the related parties to their major customers.

### 17. 貿易應付款項以及應計費用及其他應付款項

#### (a) 貿易應付款項

本集團的貿易應付款項基於發票日期計算的賬齡分析如下：

貿易應付款項包括應付關聯方的約1,576,000港元(二零二三年十二月三十一日：444,000港元)，須於90日內償還，與關聯方向其主要客戶提供的信貸期相若。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 17. TRADE PAYABLES AND ACCRUALS, AND OTHER PAYABLES (Cont'd)

#### (b) Accruals and other payables

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Current:</b>	<b>流動：</b>		
Accruals for employee benefit expenses	應計僱員福利開支	33,232	37,439
Accruals for rental expenses	應計租金開支	4,369	6,003
Accruals for logistic expenses	應計物流開支	5,983	7,151
Contract liabilities in relation to cash coupon (Note (c))	涉及現金券的合約負債 (附註(c))	415	650
Contract liabilities in relation to customer loyalty programme (Note (c))	涉及顧客忠誠計劃的合約 負債(附註(c))	1,410	-
Provision for reinstatement costs	修復成本撥備	2,042	2,111
Receipt in advance	預收款項	212	139
Accruals for operating expenses and other payables	應計經營開支及其他 應付款項	5,942	6,808
		<b>53,605</b>	<b>60,301</b>
<b>Non-current:</b>	<b>非流動：</b>		
Provision for reinstatement costs	修復成本撥備	3,168	2,805

#### (c) Contract liabilities

The contract liabilities represented the aggregate amount of the transaction price allocated to the performance obligations that are unsatisfied as of the period end date. The Group expects the transaction price allocated to the unsatisfied performance obligations will be recognised as revenue when the award points in relation to customer loyalty programme and the cash coupons are redeemed. Approximately HK\$650,000 of the contract liabilities as of 31 December 2023 has been recognised as revenue due to the redemption of the cash coupon in purchase by customers during the six months ended 30 June 2024.

### 17. 貿易應付款項以及應計費用及其他應付款項(續)

#### (b) 應計費用及其他應付款項

#### (c) 合約負債

合約負債指分配至各項於期末日期未達成的履約責任的交易價格總額。本集團預期，分配至該等未達成履約責任的交易價格將於顧客忠誠計劃的獎賞積分及現金券獲兌換時確認為收入。截至二零二三年十二月三十一日的合約負債約650,000港元已基於顧客購物時兌換現金券而於截至二零二四年六月三十日止六個月確認為收入。

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 18. BANK BORROWING

### 18. 銀行借款

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Current:</b>	<b>即期：</b>		
Secured interest-bearing bank borrowing not repayable within one year from the end of the reporting period but contain a repayment on demand clause	有抵押計息銀行借款並非自報告期末一年內須予償還而是具有按要求即時償還條款	<b>75,009</b>	76,756

Bank borrowing bears interest at floating interest rates. The effective interest rate of bank borrowing is HIBOR plus 1.3% or prime rate minus 3%, whichever is lower, per annum for the period ended 30 June 2024 and 31 December 2023.

銀行借款按浮動利率計息。截至二零二四年六月三十日及二零二三年十二月三十一日止期間，銀行借款的實際年利率為香港銀行同業拆息加1.3%或最優惠利率減3%（取較低者）。

As at 30 June 2024 and 31 December 2023, the bank borrowing and other banking facilities of the Group are secured by:

於二零二四年六月三十日及二零二三年十二月三十一日，本集團銀行借款及其他銀行融資以下列項目作抵押：

- (i) the corporate guarantee provided by the Company and a subsidiary; and
- (ii) the office premises of the Group with carrying amount of approximately HK\$160,119,000 (31 December 2023: approximately HK\$162,615,000).

- (i) 本公司及附屬公司提供的企業擔保；及
- (ii) 賬面值為約160,119,000港元（二零二三年十二月三十一日：約162,615,000港元）的本集團辦公室物業。



# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 19. SHARE CAPITAL

### 19. 股本

		Number 數目	Amount 金額 HK\$'000 千港元
Authorised:	法定：		
At 31 December 2023, 1 January 2024 and 30 June 2024	於二零二三年十二月三十一日、 二零二四年一月一日及 二零二四年六月三十日	10,000,000,000	100,000
Issued and fully paid:	已發行及繳足：		
Ordinary shares of HK\$0.01 each At 31 December 2023, 1 January 2024 and 30 June 2024	每股面值0.01港元的普通股 於二零二三年十二月三十一日、 二零二四年一月一日及 二零二四年六月三十日	1,000,000,000	10,000

### 20. COMMITMENTS

### 20. 承擔

#### Capital commitments

#### 資本承擔

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
Commitments for acquisition of property, plant and equipment contracted but not provided for	收購物業、廠房及設備已訂約 但未撥備的承擔	2,686	71

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 21. RELATED PARTY TRANSACTIONS

#### (a) Related party transactions

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

Name of related parties 關連方名稱／姓名	Nature of transaction 交易性質	Six months ended 30 June 2024 截至二零二四年 六月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Smart Essence Development Limited (Note (i)) 逸俊發展有限公司(附註(i))	Lease payments 租賃款項	464	447
Glorious Supreme Limited (Note (ii)) 輝萃有限公司(附註(ii))	Lease payments 租賃款項	356	—
King Worldwide Holdings Limited (Note (ii)) 景灝集團有限公司(附註(ii))	Lease payments 租賃款項	321	—
Mr. Lin Hiu San Burton (Note (iii)) 林曉新先生(附註(iii))	Lease payments 租賃款項	104	—
China Merchants Food (China) Company Limited (Note (iv)) 招商局食品(中國)有限公司(附註(iv))	Purchase 購買	7,983	—
Hai Luen Trading Company (Hong Kong) Limited (Note (iv)) 海聯供應有限公司(附註(iv))	Purchase 購買	2,482	1,317
China Merchants Food (Hong Kong) Company Limited (Note (iv)) 招商局食品(香港)有限公司(附註(iv))	Sales 銷售	152	—

### 21. 關連方交易

#### (a) 關連方交易

除該等中期簡明綜合財務報表其他章節所披露者外，期內本集團與關連方有下列重大交易：

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 21. RELATED PARTY TRANSACTIONS (Cont'd)

### 21. 關連方交易(續)

Name of related parties 關連方名稱／姓名	Nature of transaction 交易性質	Six months ended 30 June 2024 截至二零二四年 六月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
China Merchants Hoi Tung Trading Company Limited (Note (v)) 招商局海通貿易有限公司(附註(v))	Sales 銷售	45	-
China Merchants Property Management (Hong Kong) Limited (Note (v)) 招商局物業管理(香港)有限公司(附註(v))	Sales 銷售	6	-
CM Houlder Insurance Brokers Limited (Note (v)) 招商海達保險顧問有限公司(附註(v))	Insurance expense 保險開支	56	-
Sinotrans (HK) Shipping Limited (Note (v)) 中國外運(香港)船務有限公司(附註(v))	Freight charge 運費	23	-
Sinotrans (HK) Supply Chain Limited (Note (v)) 中國外運(香港)供應鏈有限公司(附註(v))	Freight charge 運費	13	-
		<b>12,005</b>	1,764

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 21. RELATED PARTY TRANSACTIONS (Cont'd)

Notes:

- (i) Mr. Lin Tsz Fung, one of the directors of the Company, has significant influence over Smart Essence Development Limited.
- (ii) Glorious Supreme Limited and King Worldwide Holdings Limited are wholly-owned by Mr. Lin Tsz Fung, one of the directors of the Company.
- (iii) Mr. Lin Hiu San Burton is the son of Mr. Lin Tsz Fung, one of the directors of the Company.
- (iv) China Merchants Food (China) Company Limited, Hai Luen Trading Company (Hong Kong) Limited and China Merchants Food (Hong Kong) Limited are controlled by China Merchants Hoi Tung Trading Company Limited, the substantial shareholder of the Company.
- (v) China Merchants Hoi Tung Trading Company Limited, China Merchants Property Management (Hong Kong) Limited, CM Houlder Insurance Brokers Limited, Sinotrans (HK) Shipping Limited and Sinotrans (HK) Supply Chain Limited are controlled by China Merchants Group Limited, the ultimate controlling shareholder of the Company.

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

Remuneration for key management personnel of the Group, including amounts paid to the directors of the Company, is as follows:

### 21. 關連方交易(續)

附註：

- (i) 本公司董事林子峰先生對逸俊發展有限公司擁有重大影響力。
- (ii) 本公司董事林子峰先生全資擁有輝萃有限公司及景灝集團有限公司。
- (iii) 林曉新先生為本公司董事林子峰先生的兒子。
- (iv) 本公司主要股東招商局海通貿易有限公司控制招商局食品(中國)有限公司、海聯供應有限公司及招商局食品(香港)有限公司。
- (v) 招商局海通貿易有限公司、招商局物業管理(香港)有限公司、招商海達保險顧問有限公司、中國外運(香港)船務有限公司及中國外運(香港)供應鏈有限公司由本公司最終控股股東招商局集團有限公司控制。

#### (b) 主要管理人員薪酬

本集團主要管理人員的薪酬(包括已付本公司董事的金額)如下：

		Six months ended 30 June 2024 截至二零二四年 六月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)	Six months ended 30 September 2023 截至二零二三年 九月三十日止 六個月 HK\$'000 千港元 (Unaudited) (未經審核)
Directors' fees	董事袍金	-	-
Salaries, allowances and benefits in kind	薪金、津貼及實物福利	7,875	5,142
Contributions to defined contribution pension plans	定額供款退休金計劃供款	81	66
		<b>7,956</b>	5,208

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL INFORMATION

## 中期簡明綜合財務資料附註

FOR THE SIX MONTHS ENDED 30 JUNE 2024 截至二零二四年六月三十日止六個月

### 22. SUMMARY OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES BY CATEGORY

### 22. 按類別劃分的金融資產及金融負債概要

		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Financial assets at amortised cost</b>	<b>金融資產(按攤銷成本入賬)</b>		
Trade receivables	貿易應收款項	15,604	16,149
Deposits and other receivables	按金及其他應收款項	83,129	77,756
Cash and bank balances	現金及銀行結餘	183,930	130,712
		<b>282,663</b>	224,617
		30 June 2024 二零二四年 六月三十日 HK\$'000 千港元 (Unaudited) (未經審核)	31 December 2023 二零二三年 十二月三十一日 HK\$'000 千港元 (Audited) (經審核)
<b>Financial liabilities at amortised cost</b>	<b>金融負債(按攤銷成本入賬)</b>		
Trade payables	貿易應付款項	84,577	88,496
Accruals and other payables	應計費用及其他應付款項	49,526	57,401
Bank borrowing	銀行借款	75,009	76,756
Lease liabilities	租賃負債	269,806	248,203
Dividend payable	應付股息	2	306
		<b>478,920</b>	471,162

The directors of the Company consider the carrying value of financial instruments approximates their fair value.

本公司董事認為金融工具的賬面值與其公平值相若。



**Best Mart 360 Holdings Limited**  
**優品360控股有限公司**



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