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# WAI YUEN TONG MEDICINE HOLDINGS LIMITED

# (位元堂藥業控股有限公司\*)

(Incorporated in Bermuda with limited liability)
(Stock Code: 897)

# ANNOUNCEMENT OF INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2012

### **INTERIM RESULTS**

The board of directors (the "Board") of Wai Yuen Tong Medicine Holdings Limited (the "Company") is pleased to announce the unaudited condensed consolidated interim results of the Company and its subsidiaries (the "Group") for the six months ended 30 September 2012, together with the comparative figures for the corresponding period in 2011. These interim condensed consolidated financial statements were not audited, but have been reviewed by the Company's audit committee (the "Audit Committee").

# **CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**For the six months ended 30 September 2012

	For the six mo	onths ended		
	30 September			
	2012	2011		
	(Unaudited)	(Unaudited)		
		(Restated)		
Notes	HK\$'000	HK\$'000		
3	365,742	330,760		
	(205,396)	(179,281)		
	160,346	151,479		
4	16,183	16,817		
	(114,479)	(98,041)		
	(46,526)	(38,932)		
5	(1,251)	(987)		
	(11,174)	(57,649)		
	39,300	16,876		
	661	_		
	_	(95,026)		
	(4,988)	(22,401)		
6	38,072	(127,864)		
7	(4,447)	(4,110)		
	33,625	(131,974)		
	<ul><li>3</li><li>4</li><li>5</li></ul>	30 Septe 2012 (Unaudited)  Notes		

<sup>\*</sup> For identification purpose only

For the six months ended 30 September					
2012	2011				
(Unaudited)	(Unaudited)				
	(Dastated)				

		(Unaudited)	(Unaudited)
	Note	HK\$'000	(Restated) HK\$'000
Other comprehensive income (expense) Exchange differences on translation of foreign			
operations arising during the period Share of other comprehensive (expense) income of		66	726
an associate		(2,723)	8,313
Other comprehensive (expense) income for the period (net of tax)		(2,657)	9,039
Total comprehensive income (expense) for the period		30,968	(122,935)
Profit (loss) for the period attributable to: Owners of the Company		33,683	(132,012)
Non-controlling interests		(58)	38
		33,625	(131,974)
Total comprehensive income (expense) for the period attributable to:			
Owners of the Company		31,022	(123,014)
Non-controlling interests		(54)	79
		30,968	(122,935)
Earnings (loss) per share Basic and diluted (Cents)	8	1.65	(6.48)

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 September 2012

	Notes	30 September 2012 (Unaudited)  HK\$'000	31 March 2012 (Audited) (Restated) HK\$'000
NON-CURRENT ASSETS  Property, plant and equipment Investment properties Goodwill Interests in associates Other intangible assets Loans receivable Deferred tax assets		171,203 343,300 15,335 364,760 630 279,821 3,696	172,554 304,000 15,335 372,471 732 221,341 3,696
CURRENT ASSETS Inventories Trade and other receivables Amounts due from associates Investments held-for-trading Loans receivable Tax recoverable Bank balances and cash	9	160,754 127,754 2,525 46,627 17,569 1,424 145,424	112,760 140,334 2,801 58,094 82,020 3,100 139,387
CURRENT LIABILITIES  Trade and other payables Bank borrowings Deferred franchise income Tax payable	10	119,754 66,034 33 7,458 193,279	90,935 69,008 18 4,950 164,911
NET CURRENT ASSETS  TOTAL ASSETS LESS CURRENT LIABILITIES		1,487,543	373,585 1,463,714

	30 September 2012	31 March 2012
	(Unaudited)	(Audited)
		(Restated)
	HK\$'000	HK\$'000
NON-CURRENT LIABILITIES		
Bank borrowings	63,948	71,112
Deferred tax liabilities	2,695	2,695
	(( ( ) )	72.007
	66,643	73,807
NET ASSETS	1,420,900	1,389,907
CAPITAL AND RESERVES		
Share capital	20,361	20,361
Reserves	1,392,783	1,361,736
Equity attributable to owners of the Company	1,413,144	1,382,097
Non-controlling interests	7,756	7,810
TOTAL EQUITY	1,420,900	1,389,907

#### NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### 1. BASIS OF PREPARATION

The unaudited interim condensed consolidated financial statements have been prepared in accordance with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") and with Hong Kong Accounting Standards ("HKAS") 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA").

#### 2. PRINCIPAL ACCOUNTING POLICIES

The unaudited interim condensed consolidated financial statements have been prepared on the historical cost basis except for investment properties and certain financial instruments, which are measured at fair values.

The accounting policies used in the unaudited interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 March 2012, and in accordance with Hong Kong Financial Reporting Standard ("HKFRSs") (which included all Hong Kong Financial Reporting Standards, HKASs and interpretations) issued by HKICPA.

In the current interim period, the Group has applied, for the first time, the following new and revised standards, amendments and interpretations ("new and revised HKFRSs") issued by HKICPA, which are effective for the Group's financial year beginning on 1 April 2012.

Amendments to HKFRS 1 Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters
Amendments to HKFRS 7 Disclosures — Transfers of Financial Assets
Deferred Tax — Recovery of Underlying Assets

Except as described below, the adoption of the new and revised HKFRSs had no material effect on the unaudited interim condensed consolidated financial statements and there have been no significant changes to the accounting policies applied in the unaudited interim condensed consolidated financial statements.

### Amendments to HKAS 12 Deferred Tax — Recovery of Underlying Assets

Under the amendments to HKAS 12 Deferred Tax — Recovery of Underlying Assets, investment properties that are measured using the fair value model in accordance with HKAS 40 Investment Property are presumed to be recovered through sale for the purposes of measuring deferred taxes, unless the presumption is rebutted in certain circumstances.

The Group measures its investment properties using the fair value model. As a result of the application of the amendments to HKAS 12, the directors of the Company reviewed the Group's investment property portfolios and concluded that the Group's investment properties are not held under a business model whose objective is to consume substantially all of the economic benefits embodies in the investment properties over time, and that the presumption set out in the amendments to HKAS 12 is not rebutted.

As a result of the application of the amendments to HKAS 12, the Group does not recognise any deferred taxes on changes in fair value of the investment properties (which are all located in Hong Kong) as the Group is not subject to any income tax on disposal of its investment properties. Previously, the Group recognised deferred taxes on changes in fair value of investment properties on the basis that the entire carrying amounts of the properties were recovered through use.

The amendments to HKAS 12 have been applied retrospectively, resulting in the Group's deferred tax liabilities being decreased by HK\$20,046,000 as at 31 March 2012 with the corresponding adjustment being recognised in accumulated losses and asset revaluation reserve. In addition, the application of the amendments has resulted in the Group's income tax expense for the six months ended 30 September 2012 and 30 September 2011 being decreased by HK\$6,485,000 and HK\$2,784,000 respectively and hence resulted in the profit for the six months ended 30 September 2012 and the loss for the six months ended 30 September 2011 being increased by HK\$6,485,000 and decreased by HK\$2,784,000 respectively.

### Summary of the effect of the above change in accounting policy

The effect of the change in accounting policy described above on the results for the current and preceding interim periods by line items presented in the condensed consolidated statement of comprehensive income is as follows:

	Six months ended 30 September		
	2012 (Unaudited) <i>HK\$</i> '000	2011 (Unaudited) <i>HK\$</i> '000	
Decrease in income tax expense and increase in profit/decrease in loss for the period	6,485	2,784	

The effect of the change in accounting policy described above on the financial positions of the Group as at the end of the immediately preceding financial year, i.e. 31 March 2012, is as follows:

	As at 31 March 2012 (originally		As at 31 March 2012
	stated) HK\$'000	Adjustment <i>HK\$</i> '000	(Restated) HK\$'000
Deferred tax assets Deferred tax liabilities	3,696 (22,741)	20,046	3,696 (2,695)
Total effects on net assets	(19,045)	20,046	1,001
Asset revaluation reserve Accumulated losses	23,392 (104,383)	4,622 15,424	28,014 (88,959)
Total effect on equity	(80,991)	20,046	(60,945)

The effect of the change in accounting policy described above on the financial positions of the Group as at the beginning of the comparative period, i.e. 1 April 2011, is as follows:

	As at 1 April 2011 (originally		As at 1 April 2011
	stated) HK\$'000	Adjustment <i>HK\$</i> '000	(Restated) <i>HK</i> \$'000
Deferred tax assets Deferred tax liabilities	3,514 (16,533)	13,962	3,514 (2,571)
Total effects on net assets	(13,019)	13,962	943
Asset revaluation reserve Retained profits	23,392 128,004	4,622 9,340	28,014 137,344
Total effect on equity	151,396	13,962	165,358

# Impact on basic and diluted earnings (loss) per share

	Six months ended 30 September		
	2012	2011	
	(Unaudited)	(Unaudited)	
	HK cents	HK cents	
Basic and diluted earnings (loss) per share before adjustments  Adjustments arising from change in accounting policy in related to:  — application of amendments to HKAS 12 in respect of	1.33	(6.62)	
deferred tax on investment properties	0.32	0.14	
Reported basic and diluted earnings (loss) per share	1.65	(6.48)	

The Group has not early applied the following new and revised standards, amendments and interpretations that have been issued but are not yet effective.

Amendments to HKFRSs Amendments to HKFRS 1 Amendments to HKFRS 7	Annual Improvements to HKFRSs 2009–2011 Cycle <sup>2</sup> Government Loans <sup>2</sup> Disclosures — Offsetting Financial Assets and Financial Liabilities <sup>2</sup>
HKFRS 9	Financial Instruments <sup>4</sup>
Amendments to HKFRS 7 and HKFRS 9	Mandatory Effective Date of HKFRS 9 and Transition Disclosures <sup>4</sup>
HKFRS 10	Consolidated Financial Statements <sup>2</sup>
HKFRS 11	Joint Arrangements <sup>2</sup>
HKFRS 12	Disclosure of Interests in Other Entities <sup>2</sup>
HKFRS 13	Fair Value Measurement <sup>2</sup>
Amendments to HKAS 1	Presentation of Items of Other Comprehensive Income <sup>1</sup>
HKAS 19 (as revised in 2011)	Employee Benefits <sup>2</sup>
HKAS 27 (as revised in 2011)	Separate Financial Statements <sup>2</sup>
HKAS 28 (as revised in 2011)	Investments in Associates and Joint Ventures <sup>2</sup>
Amendments to HKAS 32	Offsetting Financial Assets and Financial Liabilities <sup>3</sup>
HK(IFRIC)-Int 20	Stripping Costs in the Production Phase of a Surface Mine <sup>2</sup>

- <sup>1</sup> Effective for annual periods beginning on or after 1 July 2012.
- <sup>2</sup> Effective for annual periods beginning on or after 1 January 2013.
- Effective for annual periods beginning on or after 1 January 2014.
- <sup>4</sup> Effective for annual periods beginning on or after 1 January 2015.

The directors of the Company anticipate that the application of the other new and revised standards, amendments and interpretations will have no material impact on the condensed consolidated financial statements.

#### 3. REVENUE AND SEGMENT INFORMATION

Revenue represents amounts receivable for goods sold and services provided in the normal course of business, net of discounts, and comprises the following:

	For the six months ended 30 September			
	2012			
	( <b>Unaudited</b> ) (Un			
	HK\$'000	HK\$'000		
Sales of goods	360,278	325,898		
Rental income from investment properties	4,696	4,415		
Management and promotion fees	768	447		
	365,742	330,760		

The Group's operating businesses are structured and managed separately according to the nature of their operations and the goods and services they provide. For management purposes, the Group operates in four business units, each of which constitutes an operating segment. Each of the Group's reportable and operating segments represents a strategic business unit that offers products and services which are subject to risks and returns that are different from those of the other reportable and operating segments. The Group's reportable and operating segments under HKFRS 8 are as follows:

- (a) production and sale of Chinese pharmaceutical and health food products manufacturing, processing and retailing of traditional Chinese medicine which includes Chinese medicinal products sold under the brand name of "Wai Yuen Tong" and a range of products manufactured by selected medicinal materials with traditional prescription, mainly in the People's Republic of China (the "PRC") and Hong Kong;
- (b) production and sale of Western pharmaceutical and health food products processing and sale of Western pharmaceutical products and personal care products under the brand names of "Madame Pearl's" and "Pearl's", respectively;
- (c) production and sale of bottled birds' nest drinks and herbal essence products processing and sale of bottled birds' nest drinks, dried birds' nest, herbal essence, health tonics and other health products; and
- (d) property investment investment in commercial premises for rental income.

The following is an analysis of the Group's revenue and results by reportable and operating segment for the period under review:

# For the six months ended 30 September

	of Chi	tion and sale Production and sale Production and sale Chinese of Western of bottled birds' nest ceutical and pharmaceutical and drinks and herbal ood products health food products essence products		of Western pharmaceutical and		of Western		Property in	avestment	Elimin	otion	To	tal
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000 (Restated)	
REVENUE													
External sales	289,099	253,205	61,468	55,440	10,479	17,700	4,696	4,415	_	_	365,742	330,760	
Inter segment sales*					17,254	29,570	2,508	2,088	(19,762)	(31,658)			
	289,099	253,205	61,468	55,440	27,733	47,270	7,204	6,503	(19,762)	(31,658)	365,742	330,760	
Segment results	25,943	22,402	(16,535)	(1,693)	(1,709)	(854)	631	2,220			8,330	22,075	
Other income											16,183	16,817	
Unallocated expenses											(8,989)	(7,569)	
Finance costs											(1,251)	(987)	
Change in fair value of investments held-for-trading Change in fair value of investment											(11,174)	(57,649)	
properties											39,300	16,876	
Gain on disposal of a subsidiary											661	-	
Impairment losses recognised												(05.02()	
in respect of an associate Share of results of associates											(4.088)	(95,026) (22,401)	
Share of results of associates											(4,988)		
Profit (loss) before taxation											38,072	(127,864)	
Income tax expense											(4,447)	(4,110)	
Profit (loss) for the period											33,625	(131,974)	

<sup>\*</sup> Inter segment sales are charged on terms determined and agreed between group companies

# 4. OTHER INCOME

	For the six months ended		
	30 Sept	30 September	
	2012	2011	
	(Unaudited)	(Unaudited)	
	HK\$'000	HK\$'000	
Effective interest income on loans receivable	11,639	11,575	
Interest income on bank deposits	340	16	
Interest income on investments held-for-trading		415	
Total interest income	11,979	12,006	
Dividends from investments held-for-trading	1,367	2,172	
Processing fee income	791	867	
Sub-lease rental income	1,448	1,248	
Sundry income	598	524	
	16,183	16,817	

# 5. FINANCE COSTS

6.

	For the six months ended 30 September	
	2012	2011
	(Unaudited) HK\$'000	(Unaudited) HK\$'000
Interest on:		
Bank borrowings wholly repayable within five years	750	201
Bank borrowings not wholly repayable within five years	501	786
	1,251	987
PROFIT (LOSS) BEFORE TAXATION		
	For the six months ended	
	30 Sept 2012	<b>ember</b> 2011
	(Unaudited)	(Unaudited)
	HK\$'000	HK\$'000
Profit (loss) before taxation has been arrived at after charging (crediting):		
Recognition of allowance for trade and other receivables	63	103
Allowance for (reversal of) obsolete inventories	159	(198)
Amortisation of other intangible assets, included in selling and		
distribution expenses	102	94
Depreciation of property, plant and equipment	7,801	6,428
Management fee paid to a shareholder	60	60
Gross rental income	(4,696)	(4,415)
Less: direct outgoing expenses	81	31

(4,615)

(4,384)

### 7. INCOME TAX EXPENSE

		For the six months ended 30 September	
	2012	2011	
	(Unaudited)	(Unaudited)	
		(Restated)	
	HK\$'000	HK\$'000	
Income tax recognised in profit or loss:			
Current tax			
Hong Kong	4,447	4,026	
Other jurisdictions		84	
	4,447	4,110	

Hong Kong Profits Tax is calculated at 16.5% of the estimated assessable profit for both periods.

Taxation arising in other jurisdictions is calculated at the rates prevailing in the relevant jurisdictions.

### 8. EARNINGS (LOSS) PER SHARE

The calculation of the basic and diluted earnings (loss) per share is based on the following data:

	For the six months ended 30 September	
	2012	2011
	(Unaudited)	(Unaudited)
		(Restated)
	HK\$'000	HK\$'000
Profit (loss) for the period attributable to owners of the Company		
for the purposes of basic and diluted earnings (loss) per share	33,683	(132,012)
	Number of shares 2012	Number of shares 2011
Weighted average number of ordinary shares for the purposes of basic and diluted earnings (loss) per share	2,036,142,969	2,036,142,969

The computations of diluted earnings (loss) per share for the six months ended 30 September 2012 and 2011 do not assume the exercise of the outstanding share options of the Company as the exercise prices of those options are higher than the average market price of the shares of the Company for both periods.

#### 9. TRADE AND OTHER RECEIVABLES

Accrual of advertising and promotion

Accrual of purchases

Rental deposits received

Other payables and accruals

		30 September 2012 (Unaudited) HK\$'000	31 March 2012 (Audited) <i>HK</i> \$'000
	Trade receivables Less: accumulated impairment	79,214 (3,270)	89,891 (3,207)
		75,944	86,684
	Rental and other deposits Prepayments Other receivables Less: accumulated impairment	24,834 19,526 22,450 (15,000)	21,654 19,235 27,761 (15,000)
		51,810	53,650
	Total trade and other receivables	127,754	140,334
	The Group allows an average credit period of 60 days to 120 days to its tran aged analysis of trade receivables (net of impairment loss) presented bas of the reporting period:		
		30 September 2012 (Unaudited) HK\$'000	31 March 2012 (Audited) <i>HK\$</i> '000
	0–30 days 31–60 days 61–120 days Over 120 days	40,102 12,843 19,655 3,344	48,057 17,638 16,681 4,308
		75,944	86,684
10.	TRADE AND OTHER PAYABLES		
		30 September 2012 (Unaudited) HK\$'000	31 March 2012 (Audited) <i>HK</i> \$'000
	Trade payables Accrual of salaries and commission	81,281 13,546	45,648 9,672

1,339

2,070

21,518

119,754

6,616

4,597

2,933

21,469

90,935

The aged analysis of trade payables presented based on the invoice date is as follows:

	30 September	31 March
	2012	2012
	(Unaudited)	(Audited)
	HK\$'000	HK\$'000
0–30 days	33,910	22,581
31–60 days	33,610	20,126
61–120 days	11,046	309
Over 120 days	2,715	2,632
	<u>81,281</u>	45,648

The credit period on purchase of goods is 30–60 days. The Group has financial risk management policies in place to ensure that all payables are within the credit timeframe.

#### INTERIM DIVIDEND

The Board does not recommend the payment of any interim dividend for the six months ended 30 September 2012 (30 September 2011: Nil).

# MANAGEMENT DISCUSSION AND ANALYSIS

# **BUSINESS REVIEW**

For the six-month period ended 30 September 2012, the Group continued to achieve a satisfactory business growth and recorded a turnover of approximately HK\$365.7 million (2011: approximately HK\$330.8 million), representing a growth of approximately 10.6% over the same period last year. Besides, the Group recorded a turn from a loss to a profit for the six months ended 30 September 2012 as compared to the corresponding period in 2011, achieving a profit attributable to owners of the Company of approximately HK\$33.7 million (2011: loss of approximately HK\$132.0 million).

# (1) Chinese Pharmaceutical and Health Food Products

Turnover for the period under review increased by approximately 14.2% from approximately HK\$253.2 million for the same period last year to approximately HK\$289.1 million. The achievement was the result of reinforcing customer confidence in our quality products through strict production and process control, expanding our product range to attract and broaden our customer base, optimising our customer loyalty program with more attractive gifts and rewards, enhancing the incentive scheme for our staff to stimulate sales spirit, launching a series of marketing campaigns to promote brand awareness and product image and the continuously increasing number of Mainland Chinese tourists visiting Hong Kong to buy our products. Although there was a slightly recession in the overall economy, which placed heavy pressure on the general retail business environment, we have still recorded a better same store sales growth and a generally better performing retail business for the period.

Besides, in addition to the existing traditional Chinese medical clinics operated within our retail shops, the Group opened its first integrated Chinese medical centre last year, namely Wai Yuen Tong Practicare Imperial. This strategic move helps to further strengthen our position in the Chinese pharmaceutical and health food products industry.

## (2) Western Pharmaceutical and Health Food Products

Turnover for the period under review increased by approximately 11.0% from approximately HK\$55.4 million for the same period last year to approximately HK\$61.5 million. The cough syrup products under the brand "Madame Pearl's" kept on contributing a very stable sales momentum and substantial profit margin to the Group.

Meanwhile, the Group has successfully diversified its products portfolio by launching a series of personal care products under its secondary brand "Pearl's". By means of continuous product development, adding promotion effort, increasing product penetration and appearance in different sales channels, "Pearl's" has gained customer confidence, becoming more well-known to the public and more well-received by the market. In the second half of this financial year, we shall introduce more new personal care products which target the children and the adult sectors to the market.

In addition, the new product line, "WALKER" sugar-free mint candy, has brought in additional sales revenue to the Group since its launch to the market in the fourth quarter of last financial year. Market response is positive and encouraging.

# (3) Bottled Birds' Nest Drinks and Herbal Essence Products

Turnover for the period under review decreased by approximately 40.7% from approximately HK\$17.7 million for the same period last year to approximately HK\$10.5 million. The incidents of fake red/blood birds' nest and high level of sodium nitrite contaminated birds' nest last year in the market accounted for the significant drop in sales, especially the sales in mainland China market, as mainland China has put an embargo on the import of both dry birds' nest and bottled birds' nest. We expect that the whole birds' nest business will recover when mainland China lifts the ban.

On the other hand, the Group has diversified its product range by introducing more herbal essence products and has expanded the distribution of its products to more overseas Chinese communities in order to minimise the impact of the loss of business in birds' nest sales.

# (4) Investment Properties

Some of the Group's properties were leased out for commercial purpose while some were used by its retail shops. Management believes in the long-term prospects of commercial properties in Hong Kong and considers that our investment property portfolio adds stability and strength to the Group's income base.

For the period under review, the Group did not acquire any properties as no appropriate one that suits our strategic needs has been identified.

# (5) Investment in PNG Resources Holdings Limited ("PNG")

PNG, a company listed on the main board of The Stock Exchange of Hong Kong Limited (the "**Stock Exchange**"), which is principally engaged in property development in the PRC, forestry and logging operations in Papua New Guinea and retailing of fresh pork meat and related produce in Hong Kong.

The Group shared the loss of PNG of approximately HK\$5.2 million for the period under review (2011: approximately HK\$22.4 million). The reduction in loss was mainly due to the contribution from the revenue and profit realised from the sale of property in the PRC during the period.

No impairment loss was recognised by the Group during the period under review (2011: approximately HK\$95.0 million) as the recoverable amount, which was determined on the basis of the market price of PNG shares less costs to sell, was higher than the carrying value of the interest in PNG

## (6) Investments held-for-trading

The Group has maintained a portfolio of listed equity securities in Hong Kong which are held for trading purpose. The Group has recorded net realised and unrealised losses of approximately HK\$11.2 million on these held-for-trading investments during the period under review (2011: approximately HK\$57.6 million).

#### FINANCIAL REVIEW

# Liquidity and Gearing

As at 30 September 2012, the Group's total borrowings amounted to approximately HK\$130.0 million (31 March 2012: approximately HK\$140.1 million). The gearing ratio, being the ratio of total borrowings to equity attributable to owners of the Company, was approximately 9.2% (31 March 2012: approximately 10.1%).

# Foreign Exchange

The Board is of the opinion that the Group has no material foreign exchange exposure. All bank borrowings are denominated in Hong Kong dollars. The revenue of the Group, being mostly denominated in Renminbi, Hong Kong dollars and Singapore dollars, matches the currency requirements of the Group's operating expenses. The Group therefore does not engage in any hedging activities.

# **Capital Commitment**

As at 30 September 2012, the Group had capital commitment of approximately HK\$2.0 million (31 March 2012: approximately HK\$0.4 million) in respect of the acquisition of property, plant and equipment, which were contracted for but not provided in the consolidated financial statements.

# **Contingent Liabilities**

As at 30 September 2012, the Group had no material contingent liabilities (31 March 2012: Nil).

#### **EMPLOYEES**

As at 30 September 2012, the Group had 726 (31 March 2012: 705) employees, of whom approximately 65% (31 March 2012: approximately 67%) were located in Hong Kong. The Group remunerates its employees based on their performance and the prevailing market rates. The Group also operates a share option scheme under which the Board may grant share options to the employees of the Group.

### **PROSPECTS**

The recent global financial instability and economic recession has generally affected the business environment in Hong Kong, with the retail business being the most vulnerable. Whilst the Hong Kong retail business of the Group has fared relatively well, in order to minimise the general adverse effect on our business of the worsening global environment as well as the local government policy, the Group will continue to pay efforts to expand its product range, broaden its customer base, strengthen quality control and enhance marketing and promotion activities so as to further uplift the image and competitiveness of its brands and its products. Besides, the Group will increase the focus and add more resources to develop other sale channels, such as chain stores, key accounts, open trade, overseas, etc., in order to balance the risk and reliance on retail business. The Group will also make use of the cyber world, such as cooperate with other agencies focusing on group purchase business, set up a fans page on Facebook and launch iPhone apps, which are expected to be a very effective and efficient way to promote our brands and products and bring in potential new customers from the younger generation. On the other hand, the Group will also evaluate merger and acquisition opportunities as a means to speed up growth, as well as diversification of its investment portfolio for strengthening and broadening its income base.

Continuously rising labour, raw materials and rental costs all add burden to the Group's operating costs. By adopting various cost control measures, such as exploring new suppliers to ensure raw materials purchased are of high quality and at competitive prices, improving our production efficiency and relocating some of our retail shops to achieve lower overall rental costs, the Group's management seeks to maintain its profitability. The Group will also consider acquiring suitable retail premises, both for long term capital appreciation purpose and to minimise the effect of the rising trend in rental costs.

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

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the listed securities of the Company during the six months ended 30 September 2012.

### COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE

In the opinion of the Board, the Company had complied with the applicable code provisions of the Corporate Governance Code effective from 1 April 2012 set out in Appendix 14 to the Listing Rules throughout the period for the six months ended 30 September 2012.

The Group continues to improve its management and control level so as to enhance the Company's competitiveness and operating efficiency, to ensure its sustainable development and to generate greater returns for the shareholders of the Company.

# **AUDIT COMMITTEE**

The Company has established the Audit Committee in compliance with Rule 3.21 of the Listing Rules for the purposes of reviewing and providing supervision over the Group's financial reporting process and internal controls. The Audit Committee has reviewed the unaudited condensed consolidated financial statements for the six months ended 30 September 2012 of the Group. The Audit Committee comprises the four independent non-executive directors of the Company, namely Messrs. Yuen Chi Choi, Leung Wai Ho, Siu Man Ho, Simon and Cho Wing Mou, and is chaired by Mr. Yuen Chi Choi.

### MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") set out in Appendix 10 to the Listing Rules as its own code of conduct regarding securities transactions by directors of the Company. Having made specific enquiry of all directors of the Company, all directors confirmed that they had complied with the required standard set out in the Model Code adopted by the Company throughout the period under review.

#### PUBLICATION OF RESULTS ANNOUNCEMENT AND DESPATCH OF INTERIM REPORT

The interim results announcement is published on the websites of the Company (http://www.wyth.net) and the Stock Exchange (www.hkex.com.hk). The 2012 interim report containing all the information required by the Listing Rules will be despatched to the shareholders of the Company and available on the same websites in due course.

By Order of the Board

Wai Yuen Tong Medicine Holdings Limited
(位元堂藥業控股有限公司\*)

Tang Ching Ho

Chairman

Hong Kong, 14 November 2012

As at the date of this announcement, the executive directors of the Company are Mr. Tang Ching Ho, Mr. Chan Chun Hong, Thomas and Ms. Tang Mui Fun and the independent non-executive directors of the Company are Mr. Leung Wai Ho, Mr. Siu Man Ho, Simon, Mr. Yuen Chi Choi and Mr. Cho Wing Mou.

<sup>\*</sup> For identification purpose only