# Report of the Directors

The Directors have pleasure in submitting to shareholders their report and the audited financial statements for the year ended 31 December 2018.

# **Principal Activities**

The principal activity of the Company is investment holding. The activities of its principal subsidiaries are set out on page 155.

#### **Business Review**

A fair review of the business of the Group as required under Schedule 5 to the Companies Ordinance (Chapter 622 of the Laws of Hong Kong), comprising a discussion and analysis of the Group's performance during the year, a description of the principal risks and uncertainties facing the Group, particulars of important events affecting the Group that have occurred since the end of the financial year 2018, as well as an indication of likely future development in the business of the Group, are provided in the following sections:

- "Financial Highlights" on page 3.
- "Chairman's Statement", "Operations Review", "Management Discussion and Analysis", "Group Capital Resources and Liquidity" and "Key Financial Information" on pages 10 to 25.
- "Risk Factors" on pages 26 to 27.
- "Financial Risk Management" in note 3 to the consolidated financial statements on pages 111 to 119.
- Discussions on the Group's environmental policies and performance, an account of the Group's key relationships with its stakeholders and the Group's compliance with the relevant laws and regulations which have a significant impact on the Group are provided in the "Environmental, Social and Governance Report" on pages 28 to 36.
- "Corporate Governance Report" on pages 60 to 78.

All such discussions form part of this report.

#### **Group Profit**

The consolidated income statement is set out on page 84 and shows the profit of the Group for the year ended 31 December 2018.

#### **Dividends**

An interim dividend of 3.10 HK cents per share was paid to shareholders on 3 September 2018.

The Directors resolved to declare a one-off special interim dividend of 80.00 HK cents per share, to be payable on Friday, 24 May 2019 to those persons registered as shareholders of the Company at close of business on Wednesday, 15 May 2019, being the record date for determining shareholders' entitlement to the special interim dividend.

The Directors also recommended the declaration of a final dividend at the rate of 3.20 HK cents per share, to be payable on Friday, 24 May 2019 to those persons registered as shareholders of the Company at close of business on Wednesday, 15 May 2019, being the record date for determining shareholders' entitlement to the proposed final dividend.

#### Reserves

The reserves of the Group and of the Company during the year are set out in notes 29 and 38(a) to the consolidated financial statements respectively.

#### **Charitable Donations**

Donations to charitable organisations by the Group during the year amounted to approximately HK\$1.3 million (2017: HK\$0.7 million).

#### **Directors**

As at the date of this report, the Board comprises nine Directors:

#### Chairman and Non-executive Director

Mr FOK Kin Ning, Canning

#### **Co-Deputy Chairmen and Non-executive Directors**

Mr LUI Dennis Pok Man, re-designated from Deputy Chairman and Non-executive Director on 1 August 2018 Mr WOO Chiu Man, Cliff, re-designated from Executive Director and Chief Executive Officer on 1 August 2018

#### **Executive Director**

Mr KOO Sing Fai (Chief Executive Officer), appointed on 1 August 2018

#### Non-executive Directors

Mr LAI Kai Ming, Dominic (also Alternate to Mr FOK Kin Ning, Canning and Ms Edith SHIH)
Ms Edith SHIH
Mr MA Lai Chee, Gerald (Alternate to Mr LAI Kai Ming, Dominic)

#### **Independent Non-executive Directors**

Mr CHEONG Ying Chew, Henry (also Alternate to Dr WONG Yick Ming, Rosanna) Dr LAN Hong Tsung, David Dr WONG Yick Ming, Rosanna

In accordance with Article 83(3) of the Articles of Association, Mr Koo Sing Fai, who is appointed as an additional director, will retire at the next following general meeting (i.e. the forthcoming annual general meeting) and, being eligible, offer himself for re-election.

In accordance with Article 84 of the Articles of Association, Messrs Fok Kin Ning, Canning, Edith Shih and Cheong Ying Chew, Henry will retire by rotation at the forthcoming annual general meeting and, being eligible, offer themselves for re-election.

Details regarding the re-election are set out in the circular to shareholders together with this report.

The Company has received written confirmation from all Independent Non-executive Directors regarding their independence pursuant to Rule 3.13 of the Listing Rules. The Company considers all the Independent Non-executive Directors as independent.

The Directors' biographical details are set out in the "Information on Directors" section of this report.

#### **Directors' Service Contracts**

None of the Directors who are proposed for re-election at the forthcoming annual general meeting has a service contract with the Company which is not terminable by the Company within one year and without payment of compensation, other than statutory compensation.

## **Permitted Indemnity Provisions**

The Articles of Association provide that the Directors shall be indemnified and secured harmless out of the assets and profits of the Company from and against all actions, costs, charges, losses, damages and expenses which they shall or may incur or sustain by or by reason of any act done, concurred in or omitted in or about the execution of their duty. Directors liability insurance is in place to protect the Directors of the Company or of its subsidiaries against any potential costs and liabilities arising from claims brought against the Directors. The relevant provisions in the Articles of Association and the Directors liability insurance are in force during the financial year ended 31 December 2018 and as of the date of this report.

## Directors' Material Interests in Transactions, Arrangements or Contracts

No transactions, arrangements or contracts of significance in relation to the business of the Group to which a subsidiary, fellow subsidiary or parent company of the Company was a party in which a Director of the Company or his/her connected entity had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

## **Management Contracts**

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

#### **Continuing Connected Transactions**

On 14 December 2017, the Company and CKHH entered into (i) a master HTHKH telecommunications supplies agreement, whereby the Company agreed to provide, or to procure its subsidiaries to provide, the Group Telecommunications Supplies (as defined hereunder) to the CKHH Group; (ii) a master CKHH telecommunications supplies agreement, whereby CKHH agreed to provide, or to procure other members of the CKHH Group to provide, the CKHH Telecommunications Supplies (as defined hereunder) to members of the Group; and (iii) a master purchase agreement, whereby CKHH agreed to provide, or to procure other members of the CKHH Group to provide, the Business Related Supplies (as defined hereunder) to members of the Group (collectively, the "Master Agreements"), as and when reasonably requested by relevant members of the Group or of the CKHH Group (as the case may be) for the period from 1 January 2018 to 31 December 2020:

- (a) "CKHH Group" means CKHH and its subsidiaries from time to time (excluding members of the Group) and such other entities in which CKHH is from time to time directly or indirectly interested so as to (i) exercise or control the exercise of 30% or more of the voting power at general meetings of such entities; or (ii) control the composition of a majority of the board of directors of such entities, and the subsidiaries of such other entities;
- (b) "Group Telecommunications Supplies" include telecommunications products and services of the Group, including mobile telecommunications products (including mobile handsets and accessories); mobile telecommunications services (including international direct dialing and roaming services, mobile Wi-Fi and other value-added services); marketing, advertising and promotional services; and such other telecommunications products and services of the Group as may be agreed between the Company and CKHH from time to time;

- (c) "CKHH Telecommunications Supplies" include telecommunications goods and services of the CKHH Group, including roaming services; and such other telecommunications goods and services of the CKHH Group as may be agreed between the Company and CKHH from time to time, which exclude the Business Related Supplies; and
- (d) "Business Related Supplies" include goods and services for use in connection with the businesses of the Group, including billing collection services; dealership services at retail outlets in Hong Kong for sale of handsets and/or telecommunications services; IT related services, including IT platforms development services, software solutions and applications development services and other professional services; cash coupons and marketing, advertising and promotional services; equipment installation and maintenance services; lease and licensing services; and such other goods and services for use in connection with the businesses of the Group as may be agreed between the Company and CKHH from time to time, which exclude the CKHH Telecommunications Supplies.

Each of CKHH and the other members of the CKHH Group is a connected person of the Company by virtue of being either a substantial shareholder of the Company or an associate of CKHH. Accordingly, the transactions contemplated under the Master Agreements constituted continuing connected transactions (the "Continuing Connected Transactions") for the Company under Chapter 14A of the Listing Rules, in respect of which an announcement (the "Announcement") dated 14 December 2017 was issued by the Company.

As set out in the Announcement, the caps for the year ended 31 December 2018, and for the two years ending 31 December 2020 in respect of (i) the provision of the Group Telecommunications Supplies to the CKHH Group are HK\$93 million, HK\$116 million and HK\$140 million respectively; (ii) the Group's acquisition of the CKHH Telecommunications Supplies are HK\$17 million, HK\$19 million and HK\$21 million respectively; and (iii) the Group's acquisition of the Business Related Supplies are HK\$33 million, HK\$43 million and HK\$57 million respectively.

The annual caps of the Continuing Connected Transactions in respect of the year ended 31 December 2018 as stated in the Announcement and the corresponding aggregate transaction amounts for the year are set out below:

|  | 2018 annual cap<br>(HK\$ millions) | Aggregate<br>transaction<br>amount<br>(HK\$ millions) |
|--|------------------------------------|---|
| Provision of the Group Telecommunications Supplies to the CKHH Group | 93                                 | 21  |
| Purchase of the CKHH Telecommunications Supplies by the Group        | 17                                 | 9   |
| Purchase of the Business Related Supplies by the Group               | 33                                 | 14  |

The internal audit of the Group has reviewed the Continuing Connected Transactions under the Master Agreements for the year ended 31 December 2018 and the internal control procedures in respect of the negotiation, approval, reporting and monitoring of these transactions, and is of the view that the controls over the Continuing Connected Transactions for 2018 entered into by the Group were robust overall, and such transactions were conducted in accordance with the Master Agreements under fair and reasonable commercial terms. All the Independent Non-executive Directors of the Company, after reviewing the Continuing Connected Transactions entered into by the Group under the Master Agreements during the year ended 31 December 2018 and the findings provided by the internal audit of the Group, confirmed that such transactions were entered into (i) in the ordinary and usual course of business of the Group; (ii) on normal commercial terms or better; and (iii) according to the respective agreements governing them on terms that are fair and reasonable and in the interests of the shareholders as a whole.

The Company has engaged its external auditor to report on the Continuing Connected Transactions in accordance with Hong Kong Standard on Assurance Engagement 3000 (Revised) "Assurance Engagements Other Than Audit or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on Continuing Connected Transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants.

Based on the work performed, the external auditor of the Company has confirmed in its letter to the Board that nothing has come to its attention that causes it to believe that the Continuing Connected Transactions entered into by the Group under the Master Agreements during the year ended 31 December 2018 (i) have not been approved by the Board; (ii) were not, in all material respects, in accordance with the pricing policies of the Group for transactions which involved the provision of goods and services by the Group; (iii) were not entered into, in all material respects, in accordance with the terms of the respective agreements governing such transactions; and (iv) have exceeded the relevant annual caps in respect of the year ended 31 December 2018 as disclosed in the Announcement.

A summary of the related party transactions entered into by the Group during the year ended 31 December 2018 is contained in note 37 to the consolidated financial statements. All transactions entered into with the CKHH Group and the NTT Group (as defined and described in note 37 to the consolidated financial statements) fell under the definition of "continuing connected transactions" under the Listing Rules and are fully exempt from all disclosure requirements, annual review and shareholders' approval under Chapter 14A of the Listing Rules, other than the transactions with the CKHH Group contemplated under the Master Agreements, which are subject to the reporting, announcement and annual review requirements but exempt from the circular and shareholders' approval requirements under Chapter 14A of the Listing Rules.

The Company has complied with the disclosure requirements in accordance with Chapter 14A of the Listing Rules with respect to the connected transactions and continuing connected transactions entered into by the Group during the year ended 31 December 2018.

# Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures

Directors' and Chief Executive's interests and short positions in shares, underlying shares and debentures are set out in the "Information on Directors" section on pages 43 to 44.

#### Interests and Short Positions of Shareholders Discloseable under the SFO

So far as the Directors and Chief Executive of the Company are aware, as at 31 December 2018, other than the interests and short positions of the Directors and Chief Executive of the Company as disclosed in the section titled "Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures" under "Information on Directors", the following persons had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company under Section 336 of the SFO, or as otherwise notified to the Company and the Stock Exchange:

# (I) Interests and short positions of substantial shareholders in the shares and underlying shares of the Company

#### Long positions in the shares of the Company

| Names | Capacity                             | Number of<br>shares held       | Approximate % of shareholding |
|-------|--------------------------------------|--------------------------------|-------------------------------|
| HTHL  | Beneficial owner                     | 512,961,149(1)                 | 10.64%                        |
| HTIHL | Beneficial owner                     | 2,619,929,104 <sup>(1)</sup> ) |                               |
|       | Interest of a controlled corporation | 512,961,149 <sup>(1)</sup> )   | 65.01%                        |
| CKHGI | Interest of controlled corporations  | 3,132,890,253(1)               | 65.01%                        |
| СКНН  | Interest of controlled corporations  | 3,184,982,840 (1)(2)           | 66.09%                        |

#### (II) Interests and short positions of other persons in the shares and underlying shares of the Company

#### Long positions in the shares of the Company

| Names                                  | Capacity                            | Number of<br>shares held        | Approximate % of shareholding |
|--|-------------------------------------|---------------------------------|-------------------------------|
| Yuda Limited ("Yuda")                  | Beneficial owner                    | 350,527,953 <sup>(3)</sup>      | 7.27%                         |
| Mayspin Management Limited ("Mayspin") | Interest of controlled corporations | 403,733,953 <sup>(4)</sup>      | 8.38%                         |
| Li Ka-shing ("Mr Li")                  | Founder of discretionary trusts     | 153,280 <sup>(5)</sup> )<br>)   |                               |
|  | Interest of controlled corporations | 403,979,499 <sup>(4)(6)</sup> ) | 8.38%                         |

#### Notes:

- (1) HTHL is a direct wholly-owned subsidiary of HTIHL, and its interests in the share capital of the Company are duplicated in the interests of HTIHL. HTIHL in turn is a direct subsidiary of CKHGI, which in turn is a direct wholly-owned subsidiary of CKHH. By virtue of the SFO, CKHH and CKHGI were deemed to be interested in the 2,619,929,104 shares of the Company held by HTIHL and the 512,961,149 shares of the Company held by HTHL.
- (2) Certain wholly-owned subsidiaries of Cheung Kong (Holdings) Limited ("Cheung Kong (Holdings)") hold 52,092,587 shares of the Company. Cheung Kong (Holdings) is a direct wholly-owned subsidiary of CKHH. By virtue of the SFO, CKHH and Cheung Kong (Holdings) were deemed to be interested in the 52,092,587 shares of the Company held by certain wholly-owned subsidiaries of Cheung Kong (Holdings).
- (3) Yuda is a direct wholly-owned subsidiary of Mayspin, which in turn is a company wholly-controlled by Mr Li. The interests held by Yuda are duplicated in the interests of Mayspin.
- (4) Mayspin is a company wholly-controlled by Mr Li and is interested in 53,206,000 shares of the Company which are held through certain of its direct wholly-owned subsidiaries and 350,527,953 shares of the Company which are held by Yuda. Such interests held by Mayspin are duplicated in the interests of Mr Li.
- (5) Mr Li is the settlor of each of two discretionary trusts ("DT3" and "DT4"). Each of Li Ka-Shing Castle Trustee Corporation Limited ("TDT3", which is the trustee of DT3) and Li Ka-Shing Castle Trustcorp Limited ("TDT4", which is the trustee of DT4) holds units in The Li Ka-Shing Castle Trust ("UT3") but is not entitled to any interest or share in any particular property comprising the trust assets of the said unit trust. The discretionary beneficiaries of each of DT3 and DT4 are, inter alia, Mr Victor T K Li, his wife and children, and Mr Li Tzar Kai, Richard. Li Ka-Shing Castle Trustee Company Limited ("TUT3") as trustee of UT3 holds 153,280 shares of the Company.

The entire issued share capital of TUT3 and the trustees of DT3 and DT4 are owned by Li Ka-Shing Castle Holdings Limited ("Castle Holdco"). Mr Li and Mr Victor T K Li are respectively interested in one-third and two-thirds of the entire issued share capital of Castle Holdco, TUT3 is interested in the shares of the Company by reason only of its obligation and power to hold interests in those shares in its ordinary course of business as trustee and, when performing its functions as trustee, exercises its power to hold interests in the shares of the Company independently without any reference to Castle Holdco or any of Mr Li and Mr Victor T K Li as a holder of the shares of Castle Holdco as aforesaid. Each of the trustee of DT3 and DT4 holds units in UT3 but is not entitled to any interest or share in any shares of the Company comprising the trust assets of UT3.

As Mr Li may be regarded as a founder of each of DT3 and DT4 for the purpose of the SFO, and by virtue of the above, Mr Li is taken to have a duty of disclosure in relation to the 153,280 shares of the Company held by TUT3 as trustee of UT3 under the SFO as a substantial shareholder of the Company.

(6) Among those shares, 245,546 shares are held by Li Ka Shing (Overseas) Foundation ("LKSOF"). By virtue of the terms of the constituent documents of LKSOF, Mr Li may be regarded as having the ability to exercise or control the exercise of one-third or more of the voting power at general meetings of LKSOF.

Save as disclosed above, as at 31 December 2018, there was no other person (other than the Directors and Chief Executive of the Company) who had an interest or short position in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company under Section 336 of the SFO, or as otherwise notified to the Company and the Stock Exchange.

## **Share Option Scheme**

The share option scheme of the Company (the "Share Option Scheme"), conditionally approved and adopted by a resolution of the then sole shareholder of the Company passed on 6 April 2009, was approved at the extraordinary general meeting of HWL on 21 May 2009 for the grant of options to acquire ordinary shares of HK\$0.25 each in the share capital of the Company. The Share Option Scheme is valid and effective during the period commencing on 21 May 2009 and ending on 20 May 2019, being the date falling 10 years from the date on which the Share Option Scheme became unconditional. The Share Option Scheme has a remaining term of approximately three months as at the date of this report. A summary of the Share Option Scheme is as follows:

- (1) The purpose of the Share Option Scheme is to enable the Group to grant share options to selected participants as incentives or rewards for their contribution to the Group, to continue and/or render improved service with the Group and/or to establish a stronger business relationship between the Group and such participants.
- (2) The Directors (which expression shall include a duly authorised committee thereof) may, at their absolute discretion, invite any person belonging to any of the following classes of participants to take up share options to subscribe for shares of the Company:
  - (a) any employee or consultant (as to functional areas of finance, business or personnel administration or IT) (whether full-time or part-time, including any executive director but excluding any non-executive director) of the Company, any of its subsidiaries or any entity in which any member of the Group holds any equity interest (the "Invested Entity");
  - (b) any non-executive directors (including independent non-executive directors) of the Company, any of its subsidiaries or any Invested Entity;
  - (c) any supplier of goods or services to any member of the Group or any Invested Entity;
  - (d) any customer of any member of the Group or any Invested Entity;
  - (e) any person or entity that provides research, development or other technological support to any member of the Group or any Invested Entity;
  - (f) any shareholders of any member of the Group or any Invested Entity or any holder of any securities issued by any member of the Group or any Invested Entity;
  - (g) any other group or classes of participants contributing by way of joint venture, business alliance or other business arrangement to the development and growth of the Group; and
  - (h) any company wholly owned by any one or more persons belonging to any of the above classes of participants.

For the avoidance of doubt, the grant of any options by the Company for the subscription of shares of the Company or other securities of the Group to any person who falls within any of the above classes of participants shall not, by itself, unless the Directors otherwise determine, be construed as a grant of share options under the Share Option Scheme.

The eligibility of any of the above classes of participants to an offer for the grant of any share options shall be determined by the Directors from time to time on the basis of their contribution to the development and growth of the Group.

- (3) A nominal consideration of HK\$1.00 is payable on acceptance to an offer for the grant of a share option.
- (4) Unless otherwise determined by the Directors and stated in the offer of grant of the share options to a grantee, there is no minimum period required under the Share Option Scheme for the holding of a share option before it can be exercised.
- (5) The subscription price for the shares of the Company under the Share Option Scheme shall be a price determined by the Directors but shall not be less than the highest of (i) the closing price of the shares of the Company as stated in the daily quotations sheet of the Stock Exchange for trade in one or more board lots of the shares of the Company on the date of the offer of grant of the share options which must be a business day; (ii) the average closing price of the shares of the Company as stated in the daily quotations sheet of the Stock Exchange for trade in one or more board lots of the shares of the Company for the five business days immediately preceding the date of the offer of grant of the share options which must be a business day; and (iii) the nominal value of share of the Company.
- (6) The maximum number of shares of the Company which may be allotted and issued pursuant to the Share Option Scheme is as follows:
  - (a) The maximum number of shares of the Company which may be allotted and issued upon the exercise of all outstanding share options granted and yet to be exercised under the Share Option Scheme and any other share option scheme adopted by the Group must not in aggregate exceed 30% of the relevant class of securities of the Company (or its subsidiaries) in issue from time to time;
  - (b) The total number of shares of the Company which may be allotted and issued upon the exercise of all share options (excluding, for this purpose, share options which have lapsed in accordance with the terms of the Share Option Scheme and any other share option scheme of the Group) to be granted under the Share Option Scheme and any other share option scheme of the Group must not in aggregate exceed 10% of the relevant class of securities of the Company (or its subsidiaries) in issue, being 4,814,346,208 ordinary shares, as at 8 May 2009 (the "Listing Date"), the date on which the shares of the Company were first listed on the Stock Exchange (the "General Scheme Limit"). Based on the number of shares in issue of the Company on the Listing Date, the General Scheme Limit of the Share Option Scheme is 481,434,620 shares. As at the date of this report, the total number of shares available for issue under the Share Option Scheme (including the share options granted but yet to be exercised) was 476,884,620, representing approximately 9.90% of the shares of the Company in issue;

#### **Report of the Directors**

- (c) Subject to paragraph (6)(a) above and without prejudice to paragraph (6)(d) below, the Company may seek approval of its shareholders in general meeting to refresh the General Scheme Limit (a circular containing the information required by the Listing Rules to be despatched to shareholders of the Company for that purpose) provided that the total number of shares of the Company which may be allotted and issued upon the exercise of all share options to be granted under the Share Option Scheme and any other share option scheme of the Group must not exceed 10% of the relevant class of securities of the Company (or its subsidiaries) in issue as at the date of approval of the limit and, for the purpose of calculating the limit, share options (including those outstanding, cancelled, lapsed or exercised in accordance with the Share Option Scheme and any other share option scheme of the Group) previously granted under the Share Option Scheme and any other share option scheme of the Group will not be counted;
- (d) Subject to paragraph (6)(a) above and without prejudice to paragraph (6)(c) above, the Company may seek separate approval of its shareholders in general meeting to grant share options under the Share Option Scheme beyond the General Scheme Limit (a circular containing the information required by the Listing Rules to be despatched to shareholders of the Company for that purpose) or, if applicable, the extended limit referred to in paragraph (6)(c) above to participants specifically identified by the Company before such approval is sought; and
- (e) The total number of shares of the Company issued and to be issued upon exercise of the share options granted to each participant under the Share Option Scheme and any other share option scheme of the Group (including both exercised and outstanding share options) in any 12-month period must not exceed 1% of the issued share capital of the Company unless approved by the shareholders in a general meeting of the Company (with such participant and his associates (as defined in the Listing Rules) abstaining from voting) in compliance with the requirements of the Listing Rules.

A share option may be accepted by a participant within 21 days from the date of the offer of grant of the share option.

A share option may be exercised in accordance with the terms of the Share Option Scheme at any time during a period to be determined on the date of offer of grant of the share option and notified by the Directors to each grantee, which period may commence, once the offer for the grant is accepted within the prescribed time by the grantee, from the date on which such share option is deemed to have been granted but shall end in any event not later than 10 years from the date on which the offer for grant of the share option is made, subject to the provisions for early termination thereof.

Particulars of share options outstanding under the Share Option Scheme at the beginning and at the end of the financial year ended 31 December 2018 and share options granted, exercised, cancelled or lapsed under the Share Option Scheme during the year were as follows:

| Category of participants      | Date of<br>grant of<br>share<br>options <sup>(1)</sup> | Number<br>of share<br>options<br>held as at<br>1 January<br>2018 | Granted<br>during<br>2018 | Exercised<br>during<br>2018 | Lapsed/<br>cancelled<br>during<br>2018 | Number<br>of share<br>options<br>held as at<br>31 December<br>2018 | Exercise<br>period<br>of share<br>options             | Exercise  price  of share  options <sup>(2)</sup> HK\$ | the C<br>prior to the<br>grant date<br>of share | f share of<br>ompany<br>prior to the<br>exercise date<br>of share<br>options<br>HK\$ |
|-------------------------------|--|--|---------------------------|-----------------------------|--|--|---|--|---|--|
| Employees in aggregate  Total | 1.6.2009   | 200,000  | -                         | -                           | -                                      | 200,000  | 1.6.2009 to<br>31.5.2019<br>(both dates<br>inclusive) | 1.00   | 0.96  | N/A  |

#### Notes:

- (1) The share options were vested in three tranches, approximately one-third each on 1 June 2009, 23 November 2009 and 23 November 2010 respectively, so long as the grantee remained an Eligible Participant (as defined in the Share Option Scheme) on each vesting date.
- (2) The exercise price of the share options is subject to adjustment in accordance with the provisions of the Share Option Scheme.
- (3) The stated price was the closing price of the shares of the Company on the Stock Exchange on the trading day immediately prior to the date of the grant of the share options.

As at the date of this report, the Company had 200,000 share options outstanding under the Share Option Scheme, representing approximately 0.0042% of the shares of the Company in issue.

No share option was granted under the Share Option Scheme during the year ended 31 December 2018.

Apart from the Share Option Scheme, at no time during the year ended 31 December 2018 was the Company or any of its subsidiaries or its parent company or a subsidiary of the parent company of the Company a party to any arrangements whose objects are to enable the Directors to acquire benefits by means of acquisition of shares in or debentures of the Company or any other body corporate.

#### **Equity-linked Agreements**

Other than the Share Option Scheme as disclosed above, no equity-linked agreements that will or may result in the Company issuing shares or that require the Company to enter into any agreements that will or may result in the Company issuing shares were entered into by the Company or were subsisted at the end of the year or at any time during the year.

# **Pre-emptive Rights**

There are no provisions for pre-emptive rights under the Articles of Association or the laws of the Cayman Islands which would oblige the Company to offer new shares on a pro rata basis to existing shareholders.

#### **Shares/Debentures Issued**

No shares or debentures of the Company were issued during the year.

Details of the share capital of the Company are set out in note 28 to the consolidated financial statements.

# Purchase, Sale or Redemption of Listed Securities

During the year, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the listed securities of the Company.

# **Major Customers and Suppliers**

During the year, the percentage of revenue attributable to the five largest customers of the Group combined was less than 30% of the total revenue of the Group.

During the year, the percentages of purchases attributable to the major suppliers of the Group were as follows:

Percentage of total purchases of the Group

| The largest | t supplier            | 68% |
|-------------|-----------------------|-----|
| Five larges | st suppliers combined | 84% |

As at 31 December 2018, none of the Directors, their close associates or any shareholders (which to the knowledge of Directors own more than 5% of the issued share capital of the Company) had any interest in the major suppliers of the Group.

#### **Public Float**

As at the date of this report, based on the information that is publicly available to the Company and within the knowledge of the Directors, the Company has maintained the prescribed public float under the Listing Rules.

#### **Auditor**

The financial statements for the year ended 31 December 2018 have been audited by PwC who will retire and, being eligible, offer themselves for re-appointment at the 2019 annual general meeting.

By Order of the Board

#### **Edith SHIH**

Non-executive Director and Company Secretary

Hong Kong, 28 February 2019