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**LILANZ 利郎**  
**CHINA LILANG LIMITED**  
**中國利郎有限公司**

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

(Stock Code: 1234)

**ANNOUNCEMENT OF RESULTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

The Board of Directors (the “Board”) of China Lilang Limited (the “Company”) is pleased to announce the audited consolidated results of the Company and its subsidiaries (together referred to as the “Group”) for the year ended 31 December 2017. This announcement, containing the full text of the 2017 Annual Report of the Company, complies with the relevant requirements of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited in relation to information to accompany preliminary announcements of annual results.



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# CORPORATE INFORMATION

## BOARD OF DIRECTORS

### Executive Directors

Mr. Wang Dong Xing (*Chairman*)  
Mr. Wang Liang Xing  
Mr. Wang Cong Xing  
Mr. Cai Rong Hua  
Mr. Hu Cheng Chu  
Mr. Pan Rong Bin

### Independent Non-executive Directors

Dr. Lu Hong Te  
Mr. Nie Xing  
Mr. Lai Shixian

## BOARD COMMITTEES

### Audit Committee

Mr. Nie Xing (*Chairman*)  
Dr. Lu Hong Te  
Mr. Lai Shixian

### Remuneration Committee

Mr. Lai Shixian (*Chairman*)  
Mr. Wang Cong Xing  
Mr. Nie Xing

### Nomination Committee

Mr. Wang Dong Xing (*Chairman*)  
Dr. Lu Hong Te  
Mr. Nie Xing

### Risk Management Committee

Mr. Wang Dong Xing (*Chairman*)  
Mr. Wang Cong Xing  
Mr. Pan Rong Bin

## COMPANY SECRETARY

Ms. Ko Yuk Lan

## AUTHORISED REPRESENTATIVES

Mr. Wang Dong Xing  
Ms. Ko Yuk Lan

## REGISTERED OFFICE

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

## PRINCIPAL PLACE OF BUSINESS IN HONG KONG

Suite 3402  
34th Floor, Lippo Centre  
Tower One  
No. 89 Queensway  
Hong Kong

## HEAD OFFICE IN THE PRC

Lilang Industrial Park  
200 Chang Xing Road  
Jinjiang City  
Fujian Province  
The PRC

## SHARE REGISTRARS AND TRANSFER OFFICES

### SMP Partners (Cayman) Limited

Royal Bank House  
3rd Floor, 24 Shedden Road  
P.O. BOX 1586  
Grand Cayman, KY1-1110  
Cayman Islands

### Hong Kong Share Registrar

Computershare Hong Kong Investor Services Limited  
Shops 1712-1716  
17th Floor, Hopewell Centre  
183 Queen's Road East  
Wanchai  
Hong Kong

## AUDITOR

KPMG, *Certified Public Accountants*

## PRINCIPAL BANKERS

Industrial Bank Co. Ltd.  
Bank of China Limited  
Bank of China (Hong Kong) Limited  
The Hongkong and Shanghai Banking Corporation Limited

# FINANCIAL HIGHLIGHTS

	Year ended 31 December		
	2017 (RMB million)	2016 (RMB million)	Changes (%)
Revenue	2,441.1	2,411.6	+1.2
Gross profit	1,013.8	995.9	+1.8
Profit from operations	668.9	663.4	+0.8
Profit for the year	611.0	539.9	+13.2
	(RMB cents)	(RMB cents)	(%)
Earnings per share			
— Basic	50.71	44.66	+13.5
— Diluted	50.71	44.66	+13.5
Shareholders' equity per share	262.5	249.1	+5.4
Interim dividend per share	HK13 cents	HK13 cents	—
Special interim dividend per share	HK5 cents	HK5 cents	—
Final dividend per share	HK18 cents	HK16 cents	+12.5
Special final dividend per share	HK8 cents	HK6 cents	+33.3
	(%)	(%)	(% points)
Gross profit margin	41.5	41.3	+0.2
Operating profit margin	27.4	27.5	-0.1
Net profit margin	25.0	22.4	+2.6
Return on average shareholders' equity <sup>(1)</sup>	19.9	18.2	+1.7
Effective tax rate	15.3	27.7	-12.4
Advertising and promotional expenses and renovation subsidies (as a percentage of revenue)	10.4	8.0	+2.4
	Year ended 31 December		Six months ended
	2017	2016	30 June 2017
Average inventory turnover days <sup>(2)</sup>	79	76	80
Average trade receivables turnover days <sup>(3)</sup>	83	92	99
Average trade payables turnover days <sup>(4)</sup>	87	89	90

Notes:

- (1) Return on average shareholders' equity is equal to the profit for the year divided by the average of the beginning and closing balance of total shareholders' equity.
- (2) Average inventory turnover days is equal to the average of the beginning and closing inventory balance divided by cost of sales and multiplied by the number of days in the year.
- (3) Average trade receivables turnover days is equal to the average of the beginning and closing trade and bills receivables balance divided by revenue (including value-added tax) and multiplied by the number of days in the year.
- (4) Average trade payables turnover days is equal to the average of the beginning and closing trade and bills payables balance divided by cost of sales and multiplied by the number of days in the year.

# CHAIRMAN'S STATEMENT

**“As an old saying goes, a man should be able to stand firm on its own feet at the age of thirty (三十而立). Over the past three decades, the entire team of China Lilang has made some achievements through dedication and hard work, persistence and strife over breakthroughs. Now “LILANZ” is a brand with style and elegance, the Group’s positioning is clearer and its competitive advantages are more distinct. 2018 marks a new start, the Group is prepared to implement a series of expansion plans to ride on the improving consumer market..... develop new market to make China Lilang a century-old menswear brand enterprise, so as to sustain a long-term growth.”**

# 感恩有您



To all shareholders,

In 2017, the global economic environment improved gradually and the economy of China maintained a stable growth. The overall consumer sentiment was positive and operating conditions were in good state, benefitting the overall development of the menswear industry in China. China Lilang Limited (the “Company” or “China Lilang”, together with its subsidiaries known as the “Group”) continued to focus on the enhancement of its own competitive edges. The Group has successfully capitalized on its brand competitiveness and operational capability built over the past three decades since establishment to consolidate its market position in China’s menswear industry, and achieved satisfactory growth in results amid improved market conditions in the second half of the year.

For the year, the Group continued to adhere to the strategy of “improving product quality without raising the price” and outperformed its competitors by enhancing the originality and individuality of its products, reforming its supply chain as well as adjusting and upgrading its retail channels. These efforts were reflected in the results for 2017.

Net profit was up by 13.2% year on year to RMB611.0 million, while net profit margin rose to 25.0%. Riding on the brand competitiveness and improved capability of producing good products, “LILANZ” recorded a revenue of RMB2,413.9 million during the year, representing a year-on-year increase of 7.9%. Same-store sales growth rose from mid-single digit at the beginning of the year to almost 10% in the fourth quarter, reflecting a substantial improvement in operating efficiency at the retail end. In addition, the smart casual collection (hereinafter referred to as the “smart casual collection”) launched by the Group more than a year ago has been well received by consumers and has gained a foothold in key markets in a short period of time, contributing to the revenue of the Group.

## CHAIRMAN'S STATEMENT (CONTINUED)

The Board recommended the payment of a final dividend of HK18 cents per ordinary share and a special final dividend of HK8 cents per ordinary share for this financial year, making a total dividend payment of HK44 cents per share for the year, up by 10% year on year.

As an old saying goes, a man should be able to stand firm on its own feet at the age of thirty (三十而立). Over the past three decades, the entire team of China Lilang has made some achievements through dedication and hard work, persistence and strife over breakthroughs. Now "LILANZ" is a brand with style and elegance, the Group's positioning is clearer and its competitive advantages more distinct.

2018 marks a new start, the Group is prepared to implement a series of expansion plans to ride on the improving consumer market. The Group will continue to invest in the brand "LILANZ". In addition to enhancing same-store efficiency and cementing its current market position, the Group will also strive to tap new markets.

This year, the main collections of "LILANZ" will expand and the Group will open stores in currently untapped markets, such as Jiaodong Peninsula, Dalian area and Southern Jiangsu. And the smart casual collection of "LILANZ" will expand and the Group will open stores in the first- and second-tier markets of great potential, such as Zhengzhou, Hefei, Xi'an, Jiangxi and Fujian. At the same time, the Group will take the market opportunities and step up its expansion of the smart casual collection to encourage distributors to speed up store opening by adopting a consignment model. The Group targets to add 150 smart casual collection stores in 2018. Together with the stores of the smart casual collection, the plan is to add not less than 200 "LILANZ" stores.

As online consumption pattern gradually matures, the Group will accelerate its online-to-offline development. In this summer, the Group will launch its new retail business. Leveraging the "LILANZ" brand, products and offline store network, and integrating online service with offline shopping experience, the Group will sell the same products of the smart casual collection online for the same prices as in the offline stores. It is expected to bring in sales growth starting from the second half of the year.

Over the past few years, the Group had adhered to the "improving product quality without raising the price" strategy, resulting in a more accurate positioning of its products and distinctive brand advantages. Competitiveness of "LILANZ" brand has been enhanced in all domains when the market was slow. On this basis, the Group will strive to offer customers with products of excellent value-for-money and continue to spare no effort in improving product design, craftsmanship and materials, with the aim of gaining market shares.

As the design and operation centre for the smart casual collection in Shanghai and the new headquarters in Fujian will be put into operation this year and next year respectively, the entire operations of the Group from product research and development, design, production to sales will advance to a new stage by then, thus laying a more solid foundation for a sustainable and faster growth of China Lilang.

## CHAIRMAN'S STATEMENT (CONTINUED)

The 2018 fall trade fair has commenced on 3 March, and the Group is confident that the total order value will achieve not less than low double-digit growth.

Looking ahead, with 2018 as a new start, the Group will continue to thoroughly explore opportunities offered by the main collection of "LILANZ", cultivate the smart casual collection, launch the new retail business, develop multiple brands, and expand its collections. The Group will adhere to its multi-brand strategy, proactively enhance the competitiveness and value-for-money of its products and also develop new market to make China Lilang a century-old menswear brand enterprise, so as to sustain a long-term growth and reward its shareholders, employees and customers for their support.

**Wang Dong Xing**

*Chairman*

6 March 2018





# MANAGEMENT DISCUSSION AND ANALYSIS

CHINA LILANG LIMITED

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## INDUSTRY OVERVIEW

In 2017, the growth of global economy accelerated. According to the International Monetary Fund's forecast, three quarters of the countries around the world would report faster economic growth in 2017, the most extensive since 2010. Thanks to the sustained recovery of Europe, the U.S. as well as emerging economies, economic fundamentals are sound. China's economy also maintained a stable growth. According to the National Bureau of Statistics of China, GDP for both the third and fourth quarters grew 6.8% year on year, and that for the full year increased by 6.9%. Employment and consumer prices remained stable. Income of both urban and rural residents continued increasing at relatively rapid rates.

Consumption is proved to be a key driving force of China's economic growth. As revealed in the consumer confidence survey conducted by China Economic Monitoring & Analysis Center (CEMAC) of the National Bureau of Statistics, the Consumer Confidence Index in China was maintained at a relatively high level for the first 10 months of 2017. During the year, the consumer goods market in China continued to expand at a relatively rapid rate of 10.2% year on year, in which the apparel products increased by 7.8%. The online retail sales achieved rapid growth of 32.2% year on year, in which apparel and footwear rose 20.3%. Consumption expenditure contributed 58.8% to GDP growth. China's menswear industry is showing signs of steady improvement, as consumer confidence has improved alongside the overall economic environment.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

China Lilang continued to innovate and transform its business during the year. Its competitiveness has further strengthened as originality and value-for-money of its products were significantly enhanced following the Group's successful implementation of the "improving product quality without raising the price" strategy. In 2017, the proportion of original design products by style further increased to approximately 68%. With clearer positioning and outstanding designs, "LILANZ" products are fully differentiated from other brands. Meanwhile, the Group continued to improve its retail channel management to maintain a healthy development of channels. As a result, channel operating efficiency has improved. In the second half of the year, the same-store sales growth of the Group's retail stores sped up, rising from mid-single digit in the third quarter to almost 10% in the fourth quarter.

The Group made satisfactory progress in its development of the first- and second-tier markets with its smart casual collection (hereinafter referred to as the "smart casual collection") which has been well received by consumers. In order to better seize development opportunities, the Group has adopted a consignment model to develop the smart casual collection in key markets since the second half of 2017 to speed up store openings.

Benefiting from the improved consumption environment, the Group effectively leveraged its operating advantages and the financial results improved. For the year ended 31 December 2017, net profit increased by 13.2% to RMB611.0 million, which was mainly due to a lower effective tax rate, and also the profit for 2016 was after a provision for receivables related to "L2". Net profit margin increased by 2.6 percentage points to 25.0%. The Group remained financially healthy and had sufficient cash flows. The Board recommended the payment of a final dividend of HK18 cents per share and a special final dividend of HK8 cents per share.

### FINANCIAL REVIEW

#### Revenue

The Group's revenue for the year of 2017 increased by 1.2 % to RMB2,441.1 million. Revenue of "LILANZ" increased by 7.9% to RMB2,413.9 million as orders for the autumn and winter collections improved, while sales of the smart casual collection launched in 2016 increased considerably. As for "L2", the operation ceased in 2017 as planned, and sales reduced to RMB27.2 million for the year comparing to RMB173.6 million last year.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

For the sales of “LILANZ” by product category, tops remained the major contributor in terms of sales, accounting for 65.3% of revenue, and its sales increased by 6.4%. Sales of accessories recorded a remarkable growth, rising 24.3% from last year to more than RMB200.0 million. Among which, footwear accounted for approximately 40.0%, while loungewear and socks originally introduced for the smart casual collection accounted for approximately 30.0%.

### Revenue by Region

Sales in all regions returned to satisfactory growth in the second half of the year.

Northern China region and North-Eastern China region were the two regions recording the highest growth in the year. The Northern China region increased by 18.6% as Inner Mongolia continued to perform well after the change of distributor during the first half of 2016, and sales in Beijing was driven by newly opened stores of the smart casual collection, offsetting the drop in sales in Shanxi. The North-Eastern China region was up by 19.1% as the overall store efficiency in Heilongjiang improved when more stores were operated by the first-tier distributor following the realignment of store network in the past two years.

The increase in the South-Western China region was below average, mainly due to the decline in sales in Chongqing. Nevertheless, Chongqing is expected to recover following realignment of its stores with more stores opening in shopping malls in 2017. Sales in the North-Western China region had recovered from the impact of high channel inventory of the 2016 spring and summer collections in Shaanxi and Xinjiang, and recorded sales growth of 7.0% in the second half of the year, improving noticeably from the decline of 25.3% in the first half of the year. Eastern China region and Central and Southern China region increased by 12.6% and 9.0%, respectively.

Eastern China region and the Central and Southern China region remained the top contributors to the revenue of “LILANZ”, and together accounted for 59.1% (2016: 57.4%) of the total. The retail stores in these two regions accounted for 51.4% (2016: 49.3%) of the total number of “LILANZ” stores.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

Revenue by region for the year is set out below:

Region	2017		2016		Changes %
	RMB million	% of revenue	RMB million	% of revenue	
Northern China <sup>(1)</sup>	171.2	7.1%	144.4	6.5%	+18.6%
North-Eastern China <sup>(2)</sup>	141.1	5.8%	118.5	5.3%	+19.1%
Eastern China <sup>(3)</sup>	813.7	33.7%	722.6	32.3%	+12.6%
Central and Southern China <sup>(4)</sup>	613.4	25.4%	562.7	25.1%	+9.0%
South-Western China <sup>(5)</sup>	476.9	19.8%	469.8	21.0%	+1.5%
North-Western China <sup>(6)</sup>	197.6	8.2%	220.0	9.8%	-10.2%
<b>Sub-total of "LILANZ"</b>	<b>2,413.9</b>	<b>100.0%</b>	2,238.0	100.0%	+7.9%
<b>"L2"</b>	<b>27.2</b>		173.6		-84.3%
<b>Total of the Group</b>	<b>2,441.1</b>		2,411.6		+1.2%

<sup>(1)</sup> Northern China includes Beijing, Hebei, Shanxi, Tianjin and Inner Mongolia.

<sup>(2)</sup> North-Eastern China includes Heilongjiang, Jilin and Liaoning.

<sup>(3)</sup> Eastern China includes Jiangsu, Zhejiang, Shanghai, Anhui, Fujian, Shandong and Jiangxi.

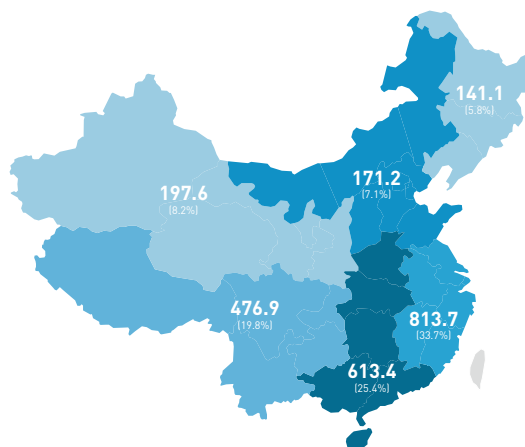
<sup>(4)</sup> Central and Southern China includes Henan, Hubei, Hunan, Guangdong, Guangxi and Hainan.

<sup>(5)</sup> South-Western China includes Chongqing, Sichuan, Guizhou, Yunnan and Tibet.

<sup>(6)</sup> North-Western China includes Shaanxi, Gansu, Qinghai, Ningxia and Xinjiang.

### 2017 "LILANZ" Revenue by Region RMB million (% of revenue)

<b>813.7</b> [33.7%]	<b>613.4</b> [25.4%]	<b>476.9</b> [19.8%]	<b>197.6</b> [8.2%]	<b>171.2</b> [7.1%]	<b>141.1</b> [5.8%]
Eastern China	Central and Southern China	South-Western China	North-Western China	Northern China	North-Eastern China



### 2016 "LILANZ" Revenue by Region RMB million (% of revenue)

<b>722.6</b> [32.3%]	<b>562.7</b> [25.1%]	<b>469.8</b> [21.0%]	<b>220.0</b> [9.8%]	<b>144.4</b> [6.5%]	<b>118.5</b> [5.3%]
Eastern China	Central and Southern China	South-Western China	North-Western China	Northern China	North-Eastern China

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

### Gross Profit and Gross Profit Margin

Gross profit margin was up by 0.2 percentage point to 41.5%. While improving product quality without raising the price, the higher proportion of original design products and better supply chain management helped lower the cost of sales for “LILANZ”.

Cost of sales increased by 0.8% to RMB1,427.2 million. Cost of in-house production, including sub-contracting charges, accounted for 74.2% (2016: 61.8%) of the total cost of sales, up by 12.4 percentage points.

### Other Net Income

Other net income amounted to RMB64.1 million, which comprised mainly government grants of RMB55.1 million (2016: RMB95.8 million) and a write-back of provision of RMB8.2 million made in relation to the cleaning up of trade payables of “L2”. The entitlements of the government grants were unconditional and under the discretion of relevant authorities.

### Selling and Distribution Expenses

Selling and distribution expenses increased by 23.3% to RMB311.1 million, and accounted for 12.7% of the total revenue, up by 2.2 percentage points. Advertising expenses and renovation subsidies, the major components of selling and distribution expenses, increased by RMB61.3 million to RMB253.8 million for the year, and accounted for 10.4% of the total revenue, up by 2.4 percentage points. Renovation subsidies increased as more stores were renovated, resulting in a higher expense ratio.

### Administrative Expenses

Administrative expenses amounted to RMB90.0 million, down by RMB81.3 million from last year. The administrative expenses for 2016 included a provision for trade receivables of RMB70.6 million mainly related to the discontinuation of operation of “L2”. Excluding this provision, the Group’s administrative expenses for the year decreased by RMB10.7 million year on year, which was mainly attributable to lower administrative expenses as “L2” had ceased operation. Administrative expenses accounted for 3.7% of the total revenue.

### Other Operating Expenses

Other operating expenses mainly comprised charitable donations of RMB8.4 million (2016: RMB6.2 million).

### Profit from Operations

Profit from operations slightly increased by 0.8% to RMB668.9 million. The decrease in government grants and increase in renovation subsidies offset the effect of the 2016 provision for trade receivables of “L2”. Operating margin slightly decreased by 0.1 percentage point to 27.4%.

### Net Finance Income

Net finance income was RMB52.5 million for the year, representing a decrease of RMB30.9 million year on year. The net income for 2016 included a non-recurring exchange gain of RMB39.7 million recorded from forward foreign exchange contracts aimed at hedging against non-functional currency deposits and loans.

### Income Tax

The effective income tax rate was 15.3% for the year, representing a decrease of 12.4 percentage points. One of the Group’s PRC subsidiaries was granted the “Advanced and New Technology Enterprise” status and entitled to a reduced income tax rate in 2017. In addition, in 2017, two of the Group’s PRC subsidiaries enjoyed income tax concessions due to their place of incorporation.

### Net Profit

Net profit was RMB611.0 million for the year, up by 13.2%. Net profit margin increased by 2.6 percentage points to 25.0%.

### Earnings per Share

Earnings per share was RMB50.71 cents, up by 13.5%.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

### Final Dividend

The Board recommended the payment of a final dividend of HK18 cents (2016: HK16 cents) per ordinary share and a special final dividend of HK8 cents (2016: HK6 cents) per ordinary share in respect of this financial year, making the total dividend payment of approximately HK\$311.2 million (equivalent to approximately RMB260.1 million). The final dividend and special final dividend will be paid in cash on or around 16 May 2018 to shareholders whose names appeared on the register of members of the Company on 30 April 2018.

## BUSINESS REVIEW

### Sales Channel Management

The Group, as a leading branded menswear enterprise in China, highly values the effective management of retail channels. Through “LILANZ” retail stores, the Group establishes its vivid brand image, provides professional services, and raises end customers’ shopping desire so as to boost its sales.

During the year, the Group continued to work with its distributors to plan the distribution, locations and the number of their stores, and pragmatically supported its distributors in optimizing their retail network. Where necessary, stores were relocated to better locations to improve store efficiency. During the year, the Group continued to promote distributors to open large-scale stores in shopping malls in provincial capitals and prefectural-level cities to capture the new shopping pattern. The number of stores in shopping malls has increased to more than 300 by the end of 2017, accounting for over 10% of the total number of stores, and their sales performance has been in line with expectations. On the other side, the number of shop-in-shops in department stores has decreased.

As of 31 December 2017, “LILANZ” had a total of 2,410 retail stores nationwide, adding 10 stores during the year, with aggregate retail area increased by 6.8% to about 309,600 square meters (31 December 2016: 289,800 square meters). The smart casual collection, which was launched in late 2016 to target the first- and second-tier markets, has received satisfactory response from the market, supporting the continued expansion of the specialty store network of the collection. As of the end of 2017, there were 89 stores of the smart casual collection.

Changes in the number of “LILANZ” stores in different regions were as follows:

Region	Number of stores			As at 31 December 2017
	As at 1 January 2017	Opened during the year	Closed during the year	
Northern China <sup>(1)</sup>	238	42	35	245
North-Eastern China <sup>(2)</sup>	245	38	62	221
Eastern China <sup>(3)</sup>	615	127	103	639
Central and Southern China <sup>(4)</sup>	569	131	100	600
South-Western China <sup>(5)</sup>	503	59	92	470
North-Western China <sup>(6)</sup>	230	46	41	235
Total	2,400	443	433	2,410

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)



In order to have a unified brand image in distribution network, renovation of all stores including designs and decoration materials are provided by the Group. Standards are also set for all aspects of the daily operation of a store. The Group is also committed to assisting its distributors to upgrade product displays and retail services in the stores to improve consumers' shopping experience.

In addition, the Group continued to upgrade its store image to leverage its excellent publicity effect for brand promotion. "LILANZ" currently adopts a sixth-generation store image. In 2017, over 400 stores underwent renovation and partial upgrade. All stores in the first- and second-tier cities have adopted the latest sixth-generation store image which uses better decoration materials, and the design is more elegant and stylish with a better use of retail space.

In addition, in order to ensure the best quality of management and services of retail stores, the Group continued to provide training to the management teams of its distributors. Training was provided in Henan in the second half of 2017 with a theme of business-oriented store operating costs management. Meanwhile, the Group also arranged trips to Inner Mongolia and Sichuan for its distributors to share experiences on market exploration and operations of large-scale stores.

The Group continued to monitor channel sales and inventory through the ERP system, which connects to all stand-alone stores. Now the channels and inventory are healthy and the retail discount rates are maintained at satisfactory levels.

The Group has established a stable relationship with its distributors, and all distributors of "LILANZ" have maintained business relationships with the Group for over a decade. As at 31 December 2017, "LILANZ" had 72 distributors and 898 sub-distributors. The number of stores operated by distributors increased to 1,109, which reflected the Group's increasing presence in the first- and second-tier cities and also a result of an upgrade of retail management promoted by the Group where distributors are encouraged to increase its direct retail presence, phasing out certain sub-distributors with substandard management skill.



## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

The number of “LILANZ” stores by operator and by channel was as follows:

	As at 31 December 2017	As at 1 January 2017
<b>By operator:</b>		
Self-operated stores	1	2
Stores operated by distributors	1,109	916
Stores operated by sub-distributors	1,300	1,482
	<b>2,410</b>	<b>2,400</b>
<b>By channel:</b>		
Street stores and stores in shopping malls	2,071	2,029
Shop-in-shops in department stores	339	371
	<b>2,410</b>	<b>2,400</b>

In 2017, the Group continued to use “T-MALL” as a major online sales channel and to provide home delivery services to VIP customers who purchase products through a customer relationship management system via the WeChat platform. Except for off-season products, the products and prices offered online were the same as those in the bricks-and-mortar stores.

As online shopping becoming more popular and mature, the Group has sped up establishing its professional teams for online sales during the second half of 2017, expecting to achieve a breakthrough in new retail development in 2018.

### Product Design, Development and Supply Chain Management

The Group highly values design innovation and value-for-money of its products. In addition to investing resources in its design team, the Group is also committed to developing its proprietary fabrics to enhance the individuality and value-for-money of its products, and thereby differentiating its products from its peers. The Group has established an in-house fabric research and development center equipped with fabric color blending system and fabric printing machines. Research and development of fabrics from yarns increases the flexibility in fabric development, and helps maintain product quality while effectively controlling costs. In addition, the Group has good supply chain

management and maintains good business relationship with its suppliers. This enables the Group to engage suitable fabric suppliers and processing plants in response to changes and market trend.



The Group operates a state-approved fabric testing center equipped with advanced machines to run various tests on fabrics, including their composition, color fastness to light and perspiration, pilling and abrasion resistance, degree of shrinkage, etc., in order to ensure the fabrics are in compliance with the national standards.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

Original design products accounted for about 68% of the sales by style in 2017, of which about 36% adopting the proprietary fabrics developed by the Group. In the medium- to long-run, the proportion of original design products will be maintained at about 70%, and the target for products adopting the proprietary fabrics developed by the Group is 50%. While reducing the proportion of OEM purchases and increasing the proportion of original design products, the Group adheres to the “improving product quality without raising the price” strategy and shares the benefits from its improved supply chain management with consumers by offering them products of higher value-for-money.

As for product design, the international and domestic research and development teams of “LILANZ” worked with each other closely and smoothly, which has added an international flavor to the brand and differentiated its products from its peers to a larger extent. In view of the development of the smart casual collection, the Group has established a separate design team to focus on developing products suitable for that collection.

The Group’s new headquarters currently under construction in Jinjiang, Fujian is expected to be completed in the second half of 2018, and to be put into operation in late 2018 or early 2019. The design and operation center in Shanghai for the smart casual collection is expected to be put into use in the second half of 2018.

### Brand Management and Promotion

China Lilang owns and operates “LILANZ” brand and currently sells menswear products under two major collections - the main collection and the smart casual collection. The main collection, principally targeting consumers of the age between 25 and 45, has been well received in the traditional third- and fourth-tier markets and is gradually expanding in the first- and second-tier markets. The smart casual collection, targeting consumers of the age between 20 and 30 in the first- and second-tier markets, features simpler product design than the main collection, and has more basic-style products.

The Group manages its brand mainly by focusing on its products and store image, together with appropriate promotion and marketing. During the year, the Group continued to enhance its brand awareness by opening large-scale stores; meanwhile, the Group strived to take different opportunities in advertising, including strategically placing advertisements through advertising signs in Electric Multiple Unit (EMU) and EMU stations, airports and roadside billboards as well as soft-sell advertising in magazines and newspapers. In addition, the Group sponsored the Chinese Football Association Cup Final to expand its customer base. The Group also made better use of online social media. In addition to regularly sending out fashion tips to the fans through the public WeChat account of LILANZ Menswear, during the year, the Group launched a nationwide promotion campaign - “Stylish Man (我是型男)” contest for online voting by WeChat users for the first time. With almost 8,000 people joining the contest and more than 5.0 million voters, together with online advertising video, the promotional impact was phenomenal.

### Trade Fairs

As retail sales of “LILANZ” continued to outperform other industry peers, and channel inventory has returned to a healthy level, the distributors had high confidence in the Group’s products. As a result, “LILANZ” recorded satisfactory performance in the three trade fairs of the 2017 fall collection, winter collection, and the 2018 spring and summer collections.

The 2018 spring and summer trade fair was held in August 2017. The total order value (based on wholesale prices) recorded an increase of 21% year on year, slightly better than the expectation of the management. The increase was mainly driven by sales volume, and the average selling price by category of the spring and summer products was similar to that of last year. Shipment of the orders of the spring and summer collections has commenced in January 2018.



## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

The 2017 fall and winter trade fairs were held in the first half of 2017. The fall trade fair recorded a high single-digit growth in order value, putting an end to the decline over the past four quarters; the winter trade fair improved further and recorded low double-digit growth in order value year on year. The average selling price by category of the respective fall and winter products remained largely stable.

<u>Trade fairs</u>	<u>Total order value growth (based on wholesale prices)</u>
2017 fall	high single-digit growth
2017 winter	low double-digit growth
2018 spring and summer	21% growth

The 2018 fall trade fair has commenced on 3 March 2018 and is expected to report not less than low double-digit growth.

### Awards

In January 2017, "LILANZ" was named "Top 100 Most Valuable Brands of Listed Companies in China" (中國上市公司最具價值品牌100強) and the "Most Internationally-Competitive National Brand in PRC Menswear Industry" (中國男裝行業最具國際競爭力民族品牌) at the second "Innovation and Development for New Model of the Chinese Economy Summit" (中國經濟新模式創新與發展峰會) cum 2016 "Chinese Industry Leading Brands" (中國行業領先品牌) TV Festival, which is an event co-hosted by various organizations, including The Enterprise Observer (企業觀察報社), Network Operators Branch of China Association of Small and Medium Enterprises (中國中小企協會網商分會), "Leaders", a program aired on CCTV's securities information channel, of Central Studio of News Reels Production of China Central Television (中央電視台所屬中央新聞紀錄電影製片廠《領導者說》欄目) and China Academy of Management Development Science (中國管理科學研究院行業發展研究所).

The Group was also named the "Best Quality Service Brand 2017" (2017最佳品質服務品牌) at World Brands Summit 2017 co-hosted by asiabrand.com, the newspaper office of Global Times and the periodical office of Business Management (《企業管理》雜誌社).

## PROSPECTS

Looking ahead, the Chinese economy is expected to maintain a steady growth in 2018. Consumer confidence will continue to rise, and the prospects of the menswear industry will improve further. Menswear enterprises with competitive edges and strengths are expected to outperform and gain market share. Over the past few years, China Lilang has constantly upgraded the management of its brand, channels and supply chain, and has achieved noticeable enhancement in its product design capability, brand competitiveness and the management capability of distributors. These will help the Group achieve better results as consumer sentiment recovers in the coming few years.

In 2018, market expansion will be a keynote for the business development of China Lilang. The Group plans to expand and open stores for the "LILANZ" main collection in currently untapped markets, such as Jiaodong Peninsula, Dalian area and Southern Jiangsu. In addition, the Group will also focus on developing the smart casual collection and encourage distributors to speed up store opening by adopting the consignment model. Stores of the smart casual collection are currently concentrating in Beijing, Shanghai, Tianjin, and Zhejiang. In 2018, stores of smart casual collection will be expanded to first- and second-tier markets of great potential, such as Zhengzhou, Hefei, Xi'an, Jiangxi and Fujian area. The target is to add 150 specialty stores during the year. Together with the new stores of the smart casual collection, the Group plans to add not less than 200 "LILANZ" stores, with a higher proportion of them opening at shopping malls.

In respect of online business development, China's online retail sales of goods increased by 28.0% in 2017, far above the single-digit growth of retail sales recorded by retail entities comprising supermarkets, department stores and specialty stores for the corresponding period. This reflected that the conditions to develop online-to-offline ("O2O") business are in shape. In view of this, new retail will be one of the priorities for the business development of the Group in future. Leveraging the brand competitiveness of "LILANZ", the positioning of the smart casual collection being suitable for online development and its encouraging business momentum, the Group plans to launch its new retail

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

business in the summer of 2018. New retail is a new concept of running retail business by integrating online service with offline shopping experience and logistics. The Group will develop its own new retail model along this direction using the smart casual collection and selling same products online for the same prices as in the offline stores, while the purchased products will be available for home delivery or pick-up at stores. It is expected that this will bring in sales growth starting from the second half of this year.

The strategy of “improving product quality without raising the price” adopted by the Group in the past few years has been a success. The original designs and value-for-money of the Group’s products are very competitive, paving a solid foundation for further expansion of the business. In the coming year, China Lilang will continue to regard offering customers with products of excellent value-for-money as its mission, and spare no effort in improving product design, craftsmanship and materials.

The design and operation centre for the smart casual collection in Shanghai and the new headquarters in Fujian would be put into operation this and next year respectively. The entire operation of the Group from product research and development, design, production to sales will advance to a new stage by then, thus laying a more solid foundation for sustainable and faster growth of China Lilang.

The Group is confident that its retail store efficiency will continue to improve in 2018, and that its same-store sales will achieve high single-digit growth or more for the full year. The 2018 fall trade fair has commenced on 3 March, and the management expects that the total order value will achieve not less than low double-digit growth.

In the long run, China Lilang will adhere to its multi-brand strategy and continue to proactively enhance the competitiveness and value-for-money of its products to further consolidate its leading position in the menswear industry, so as to sustain a long-term growth and reward its shareholders, employees and customers for their support.

## LIQUIDITY AND FINANCIAL RESOURCES

### Cash and Bank Balances and Cash Flows

	As at 31 December	
	2017 RMB million	2016 RMB million
Amounts pledged as security for bank loans and bills payable	6.8	488.9
Fixed deposits held at banks with maturity over three months	188.0	568.9
Cash and cash equivalents	1,823.3	1,613.7
Total cash and bank balance	2,018.1	2,671.5
Less: bank loans	—	(493.5)
Net cash	2,018.1	2,178.0

As at 31 December 2017, the Group’s total cash and bank balance was mainly denominated in Renminbi (95.0%) and Hong Kong Dollars (4.6%).

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

The increase in cash and cash equivalents balance by RMB209.6 million during the year was attributable to:

- Cash generated from operations amounting to RMB677.7 million, net of tax payment of RMB191.5 million, including PRC dividend withholding tax totalling RMB74.4 million.
- Net cash inflows from investing activities amounting to RMB708.1 million, comprising mainly the decreases in pledged bank deposits and fixed bank deposits with maturity over three months of RMB480.0 million and RMB380.9 million respectively, net of capital expenditure totalling RMB224.9 million. During the year, RMB84.7 million was paid for the construction of the new headquarters in Jinjiang and RMB94.5 million was paid as deposit for the purchase of the operation centre for the smart casual collection in Shanghai.
- Net cash outflows from financing activities amounting to RMB980.3 million, comprising mainly the payments of the final dividends totalling RMB233.0 million in respect of the year ended 31 December 2016, and the interim dividends totalling RMB187.4 million in respect of the year ended 31 December 2017, share repurchases totalling RMB60.2 million, and net repayment of bank loans of RMB493.5 million during the year. All bank loans were fully repaid as at 31 December 2017.

### Trade Working Capital Turnover Days

	Year ended 31 December	
	2017	2016
Average inventory turnover days	79	76
Average trade receivables turnover days	83	92
Average trade payables turnover days	87	89

### Inventory Turnover Days

The Group's average inventory turnover days was 79 days. This compared to 76 days for the year 2016.

"LILANZ" inventory balance increased by 19.8% to RMB308.6 million. There were more inventories of the 2018 spring and summer collections as trade fair orders improved. Also, the balance included inventories of the smart casual collection held by distributors on consignment basis.

As at 31 December 2017, the net balance of inventory for "L2" after provision was RMB14.7 million, down by RMB22.2 million over the year.

### Trade Receivables Turnover Days

The Group's average trade and bills receivables turnover days was 83 days. This improved from 92 days for the year 2016.

"LILANZ" trade receivable balance decreased by 1.2% to RMB630.5 million despite the low double-digit increase in sales of the winter products. Liquidity of distributors improved as channel inventory was at healthy level. As in previous years, additional credit terms have been granted to some of the distributors to encourage them to open large-scale stores in shopping malls. As at 31 December 2017, full provision had been made for overdue trade receivables totalling RMB9.2 million.

For "L2", as at 31 December 2017, the net balance of trade receivables after provision was RMB6.5 million, down by RMB23.2 million over the year.

### Trade Payables Turnover Days

The Group's average trade and bills payables turnover days was 87 days, similar to the 89 days for the year 2016.

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

### PLEDGE OF ASSETS

As at 31 December 2017, deposits with certain banks totalling RMB6.8 million were pledged as securities for bills payables (2016: RMB488.9 million pledged for bank loans and bills payables). The pledged bank deposits will be released upon the settlement of relevant bills payables.

### CAPITAL COMMITMENTS AND CONTINGENCIES

As at 31 December 2017, the Group had total capital commitments of RMB288.1 million, primarily related to the construction of the new headquarters which is expected to be completed in the second half of 2018.

These capital commitments are expected to be financed by internal resources of the Group.

As at 31 December 2017, the Group had no material contingent liabilities.

### PRINCIPAL RISKS AND UNCERTAINTIES

During the year, the Company conducted an exercise based on the ERM Framework, as set out in the paragraph headed "Risk Management and Internal Controls" in the Corporate Governance Report on pages 33 to 43 of this Annual Report, to review, assess and control the identified risks facing the Group. The Group's key risk exposures are summarized as follows:

Strategic Risks	(i)	Deterioration of market competition
Operational Risks	(i)	Ineffective management of the retail operations of distributors
	(ii)	Misjudgement of fashion trends or changes in consumers' demand or failure to respond to such changes in a timely manner
	(iii)	Failure to re-align and adjust store network to more popular retail channel
	(iv)	Ineffective brand promotion activities or failure to maintain and promote the brand, particularly in the first-and second-tier cities where the Group targets to expand
Financial Risks	(i)	Distributors' credit risks
Hazard Risks	(i)	Business susceptible to extreme or unseasonable weather conditions

## MANAGEMENT DISCUSSION AND ANALYSIS (CONTINUED)

### ENVIRONMENTAL POLICIES AND PERFORMANCE

The Group is committed to achieving environmental sustainability and incorporating it in daily operations. Details of the Group's environmental policies and performance are summarized in the Environmental, Social and Governance Report on pages 23 to 32 of the Annual Report.

### FINANCIAL MANAGEMENT POLICIES

The Group continues to control financial risks in a prudent manner. The functional currency of the Company is the Hong Kong Dollars and the Company's financial statements are translated into Renminbi for reporting and consolidation purposes. Foreign exchange differences arising from the translation of financial statements are directly recognized in equity as a separate reserve. As the Group conducts business transactions principally in Renminbi, the exchange rate risk at the Group's operational level is not significant.

### HUMAN RESOURCES

As at 31 December 2017, the Group had 1,990 staff. Total staff costs for the year amounted to approximately RMB159.8 million (2016: RMB156.5 million). Details of the Group's policies on human resources are summarised in the Environmental, Social and Governance Report on pages 23 to 32 of the Annual Report.

### CLOSURE OF REGISTER OF MEMBERS

The register of members will be closed from Tuesday, 17 April 2018 to Friday, 20 April 2018 (both days inclusive) for the purpose of determining shareholders who are entitled to attend and vote at the 2018 annual general meeting ("2018 AGM"). In order to qualify for attending and voting at the 2018 AGM, all transfers accompanied by the relevant share certificate must be lodged with the Company's share registrar and transfer office, Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong not later than 4:30 p.m. on Monday, 16 April 2018.

In addition, subject to the approval of the proposed final dividend and the special final dividend by the shareholders at the 2018 AGM, the register of members will be closed from Thursday, 26 April 2018 to Monday, 30 April 2018 (both days inclusive) for the purpose of determining shareholders who qualify for the proposed final dividend and special final dividend. In order to qualify for the proposed final dividend and special final dividend, all transfers accompanied by the relevant share certificate must be lodged with the Company's share registrar and transfer office, Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong not later than 4:30 p.m. on Wednesday, 25 April 2018.

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

## (A) ENVIRONMENT

The Group is committed to achieving environmental sustainability and incorporating it in daily operations, in strict compliance with the Environmental Protection Law of the People's Republic of China (the "PRC"), the Energy Conservation Law of the PRC and other related regulations. As the Group is principally engaged in the design, manufacturing and sales of apparel products, its operating activities do not generate any emissions or wastes that would severely pollute the environment.

This report covers the Group's headquarters in Jinjiang City, Fujian Province (the "Headquarters") and its production facilities in Wuli Industrial Park, Fujian Province (the "Wuli Plant"). The Headquarters comprises office premises, fabric research and development and testing centres, a workshop for samples and small production orders, flagship stores, staff dormitories (including canteens, a coffee shop and a gym) and also the venue for the three trade fairs held every year.

### Aspect A1: Emissions

The Group has formulated a production-plant management manual, setting out measures such as lawful discharge of sewage, reduction of air emissions by using clean energy for the boiler and reduction of non-hazardous wastes generated during the production process.

Air and greenhouse gas emissions generated by the Group's operating activities are limited. The Group does not own vehicle fleets, the transportation of raw materials and products are all outsourced to third-party transportation service providers. In addition, electricity consumed by both the Headquarters and the Wuli Plant are supplied by a hydropower plant. Hydropower transforms the potential energy of water without consuming any fossil fuels, it is therefore widely considered as a clean energy that does not emit any greenhouse gases such as carbon dioxide (CO<sub>2</sub>) and methane (CH<sub>4</sub>). Starting from September 2017, natural gas is used instead of coal for the boiler in the Wuli Plant to boil water to steam-iron apparels. This has significantly reduced air emissions. Regular repairs and maintenance work for the boiler is carried out by the Group to ensure it functions normally. Every year the Group commissions a third-party professional organization to audit air emissions from the boiler to ensure compliance with relevant laws and regulations.

The operating activities of the Group do not produce any hazardous wastes. The Wuli Plant has adopted the following measures to reduce non-hazardous wastes generated during the production process:

- 1) Cinders: before switching to natural gas in September 2017, premium coal was used for the boiler to reduce the generation of cinders.
- 2) Scraps: the following measures are adopted to maximize the utilization rate of fabrics, thereby controlling costs and reducing scraps:
  - a) Strictly adhere to the minimal usage of fabrics and optimize cutting layouts with a computer program, based on product designs and respective fabric-waste allowances;
  - b) Reduce fabric wastes by providing training to workers to enhance their skills and by introducing templates to improve sewing accuracy; and
  - c) Optimize production equipment to avoid fabric wastes due to equipment ageing or failure. Several automatic fabric-cutting machines have been added in the past few years, replacing manual labour to improve the accuracy in cutting fabrics, while regular repairs and maintenance for production machinery and equipment are carried out.



## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

Scraps are regularly collected by recyclers to be converted into or reused in other products (such as gloves). Cinders generated prior to September 2017 were sold to recyclers.

The operating activities of the Group generates limited amount of industrial sewage which is discharged through the municipal sewage system equipped with filters, ensuring no significant impact on the surrounding environment.

According to the key performance indicators (“KPIs”) as set out in Appendix 27 to the Listing Rules, the Group’s performance on sustainable development in terms of air and greenhouse gas emissions and waste generation is summarised as follows:

KPIs		For the year ended 31 December 2017
A1.1	Type of emissions and respective emissions data	Total air emissions (particulates, NO <sub>x</sub> and SO <sub>2</sub> ) of the boiler (note 1) were 0.27 tonnes (2016: 11.08 tonnes). The intensity (based on the total annual production cost of the Wuli Plant (note 2)) is negligible (2016: 0.03 KG/RMB’000). Total air emissions reduced significantly after using natural gas instead of coal for the boiler since September 2017.
A1.2	Total greenhouse gas emissions and intensity	As noted above, greenhouse gas emissions generated by the Group’s operating activities are limited.
A1.3	Total hazardous wastes produced and intensity	The operating activities of the Group have not produced any hazardous wastes.
A1.4	Total non-hazardous wastes produced and intensity (based on the total annual production cost of the Wuli Plant (note 2))	Cinders of 100.00 tonnes (2016: 150.00 tonnes); intensity of 0.28 KG/RMB’000 (2016: 0.45 KG/RMB’000). The amount of cinders generated during the year reduced as the Group uses natural gas instead of coal for the boiler since September 2017.  Scraps of 288.96 tonnes (2016: 267.75 tonnes); intensity of 0.81 KG/RMB’000 (2016: 0.80 KG/RMB’000).
A1.5	Measures to mitigate emissions and results achieved	Natural gas is used instead of coal for the boiler since September 2017 and air emissions have been significantly reduced as a result. Regular repairs and maintenance work for the boiler is carried out by the Group to ensure it functions normally. The air emissions of the boiler conformed to the requirements of relevant laws and regulations.

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

KPIs	For the year ended 31 December 2017	
A1.6	How hazardous and non-hazardous wastes are handled, reduction initiatives and results achieved	<p>The operating activities of the Group have not produced any hazardous wastes.</p> <p>In respect of non-hazardous wastes:</p> <p>(1) Cinders produced prior to September 2017 were sold to recyclers.</p> <p>(2) The Group strictly controls the usage of fabrics and reduces scraps through production equipment upgrades, using a computer program to optimize cutting layouts and training workers. Scraps produced are collected by recyclers to be reused in other products.</p>

Note 1: This was measured after switching to natural gas instead of coal and assumes an average annual total working hours of the boiler is 2,200 hours.

Note 2: Total annual production cost of the Wuli Plant equals to total cost of sales for the core brand "LILANZ" less OEM procurement costs, subcontracting costs and sales tax surcharges.

## Aspect A2: Use of Resources

The Group adheres to the "5S management system" and requires all employees to conserve water and electricity. Posters are put up in the office area and across the plants to enhance employees' awareness of energy saving and emission reduction. In respect of the use of electricity, both the Headquarters and the Wuli Plant have switched to LED lighting since late 2015. Security guards in the Wuli Plant check and make sure all production equipment and the lights in production workshops are powered off during lunch hour and after work. In respect of the use of natural gas for the boiler (or coal prior to September 2017), the Group conducts regular repairs and maintenance for the boiler to reduce any potential waste of resources due to equipment ageing or failure. In respect of water usage in production, water used in the boiler in the Wuli Plant is recycled through reflux line to improve water efficiency.

In respect of raw materials of products, the Group strictly controls the usage of raw materials based on the requirements of individual orders and reduces wastes through production equipment upgrades, training workers and using a computer program to optimize cutting layouts. As for the use of packaging materials, the Group avoids excessive packaging and maintains an appropriate balance between cost control, product protection and consumer expectation. More environmental-friendly paper bags are used as shopping bags. Certain products are also individually packaged in plastic bags, non-woven bags or paper boxes for the protection against dirt, dust or damp.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

The resources used in the Wuli Plant during the past two years are summarised as follows:

		For the year ended 31 December	
		2017	2016
Electricity	Consumption quantity	2,493,000 units	2,181,000 units
	Intensity (based on the total annual production cost of the Wuli Plant (note 1))	6.97 units/RMB'000	6.50 units/RMB'000
Coal	Consumption quantity	617.30 tonnes	968.94 tonnes
	Intensity (based on the total annual production cost of the Wuli Plant (note 1))	1.73 KG/RMB'000	2.89 KG/RMB'000
Natural gas	Consumption quantity	124,000 m <sup>3</sup>	N/A
	Intensity (based on the total annual production cost of the Wuli Plant (note 1))	0.35 m <sup>3</sup> /RMB'000	N/A
Water	Consumption quantity	61,000 m <sup>3</sup>	69,000 m <sup>3</sup>
	Intensity (based on the total annual production cost of the Wuli Plant (note 1))	0.17 m <sup>3</sup> /RMB'000	0.21 m <sup>3</sup> /RMB'000
Packaging materials (note 2)	Purchases (weight)	1,410.56 tonnes	1,263.16 tonnes
	Intensity (based on the annual sales of the core brand "LILANZ")	0.58 KG/RMB'000	0.56 KG/RMB'000

Note 1: Total annual production cost of the Wuli Plant equals to total cost of sales for the core brand "LILANZ" less OEM procurement costs, subcontracting costs and sales tax surcharges.

Note 2: This includes paper shopping bags, and plastic bags and non-woven bags used for the individual packaging of certain products produced in the Wuli Plant. Packaging materials of individual products purchased from OEM suppliers are excluded.

The consumption of electricity, natural gas, coal, and water in the Wuli Plant varies, depending on the types of products, nature of fabrics, production processes as well as weather and temperature. The intensity of the weight of packaging materials purchased, which is calculated based on the annual sales of the core brand "LILANZ", has increased. This was mainly due to a double-digit increase in retail sales volume for the year.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

The resources used by the Headquarters during the past two years are summarised as follows:

		For the year ended 31 December	
		2017	2016
Electricity	Consumption quantity	5,439,000 units	4,922,000 units
	Intensity (based on the annual sales of the core brand "LILANZ")	2.25 units/RMB'000	2.20 units/RMB'000
Water	Consumption quantity	55,000 m <sup>3</sup>	64,000m <sup>3</sup>
	Intensity (based on the annual sales of the core brand "LILANZ")	0.02 m <sup>3</sup> /RMB'000	0.03 m <sup>3</sup> /RMB'000

The Headquarters comprises office premises, fabric research and development and testing centres, a workshop for samples and small production orders, flagship stores, staff dormitories (including canteens, a coffee shop and a gym) and also the venue for the three trade fairs held every year. The electricity and water consumption varies depending on the weather, testing applications of different fabrics and the frequency of utilization of different production machinery in the sample workshop. Starting from August 2016, the Group has installed separate electricity meters to measure the electricity consumption by the fabric research and development and testing centres and sample workshop to improve the management of electricity consumption. As more machineries and equipment (such as embroidery machine and fabric printing machine) were added in 2016 and 2017, electricity consumption of the fabric research and development and testing centres and sample workshop increased over the year.

According to the KPIs set out in Appendix 27 to the Listing Rules, the Group's performance on sustainable development in terms of resource utilization is summarized as follows:

KPIs	For the year ended 31 December 2017
A2.1 Electricity consumption and intensity (based on the total annual production cost of the Wuli Plant or the annual sales of the core brand "LILANZ")	7,932,000 units (2016: 7,103,000 units); intensity of 9.22 units/RMB'000 (2016: 8.70 units/RMB'000). Intensity increased as more production machineries and equipment were added in Wuli Plant and also in the fabric research and development centre and sample workshop in the Headquarters in 2016 and 2017. In addition, semi-automation has been carried out in the finished products warehouse in Wuli Plant in 2017.
Natural gas consumption and intensity (based on the total annual production cost of the Wuli Plant)	124,000 m <sup>3</sup> (2016: nil m <sup>3</sup> ); intensity of 0.35 m <sup>3</sup> /RMB'000 (2016: nil). The Group started using natural gas to replace coal for the boiler since September 2017 to reduce air emissions.
Coal consumption and intensity (based on the total annual production cost of the Wuli Plant)	617.30 tonnes (2016: 968.94 tonnes); intensity of 1.73 KG/RMB'000 (2016: 2.89 KG/RMB'000). The use of coal was reduced as the Group started using natural gas to replace coal for the boiler since September 2017 to reduce air emissions.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

KPIs		For the year ended 31 December 2017
A2.2	Water consumption and intensity (based on the total annual production cost of the Wuli Plant or the annual sales of the core brand "LILANZ")	116,000 m <sup>3</sup> (2016: 133,000 m <sup>3</sup> ); intensity of 0.19 m <sup>3</sup> /RMB'000 (2016: 0.24 m <sup>3</sup> /RMB'000).
A2.3	Energy use efficiency initiatives and results achieved	<p>The Group adheres to the "5S management system" and requires all employees to conserve water and electricity. Both the Headquarters and the Wuli Plant have switched to LED lighting since late 2015. Security guards in the Wuli Plant check and make sure all production equipment and lights in the production workshops are powered off during lunch hour and after work. In respect of the use of natural gas (or coal prior to September 2017), the Group conducts regular repairs and maintenance for the boiler to reduce any potential waste of resources due to equipment ageing or failure.</p> <p>The consumption of natural gas, coal and electricity in the Wuli Plant varies depending on the types of products, nature of fabrics, production processes as well as weather and temperature. The electricity consumption of the Headquarters varies depending on the weather, testing applications of different fabrics and the frequency of utilization of different production machinery.</p>
A2.4	Water efficiency enhancement initiatives and results achieved	Water used in the boiler in the Wuli Plant is recycled through reflux line for better water efficiency.
A2.5	Total packaging materials used for finished products and intensity (based on the annual sales of the core brand "LILANZ")	<p>1,410.56 tonnes (2016: 1,263.16 tonnes); intensity of 0.58 KG/RMB'000 (2016: 0.56 KG/RMB'000).</p> <p>The intensity of the weight of packaging materials purchased has increased mainly due to a double-digit increase in retail sales volume year-on-year.</p>

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

## Aspect A3: The Environment and Natural Resources

The Group's operating activities have no direct or significant impact on the environment and natural resources.

In respect of the control over the use of natural resources, water used in the boiler in the Wuli Plant is recycled through reflux line for better water efficiency. In addition, the Group promotes a paperless office and reduces the use of paper by using ERP system, OA system and mobile phone applications.

In respect of the control over the materials used in products, the Wuli Plant has adopted the following measures to maximize the utilization rate of fabrics and reduce wastes:

- 1) Strictly adhere to the minimal usage of fabrics and optimize cutting layouts with a computer program, based on product designs and respective fabric-waste allowances;
- 2) Reduce fabric wastes by providing training to workers to enhance their skills and by introducing templates to improve sewing accuracy; and
- 3) Optimize production equipment to avoid fabric wastes due to equipment ageing or failure. Several automatic fabric-cutting machines have been added over the past few years to improve the accuracy in cutting fabrics, while regular repairs and maintenance for production machinery and equipment are carried out.

In addition, the Group has started using more environmental-friendly fabrics made from bamboo fiber for some of its products since 2015; however, this accounted for a relatively small proportion of the total sales volume, as the current market demand for this kind of product is low.

## (B) SOCIAL

### Aspect B1: Employment

As at 31 December 2017, the Group had 1,990 staff in total.

All human resources decisions of the Group are based on merits. The Group recruits talents from universities and technical schools to become management trainees every year, and ensures that all of its employees are assigned to appropriate roles, are treated fairly and are provided with development opportunities regardless of age or gender.

The Group also attaches great importance to employees' rights and benefits, and offers competitive remuneration packages to its employees based on factors such as market wage rates, responsibilities, job complexity as well as the Group's performance. Meanwhile, the Group is committed to paying all employees in full on a timely manner, while the contributions to social security funds for its employees are made according to local regulations. The Group has also adopted a share option scheme to recognize and reward the contribution of its employees to the growth and development of the Group. In addition, employees are entitled to maternity leave, marriage leave and other leaves, as well as the rights to apply for other casual leaves in accordance with the Labour Law of the PRC.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)



### Aspect B2: Health and Safety

The Group cares about the health, working environment and safety of its employees. The beautiful green areas at the Headquarters and the Wuli Plant offer a cosy working environment to the employees. The Wuli Plant has a basketball field and the Headquarters has a gym for its staff.

Except for sewing machines, protective features are installed for all other electric or heat-generating manufacturing equipment in the Wuli Plant as well as those in the fabric research and development and testing centres and sample workshop at the Headquarters, in order to ensure the safe operation by the employees. For the year ended 31 December 2017, there were no severe injuries or fatalities of the employees of the Group.

### Aspect B3: Staff Development and Training

The Group places great emphasis on staff training and provides its employees with pre-employment and on-the-job training and career development opportunities. The training programs cover areas such as production craftsmanship, research and development, customer services, quality control, trade fair planning, workplace ethics and other areas relevant to the industry. Since late 2015, in order to further enhance its design capabilities and craftsmanship, the Group has collaborated with Jiangnan University (江南大學), the Online and Continuing Education College of Fujian Normal University (福建師範大學網絡與繼續教育學院) and two professional education and training companies to provide a state-approved online distance education diploma program to over 100 staff members from its design department and craftsmanship department. The program would last for 2.5 to 5 years and all expenses would be covered by the Group.

The Group also provides annual training to the management team of its distributors, covering areas relevant to retail management, such as retail services, retail data management, market development and trade fair order-placing skills.

### Aspect B4: Labour Standards

No one under the age of 16 is employed by the Group for any position.

### Aspect B5: Supply Chain Management

As at 31 December 2017, the Group had over 300 OEM product suppliers, raw material suppliers and process sub-contracting suppliers, about 30 of which are located outside the PRC.

## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

In selecting suppliers, the Group puts much emphasis on the legal compliance of their operations in addition to cost consideration. On-site visits are conducted before the commencement of business with suppliers, and followed by one or two such visits annually afterwards, so as to ensure that they have a stable workforce and there are no child labour issues. All major raw material suppliers are required to comply with the Environmental Protection Law of the PRC and those with ISO14000 environmental management accreditation will be given the priority in the selection process. For the year ended 31 December 2017, suppliers with ISO14000 accreditation accounted for about 50% of the Group's total purchases of raw materials.

### Aspect B6: Product Responsibility

Over the past few years, the Group adhered to the strategy of "improving product quality without raising the price" and spared no effort in improving product design, craftsmanship and materials, with the aim of raising the proportion of original designs, enhancing the value-for-money of its products and increasing the competitiveness of its products and brand.



For product materials, the Group operates a state-approved fabric testing centre equipped with advanced machines to run various tests on fabrics, including their chemical composition (such as methanol and azo), colour fastness to light and perspiration, pilling and abrasion resistance, degree of shrinkage, etc., in order to ensure the fabrics are in compliance with the Group's and also the national standards. All fabrics used in products, whether self-manufactured or OEM purchased or outsourced for processing, are required to pass those tests. In addition, the Group imposes stringent requirements on product quality control. All products must pass the quality control inspection of the Group before packaging for delivery, whether they are produced by the Wuli Plant, OEM suppliers or process sub-contractors.

In accordance with the requirements of the Trademark Law of the PRC, all products bear labels specifying details such as fiber content of the fabrics and its washing method, as well as the national and enterprise product execution standards being adopted. Advertising campaigns in relation to the brand and products are conducted in accordance with the requirements of the new Advertising Law of the PRC.

For the year ended 31 December 2017, the Group had not received any complaints from the regulatory body or consumers regarding product safety, nor had it recalled any product due to product safety or health issues.



## ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT (CONTINUED)

Occasionally, the Group may find counterfeit products with LILANZ trademark available in the wholesale market or online. In the event that any such products are found, the Group will report it to relevant authorities.

The Group pays great attention to customer privacy. The information of its VIP customers in the database of retail distributors will only be used towards sales and promotion of the Group's products, and only relevant personnel of the Group and the relevant stores can access such information.

### Aspect B7: Anti-corruption

The Group is committed to good corporate governance practices and strictly prohibits its employees from engaging in acts of corruption. A policy has been set up to deal with anti-corruption complaints in a view to prevent corruption, reduce operational risks and protect the legitimate interests of the Group. All complaints regarding alleged corruption cases can be reported through specific channels (including email, telephone or mail) either on a named basis or anonymously, which will then be investigated and handled by the legal department and internal audit department under the guidance of the vice chairman of the Group.

For the year ended 31 December 2017, the Group had not been involved in any litigation related to corruption, and there had been no complaints about the involvement of its employees in corruption cases.

### Aspect B8: Community Investment

The Group cares about the need of the community and makes donations to educational associations or charitable organizations to the best of its ability every year. For the year ended 31 December 2017, donations totaling RMB8.4 million were made by the Group to charitable associations approved by the local government to support services for the elderly, schools and hospitals.

The Group also encourages its staff to participate in charitable activities to help the poor and the needy in the society. During the year, the Group organized its staff to take part in a sponsorship programme for students of a local secondary school with good academic results and conducts, who are from low income families.

The "LILANZ Love Wall" in the Headquarters set up in 2016 as a collection point for staff to donate used but 80%-new clothes and products to people in need continues to serve its purpose.

# CORPORATE GOVERNANCE REPORT

The Board is firmly committed to compliance of statutory and regulatory corporate governance standards and adherence to the principles of corporate governance emphasizing transparency, accountability and integrity. Policies and practices on corporate governance are reviewed on a regular basis and as required to ensure that they remain appropriate and compliance with legal and regulatory requirements.

The Company complied with all code provisions of the Corporate Governance Code (the “Code Provisions”) as set out in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”) during the year ended 31 December 2017.

## (A) BOARD OF DIRECTORS

The Board is responsible for governing the Company and managing assets entrusted by the shareholders. The Directors recognize their collective and individual responsibility to the shareholders and perform their duties diligently to achieve positive results for the Company and to maximize returns for shareholders.

The Board currently comprises six Executive Directors and three Independent Non-executive Directors:

### Executive Directors

Mr. Wang Dong Xing (*Chairman*)  
Mr. Wang Liang Xing  
Mr. Wang Cong Xing  
Mr. Cai Rong Hua  
Mr. Hu Cheng Chu  
Mr. Pan Rong Bin

### Independent Non-executive Directors

Dr. Lu Hong Te  
Mr. Nie Xing  
Mr. Lai Shixian

Their biographical details and (where applicable) their family relationships are set out in the section headed “Biographical Details of Directors and Senior Management” on pages 44 to 49 in the Annual Report. A list of the Directors identifying their role and function and whether they are Independent Non-executive Directors are available on the Company’s website.

The principal responsibilities of the Board include the formulation of the Group’s business strategies and management objectives, supervision of the management and evaluation of the effectiveness of management strategies. Day-to-day management of the Group’s businesses is delegated to the Executive Directors or senior management. The functions and power that are so delegated are reviewed periodically to ensure that they remain appropriate.

## CORPORATE GOVERNANCE REPORT (CONTINUED)

Matters reserved for the Board include those affecting the Group's overall strategies, budget and plans, publication of financial statements, dividend policy, appointment of members to the various Board Committees and major investments. The Board is also responsible for developing, reviewing and monitoring the policies and practices on corporate governance and legal and regulatory compliance of the Group, and the training and continuous professional development of directors and senior management. The Board also reviews the disclosures in the Corporate Governance Report to ensure compliance.

All Board members have separate and independent access to the Group's senior management to fulfill their duties.

Independent professional advice can be sought to assist the relevant Directors to discharge their duties at the Group's expense upon their request. No such advice was sought during 2017.

All Directors are required to declare to the Board upon their first appointment, the directorships or other positions they are concurrently holding at other companies or organizations. These interests are updated on an annual basis and when necessary.

### **Directors' and Officers' Insurance**

The Company has arranged appropriate insurance cover in respect of potential legal actions against its Directors and officers. In 2017, no claims under the insurance policy were made.

### **Directors' Continuous Training and Professional Development**

All Directors are provided with monthly updates on the Company's performance and financial position to enable the Board as a whole and each Director to discharge their duties. In addition, briefings and updates on the latest development regarding the Listing Rules and other applicable regulatory requirements are provided to the Board during Board meetings to ensure compliance and enhance their awareness of good corporate governance practices.

## CORPORATE GOVERNANCE REPORT (CONTINUED)

All Directors are also encouraged to participate in continuous professional development to develop and refresh their knowledge and skills. According to the records provided by the Directors, a summary of training received by the Directors during the year ended 31 December 2017 is as follows:

<b>Directors</b>	<b>Types of continuous professional development programmes</b>
Executive Directors	
Mr. Wang Dong Xing	A
Mr. Wang Liang Xing	A
Mr. Wang Cong Xing	A
Mr. Cai Rong Hua	A
Mr. Hu Cheng Chu	A
Mr. Pan Rong Bin	A
Independent Non-executive Directors	
Dr. Lu Hong Te	A
Mr. Nie Xing	B
Mr. Lai Shixian	B

Notes:

- A: Attending courses/seminars on business management
- B: Viewing director training webcasts on directors' duties and role and function of board committees

### Chairman and Chief Executive Officer

The Chairman of the Board, Mr. Wang Dong Xing, is responsible for the overall management of and leadership for the Board and ensuring that good corporate governance practices and procedures are established. He is also responsible to ensure all Directors receive adequate information in a timely manner and are properly briefed on issues arising on board meetings.

The Chief Executive Officer, Mr. Wang Liang Xing, is responsible for managing the day-to-day operations of the Group's business.

The Company has kept these roles separated and distinctive as this ensures better checks and balances and hence better corporate governance.

## CORPORATE GOVERNANCE REPORT (CONTINUED)

### Independence of Independent Non-executive Directors

The three Independent Non-executive Directors bring with them expertise in different areas. The role of the Independent Non-executive Directors is to provide independent and objective opinions to the Board, giving adequate control and balances for the Group to protect the overall interests of the shareholders and the Group. The Independent Non-executive Directors are expressly identified as such in all corporate communications that disclose the names of Directors.

Each Independent Non-executive Director has submitted annual confirmation of his independence to the Company pursuant to rule 3.13 of the Listing Rules. Based on the contents of such confirmations, the Company considers that all of the Independent Non-executive Directors are independent.

### Board Committees

To cover particular aspects of the Company's affairs and to assist in the execution of its responsibilities, the Board has established Audit Committee, Remuneration Committee, Nomination Committee and Risk Management Committee. Each of the Committees is delegated by the Board with specific roles and responsibilities and reports to the Board on matters discussed and their findings. Their terms of reference are available on the Company's website.

All Committees are provided with sufficient resources to discharge their duties, including access to management or professional advice if considered necessary.

#### (i) **Audit Committee**

The Audit Committee comprises three Independent Non-executive Directors, namely Mr. Nie Xing, Dr. Lu Hong Te and Mr. Lai Shixian. The Chairman of the Audit Committee is Mr. Nie Xing, whose expertise in financial planning and analysis, management, investment and corporate financing enables him to provide leadership for the Committee.

The principal responsibilities of the Audit Committee are to review and supervise the financial reporting process and internal control system of the Group. These include reviewing the Group's interim and annual reports.

The Audit Committee had two meetings during the year ended 31 December 2017. During the meetings, the Audit Committee had considered internal control review findings, the annual report of the Group for the year ended 31 December 2016 and the interim report of the Group for the six months ended 30 June 2017, as well as the reports prepared by the external auditor covering major findings in the course of its audit/review.

### **(ii) Remuneration Committee**

The Remuneration Committee currently comprises two Independent Non-executive Directors and one Executive Director, namely Mr. Lai Shixian, Mr. Nie Xing and Mr. Wang Cong Xing. Mr. Lai Shixian is the Chairman of the Remuneration Committee.

The principal responsibilities of the Remuneration Committee are to review and make recommendations to the Board on the overall remuneration structure and policy as well as the specific remuneration packages for the Directors and senior management and on the establishment of a formal and transparent process for developing such remuneration policy. No director will take part in any discussion on his own remuneration.

The Company's objective for its remuneration policy is to maintain fair and competitive packages based on business requirements and industry practice. In order to determine the level of remuneration and fees paid to members of the Board of Directors, market rates and factors such as each director's workload, performance, responsibility, job complexity and the Group's performance are taken into account.

During the year ended 31 December 2017, the Remuneration Committee held one meeting to discuss and approve for recommendation to the Board the bonus (if any) for the year ended 31 December 2016 and salary adjustments (if any) for the year ended 31 December 2017 of Executive Directors and senior management.

Details of Directors' and senior management's remuneration are set out in notes 8 to 10 to the financial statements.

### **(iii) Nomination Committee**

The Nomination Committee currently comprises one Executive Director and two Independent Non-executive Directors, namely Mr. Wang Dong Xing, Dr. Lu Hong Te and Mr. Nie Xing. Mr. Wang Dong Xing is the Chairman of the Nomination Committee.

The Company recognizes the benefits of having a Board that has a balance of experience, skills and diversity of perspectives appropriate to the requirements of the Company's businesses. The Board has adopted a Board Diversity Policy that appointment to the Board should be based on merit that compliments and expands the skills and experience of the Board as a whole, and after due regard to factors which include but not limited to gender, age, educational background, professional experience, skills and knowledge, and any other factors that the Board may consider relevant and applicable from time to time towards achieving a diverse Board. The Board shall review the structure, size and composition of the Board from time to time to ensure that it has a balanced composition of skills and experience appropriate to the requirements of the Company's business, with due regard to the benefits of diversity of the Board.

## CORPORATE GOVERNANCE REPORT (CONTINUED)

The Nomination Committee is responsible for monitoring the implementation of the Board Diversity Policy and will at the appropriate time set measurable objectives for achieving diversity of the Board. It is also responsible to consider and recommend to the Board suitably qualified persons to become a member of the Board, monitor the succession planning of Directors and assess the independence of Independent Non-executive Directors.

During the year ended 31 December 2017, the Nomination Committee held one meeting. In the meeting, the Nomination Committee had assessed the independence of Independent Non-executive Directors, considered and recommended to the Board on the retirement by rotation and re-election of Directors at the 2017 annual general meeting. The Committee considered the current size and composition of the Board to be sufficient to meet the Company's business needs.

### **(iv) Risk Management Committee**

The Risk Management Committee currently comprises three Executive Directors, namely Mr. Wang Dong Xing, Mr. Wang Cong Xing and Mr. Pan Rong Bin. Mr. Wang Dong Xing is the Chairman of the Risk Management Committee.

The principal responsibilities of the Risk Management Committee are to review the risks facing the Group and to oversee management in the design, implementation and monitoring of the risk management system.

During the year ended 31 December 2017, the Risk Management Committee held one meeting to discuss and assess the principal risks facing the Group and the related control measures being taken. Key risk exposures of the Group identified are set out in the Management Discussion and Analysis on pages 8 to 22 of the Annual Report.

### **Board Proceedings**

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

Directors are requested to declare their direct or indirect interests, if any, in any proposals or transactions to be considered by the Board at board meetings and abstain from voting in favour of the related board resolutions as appropriate.

Minutes of meetings of the Board and Board Committees are kept by the Company Secretary in sufficient details the matters considered and decisions reached, including dissenting views expressed, and are open for inspection on reasonable notice by any Director. Draft and final versions of minutes are sent to all Directors for their comments and records respectively within a reasonable time after the board meeting is held.

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

## CORPORATE GOVERNANCE REPORT (CONTINUED)

### Meetings

The attendance of individual Directors at board meetings, Audit Committee meetings, Remuneration Committee meeting, Nomination Committee meeting, Risk Management Committee meeting and Annual General Meeting held during the year ended 31 December 2017 are set out below:

	Board Meetings	Audit Committee Meetings	Remuneration Committee Meeting	Nomination Committee Meeting	Risk Management Committee Meeting	2017 Annual General Meeting
No. of meetings held during the year ended 31 December 2017	10	2	1	1	1	1
Executive Directors						
Mr. Wang Dong Xing	10	N/A	N/A	1	1	1
Mr. Wang Liang Xing	8	N/A	N/A	N/A	N/A	—
Mr. Wang Cong Xing	10	N/A	1	N/A	1	1
Mr. Cai Rong Hua	8	N/A	N/A	N/A	N/A	—
Mr. Hu Cheng Chu	8	N/A	N/A	N/A	N/A	1
Mr. Pan Rong Bin	6	N/A	N/A	N/A	1	—
Independent Non-executive Directors						
Dr. Lu Hong Te	4	2	N/A	1	N/A	—
Mr. Nie Xing	4	2	1	1	N/A	—
Mr. Lai Shixian	4	2	1	N/A	N/A	1

To supplement the formal Board meetings, the Chairman held regular gatherings with Directors to consider issues in an informal setting.

During the year, the Chairman had one meeting with the Independent Non-executive Directors without the Executive Directors present.

### Appointment and Re-election of Directors

Each of the Executive Directors and Independent Non-executive Directors of the Company has entered into a service contract with the Company for a specific term subject to his retirement and re-election at annual general meeting in accordance with the Company's articles of association.

In accordance with the Company's articles of association, a person may be appointed as a Director either by the shareholders in general meeting or by the Board. Any Directors appointed by the Board as additional Directors or to fill casual vacancies shall hold office until the next following general meeting, and are eligible for re-election by the shareholders. In addition, all Directors are required to retire by rotation at least once every three years at the annual general meeting, and are eligible for re-election by the shareholders.



## CORPORATE GOVERNANCE REPORT (CONTINUED)

### Securities Transactions by Directors

The Company has adopted the Model Code for Securities transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules as the Company's code of conduct regarding Directors' securities transactions ("Securities Dealing Code"). Upon specific enquiries, all Directors confirmed that they have complied with the relevant provisions of the Securities Dealing Code throughout the year.

Senior management who, because of their office in the Company, are likely to be in possession of unpublished price sensitive information, have also been requested to comply with the provisions of the Securities Dealing Code.

### Company Secretary

Ms. Ko Yuk Lan, the Company Secretary of the Company, is a full time employee of the Group and has day-to-day knowledge of the Company's affairs. During the financial year, Ms. Ko has complied with the relevant professional training requirement under Rule 3.29 of the Listing Rules. The biographical details of Ms. Ko is set out in the section headed "Biographical Details of Directors and Senior Management" on pages 44 to 49 in the Annual Report.

## (B) FINANCIAL REPORTING, RISK MANAGEMENT AND INTERNAL CONTROL

### Financial Reporting

The Board acknowledges its responsibility to prepare the Company's accounts which give a true and fair view of the Group's state of affairs, results and cash flows for the year and in accordance with the International Financial Reporting Standards issued by the International Accounting Standards Board, the disclosure requirements of the Companies Ordinance and applicable disclosure provisions of the Listing Rules. The Company has selected appropriate accounting policies and has applied them consistently based on prudent and reasonable judgments and estimates.

### Risk Management and Internal Controls

The Board recognizes its responsibility to evaluate and determine the nature and extent of the risks it is willing to take in achieving the Group's strategic objectives and to ensure that the Group establishes and maintains effective risk management and internal control systems. Such systems are designed to manage rather than eliminate the risk of failure to business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss.

#### (i) Enterprise Risk Management ("ERM") Framework

The Company's ERM processes are summarized as follows:



The risk management systems are reviewed annually to ensure appropriateness and effectiveness.

Key risks exposures of the Group are summarized in the paragraph headed "Principal Risks and Uncertainties" in the Management Discussion and Analysis set out on pages 8 to 22 of this Annual Report.

### (ii) Internal Controls

The Group's internal control system is designed to safeguard assets against misappropriation and unauthorized disposition and to manage risks. A designated staff has been appointed to carry out internal control review on a day to day basis. The Group also continues to engage KPMG Advisory (China) Limited as internal control review advisor to assist in the review of the effectiveness of the internal control system. Review of the Group's internal controls covering major financial, operational and compliance controls, as well as risk management functions of different systems has been done on a systematic rotational basis based on the risk assessments of the operations and controls. The scope of review for the year had been determined and approved by the Audit Committee. No major issues but areas for improvement have been identified. The Board and the Audit Committee considered that the key areas of the Group's internal control systems are reasonably implemented.

The Company recognises that the release of inside information to place anyone in a privileged dealing position is strictly prohibited and has adopted an Inside Information Policy to ensure compliance of the Listing Rules. Prior to the announcement of any inside information, all Directors and senior management are requested to take all reasonable steps to maintain strict confidentiality and where it is reasonably likely that confidentiality may have been lost in respect of the inside information, the Company shall as soon as reasonably practicable, apply to the Stock Exchange for a trading suspension of its shares.

### External Auditor

KPMG has been appointed as the external auditor of the Company. The Audit Committee has been notified of the nature and the service charges of non-audit services performed by KPMG and considered that such services have no adverse effect on the independence of the external auditor.

During the year, the fees payable to KPMG in respect of its statutory audit services (including interim review) provided to the Group was RMB2,700,000. Fees payable to KPMG for non-audit services in respect of internal control review and tax advisory services for the year amounted to RMB450,000.

There was no disagreement between the Board and the Audit Committee on the selection and appointment of the external auditor during the year under review.

## (C) NON-COMPETE UNDERTAKING BY CONTROLLING SHAREHOLDERS

Mr. Wang Dong Xing, Mr. Wang Liang Xing, Mr. Wang Cong Xing, Xiao Sheng International Limited and Ming Lang Investments Limited are the controlling shareholders (within the meaning of the Listing Rules) of the Company ("Controlling Shareholders"). Each of the Controlling Shareholders has confirmed to the Company that none of them is engaged in, or interested in any business (other than the Group) to compete directly or indirectly with the Group. To protect the Group from any potential competition, the Controlling Shareholders have given an irrevocable non-compete undertaking in the Group's favour on 4 September 2009.

In order to properly manage any potential or actual conflict of interests between the Group and the Controlling Shareholders in relation to the compliance and enforcement of the non-compete undertaking, the Company has adopted the following corporate governance measures:

- (i) the Independent Non-executive Directors shall review, at least on an annual basis, the compliance with and enforcement of the terms of the non-compete undertaking by the Controlling Shareholders;

## CORPORATE GOVERNANCE REPORT (CONTINUED)

- (ii) the Company will disclose any decisions on matters reviewed by the Independent Non-executive Directors relating to compliance and enforcement of the non-compete undertaking either through the annual report or by way of announcement;
- (iii) the Company will disclose in the corporate governance report on how the terms of the non-compete undertaking have been complied with and enforced; and
- (iv) in the event that any of the Directors and/or their respective associates has material interest in any matter to be deliberated by the Board in relation to the compliance and enforcement of the non-compete undertaking, he may not vote on the resolutions of the Board approving the matter and shall not be counted towards the quorum for the voting pursuant to the applicable provisions in the Company's articles of association.

The Directors consider that the above corporate governance measures are sufficient to manage any potential conflict of interests between the Controlling Shareholders and their respective associates and the Group and to protect the interests of the shareholders, in particular, the minority shareholders.

Each of the Controlling Shareholders has confirmed to the Company that he/it has complied with the non-compete undertaking during the year. The Independent Non-executive Directors of the Company have reviewed the status of compliance and enforcement of the non-compete undertaking and confirmed that all the undertakings thereunder have been complied with.

### (D) COMMUNICATIONS WITH SHAREHOLDERS AND INVESTORS RELATIONS

#### Investors Relations

The Company believes that effective communication with its shareholders and the investment community in a fair and timely basis is essential. Continuous dialogue is held with research analysts and institutional investors by means of roadshows, one on one meetings, conference calls and investors conferences to keep them abreast of the Group's business and development.

#### Shareholders' Rights

The Company encourages shareholders to attend Shareholders' meetings and make proposals by either directly raising questions on both operational and governance matters to the Board and Board committees at the general meetings or providing written notice of such proposals for the attention of the Company Secretary at the registered office of the Company in Hong Kong currently situated at 3402, 34 Floor, Lippo Centre, Tower One, No. 89 Queensway, Hong Kong or via email to [ir@lilanz.com.hk](mailto:ir@lilanz.com.hk).

## CORPORATE GOVERNANCE REPORT (CONTINUED)

The Directors may, whenever they think fit, convene an extraordinary general meeting. Extraordinary general meetings shall also be convened on the requisition of one or more Shareholders holding, at the date of deposit of the requisition, not less than one tenth of the paid up capital of the Company having the right of voting at general meetings. Such requisition shall be made in writing to the Directors or the Company Secretary and deposited at the registered office of the Company in Hong Kong currently situated at 3402, 34 Floor, Lippo Centre, Tower One, No. 89 Queensway, Hong Kong for the purpose of requiring an extraordinary general meeting to be called by the Directors for the transaction of any business specified in such requisition. Such meeting shall be held within two months after the deposit of such requisition. If within twenty-one (21) days of such deposit the Directors fail to proceed to convene such meeting, the requisitionist(s) himself (themselves) may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Directors shall be reimbursed to the requisitionist(s) by the Company.

There are no provisions under the Company's articles of association or the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands regarding procedures for Shareholders to put forward proposals at general meetings other than a proposal of a person for election as director. Shareholders may follow the procedures set out above to convene an extraordinary general meeting for any business specified in such written requisition.

The notice of annual general meeting together with the accompanying circular setting out the relevant information as required under the Listing Rules are sent to Shareholders at least 20 clear business days prior to the meeting. Poll voting has been adopted for decision-making at Shareholders' meetings to ensure that each share is entitled to one vote. Details of the poll voting procedures are set out in the circular sent to Shareholders prior to the meeting and explained at the commencement of the meeting. Voting results are posted on the Company's website on the day of the annual general meeting.

The attendance record of the Directors at the annual general meeting held during the year is set out under the paragraph headed "Meetings" above.

During the financial year, there were no changes in any of the Company's constitutional documents.

# BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT

## DIRECTORS

### Executive Directors

**Mr. Wang Dong Xing (王冬星先生)**, aged 57, is the chairman and an executive Director of the Company. He was appointed as an executive Director on 13 June 2008. Mr. Wang has been with the Group since its establishment in April 1995 and is one of the founders of the Group. He is responsible for the Group's overall business development, strategic planning and corporate management. He is also responsible for formulating operation direction, devising annual plan and financial budget and making recommendations on significant investments of the Group to the Board for approval. He completed a diploma programme for chief executive officers of enterprises (企業總裁高級研修班) from the Economics College of Peking University (北京大學經濟學院), an EMBA programme organised by Lingnan College, Sun Yat-sen University (中山大學嶺南學院), a China CEO Programme (中國企業CEO課程) organized by Cheung Kong Graduate School of Business (長江商學院) and a CEO to Lead the Future Programme (引領未來CEO課程) organized by the Shanghai Advanced Institute of Finance at Shanghai Jiao Tong University (上海交通大學上海高級金融學院). Mr. Wang has over 25 years of manufacturing and management experience in the menswear industry in the PRC.

Mr. Wang is a member of the Fujian Province Committee of the Chinese People's Political Consultative Conference (中國人民政治協商會議福建省委員會), a representative of the Quanzhou Municipal People's Congress (泉州市人民代表大會) and standing vice chairman of the Jinjiang City Sewing and Apparel Association (晉江市紡織服裝協會). He is also vice chairman of the Jinjiang Committee of China Democratic National Construction Association (民主建國會晉江委員會), standing committee member of the Jinjiang Chamber of Commerce (晉江市工商聯(總商會)) and chairman of the Quanzhou APEC Business Travel Card Association (泉州市APEC(亞太經合組織)商務旅行卡協會).

Mr. Wang is the elder brother of Mr. Wang Liang Xing and Mr. Wang Cong Xing, who are also executive Directors of the Company. He is the brother-in-law of Mr. Chen Wei Jin, a member of the senior management of the Company. He is also one of the shareholders of Xiao Sheng International Limited and Ming Lang Investments Limited, which are the controlling shareholders (within the meaning of the Rules (the "Listing Rules") Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange")) of the Company.

**Mr. Wang Liang Xing (王良星先生)**, aged 55, is the vice chairman, the chief executive officer and an executive Director of the Company. He was appointed as an executive Director on 13 June 2008. He has been with the Group since its establishment in April 1995 and is one of the founders of the Group. Mr. Wang is responsible for the Group's overall business development, strategic planning and corporate management. He is also responsible for the corporate development of the Group and recommending the appointment of senior management to the Board. He completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院), an EMBA programme organised by Xiamen University (廈門大學), a China CEO Programme (中國企業CEO課程) organized by Cheung Kong Graduate School of Business (長江商學院) and a Global CEO Programme (全球CEO課程) organized by China Europe International Business School (中歐國際工商學院). Mr. Wang has over 25 years of manufacturing and management experience in the menswear industry in the PRC.

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT (CONTINUED)

Mr. Wang is the vice-chairman and standing supervisor of the Enterprises Credit Management Association of Quanzhou City (泉州市企業合同信用管理協會第一屆理事會) and a supervisor of the Garment Association of the PRC (中國服裝協會). He was one of 50 persons honoured with a 2005 PRC Enterprises Trademark Award (2005中國企業商標50人) and was accredited as the “Brand China People of the Year 2010” (2010品牌中國年度人物).

Mr. Wang is the brother of Mr. Wang Dong Xing and Mr. Wang Cong Xing, and the brother-in-law of Mr. Cai Rong Hua, who are also executive Directors of the Company. He is also one of the shareholders of Xiao Sheng International Limited and Ming Lang Investments Limited, which are the controlling shareholders (within the meaning of the Listing Rules) of the Company.

**Mr. Wang Cong Xing (王聰星先生)**, aged 49, is the vice chairman and an executive Director of the Company. He was appointed as an executive Director on 2 January 2008. Mr. Wang has been with the Group since its establishment in April 1995 and is one of the founders of the Group. He is responsible for finance and information technology management for the Group. He is also responsible for the internal management system of the Group and supervising the implementation of the annual, quarterly and monthly financial plans of the Group. He completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院) in 2006. Mr. Wang has over 25 years of manufacturing and management experience in the menswear industry in the PRC.

Mr. Wang is the brother of Mr. Wang Dong Xing and Mr. Wang Liang Xing, who are also executive Directors of the Company. He is also a director and one of the shareholders of Ming Lang Investments Limited and Xiao Sheng International Limited, which are the controlling shareholders (within the meaning of the Listing Rules) of the Company.

**Mr. Cai Rong Hua (蔡榮華先生)**, aged 49, is an executive Director of the Company. He joined the Group in April 1998 and was appointed as an executive Director on 13 June 2008. He is responsible for product research and development for the Group. He is also responsible for negotiating with the major suppliers of the Group. Mr. Cai completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院) and an EMBA programme organised by Lingnan College, Sun Yat-sen University (中山大學嶺南學院). He has over 15 years of manufacturing and management experience in the menswear industry in the PRC.

Mr. Cai is the brother-in-law of Mr. Wang Liang Xing, who is also an executive Director of the Company. He is also one of the shareholders of Xiao Sheng International Limited and Ming Lang Investments Limited, which are the controlling shareholders (within the meaning of the Listing Rules) of the Company.

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT (CONTINUED)

**Mr. Hu Cheng Chu (胡誠初先生)**, aged 73, is an executive Director of the Company. He joined the Group in April 1998 and was appointed as an executive Director on 13 June 2008. He is responsible for brand management and public relation for the Group. Mr. Hu completed part-time professional political engineering course and professional administrative management course from Fudan University in 1988 and 1989, respectively, and an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院). He is currently the vice chairman of the Quanzhou Association of Professional Managers (泉州職業經理人協會) and a supervisor of the Association of China Brand Managers of the Brand China Industry Union (品牌中國產業聯盟之中國品牌經理人協會). He has been appointed as a lecturer on entrepreneurship (創業導師) by SUFE School of Entrepreneurship and Innovation (上海財經大學創業學院) for a 3-year period ending 15 July 2018. He was also accredited as:

- the top 10 planner for corporate sales and marketing in the PRC for the year 2007 to 2008, and for the year 2009 to 2010 (2007-2008年及2009-2010年中國10大企業營銷策劃人);
- the top 10 brand manager in China for the year 2010 (2010中國十大品牌經理人);
- the China Great Wall outstanding advertising personage award for the year 2011 (2011年中國廣告主長城獎—人物獎之功勳獎);
- the excellent chief brand officer in China for the year 2013 (2013中國卓越首席品牌官);
- the top 10 planner for brand marketing of China's enterprises for the year 2015 (2015中國企業十大品牌營銷策劃人);
- the excellent brand officer in China for the year 2016 (2016中國卓越品牌官); and
- the top 10 planner for brand marketing in China for the year 2016 (2016中國十大品牌營銷策劃人)

Mr. Hu is also one of the shareholders of Xiao Sheng International Limited and Ming Lang Investments Limited, which are the controlling shareholders (within the meaning of the Listing Rules) of the Company.

**Mr. Pan Rong Bin (潘榮彬先生)**, aged 44, is an executive Director of the Company. He joined the Group in February 2003 and was appointed as an executive Director on 13 June 2008. Prior to acting as the general manager of the Group's "LILANZ" brand since March 2011, Mr. Pan was responsible for the marketing and distribution operations of "LILANZ".

Mr. Pan completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院) in 2006. From 2001 to 2005, Mr. Pan was a representative in the Nanping Municipal People's Congress, Fujian Province (福建省南平市人民代表大會). From 1995 to 2007, he was a member of the Chinese People's Political Consultative Conference of Jianyang City, Fujian Province (中國人民政治協商會議福建省建陽市委員會). He was honoured with the Award for the Model of Labour in Quanzhou City, Fujian Province (福建省泉州市勞動模範) in May 2006. He has over 15 years of management experience in the menswear industry in the PRC.

Mr. Pan is also one of the shareholders of Xiao Sheng International Limited and Ming Lang Investments Limited, which are the controlling shareholders (within the meaning of the Listing Rules) of the Company.

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT (CONTINUED)

### Independent Non-executive Directors

**Dr. Lu Hong Te (呂鴻德博士)**, aged 57, is an independent non-executive Director of the Company. He joined the Board on 13 June 2008. Dr. Lu obtained a bachelor's degree in management from National Cheng Kung University in 1983 and a master's degree and a doctoral degree in business from the Graduate Institute of Business Administration of the College of Management of National Taiwan University in 1985 and 1992, respectively. Dr. Lu is a professor at the department of business administration at Chung Yuan Christian University in Taiwan, specialising in marketing and sales management and corporate competitive strategies. He also serves as a visiting professor at several institutions, including SGP International Management Academy, Nanyang Technological University's EMBA Centre and Xiamen University's EMBA Centre.

Dr. Lu is an independent non-executive director of three companies in Taiwan, namely Firich Enterprises Co., Ltd. (台灣伍豐科技股份有限公司) (stock code: 8076), Lanner Electronics Inc. (台灣立端科技股份有限公司) (stock code: 6245) and Uni-President Enterprises Corporation (統一企業股份有限公司) (stock code: 1216), the shares of which are traded in the Gre Tai Securities Market (證券櫃檯買賣中心) in Taiwan. He is also an independent non-executive director of four other companies, namely Capxon International Electronic Company Limited (凱普松國際電子有限公司) (stock code: 469), ANTA Sports Products Limited (安踏體育用品有限公司) (stock code: 2020), China SCE Property Holdings Limited (中駿置業控股有限公司) (stock code: 1966) and Cosmo Lady (China) Holdings Company Limited (都市麗人(中國)控股有限公司) (stock code: 2298), the shares of which are listed on the Stock Exchange.

**Mr. Nie Xing (聶星先生)**, aged 53, is an independent non-executive Director of the Company. He joined the Board on 13 June 2008. Mr. Nie is a graduate from Jiangxi University of Finance and Economics (江西財經學院) with a bachelor's degree in economics in 1986 and further obtained a master's degree in business administration from the Open University of Hong Kong (香港公開大學) in December 2000. During the last three years, Mr. Nie was also an independent non-executive director of Time2U International Holding Limited (時間由你國際控股有限公司) (stock code: 1327), the shares of which are listed on the Stock Exchange. He retired as independent non-executive director of that company on 7 June 2017. Mr. Nie has substantial experience in financial planning and analysis, management, investment and corporate financing. He is currently the chairman of the Audit Committee.

**Mr. Lai Shixian (賴世賢先生)**, aged 43, is an independent non-executive Director of the Company. He joined the Board on 13 December 2012. Mr. Lai is the chief operating officer, an executive director and a vice president of ANTA Sports Products Limited (安踏體育用品有限公司) (stock code: 2020), the shares of which are listed on the Stock Exchange, and is primarily responsible for the supply chain and administrative management of that group of companies. Mr. Lai holds an EMBA degree from China Europe International Business School.



## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT (CONTINUED)

### SENIOR MANAGEMENT

**Ms. Ko Yuk Lan (高玉蘭女士)**, aged 56, is the chief financial officer and company secretary of the Company. She first joined the Group in January 2008 and worked with the Group until September 2008. She rejoined the Group in May 2010. Ms. Ko graduated from the Hong Kong Polytechnic (now known as the Hong Kong Polytechnic University) with a Professional Diploma in Management Accountancy. She has over 25 years of experience in financial management and corporate finance. Prior to joining the Group, she had worked in an international accounting firm and other companies listed on the main board of the Stock Exchange. Ms. Ko is a member of the Hong Kong Institute of Certified Public Accountants and the Chartered Institute of Cost and Management Accountants. She is currently an independent non-executive director of Hosa International Limited (浩沙國際有限公司) (stock code 2200), the shares of which are listed on the Stock Exchange.

**Ms. Shi Mei Ya (施美芽女士)**, aged 41, is the head of the production management department of the Group. She completed a programme in fine chemical engineering at Fujian Radio and TV University (福建省廣播電視大學) in 1998 and an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院) in 2006. She also completed a programme in project management and a master programme in business administration for senior managers (高級經理工商管理碩士課程) at Xiamen University (廈門大學). Ms. Shi joined the Group on 1 August 1998 and has been the head of production management department of the Group since November 2008.

**Mr. Zhang Yu Feng (章宇峰先生)**, aged 47, is the head of group strategy development department of the Group. He graduated from Shanghai University of Finance and Economics (上海財經大學) with a bachelor degree in professional trade and economics in 1992 and completed an EMBA core course from Cheung Kong Graduate School of Business (長江商學院) in 2006. From 1992 to 2007, he had worked in S. C. Johnson & Son, Inc. (美國莊臣父子公司) as sales representative and branch office manager, worked in Coty Inc. (法國科蒂化妝品集團) as regional manager and sales manager in China region, worked in Henkel AG (德國漢高公司) as National Trade Marketing Manager and National Sales Director, worked in Li Ning Company Limited (李寧有限公司) as department head targeting key clients and worked in Puma China (彪馬中國) as regional sales and marketing manager for the eastern, central and western China regions. He joined the Group on 27 August 2007 and was the head of marketing in the sales and marketing department of the Group's "LILANZ" brand prior to acting as the head of group strategy development department since January 2016.

**Mr. Zhuang Zhi Han (莊志函先生)**, aged 48, is the deputy financial controller of the Group. He graduated from Faculty of Accountancy from East China Technology University (華東工業大學) with a bachelor's degree in Economics major in accounting in 1994. He obtained an EMBA degree from Xiamen University (廈門大學) in December 2012. Prior to joining the Group, he worked in Xiixin Electronic Stock Company Limited (夏新電子股份有限公司), responsible for the overall financial affairs. He joined the Group on 1 September 2008.

## BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT (CONTINUED)

**Mr. Chen Wei Jin (陳維進先生)**, aged 48, is the head of the group ordering department of the Group. He graduated from Zhangzhou Normal University (漳州師範學院) with a professional diploma in administration in July 2000 and completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院) in 2006. From 1989 to 2004, he served as the general manager of Jinjiang Weixin Knitters Factory (晉江維信針織廠). From 1996 to 2004, he also worked in the Jinjiang branch office of the China Life Insurance Company Limited (中國人壽保險有限公司晉江支公司) as the general manager of the sales department, where he was recognised as Pioneer of Sales and Marketing (營銷標兵) from 1998 to 2000 and Outstanding Supervisor (優秀理事) for the year 2002. He joined the Group on 1 March 2004 as the manager of the group ordering department of the Group. Mr. Chen is the brother-in-law of Mr. Wang Dong Xing, an executive Director of the Company.

**Mr. Huang Ming Hai (黃明海先生)**, aged 42, is the financial controller of the Group's core brand "LILANZ". He completed an advanced programme of excellent corporate operation and management (卓越企業經營管理高級課程研修班) from the School of Continuing Education of Tsinghua University (清華大學繼續教育學院), a programme in financial management at the Adult Education College of Huaqiao University (華僑大學成人教育學院), an advanced programme in financial leadership development (財務領袖高級研修班課程) at Commerce College of Huaqiao University (華僑大學商學院), and a distance-learning professional programme in accounting (成人高等教育會計學專業函授課程) at the Fujian Agriculture and Forestry University Continuing Education School (福建農林大學成人教育學院). He joined the Group on 24 April 1995.

# REPORT OF THE DIRECTORS

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

## PRINCIPAL PLACE OF BUSINESS

The Company was incorporated in the Cayman Islands and is domiciled in Hong Kong and has its registered office at Suite 3402, 34/F., Lippo Centre, Tower One, 89 Queensway, Hong Kong. The Group's principal place of business is in the PRC.

## PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal activities of the Group are manufacturing and wholesaling of branded menswear and related accessories in the PRC. The principal activities and other particulars of the subsidiaries are set out in note 33 to the financial statements.

Further discussion and analysis of these activities as required by Schedule 5 to the Hong Kong Companies Ordinance, including a discussion of the principal risks and uncertainties facing the Group and an indication of likely future developments in the Group's business, can be found in the Management Discussion and Analysis set out on pages 8 to 22 of this Annual Report. This discussion forms part of this directors' report.

## MAJOR CUSTOMERS AND SUPPLIERS

The information in respect of the Group's sales and purchases attributable to the major customers and suppliers respectively during the financial year is as follows:

	2017		2016	
	Percentage of the Group's total Sales	Percentage of the Group's total Purchases	Percentage of the Group's total Sales	Percentage of the Group's total Purchases
The largest customer	4.4%		7.5%	
Five largest customers in aggregate	14.6%		16.8%	
The largest supplier		4.9%		5.0%
Five largest suppliers in aggregate		17.7%		16.6%

At no time during the year have the Directors, their associates or any shareholder of the Company (who or which to the knowledge of the Directors owns more than 5% of the Company's issued share capital) had any interest in these major customers and suppliers.

## FIVE-YEAR FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the latest five financial years is set out on page 114 of the Annual Report.

## FINANCIAL STATEMENTS

The profit of the Group for the year ended 31 December 2017 and the state of the Company's and the Group's affairs as at that date are set out in the consolidated financial statements on pages 65 to 113 of the Annual Report.

### TRANSFER TO RESERVES

Profit for the year, before dividends, of RMB611,039,000 (2016: RMB539,864,000) has been transferred to reserves. Other movements in reserves of the Group are set out in the consolidated statement of changes in equity.

An interim dividend of HK13 cents (2016: HK13 cents) per ordinary share and a special interim dividend of HK5 cents (2016: HK5 cents) per ordinary share were paid on 15 September 2017. The Directors now recommend the payment of a final dividend of HK18 cents (2016: HK16 cents) per ordinary share and a special final dividend of HK8 cents (2016: HK6 cents) per ordinary share in respect of the year ended 31 December 2017.

### CHARITABLE DONATIONS

Charitable donations made by the Group during the year amounted to RMB8,408,000 (2016: RMB6,236,000).

### NON-CURRENT ASSETS

Details of acquisitions and other movements of non-current assets (including property, plant and equipment, investment properties, lease prepayments, intangible assets and deposits for purchases of property, plant and equipment) are set out in notes 12 to 16 to the consolidated financial statements.

### BANK LOANS

Particulars of bank loans and facilities of the Group as at 31 December 2017 are set out in note 21 to the consolidated financial statements. All bank loans were fully repaid as at 31 December 2017.

### SHARE CAPITAL

Details of movements in the share capital of the Company during the year are set out in note 25(a) to the consolidated financial statements.

### SUFFICIENCY OF PUBLIC FLOAT

Based on the information that is publicly available to the Company and within the knowledge of the Directors of the Company as at the date of this Annual Report, the Company has maintained the prescribed public float under the Rules (the "Listing Rules") Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") throughout the year ended 31 December 2017 and at any time up to the date of this Annual Report.

### PRE-EMPTIVE RIGHTS

There are no provisions for pre-emptive rights under the Company's articles of association or the laws of the Cayman Islands where the Company is incorporated.

## REPORT OF THE DIRECTORS (CONTINUED)

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

During the year ended 31 December 2017, the Company bought back 11,919,000 of its own issued shares on the Stock Exchange for a total consideration (including expenses) of HK\$72,754,000. Particulars of the share buy-backs during the year are as follows:

Month	Number of shares bought back '000	Purchase price per share		Aggregate consideration (before expenses) HK\$'000
		Highest HK\$	Lowest HK\$	
August 2017	4,542	5.98	5.58	26,440
September 2017	7,118	6.25	6.16	44,475
December 2017	259	6.20	6.10	1,596
	11,919			72,511

As at 31 December 2017, 11,660,000 shares bought back were cancelled. The remaining 259,000 shares were cancelled on 10 January 2018.

The Directors believe that the share repurchases led to an enhancement of earnings per share and benefited the Company and the shareholders as a whole.

Save as disclosed above, neither the Company nor any of its subsidiaries purchased, redeemed or sold any of the Company's listed securities during the year ended 31 December 2017.

### DIRECTORS

The Directors during the financial year were:

#### Executive Directors

Mr. Wang Dong Xing (*Chairman*)  
Mr. Wang Liang Xing  
Mr. Wang Cong Xing  
Mr. Cai Rong Hua  
Mr. Hu Cheng Chu  
Mr. Pan Rong Bin

#### Independent Non-executive Directors

Dr. Lu Hong Te  
Mr. Nie Xing  
Mr. Lai Shixian

Details of the Directors' biographies are set out on pages 44 to 49 of the Annual Report.

## REPORT OF THE DIRECTORS (CONTINUED)

In accordance with article 105(A) of the Company's articles of association, Mr. Wang Dong Xing, Mr. Cai Rong Hua and Mr. Pan Rong Bin will retire from the Board by rotation at the forthcoming annual general meeting and, being eligible, offer themselves for re-election.

No Director proposed for re-election at the forthcoming annual general meeting has an unexpired service contract with the Group which is not determinable by the Company or any of its subsidiaries within one year without payment of compensation, other than statutory compensation.

### CONFIRMATION OF INDEPENDENCE

The Company has received from each of the Independent Non-executive Directors an annual confirmation of independence pursuant to Rule 3.13 of the Listing Rules and considers all the Independent Non-executive Directors to be independent.

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

As at 31 December 2017, the interests and short positions of the Directors and chief executives of the Company in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO")), as recorded in the register required to be kept by the Company under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers ("Model Code") contained in Appendix 10 to the Listing Rules:

Name of shareholder	Name of Group company/ associated corporation	Capacity/nature of interest	Number and class of securities (Note 1)	Approximate percentage of shareholding
Mr. Wang Dong Xing	The Company	Beneficial owner	22,950,000 shares (L)	1.917%
	Xiao Sheng International Limited ("Xiao Sheng International") (Note 2)	Beneficial owner	2,550 shares of US\$1.00 each (L)	26.289%
Mr. Wang Liang Xing	The Company	Beneficial owner	26,031,000 shares (L)	2.174%
	Xiao Sheng International (Note 2)	Beneficial owner	2,550 shares of US\$1.00 each (L)	26.289%
Mr. Wang Cong Xing	The Company	Beneficial owner	22,950,000 shares (L)	1.917%
	Xiao Sheng International (Note 2)	Beneficial owner	2,550 shares of US\$1.00 each (L)	26.289%

## REPORT OF THE DIRECTORS (CONTINUED)

Name of shareholder	Name of Group company/ associated corporation	Capacity/nature of interest	Number and class of securities (Note 1)	Approximate percentage of shareholding
Mr. Cai Rong Hua	The Company	Beneficial owner	9,010,000 shares (L)	0.753%
	Xiao Sheng International (Note 2)	Beneficial owner	800 shares of US\$1.00 each (L)	8.247%
Mr. Hu Cheng Chu	The Company	Beneficial owner	4,500,000 shares (L)	0.376%
	Xiao Sheng International (Note 2)	Beneficial owner	500 shares of US\$1.00 each (L)	5.155%
Mr. Pan Rong Bin	The Company	Beneficial owner	3,051,000 shares (L)	0.255%
	Xiao Sheng International (Note 2)	Beneficial owner	300 shares of US\$1.00 each (L)	3.093%

Notes:

- The letter "L" denotes the Directors' long position in the shares of the Company or the relevant associated corporation.
- Xiao Sheng International is owned as to 26.289% by each of Mr. Wang Dong Xing, Mr. Wang Liang Xing and Mr. Wang Cong Xing, 8.247% by Mr. Cai Rong Hua, 5.155% by Mr. Hu Cheng Chu, 3.093% by Mr. Pan Rong Bin, 2.062% by Mr. Chen Wei Jin, 1.031% by Mr. Wang Qiao Xing and 0.515% by each of Mr. Xu Tian Min, Ms. Wang Cui Rong and Ms. Wang Hui Rong.

Save as disclosed above, as at 31 December 2017, none of the Directors and chief executives of the Company had or was deemed to have any interests or short position in the shares, underlying shares or debentures of the Company and its associated corporations (within the meaning of Part XV of the SFO) which was recorded in the register maintained by the Company pursuant to section 352 of the SFO or which had otherwise been notified to the Company and the Stock Exchange pursuant to the Model Code.

Save in connection with any share options to subscribe for the shares of the Company which may be granted to any of the Directors or chief executives under the Company's share option scheme as detailed in the paragraph headed "Equity-settled Share Based Payments" in this report, at no time during the year was the Company, or any of its holding company, subsidiaries or fellow subsidiaries a party to any arrangement to enable the Directors or chief executives of the Company (including their spouse and children under 18 years of age) to acquire benefits by means of the acquisition of shares or underlying shares in, or debentures of, the Company or any other body corporate.

## REPORT OF THE DIRECTORS (CONTINUED)

### INTERESTS AND SHORT POSITIONS OF SUBSTANTIAL SHAREHOLDERS

As at 31 December 2017, the persons or corporations (not being a Director or chief executive of the Company) who had an interest or short position in the shares and underlying shares of the Company as recorded in the register required to be kept by the Company under section 336 of the SFO were as follows:

Name of shareholder	Capacity/nature of interest	Number and class of securities (Note 1)	Approximate percentage of shareholding
Xiao Sheng International	Beneficial owner	661,500,000 shares (L) (Note 2)	55.25%
Ming Lang Investments Limited ("Ming Lang Investments")	Beneficial owner	74,905,000 shares (L) (Note 3)	6.25%
Value Partners Group Limited	Interest in controlled corporation	72,402,000 share (L)	6.04%

Notes:

- (1) The letter "L" denotes the person's long position in the shares of the Company.
- (2) These shares were held by Xiao Sheng International. Xiao Sheng International is owned as to 26.289% by each of Mr. Wang Dong Xing, Mr. Wang Liang Xing and Mr. Wang Cong Xing, 8.247% by Mr. Cai Rong Hua, 5.155% by Mr. Hu Cheng Chu, 3.093% by Mr. Pan Rong Bin, 2.062% by Mr. Chen Wei Jin, 1.031% by Mr. Wang Qiao Xing and 0.515% by each of Mr. Xu Tian Min, Ms. Wang Cui Rong and Ms. Wang Hui Rong.
- (3) These shares were held by Ming Lang Investments. Ming Lang Investments is owned as to 26.289% by each of Mr. Wang Dong Xing, Mr. Wang Liang Xing and Mr. Wang Cong Xing, 8.247% by Mr. Cai Rong Hua, 5.155% by Mr. Hu Cheng Chu, 3.093% by Mr. Pan Rong Bin, 2.062% by Mr. Chen Wei Jin, 1.031% by Mr. Wang Qiao Xing and 0.515% by each of Mr. Xu Tian Min, Ms. Wang Cui Rong and Ms. Wang Hui Rong.

Save as disclosed above, as at 31 December 2017, the Directors were not aware of any other person or corporation having an interest or short position in shares and underlying shares of the Company as recorded in the register required to be kept by the Company pursuant to section 336 of the SFO.

### CONTINUING CONNECTED TRANSACTION

The related party transaction for the year as disclosed in note 30 to the consolidated financial statements also constituted continuing connected transaction under the Listing Rules, which is required to be disclosed in this report in accordance with Chapter 14A of the Listing Rules. Details of such continuing connected transaction (as defined under the Listing Rules) are set out below in accordance with the requirements of the Listing Rules:



## REPORT OF THE DIRECTORS (CONTINUED)

### Tenancy Agreement with Jinlang (Fujian) Investments Co., Ltd. (“Jinlang Fujian”)

Jinlang Fujian is wholly owned by Mr. Wang Dong Xing, Mr. Wang Liang Xing and Mr. Wang Cong Xing, three of the Executive Directors and controlling shareholders (within the meaning of the Listing Rules) of the Company. Jinlang Fujian is therefore a connected person of the Company under the Listing Rules.

The Group, as lessee, entered into a tenancy agreement with Jinlang Fujian, as landlord, on 19 December 2016 (the “Tenancy Agreement”) in respect of the premises of the Company’s headquarters at Lilang Industrial Park, 200 Chang Xing Road, Jinjiang City, Fujian Province (the “Premises”) with aggregate gross floor area of approximately 27,757 sq.m. for a term commencing from 1 January 2017 to 31 December 2019. The monthly rent payable by the Group to Jinlang Fujian under the Tenancy Agreement was RMB270,000 (exclusive of water and electricity charges, gas and steam fees, telephone charges, property maintenance fees and other fees in relation to the use of the Premises).

During the year ended 31 December 2017, total rental paid or payable by the Group under the Tenancy Agreement amounted to RMB3,240,000 which did not exceed the annual caps for this transaction.

### Opinion from the Independent Non-executive Directors and auditor on the continuing connected transaction

The Directors (including all Independent Non-executive Directors) have reviewed the continuing connected transaction and confirmed that this transaction was entered into:

- (1) in the ordinary and usual course of business of the Group;
- (2) on normal commercial terms or better; and
- (3) according to the agreement governing it on terms that are fair and reasonable and in the interests of the shareholders of the Company as a whole.

The Company’s auditor was engaged to report on the Group’s continuing connected transaction in accordance with Hong Kong Standard on Assurance Engagements 3000 (Revised) “Assurance Engagements Other than Audits 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. The auditor has issued their unqualified letter containing the auditor’s findings and conclusions in respect of the continuing connected transaction disclosed by the Group in accordance with Main Board Listing Rule 14A.56. A copy of the auditor’s letter has been provided by the Company to the Stock Exchange.

### PERMITTED INDEMNITY PROVISION

A permitted indemnity provision for the benefit of the Directors of the Company is currently in force and was in force throughout this year. The Company has taken out and maintained appropriate insurance cover in respect of potential legal actions against its Directors and officers.

## REPORT OF THE DIRECTORS (CONTINUED)

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

Save as disclosed in the paragraph headed "Continuing Connected Transaction" above and in note 30 to the consolidated financial statements, no transaction, arrangement or contract of significance to which the Company, or any of its holding company, subsidiaries or fellow subsidiaries was a party, and in which a Director of the Company had a material interest, subsisted at the end of the year or at any time during the year.

### CONTRACTS OF SIGNIFICANCE

During the year, save as disclosed in note 30 to the consolidated financial statements and in the paragraph headed "Continuing Connected Transaction" in this report, there had been no contract of significance between the Company or any of its subsidiaries and a controlling shareholder (as defined in the Listing Rules) of the Company or any of its subsidiaries.

### COMPETING BUSINESS

Each of Mr. Wang Dong Xing, Mr. Wang Liang Xing, Mr. Wang Cong Xing, Xiao Sheng International and Ming Lang Investments (the controlling shareholders (within the meaning of the Listing Rules) of the Company) has confirmed to the Company that he/it has complied with the non-compete undertaking given by them to the Company on 4 September 2009. The Independent Non-executive Directors of the Company have reviewed the status of compliance and enforcement of the non-compete undertaking and confirmed that all the undertakings thereunder have been complied with throughout the year ended 31 December 2017.

### EQUITY-SETTLED SHARE BASED PAYMENTS

The Company adopted a share option scheme on 4 September 2009 (the "Share Option Scheme") for the purpose of providing incentives and rewards to eligible participants who contribute to the Group.

Eligible participants of the Share Option Scheme include (i) any employee (whether full time or part time, including any executive director) of the Company, its subsidiaries or invested entity; (ii) any non-executive directors (including independent non-executive directors) of the Company, its subsidiaries or invested entity; (iii) any supplier or customer of the Group or any invested entity; (iv) any person or entity that provides research, development or other technological support to the Group or any invested entity; (v) any shareholder of any member of the Group or any invested entity or any holder of any securities issued by any member of the Group or any invested entity; (vi) any advisor (professional or otherwise) or consultant to any area of business or business development of the Group or any invested entity; (vii) any other group or classes of participants who have contributed or may contribute by way of joint venture, business alliance or other business arrangement to the development and growth of the Group; and (viii) any company wholly owned by one or more eligible participants as referred to in (i) to (vii) above.

Subject to the earlier termination of the Share Option Scheme in accordance with the rules thereof, the Share Option Scheme shall remain in force for a period of ten years commencing on 4 September 2009.

The maximum number of shares issuable upon the exercise of options granted under the Share Option Scheme and any other share option scheme adopted by the Group (including both exercised or outstanding options) to each grantee within any 12-month period, is limited to 1% of the shares of the Company in issue at any time. Any further grant of share options in excess of this limit is subject to shareholders' approval in a general meeting.

## REPORT OF THE DIRECTORS (CONTINUED)

Share options granted to a Director, chief executive or substantial shareholder of the Company, or to any of their associates, are subject to approval in advance by the Independent Non-executive Directors of the Company. In addition, any share options granted to a substantial shareholder or an Independent Non-executive Director of the Company, or to any of their associates, in excess of 0.1% of the shares of the Company in issue at any time and with an aggregate value (based on the closing price of the Company's shares at the date of the grant) in excess of HK\$5 million, within any 12-month period, are subject to shareholders' approval in advance in a general meeting.

As at the end of reporting period and the date of the approval of this report, the total number of shares which may be issued upon the exercise of all options (excluding for this purpose options which have lapsed) which have been or may be granted under the Share Option Scheme and any share option scheme of the Group must not in aggregate exceed 120,000,000 shares, representing 10% of the shares of the Company in issue as at 25 September 2009 (the Listing Date) and 10.02% of the shares of the Company in issue as at the end of reporting period and the date of approval of this report. The maximum number of shares to be issued upon the exercise of all outstanding options granted and yet to be exercised under the Share Option Scheme and any other share option scheme of the Group must not in aggregate exceed 30% of the shares of the Company in issue from time to time.

The offer of a grant of share options may be accepted within 21 days from the date of offer, upon payment of a nominal consideration of HK\$1 in total by the grantee. The exercise period of the share options granted is determinable by the Directors, which period may commence from the date of the offer of the share options, and ends on a date which is not later than ten years from the date of grant of the share options subject to the provisions for early termination thereof.

The exercise price of the share options is determinable by the Directors, but shall not be less than the highest of (i) the closing price of the Company's shares as quoted on the Stock Exchange's daily quotations sheet for trade in one or more board lots of the shares on the date of the offer for the grant, which must be a business day; (ii) the average closing price of the Company's shares as quoted on the Stock Exchange's daily quotations sheet for the five business days immediately preceding the date of offer; and (iii) the nominal value of a share.

On 29 November 2011 (the "Date of Offer"), the Company offered to grant options to subscribe for an aggregate of 1,130,000 shares of the Company to employees of the Group under the Share Option Scheme at an exercise price of HK\$6.63 per share. The closing prices of the Company's shares immediately before the Date of Offer and on the Date of Offer were HK\$6.01 and HK\$6.63 respectively. The offers were accepted by the grantees within 21 days from the Date of Offer.

The number of shares to be issued upon the exercise of the outstanding options under the Share Option Scheme was 530,000 (representing 0.04% of the issued share capital of the Company) as at 31 December 2016 and 2017, and the date of approval of this report. There were no movements during the year ended 31 December 2017. The outstanding options are exercisable by the grantee prior to the expiry of the exercise period on 29 November 2018, being the day falling seven years after the Date of Offer, failing which the options will lapse and no longer be exercisable.

## REPORT OF THE DIRECTORS (CONTINUED)

### RETIREMENT SCHEMES

The Group participates in defined contribution retirement benefit schemes organized by the PRC municipal and provincial government authorities for the Group's eligible employees in the PRC, and operates a Mandatory Provident Fund Scheme for the employees in Hong Kong. Particulars of these retirement plans are set out in note 26 to the consolidated financial statements.

### AUDITOR

KPMG retire and, being eligible, offer themselves for re-appointment. A resolution for the re-appointment of KPMG as auditor of the Company is to be proposed at the forthcoming annual general meeting.

By order of the Board

**Wang Dong Xing**  
*Chairman*

Hong Kong, 6 March 2018

# INDEPENDENT AUDITOR'S REPORT



**to the shareholders of China Lilang Limited**

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

## OPINION

We have audited the consolidated financial statements of China Lilang Limited ("the Company") and its subsidiaries ("the Group") set out on pages 65 to 113, which comprise the consolidated statement of financial position as at 31 December 2017, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended and notes to the consolidated financial statements, including a summary of significant accounting policies.

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

## BASIS FOR OPINION

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSA") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report. We are independent of the Group in accordance with the HKICPA's *Code of Ethics for Professional Accountants* ("the Code") together with any ethical requirements that are relevant to our audit of the consolidated financial statements in the Cayman Islands, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## KEY AUDIT MATTERS

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

## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

<b>Revenue recognition: Sales to distributors</b>	
<i>Refer to note 3 to the consolidated financial statements and the accounting policies on page 78.</i>	
<b>The Key Audit Matter</b>	<b>How the matter was addressed in our audit</b>
<p>Revenue from distributors principally comprises revenue from sales of menswear goods, including tops, pants and accessories.</p> <p>Every year, the Group enters into a framework distribution agreement with each distributor and, in accordance with the terms of each agreement, menswear goods manufactured or sourced by the Group are delivered to the location designated by the distributor which is the point at which the risks and rewards of ownership of the menswear goods are considered to have been transferred to the distributor and the point at which revenue is recognised.</p> <p>The Group held a number of trade fairs during the year. A significant percentage of orders from distributors are secured during these trade fairs.</p> <p>We identified recognition of revenue from sales to distributors as a key audit matter because revenue is one of the key performance indicators of the Group and therefore there is an inherent risk of manipulation of the timing of recognition of revenue by management to meet specific targets.</p>	<p>Our audit procedures to assess the recognition of revenue from sales to distributors included the following:</p> <ul style="list-style-type: none"> <li>• inspecting agreements with distributors, on a sample basis, to understand the terms of the sales transactions including the terms of delivery and any sales return arrangements to assess if the Group's revenue recognition criteria were in accordance with the requirements of the prevailing accounting standards;</li> <li>• assessing, on a sample basis, whether specific revenue transactions around the financial year end had been recognised in the appropriate financial period in accordance with the terms of sale as set out in the distribution agreements;</li> <li>• identifying significant credit notes issued and sales returns from the sales ledger after the year end and inspecting relevant underlying documentation to assess if the related adjustments to revenue had been accounted for in the appropriate financial period in accordance with the requirements of the prevailing accounting standards;</li> <li>• inspecting a sample of manual adjustments to revenue raised during the reporting period, enquiring of management the reasons for such adjustments and comparing the details of the adjustments with relevant underlying documentation.</li> </ul>

## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

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

The directors are responsible for the other information. The other information comprises all the information included in the annual report, other than the consolidated financial statements and our auditor's report thereon.

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### RESPONSIBILITIES OF THE DIRECTORS FOR THE CONSOLIDATED FINANCIAL STATEMENTS

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

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

The directors are assisted by the Audit Committee in discharging their responsibilities for overseeing the Group's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. This report is made solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with HKSAAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

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



## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

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

The engagement partner on the audit resulting in this independent auditor's report is Wong Chun Pong.

### **KPMG**

*Certified Public Accountants*  
8th Floor, Prince's Building  
10 Chater Road  
Central, Hong Kong

6 March 2018

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 31 December 2017  
(Expressed in Renminbi)

	Note	2017 RMB'000	2016 RMB'000
<b>Revenue</b>	3	<b>2,441,057</b>	2,411,638
Cost of sales		<b>(1,427,240)</b>	(1,415,732)
<b>Gross profit</b>		<b>1,013,817</b>	995,906
Other net income	4	<b>64,104</b>	97,569
Selling and distribution expenses		<b>(311,149)</b>	(252,386)
Administrative expenses		<b>(89,999)</b>	(171,287)
Other operating expenses		<b>(7,827)</b>	(6,449)
<b>Profit from operations</b>		<b>668,946</b>	663,353
Net finance income	5	<b>52,543</b>	83,423
<b>Profit before taxation</b>	6	<b>721,489</b>	746,776
Income tax	7(a)	<b>(110,450)</b>	(206,912)
<b>Profit for the year</b>		<b>611,039</b>	539,864
<b>Other comprehensive income for the year</b>			
<b>Item that may be reclassified subsequently to profit or loss:</b>			
Exchange differences on translation of financial statements of the Company and subsidiaries outside the mainland of the People's Republic of China (the "PRC")		<b>(250)</b>	(8,485)
<b>Total comprehensive income for the year</b>		<b>610,789</b>	531,379
<b>Earnings per share</b>	11		
Basic (cents)		<b>50.71</b>	44.66
Diluted (cents)		<b>50.71</b>	44.66

The notes on pages 69 to 113 form part of these financial statements. Details of dividends payable to equity shareholders of the Company attributable to the profit for the year are set out in note 25(c).

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

At 31 December 2017  
(Expressed in Renminbi)

	Note	2017 RMB'000	2016 RMB'000
<b>Non-current assets</b>			
Property, plant and equipment	12	429,945	394,415
Investment properties	13	101,549	25,145
Lease prepayments	14	105,149	107,533
Intangible assets	15	5,615	5,345
Deposits for purchases of property, plant and equipment	16	97,586	485
Deferred tax assets	23(b)	6,005	20,423
		<b>745,849</b>	553,346
<b>Current assets</b>			
Inventories	17	323,333	294,385
Trade and other receivables	18	708,267	714,429
Pledged bank deposits	19	6,831	488,907
Fixed deposits held at banks with maturity over three months	20(a)	188,000	568,943
Cash and cash equivalents	20(a)	1,823,281	1,613,658
		<b>3,049,712</b>	3,680,322
<b>Current liabilities</b>			
Bank loans	21	—	493,528
Trade and other payables	22	534,735	514,057
Current tax payable	23(a)	83,981	165,253
		<b>618,716</b>	1,172,838
<b>Net current assets</b>		<b>2,430,996</b>	2,507,484
<b>Total assets less current liabilities</b>		<b>3,176,845</b>	3,060,830
<b>Non-current liabilities</b>			
Deferred tax liabilities	23(b)	32,714	46,868
Retention payables		2,400	2,400
		<b>35,114</b>	49,268
<b>Net assets</b>		<b>3,141,731</b>	3,011,562
<b>Capital and reserves</b>			
Share capital	25(a)	105,492	106,467
Reserves		3,036,239	2,905,095
<b>Total equity</b>		<b>3,141,731</b>	3,011,562

Approved and authorised for issue by the board of directors on 6 March 2018

**Mr. Wang Dong Xing**  
Chairman

**Mr. Wang Liang Xing**  
Chief Executive Officer

**Mr. Wang Cong Xing**  
Executive Director

The notes on pages 69 to 113 form part of these financial statements.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2017  
(Expressed in Renminbi)

	Note	Share capital (note 25(a)) RMB'000	Share premium (note 25(d)(i)) RMB'000	Statutory reserve (note 25(d)(ii)) RMB'000	Capital reserve (note 25(d)(iii)) RMB'000	Exchange reserve (note 25(d)(iv)) RMB'000	Retained profits RMB'000	Total equity RMB'000
At 1 January 2016		106,458	26,711	207,817	23,775	(32,839)	2,579,276	2,911,198
Changes in equity for 2016:								
Profit for the year		—	—	—	—	—	539,864	539,864
Other comprehensive income for the year		—	—	—	—	(8,485)	—	(8,485)
Total comprehensive income for the year		—	—	—	—	(8,485)	539,864	531,379
Shares issued under share option scheme		9	385	—	(97)	—	—	297
Equity settled share-based payments	25(d)(iii)	—	—	—	(223)	—	—	(223)
Dividends approved in respect of the previous year	25(c)	—	—	—	—	—	(243,683)	(243,683)
Dividends declared in respect of the current year	25(c)	—	—	—	—	—	(187,406)	(187,406)
Appropriation to statutory reserve		—	—	12,354	—	—	(12,354)	—
At 31 December 2016 and 1 January 2017		<b>106,467</b>	<b>27,096</b>	<b>220,171</b>	<b>23,455</b>	<b>(41,324)</b>	<b>2,675,697</b>	<b>3,011,562</b>
Changes in equity for 2017:								
Profit for the year		—	—	—	—	—	611,039	611,039
Other comprehensive income for the year		—	—	—	—	(250)	—	(250)
Total comprehensive income for the year		—	—	—	—	(250)	611,039	610,789
Buy-back and cancellation of issued shares	25(a)(i)	(975)	—	—	975	—	(60,224)	(60,224)
Dividends approved in respect of the previous year	25(c)	—	—	—	—	—	(232,974)	(232,974)
Dividends declared in respect of the current year	25(c)	—	—	—	—	—	(187,422)	(187,422)
Appropriation to statutory reserve		—	—	31,825	—	—	(31,825)	—
At 31 December 2017		<b>105,492</b>	<b>27,096</b>	<b>251,996</b>	<b>24,430</b>	<b>(41,574)</b>	<b>2,774,291</b>	<b>3,141,731</b>

The notes on pages 69 to 113 form part of these financial statements.

# CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 December 2017  
(Expressed in Renminbi)

	Note	2017 RMB'000	2016 RMB'000
<b>Operating activities</b>			
Cash generated from operations	20(b)	677,672	673,138
Tax paid	23(a)	(191,458)	(227,557)
<b>Net cash generated from operating activities</b>		<b>486,214</b>	445,581
<b>Investing activities</b>			
Payments for purchases of property, plant and equipment		(222,210)	(132,237)
Payments for purchases of land use rights		—	(8,763)
Payments for purchases of intangible assets		(2,726)	(3,455)
Proceeds from disposal of property, plant and equipment		643	644
Interest income received		71,477	74,719
Decrease/(increase) in fixed deposits held at banks with maturity over three months		380,943	(538,943)
Decrease in pledged bank deposits		480,000	573,852
<b>Net cash generated from/(used in) investing activities</b>		<b>708,127</b>	(34,183)
<b>Financing activities</b>			
Proceeds from bank loans	20(c)	345,740	1,093,528
Repayment of bank loans	20(c)	(839,268)	(1,604,017)
Proceeds from issue of shares under share option scheme		—	297
Shares buy-back	25(a)(i)	(60,224)	—
Interest expense paid		(6,166)	(20,995)
Dividends paid	25(c)	(420,396)	(431,089)
<b>Net cash used in financing activities</b>		<b>(980,314)</b>	(962,276)
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>214,027</b>	(550,878)
<b>Cash and cash equivalents at 1 January</b>		<b>1,613,658</b>	2,161,712
<b>Effect of foreign exchange rate changes</b>		<b>(4,404)</b>	2,824
<b>Cash and cash equivalents at 31 December</b>	20(a)	<b>1,823,281</b>	1,613,658

The notes on pages 69 to 113 form part of these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES

### (a) Statement of compliance

These financial statements have been prepared in accordance with all applicable International Financial Reporting Standards (“IFRSs”), which collective term includes all applicable individual International Financial Reporting Standards, International Accounting Standards (“IASs”) and Interpretations issued by the International Accounting Standards Board (the “IASB”) and the applicable disclosure requirements of the Hong Kong Companies Ordinance.

These financial statements also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited (the “Stock Exchange”). A summary of significant accounting policies adopted by the Group is set out below.

### (b) Basis of preparation of the financial statements

The consolidated financial statements for the year ended 31 December 2017 comprise the Company and its subsidiaries (together referred to as the “Group”).

The consolidated financial statements are presented in Renminbi (“RMB”) rounded to the nearest thousand. The measurement basis used in the preparation of the financial statements is the historical cost basis except that the derivative financial instruments are stated at fair value as explained in note 1(v).

The preparation of these financial statements in conformity with IFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

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

Judgements made by management in the application of IFRSs that have significant effect on the financial statements and major sources of estimation uncertainty are discussed in note 31.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (c) Subsidiaries

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is expected, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. When assessing whether the Group has power, only substantive rights (held by the Group and other parties) are considered.

An investment in a subsidiary is consolidated into the consolidated financial statements from the date that control commences until the date that control ceases. Intra-group balances, transactions and cash flows and any unrealised profits arising from intra-group transactions are eliminated in full in preparing the consolidated financial statements. Unrealised losses resulting from intra-group transactions are eliminated in the same way as unrealised gains but only to the extent that there is no evidence of impairment.

In the Company's statement of financial position, an investment in a subsidiary is stated at cost less impairment losses (see note 1(i)(ii)).

### (d) Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses (see note 1(i)(ii)).

The cost of self-constructed items of property, plant and equipment includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads and borrowing costs (see note 1(t)).

No depreciation is provided in respect of construction in progress.

Depreciation is calculated to write off the cost of items of property, plant and equipment, less their estimated residual value, if any, using the straight-line method over their estimated useful lives as follows:

- Buildings held for own use which are situated on leasehold land are depreciated over the shorter of the unexpired term of lease and their estimated useful lives, being no more than 40 years after the date of completion.
- Leasehold improvements      shorter of 5 years or remaining term of the lease
- Plant and machinery          10 years
- Motor vehicles                5 years
- Office equipment              5 years
- Furniture and fixtures        5 years

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (d) Property, plant and equipment (Continued)

Both the useful life of an asset and its residual value, if any, are reviewed annually.

Gains or losses arising from the retirement or disposal of an item of property, plant and equipment are determined as the difference between the net disposal proceeds and the carrying amount of the item and are recognised in profit or loss on the date of retirement or disposal.

### (e) Investment properties

Investment properties are stated at cost less accumulated depreciation and impairment losses (see note 1(i)(ii)).

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful life of the shorter of the unexpired term of the lease and its estimated useful life, being no more than 40 years after the date of completion.

### (f) Lease prepayments

Lease prepayments represent cost of acquiring land use rights paid to the PRC's governmental authorities. Land use rights are stated at cost less accumulated amortisation and impairment losses (see note 1(i)(ii)). Amortisation is charged to profit or loss on a straight-line basis over the respective periods of the rights which are 50 years.

### (g) Intangible assets

Intangible assets that are acquired by the Group are stated at cost less accumulated amortisation (where the estimated useful life is finite) and impairment losses (see note 1(i)(ii)).

Amortisation of intangible assets with finite useful lives is charged to profit or loss on a straight-line basis over the assets' estimated useful lives. The following intangible assets with finite useful lives are amortised from the date they are available for use and their estimated useful lives are as follows:

- Computer software 5 years

Both the useful life and method of amortisation are reviewed annually.

### (h) Operating lease charges

Leases which do not transfer substantially all the risks and rewards of ownership to the Group are classified as operating leases. Where the Group has the use of assets held under operating leases, payments made under the leases are charged to profit or loss in equal instalments over the accounting periods covered by the lease terms, except where an alternative basis is more representative of the pattern of benefits to be derived from the leased asset. Lease incentives received are recognised in profit or loss as an integral part of the aggregate net lease payments made. Contingent rentals are charged to profit or loss in the accounting period in which they are incurred.



# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (i) Impairment of assets

#### (ii) *Impairment of trade and other receivables*

Trade and other receivables that are stated at cost or amortised cost are reviewed at the end of each reporting period to determine whether there is objective evidence of impairment. Objective evidence of impairment includes observable data that comes to the attention of the Group about one or more of the following loss events:

- significant financial difficulty of the debtor;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- it becoming probable that the debtor will enter bankruptcy or other financial reorganisation;
- significant changes in the technological, market, economic or legal environment that have an adverse effect on the debtor; and
- a significant or prolonged decline in the fair value of an investment in an equity instrument below its cost.

If any such evidence exists, any impairment loss is determined and recognised as follows:

- Trade and other receivables carried at amortised cost, the impairment loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition of these assets), where the effect of discounting is material. This assessment is made collectively where these financial assets share similar risk characteristics, such as similar past due status, and have not been individually assessed as impaired. Future cash flows for financial assets which are assessed for impairment collectively are based on historical loss experience for assets with credit risk characteristics similar to the collective group.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the impairment loss was recognised, the impairment loss is reversed through profit or loss. A reversal of an impairment loss shall not result in the asset's carrying amount exceeding that which would have been determined had no impairment loss been recognised in prior years.

Impairment losses are written off against the corresponding assets directly, except for impairment losses recognised in respect of trade receivables included within trade and other receivables, whose recovery is considered doubtful but not remote. In this case, the impairment losses for doubtful debts are recorded using an allowance account. When the Group is satisfied that recovery is remote, the amount considered irrecoverable is written off against trade receivables directly and any amounts held in the allowance account relating to that debt are reversed. Subsequent recoveries of amounts previously charged to the allowance account are reversed against the allowance account. Other changes in the allowance account and subsequent recoveries of amounts previously written off directly are recognised in profit or loss.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (i) Impairment of assets (Continued)

#### (ii) Impairment of other assets

Internal and external sources of information are reviewed at the end of each reporting period to identify indications that the following assets may be impaired or an impairment loss previously recognised no longer exists or may have decreased:

- property, plant and equipment;
- construction in progress;
- investment properties;
- lease prepayments;
- intangible assets; and
- investments in subsidiaries in the Company's statement of financial position.

If any such indication exists, the asset's recoverable amount is estimated.

- **Calculation of recoverable amount**

The recoverable amount of an asset is the greater of its fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Where an asset does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the smallest group of assets that generates cash inflows independently (i.e. a cash-generating unit).
- **Recognition of impairment losses**

An impairment loss is recognised in profit or loss if the carrying amount of an asset, or the cash-generating unit to which it belongs, exceeds its recoverable amount. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of the other assets in the unit (or group of units) on a pro rata basis, except that the carrying value of an asset will not be reduced below its individual fair value less costs of disposal (if measurable) or value in use (if determinable).
- **Reversals of impairment losses**

An impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount. A reversal of impairment loss is limited to the asset's carrying amount that would have been determined had no impairment loss been recognised in prior years. Reversals of impairment losses are credited to profit or loss in the year in which the reversals are recognised.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (j) Inventories

Inventories are carried at the lower of cost and net realisable value.

Cost is calculated using the weighted average cost formula and comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

When inventories are sold, the carrying amount of those inventories is recognised as an expense in the period in which the related revenue is recognised. the amount of any write-down of inventories to net realisable value and all losses of inventories are recognised as an expense in the period the write-down or loss occurs. the amount of any reversal of any write-down of inventories is recognised as a reduction in the amount of inventories recognised as an expense in the period in which the reversal occurs.

### (k) Trade and other receivables

Trade and other receivables are initially recognised at fair value and thereafter stated at amortised cost less impairment losses for bad and doubtful debts (see note 1(i)(ii)).

### (l) Interest-bearing borrowings

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost with any difference between the amount initially recognised and redemption value being recognised in profit or loss over the period of the borrowings, together with any interest and fees payable, using the effective interest method.

### (m) Trade and other payables

Trade and other payables are initially recognised at fair value and subsequently stated at amortised cost unless the effect of discounting would be immaterial, in which case they are stated at cost.

### (n) Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and on hand, demand deposits with banks and other financial institutions, and short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (o) Employee benefits

#### (i) *Short term employee benefits and contributions to defined contribution retirement plans*

Salaries, annual bonuses, paid annual leave, contributions to defined contribution retirement plans and the cost of non-monetary benefits are accrued in the year in which the associated services are rendered by employees. Where payment or settlement is deferred and the effect would be material, these amounts are stated at their present values.

Contributions to appropriate local defined contribution retirement schemes pursuant to the relevant labour rules and regulations in the PRC are recognised as an expense in profit or loss as incurred, except to the extent that they are included in the cost of inventories not yet recognised as an expense.

#### (ii) *Share-based payments*

The fair value of share options granted to employees of the Group is recognised as an employee cost with a corresponding increase in a capital reserve within equity. The fair value is measured at the grant date using applicable option-pricing models, taking into account the terms and conditions upon which the options were granted. Where the employees have to meet vesting conditions before becoming unconditionally entitled to the options, the total estimated fair value of the options is spread over the vesting period, taking into account the probability that the options will vest.

During the vesting period, the number of share options that is expected to vest is reviewed. Any resulting adjustment to the cumulative fair value recognised in prior years is charged/credited to the profit or loss for the year of the review, unless the original employee expenses qualify for recognition as an asset, with a corresponding adjustment to the capital reserve. On the vesting date, the amount recognised as an expense is adjusted to reflect the actual number of options that vest (with a corresponding adjustment to the capital reserve) except where forfeiture is only due to not achieving vesting conditions that relate to the market price of the Company's shares. The equity amount is recognised in the capital reserve until either the option is exercised (when it is transferred to the share premium account) or the option expires (when it is released directly to retained profits).

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (p) Income tax

Income tax for the year comprises current tax and movements in deferred tax assets and liabilities. Current tax and movements in deferred tax assets and liabilities are recognised in profit or loss except to the extent that they relate to items recognised in other comprehensive income or directly in equity, in which case the relevant amounts of tax are recognised in other comprehensive income or directly in equity, respectively.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the end of the reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and their tax bases. Deferred tax assets also arise from unused tax losses and unused tax credits.

Apart from certain limited exceptions, all deferred tax liabilities, and all deferred tax assets to the extent that it is probable that future taxable profits will be available against which the asset can be utilised, are recognised. Future taxable profits that may support the recognition of deferred tax assets arising from deductible temporary differences include those that will arise from the reversal of existing taxable temporary differences, provided those differences relate to the same taxation authority and the same taxable entity, and are expected to reverse either in the same period as the expected reversal of the deductible temporary difference or in periods into which a tax loss arising from the deferred tax asset can be carried back or forward. The same criteria are adopted when determining whether existing taxable temporary differences support the recognition of deferred tax assets arising from unused tax losses and credits, that is, those differences are taken into account if they relate to the same taxation authority and the same taxable entity, and are expected to reverse in a period, or periods, in which the tax loss or credit can be utilised.

The limited exceptions to recognition of deferred tax assets and liabilities are those temporary differences arising from goodwill not deductible for tax purposes, the initial recognition of assets or liabilities that affect neither accounting nor taxable profit (provided they are not part of a business combination), and temporary differences relating to investments in subsidiaries to the extent that, in the case of taxable differences, the Group controls the timing of the reversal and it is probable that the differences will not reverse in the foreseeable future, or in the case of deductible differences, unless it is probable that they will reverse in the future.

The amount of deferred tax recognised is measured based on the expected manner of realisation or settlement of the carrying amount of the assets and liabilities, using tax rates enacted or substantively enacted at the end of each reporting period. Deferred tax assets and liabilities are not discounted.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (p) Income tax (Continued)

The carrying amount of a deferred tax asset is reviewed at the end of each reporting period and is reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow the related tax benefit to be utilised. Any such reduction is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

Current tax balances and deferred tax balances, and movements therein, are presented separately from each other and are not offset. Current tax assets are offset against current tax liabilities, and deferred tax assets against deferred tax liabilities, if the Group has the legally enforceable right to set off current tax assets against current tax liabilities and the following additional conditions are met:

- in the case of current tax assets and liabilities, the Group intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously; or
- in the case of deferred tax assets and liabilities, if they relate to income taxes levied by the same taxation authority on either:
  - the same taxable entity; or
  - different taxable entities, which, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered, intend to realise the current tax assets and settle the current tax liabilities on a net basis or realise and settle simultaneously.

### (q) Provisions and contingent liabilities

Provisions are recognised for other liabilities of uncertain timing or amount when the Group has a legal or constructive obligation arising as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditure expected to settle the obligation.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (r) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Provided it is probable that the economic benefits will flow to the Group and the revenue and costs, if applicable, can be measured reliably, revenue is recognised in profit or loss as follows:

#### (i) Sale of goods

Revenue is recognised when the customer has accepted the related risks and rewards of ownership. Revenue excludes value added tax and is after deduction of returns and any trade discounts.

#### (ii) Interest income

Interest income is recognised as it accrues using the effective interest method.

#### (iii) Government grants

Unconditional discretionary government grants from the local municipal government authorities are recognised in the profit or loss as other net income on a cash receipt basis.

### (s) Translation of foreign currencies

Items included in the financial statements of each entity in the Group are measured using the currency that best reflects the economic substance of the underlying events and circumstances relevant to that entity ("functional currency"). The functional currency of the Company and its subsidiaries outside mainland China is Hong Kong Dollars and the functional currency of the subsidiaries in mainland China is Renminbi.

Foreign currency transactions during the year are translated at the foreign exchange rates ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated at the foreign exchange rates ruling at the end of reporting period. Exchange gains and losses are recognised in profit or loss.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the foreign exchange rates ruling at the transaction dates.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (s) Translation of foreign currencies (Continued)

The results of operations outside mainland China are translated into Renminbi at the average exchange rates for the year which approximating the foreign exchange rates ruling at the dates of the transactions. Statement of financial position items are translated into Renminbi at the closing foreign exchange rates ruling at the end of reporting period. The resulting exchange differences are recognised in other comprehensive income and accumulated separately in equity in the exchange reserve.

On disposal of an operation outside mainland China, the cumulative amount of the exchange differences relating to that foreign operation is reclassified from equity to profit or loss when the profit or loss on disposal is recognised.

### (t) Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of an asset which necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of that asset. Other borrowing costs are expensed in the year in which they are incurred.

### (u) Research and development

Research and development costs comprise all costs that are directly attributable to research and development activities or that can be allocated on a reasonable basis to such activities. Because of the nature of the Group's research and development activities, the criteria for the recognition of such costs as an asset are generally not met until late in the development stage of the project when the remaining development costs are immaterial. Hence both research costs and development costs are generally recognised as expenses in the period in which they are incurred.

### (v) Derivative financial instruments

Derivative financial instruments are recognised initially at fair value. At the end of each reporting period the fair value is remeasured. The gain or loss on remeasurement to fair value is recognised immediately in profit or loss.

### (w) Related parties

- (i) A person, or a close member of that person's family, is related to the Group if that person:
- (a) has control or joint control over the Group;
  - (b) has significant influence over the Group; or
  - (c) is a member of the key management personnel of the Group or the Group's parent.



# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 1 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (w) Related parties (Continued)

(ii) An entity is related to the Group if any of the following conditions applies:

- (a) The entity and the Group are members of the same Group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
- (b) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
- (c) Both entities are joint ventures of the same third party.
- (d) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
- (e) The entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group.
- (f) The entity is controlled or jointly controlled by a person identified in (i).
- (g) A person identified in (i)(a) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).
- (h) The entity, or any member of a group of which it is a part, provides key management personnel services to the group or to the group's parent.

Close family members of an individual are those family members who may be expected to influence, or be influenced by, that individual in their dealings with the entity.

### (x) Segment reporting

Operating segments, and the amounts of each segment item reported in the financial statements, are identified from the financial information provided regularly to the Group's most senior executive management for the purposes of allocating resources to, and assessing the performance of, the Group's various lines of business and geographical locations.

Individually material operating segments are not aggregated for financial reporting purposes unless the segments have similar economic characteristics and are similar in respect of the nature of products and services, the nature of production processes, the type or class of customers, the methods used to distribute the products or provide the services, and the nature of the regulatory environment. Operating segments which are not individually material may be aggregated if they share a majority of these criteria.

The Group operates in a single business segment, manufacturing and wholesaling of menswear and accessories in the PRC. Accordingly, no segmental analysis is presented.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 2 CHANGES IN ACCOUNTING POLICIES

The IASB has issued several amendments to IFRSs that are first effective for the current accounting period of the Group. None of these have significant impact on the accounting policies of the Group. However, additional disclosure has been included in note 20(c) to satisfy the new disclosure requirements introduced by the amendments to IAS 7, *Statement of cash flows: Disclosure initiative*, which require entities to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes.

The Group has not applied any new standard or interpretation that is not yet effective for the current accounting period.

## 3 REVENUE

The principal activities of the Group are manufacturing and wholesaling of branded menswear and related accessories in the PRC. Revenue represents the sales value of goods sold less returns, discounts and value added taxes ("VAT").

During the years ended 31 December 2017 and 2016, there was no customer with whom transactions exceeded 10% of the Group's revenue. Details of concentrations of credit risk arising from customers are set out in note 28(a).

## 4 OTHER NET INCOME

	2017 RMB'000	2016 RMB'000
Government grants	55,071	95,766
Others	9,033	1,803
	<b>64,104</b>	97,569

Government grants of RMB55,071,000 (2016: RMB95,766,000) were received from several local government authorities for the Group's contribution to local economies, of which the entitlements were unconditional and under the discretion of the relevant authorities.

## 5 NET FINANCE INCOME

	2017 RMB'000	2016 RMB'000
Interest income	65,940	69,720
Net foreign exchange loss	(7,369)	(5,362)
Interest on bank borrowings	(6,028)	(20,648)
Change in fair value of forward foreign exchange contracts	—	39,713
	<b>52,543</b>	83,423

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 6 PROFIT BEFORE TAXATION

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

	2017 RMB'000	2016 RMB'000
<b>(a) Staff costs:</b>		
Salaries, wages and other benefits	156,410	152,301
Contributions to defined contribution retirement plans (note 26)	3,418	4,431
Equity settled share-based payment expense reversal (note 27)	—	(223)
	<b>159,828</b>	156,509
<b>(b) Other items:</b>		
Amortisation of lease prepayments	2,384	2,375
Amortisation of intangible assets	2,456	2,143
Depreciation	23,390	22,518
Auditor's remuneration	2,700	2,650
Cost of inventories (note (i))	1,427,240	1,415,732
Loss on disposal of property, plant and equipment	745	963
Operating lease charges in respect of properties	6,235	9,459
Research and development costs	76,184	83,517
Subcontracting charges (note (ii))	202,303	167,430
Provision for doubtful debts (note 18(b))	—	70,571

Notes:

- (i) Cost of inventories sold includes research and development costs, subcontracting charges, related staff costs, depreciation and operating lease rental in respect of properties totalling RMB340,073,000 (2016: RMB299,802,000) included in items disclosed above.
- (ii) Subcontracting charges include service charges and auxiliary raw material costs payable to subcontractors.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 7 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

(a) Income tax in the consolidated statement of profit or loss and other comprehensive income represents:

	2017 RMB'000	2016 RMB'000
Current tax — PRC Corporate Income Tax	110,186	194,172
Deferred tax	264	12,740
	<b>110,450</b>	<b>206,912</b>

Notes:

- (i) Pursuant to the rules and regulations of the Cayman Islands and the British Virgin Islands (“BVI”), the Group is not subject to any income tax in the Cayman Islands and the BVI.
- (ii) No provision for Hong Kong Profits Tax has been made as the Group did not have assessable profits subject to Hong Kong Profits Tax for the years ended 31 December 2017 and 2016.
- (iii) Taxation for the Group’s PRC subsidiaries is calculated using the income tax rates applicable to the subsidiaries. In accordance with the relevant PRC Corporate Income Tax Law, regulations and implementation guidance notes, one of the subsidiaries has been granted Advanced and New Technology Enterprise status which entitles the subsidiary to a reduced income tax rate at 15% for 2017. In addition, two of the Group’s subsidiaries incorporated in the Tibet Autonomous Region of the PRC are entitled to preferential income tax rate at 9% in 2017.
- (iv) According to the Corporate Income Tax Law and its implementation rules, dividends receivable by non-PRC corporate residents from PRC enterprises are subject to withholding tax at a rate of 10%, unless reduced by tax treaties or arrangements, for profits earned since 1 January 2008. In addition, under the Sino-Hong Kong Double Tax Arrangement and its relevant regulations, a qualified Hong Kong tax resident will be liable for withholding tax at the rate of 5% for dividend income derived from the PRC if the Hong Kong tax resident is the “beneficial owner” and holds 25% or more of the equity interests of the PRC company. Deferred tax liabilities have been provided for in this regard based on the expected dividends to be distributed from the Group’s PRC subsidiaries in the foreseeable future in respect of the profits generated since 1 January 2008.

Deferred tax included PRC dividend withholding tax of RMB21,210,000 provided for the year (2016: RMB22,360,000).

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 7 INCOME TAX IN THE CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (CONTINUED)

#### (b) Reconciliation between tax expense and accounting profit at applicable tax rates:

	2017 RMB'000	2016 RMB'000
<b>Profit before taxation</b>	<b>721,489</b>	746,776
Notional tax on profit before taxation, calculated at the rates applicable in the tax jurisdictions concerned	181,434	185,980
Tax effect of non-deductible expenses	12,490	22,921
Tax effect of non-taxable income	(2,181)	(7,649)
Tax effect of tax concessions (note 7(a) (iii))	(105,178)	(16,706)
Effect on deferred tax balances at the beginning of the year resulting from a change in tax rate (note 23(b))	3,458	—
(Over-provision)/under-provision in prior year	(783)	6
Withholding tax effect of undistributed profits retained by PRC subsidiaries (note 23(b))	21,210	22,360
<b>Actual tax expense</b>	<b>110,450</b>	206,912

### 8 DIRECTORS' EMOLUMENTS

Directors' emoluments disclosed pursuant to section 383(1) of the Hong Kong Companies Ordinance and Part 2 of the Companies (Disclosure of Information about Benefits of Directors) Regulation are as follows:

	Fees RMB'000	Basic salaries, allowances and other benefits RMB'000	Contributions to retirement benefit scheme RMB'000	Discretionary bonuses RMB'000	2017 Total RMB'000
<b>Executive Directors</b>					
Wang Dong Xing	—	1,040	13	—	1,053
Wang Liang Xing	—	1,300	13	—	1,313
Wang Cong Xing	—	780	13	—	793
Cai Rong Hua	—	585	13	—	598
Hu Cheng Chu	—	585	—	—	585
Pan Rong Bin	—	830	13	—	843
<b>Independent Non-executive Directors</b>					
Lu Hong Te	200	—	—	—	200
Nie Xing	200	—	—	—	200
Lai Shixian	200	—	—	—	200
<b>Total</b>	<b>600</b>	<b>5,120</b>	<b>65</b>	<b>—</b>	<b>5,785</b>

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 8 DIRECTORS' EMOLUMENTS (CONTINUED)

	Fees RMB'000	Basic salaries, allowances and other benefits RMB'000	Contributions to retirement benefit scheme RMB'000	Discretionary bonuses RMB'000	2016 Total RMB'000
<b>Executive Directors</b>					
Wang Dong Xing	—	1,040	13	—	1,053
Wang Liang Xing	—	1,300	13	—	1,313
Wang Cong Xing	—	780	13	—	793
Cai Rong Hua	—	585	13	—	598
Hu Cheng Chu	—	585	—	—	585
Pan Rong Bin	—	585	13	136	734
<b>Independent Non-executive Directors</b>					
Lu Hong Te	200	—	—	—	200
Chen Tien Tui (retired on 19 April 2016)	60	—	—	—	60
Nie Xing	200	—	—	—	200
Lai Shixian	200	—	—	—	200
<b>Total</b>	<b>660</b>	<b>4,875</b>	<b>65</b>	<b>136</b>	<b>5,736</b>

During the year, no amount was paid or payable by the Group to the directors or any of the five highest paid individuals set out in note 9 below as an inducement to join or upon joining the Group or as compensation for loss of office.

### 9 INDIVIDUALS WITH HIGHEST EMOLUMENTS

Of the five individuals with the highest emoluments, four (2016: four) are directors whose emoluments are disclosed in note 8. The aggregate of the emoluments in respect of the remaining one (2016: one) individual are as follows:

	2017 RMB'000	2016 RMB'000
Salaries and other benefits	1,400	1,392
Discretionary bonuses	418	406
Contributions to retirement benefit schemes	16	16
	<b>1,834</b>	<b>1,814</b>

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 10 REMUNERATION OF SENIOR MANAGEMENT

Remuneration of senior management of the Group, including amounts paid to the highest paid employee other than directors as disclosed in note 9 is as follows:

	2017 RMB'000	2016 RMB'000
Salaries and other benefits	2,821	2,655
Discretionary bonuses	953	842
Contributions to retirement benefit schemes	44	40
	<b>3,818</b>	3,537

Remunerations of the senior management of the Group are within the following bands:

	2017 Number of individuals	2016 Number of individuals
Nil to HK\$1,000,000 (Nil to RMB836,000)	5	5
HK\$2,000,001 to HK\$2,500,000 (RMB1,672,001 to RMB2,090,000)	1	1

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 11 EARNINGS PER SHARE

#### (a) Basic earnings per share

The calculation of basic earnings per share is based on the profit for the year of RMB611,039,000 (2016: RMB539,864,000) and the weighted average number of ordinary shares in issue of 1,204,870,000 (2016: 1,208,804,000).

#### *Weighted average number of ordinary shares*

	2017 '000	2016 '000
Issued ordinary shares at 1 January	1,208,874	1,208,768
Effect of shares bought back	(4,004)	—
Effect of share options exercised	—	36
Weighted average number of ordinary shares	1,204,870	1,208,804

#### (b) Diluted earnings per share

The calculation of diluted earnings per share is based on the profit for the year of RMB611,039,000 (2016: RMB539,864,000) and the weighted average number of ordinary shares in issue adjusted for the potential dilutive effect caused by the share options granted by the Company.

#### *Weighted average number of ordinary shares (diluted)*

	2017 '000	2016 '000
Weighted average number of ordinary shares	1,204,870	1,208,804
Effect of deemed issue of shares under the Company's share option scheme for nil consideration	—	21
Weighted average number of ordinary shares (diluted)	1,204,870	1,208,825



# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 12 PROPERTY, PLANT AND EQUIPMENT

	Properties and buildings RMB'000	Leasehold improvements RMB'000	Plant and machinery RMB'000	Motor vehicles RMB'000	Office equipment RMB'000	Furniture and fixtures RMB'000	Construction in progress RMB'000	Total RMB'000
<b>Cost:</b>								
At 1 January 2016	245,264	57,787	46,108	8,927	30,478	8,827	17,384	414,775
Additions	6	2,554	14,260	718	2,536	725	146,111	166,910
Transfer from construction in progress	—	2,460	227	—	—	—	(2,687)	—
Reclassify to investment properties (note 13)	(30,350)	—	—	—	—	—	—	(30,350)
Disposals	—	(13,630)	(2,942)	(809)	(1,535)	(745)	—	(19,661)
Exchange adjustment	—	45	—	—	19	6	—	70
At 31 December 2016 and 1 January 2017	214,920	49,216	57,653	8,836	31,498	8,813	160,808	531,744
Additions	408	1,883	4,736	2,682	2,495	48	124,462	136,714
Transfer from construction in progress	—	938	5,721	—	—	—	(6,659)	—
Reclassify to investment properties (note 13)	(87,712)	—	—	—	—	—	—	(87,712)
Disposals	—	(3,088)	(1,559)	(846)	(2,832)	(589)	—	(8,914)
Exchange adjustment	—	(55)	—	—	(24)	(7)	—	(86)
At 31 December 2017	127,616	48,894	66,551	10,672	31,137	8,265	278,611	571,746
<b>Accumulated depreciation:</b>								
At 1 January 2016	32,524	47,039	21,746	4,081	25,152	7,459	—	138,001
Charge for the year	5,521	5,513	5,979	859	2,847	1,079	—	21,798
Reclassify to investment properties (note 13)	(4,485)	—	—	—	—	—	—	(4,485)
Written back on disposals	—	(13,092)	(2,375)	(448)	(1,440)	(699)	—	(18,054)
Exchange adjustment	—	45	—	—	18	6	—	69
At 31 December 2016 and 1 January 2017	33,560	39,505	25,350	4,492	26,577	7,845	—	137,329
Charge for the year	4,147	5,959	6,453	1,161	2,909	527	—	21,156
Reclassify to investment properties (note 13)	(9,074)	—	—	—	—	—	—	(9,074)
Written back on disposals	—	(2,937)	(1,028)	(606)	(2,415)	(540)	—	(7,526)
Exchange adjustment	—	(55)	—	—	(22)	(7)	—	(84)
At 31 December 2017	28,633	42,472	30,775	5,047	27,049	7,825	—	141,801
<b>Net book value:</b>								
At 31 December 2017	98,983	6,422	35,776	5,625	4,088	440	278,611	429,945
At 31 December 2016	181,360	9,711	32,303	4,344	4,921	968	160,808	394,415

Construction in progress comprises costs incurred on buildings and plant and equipment not yet completed at the end of the respective reporting periods.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 13 INVESTMENT PROPERTIES

	2017 RMB'000	2016 RMB'000
<b>Cost:</b>		
At 1 January	30,350	—
Reclassify from property, plant and equipment (note 12)	87,712	30,350
At 31 December	118,062	30,350
<b>Accumulated depreciation:</b>		
At 1 January	5,205	—
Reclassify from property, plant and equipment (note 12)	9,074	4,485
Charge for the year	2,234	720
At 31 December	16,513	5,205
<b>Net book value:</b>		
At 31 December	101,549	25,145

Investment properties represent two retail outlets that are leased to distributors for the operation as “LILANZ” stores. As at 31 December 2017, the total fair value of the investment properties as determined by the directors of the Company by reference to the market price of similar properties in the respective area amounted to RMB158,700,000 (2016: RMB69,000,000).

### 14 LEASE PREPAYMENTS

	2017 RMB'000	2016 RMB'000
<b>Cost:</b>		
At 1 January	117,566	108,803
Transfer from deposit for land use rights	—	350
Additions	—	8,413
At 31 December	117,566	117,566
<b>Accumulated amortisation:</b>		
At 1 January	10,033	7,658
Charge for the year	2,384	2,375
At 31 December	12,417	10,033
<b>Net book value:</b>		
At 31 December	105,149	107,533

Lease prepayments represent the Group’s land use rights on leasehold land located in the PRC. At 31 December 2017, the remaining periods of the land use rights range from 38 to 49 years.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 15 INTANGIBLE ASSETS

	2017 RMB'000	2016 RMB'000
<b>Cost:</b>		
At 1 January	20,916	17,461
Additions	2,726	3,455
At 31 December	23,642	20,916
<b>Accumulated amortisation:</b>		
At 1 January	15,571	13,428
Charge for the year	2,456	2,143
At 31 December	18,027	15,571
<b>Net book value:</b>		
At 31 December	5,615	5,345

Intangible assets represent the enterprise resource planning and information technology system software.

The amortisation charge for the year is included in administrative expenses in the consolidated statement of profit or loss and other comprehensive income.

### 16 DEPOSITS FOR PURCHASES OF PROPERTY, PLANT AND EQUIPMENT

	2017 RMB'000	2016 RMB'000
Deposit for property	94,464	—
Others	3,122	485
	97,586	485

The deposit for property as at 31 December 2017 represented the cost of the purchase of a property to be used as office premises in Shanghai. The amount will be transferred to property, plant and equipment upon the transfer of title to the Group.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 17 INVENTORIES

(a) Inventories in the consolidated statement of financial position comprise:

	2017 RMB'000	2016 RMB'000
Raw materials	104,056	73,755
Work-in-progress	82,927	36,227
Finished goods	136,350	184,403
	<b>323,333</b>	294,385

As at 31 December 2017, raw materials included materials totalling RMB68,660,000 (2016: RMB63,027,000) held by sub-contractors.

(b) An analysis of the amount of inventories recognised as an expense and included in profit or loss is as follows:

	2017 RMB'000	2016 RMB'000
Carrying amount of inventories sold	1,427,240	1,415,732

### 18 TRADE AND OTHER RECEIVABLES

	2017 RMB'000	2016 RMB'000
Trade receivables	696,000	745,864
Less: Provision for doubtful debts	(75,903)	(80,700)
	<b>620,097</b>	665,164
Bills receivables	16,900	2,500
Trade and bills receivables (notes (a) and (b))	<b>636,997</b>	667,664
Prepayments to suppliers	17,792	10,549
Prepaid advertising expenses	2,974	4,701
VAT deductible	36,353	12,247
Other deposits, prepayments and receivables	14,151	19,268
	<b>708,267</b>	714,429

All of the trade and other receivables are expected to be recovered or recognised as expense within one year.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 18 TRADE AND OTHER RECEIVABLES (CONTINUED)

#### (a) Ageing analysis

An ageing analysis of the trade and bills receivables, based on the invoice date and net of provision for doubtful debts, is as follows:

	2017 RMB'000	2016 RMB'000
Within 3 months	582,713	532,211
Over 3 months but within 6 months	30,848	111,995
Over 6 months but within 1 year	23,436	23,458
	<b>636,997</b>	667,664

Trade receivables are due within 90-240 days from the date of billing. Further details on the Group's credit policy are set out in note 28(a).

#### (b) Impairment of trade receivables

Impairment losses in respect of trade receivables are recorded using an allowance account unless the Group is satisfied that recovery of the amount is remote, in which case the impairment loss is written off against trade receivables directly (see note 1(i)(i)).

The movement in the provision for doubtful debts during the year is as follows:

	2017 RMB'000	2016 RMB'000
At 1 January	80,700	10,129
Uncollectible amounts written off	(4,797)	—
Provision for the year	—	70,571
At 31 December	<b>75,903</b>	80,700

At 31 December 2017, the Group's trade receivables of RMB144,860,000 (2016: RMB207,891,000) were individually determined to be impaired. The Group has assessed the recoverability of the receivables past due and established a provision of doubtful debts. Consequently, specific provision for doubtful debts of RMB75,903,000 (2016: RMB80,700,000) was recognised. The remaining balance of the trade and bills receivables are neither individually nor collectively considered to be impaired and are neither past due nor impaired. Receivables that were neither past due nor impaired related to a wide range of customers for whom there was no recent history of default.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 19 PLEDGED BANK DEPOSITS

	2017 RMB'000	2016 RMB'000
Amounts pledged as security for bank loans (note 21)	—	480,000
Amounts pledged as security for bills payable (note 22)	6,831	8,907
	<b>6,831</b>	<b>488,907</b>

The pledged bank deposits will be released upon the settlement of relevant bills payable.

### 20 CASH AND CASH EQUIVALENTS AND FIXED DEPOSITS HELD AT BANKS AND OTHER CASH FLOW INFORMATION

#### (a) Cash and cash equivalents and fixed deposits held at banks comprise:

	2017 RMB'000	2016 RMB'000
Cash and cash equivalents in the consolidated statement of financial position and consolidated statement of cash flows		
- cash at bank and in hand	1,823,281	1,613,658
Fixed deposits with banks with more than three months to maturity when placed	188,000	568,943
	<b>2,011,281</b>	<b>2,182,601</b>

At 31 December 2017, cash and cash equivalents and fixed deposits with banks in the mainland China amounted to RMB1,937,891,000 (2016: RMB2,130,871,000). Remittance of funds out of the mainland China is subject to exchange restrictions imposed by the PRC government.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 20 CASH AND CASH EQUIVALENTS AND FIXED DEPOSITS HELD AT BANKS AND OTHER CASH FLOW INFORMATION (CONTINUED)

#### (b) Reconciliation of profit before taxation to cash generated from operations:

	Note	2017 RMB'000	2016 RMB'000
Profit before taxation		721,489	746,776
Adjustments for:			
— Depreciation	6(b)	23,390	22,518
— Amortisation of lease prepayments	6(b)	2,384	2,375
— Amortisation of intangible assets	6(b)	2,456	2,143
— Equity settled share-based payment expense reversal		—	(223)
— Loss on disposal of property, plant and equipment	6(b)	745	963
— Interest on bank borrowings	5	6,028	20,648
— Interest income	5	(65,940)	(69,720)
— Unrealised foreign exchange loss/(gain)		4,156	(11,310)
Changes in working capital:			
— Increase in inventories		(28,948)	(2,920)
— Decrease in trade and other receivables		625	87,721
— Decrease/(increase) in pledged bank deposits		2,076	(8,907)
— Increase/(decrease) in trade and other payables		9,211	(116,926)
Cash generated from operations		677,672	673,138

#### (c) Reconciliation of liabilities arising from financing activities

The table below details changes in the Group's liabilities from financing activities, including both cash and non-cash changes. Liabilities arising from financing activities are liabilities for which cash flows were, or future cash flows will be, classified in the Group's consolidated cash flow statement as cash flows from financing activities.

	Bank loans RMB'000 (Note 21)
At 1 January 2017	493,528
Changes from financing cash flows:	
Proceeds from bank loans	345,740
Repayment of bank loans	(839,268)
Total changes from financing cash flows	(493,528)
At 31 December 2017	—

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 21 BANK LOANS AND FACILITIES

As at 31 December 2017, there were no outstanding bank loans. Bank loans at 31 December 2016 were secured by pledged bank deposits (see note 19).

The amounts of banking facilities and the utilisation at the end of each reporting period are set out as follows:

	2017 RMB'000	2016 RMB'000
Facility amount	1,505,596	1,694,780
Utilised facility amount in respect of:		
— Bank loans	—	493,528
— Bills payable (note 22)	22,770	29,690
— Letter of credit	3,354	—

### 22 TRADE AND OTHER PAYABLES

	2017 RMB'000	2016 RMB'000
Trade payables	313,753	314,022
Bills payable	22,770	29,690
Trade and bills payables	336,523	343,712
Receipts in advance	20,562	22,087
Accrued salaries and wages	27,690	29,864
Payables for purchase of property, plant and equipment	51,107	39,502
Retirement benefit contribution payable	25,524	25,629
VAT payables	2,994	8,318
Other payables and accruals	70,335	44,945
	534,735	514,057

All of the trade and other payables are expected to be settled or recognised as income within one year or are repayable on demand.

Bills payable were secured by pledged bank deposits as disclosed in note 19.



## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 22 TRADE AND OTHER PAYABLES (CONTINUED)

An ageing analysis of trade and bills payables based on invoice date is as follows:

	2017 RMB'000	2016 RMB'000
Within 3 months	283,220	296,914
Over 3 months but within 6 months	33,403	26,201
Over 6 months but within 1 year	2,218	1,750
Over 1 year	17,682	18,847
	<b>336,523</b>	343,712

### 23 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION

#### (a) Current taxation in the consolidated statement of financial position:

	2017 RMB'000	2016 RMB'000
At 1 January	165,253	198,638
Provision for PRC Corporate Income Tax	110,186	194,172
	<b>275,439</b>	392,810
PRC Corporate Income Tax paid	<b>(191,458)</b>	(227,557)
At 31 December	<b>83,981</b>	165,253

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 23 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED)

#### (b) Deferred tax assets and liabilities recognised:

The components of deferred tax assets and liabilities recognised in the consolidated statement of financial position and the movements during the year are as follows:

	Deferred tax assets/(liabilities) arising from			Total RMB'000
	Accrued expenses and others RMB'000	Impairment of inventories and trade receivables RMB'000	Undistributed profits of PRC subsidiaries RMB'000	
At 1 January 2016	11,555	13,458	(38,718)	(13,705)
Charged to consolidated statement of profit or loss and other comprehensive income	(4,346)	(244)	(22,360)	(26,950)
Released upon distribution of dividends	—	—	14,210	14,210
At 31 December 2016 and 1 January 2017	<b>7,209</b>	<b>13,214</b>	<b>(46,868)</b>	<b>(26,445)</b>
Charged to consolidated statement of profit or loss and other comprehensive income	<b>(34)</b>	<b>(10,926)</b>	<b>(21,210)</b>	<b>(32,170)</b>
Effect of change in tax rate (note 7 (b))	<b>(2,603)</b>	<b>(855)</b>	—	<b>(3,458)</b>
Released upon distribution of dividends	—	—	<b>35,364</b>	<b>35,364</b>
At 31 December 2017	<b>4,572</b>	<b>1,433</b>	<b>(32,714)</b>	<b>(26,709)</b>

Reconciliation to the consolidated statement of financial position:

	2017 RMB'000	2016 RMB'000
Deferred tax assets	<b>6,005</b>	20,423
Deferred tax liabilities	<b>(32,714)</b>	(46,868)
	<b>(26,709)</b>	(26,445)

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 23 INCOME TAX IN THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED)

#### (c) Deferred tax liabilities not recognised

The Group is subject to 5% withholding tax on dividends receivable from its PRC subsidiaries in respect of their profits generated since 1 January 2008. As at 31 December 2017, deferred tax liabilities in respect of temporary differences relating to such undistributed profits of RMB1,729,524,000 (2016: RMB1,486,127,000) were not recognised as the Company controls the dividend policy of these subsidiaries and it has been determined that those profits will not be distributed in the foreseeable future.

There were no other significant temporary differences relating to deferred tax assets or liabilities not provided for as at 31 December 2017 and 2016.

### 24 COMPANY-LEVEL STATEMENT OF FINANCIAL POSITION

	Note	2017 RMB'000	2016 RMB'000
<b>Non-current assets</b>			
Investments in subsidiaries		132,845	142,985
<b>Current assets</b>			
Amount due from a subsidiary		148,768	153,825
Prepayments and other receivables		183	222
Cash and cash equivalents		29,108	2,682
		178,059	156,729
<b>Current liabilities</b>			
Amount due to a subsidiary		2,122	2,283
Other payables and accruals		29	83
		2,151	2,366
<b>Net current assets</b>		175,908	154,363
<b>Net assets</b>		308,753	297,348
<b>Capital and reserves</b>	25(b)		
Share capital	25(a)	105,492	106,467
Reserves		203,261	190,881
<b>Total equity</b>		308,753	297,348

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 25 CAPITAL, RESERVES AND DIVIDENDS

#### (a) Share capital

	2017 HK\$'000	2016 HK\$'000
Authorised:		
100,000,000,000 shares of HK\$0.10 each	10,000,000	10,000,000

Movements in the Company's issued share capital are as follows:

	Note	Number of shares '000	Nominal value of ordinary shares HK\$'000	RMB'000
Issued and fully paid:				
At 1 January 2016		1,208,768	120,877	106,458
Issues of shares on exercise of share options		106	10	9
At 31 December 2016 and 1 January 2017		1,208,874	120,887	106,467
Buy-back and cancellation of issued shares	(i)	(11,660)	(1,166)	(975)
At 31 December 2017		1,197,214	119,721	105,492

#### (i) Buy-back and cancellation of issued shares

During the year ended 31 December 2017, the Company bought back 11,919,000 of its own issued shares on the Stock Exchange for a total consideration (including expenses) of HK\$72,754,000 which was made wholly out of retained profits. Particulars of the share buy-backs during the year are as follows:

Month	Number of shares bought back '000	Purchase price per share		Aggregate consideration (before expenses) HK\$'000
		Highest HK\$	Lowest HK\$	
August 2017	4,542	5.98	5.58	26,440
September 2017	7,118	6.25	6.16	44,475
December 2017	259	6.20	6.10	1,596
	11,919			72,511

As at 31 December 2017, 11,660,000 shares bought back were cancelled. The remaining 259,000 shares were cancelled on 10 January 2018.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 25 CAPITAL, RESERVES AND DIVIDENDS (CONTINUED)

### (b) Movements in components of equity

The reconciliation between the opening and closing balances of each component of the Group's consolidated equity is set out in the consolidated statement of changes in equity. Details of the changes in the Company's individual components of equity between the beginning and the end of the year are set out below:

#### The Company

	Share capital (note 25(a)) RMB'000	Share premium (note 25(d)(i)) RMB'000	Capital reserve (note 25(d)(iii)) RMB'000	Exchange reserve (note 25(d)(iv)) RMB'000	Retained profits RMB'000	Total equity RMB'000
At 1 January 2016	106,458	26,711	1,595	(40,571)	370,788	464,981
Changes in equity for 2016:						
Total comprehensive income for the year	—	—	—	9,887	253,495	263,382
Shares issued under share option scheme	9	385	(97)	—	—	297
Equity settled share-based payments	25(d)(iii)	—	(223)	—	—	(223)
Dividends approved in respect of the previous year	25(c)	—	—	—	(243,683)	(243,683)
Dividends declared in respect of the current year	25(c)	—	—	—	(187,406)	(187,406)
At 31 December 2016 and 1 January 2017	106,467	27,096	1,275	(30,684)	193,194	297,348
Changes in equity for 2017:						
Total comprehensive income for the year	—	—	—	(21,904)	513,929	492,025
Buy-back and cancellation of issued shares	25(a)(i)	(975)	975	—	(60,224)	(60,224)
Dividends approved in respect of the previous year	25(c)	—	—	—	(232,974)	(232,974)
Dividends declared in respect of the current year	25(c)	—	—	—	(187,422)	(187,422)
At 31 December 2017	105,492	27,096	2,250	(52,588)	226,503	308,753

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 25 CAPITAL, RESERVES AND DIVIDENDS (CONTINUED)

#### (c) Dividends

##### (i) Dividends payable to equity shareholders of the Company attributable to the year:

	2017 RMB'000	2016 RMB'000
Interim dividend declared and paid of HK13 cents (2016: HK13 cents) per share	135,360	135,349
Special interim dividend declared and paid of HK5 cents (2016: HK5 cents) per share	52,062	52,057
Final dividend proposed after the end of the reporting period of HK18 cents (2016: HK16 cents) per share	180,075	169,436
Special final dividend proposed after the end of the reporting period of HK8 cents (2016: HK6 cents) per share	80,033	63,538
	<b>447,530</b>	420,380

The final dividend and special final dividend proposed after the end of the reporting period have not been recognised as liabilities at the end of the reporting period.

##### (ii) Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved and paid during the year:

	2017 RMB'000	2016 RMB'000
Final dividend in respect of the previous financial year of HK16 cents (2016: HK17 cents) per share	169,436	172,609
Special final dividend in respect of the previous financial year of HK6 cents (2016: HK7 cents) per share	63,538	71,074
	<b>232,974</b>	243,683

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 25 CAPITAL, RESERVES AND DIVIDENDS (CONTINUED)

### (d) Nature and purpose of reserves

#### (i) Share premium

Under the Companies Law of the Cayman Islands, the share premium account of the Company may be applied for payment of distributions or dividends to shareholders provided that immediately following the date on which the distribution or dividend is proposed to be paid, the Company is able to pay its debts as they fall due in the ordinary course of business.

#### (ii) Statutory reserve

As stipulated by regulations in the PRC, the Company's subsidiaries established and operated in the PRC are required to appropriate 10% of their after-tax-profit (after offsetting prior year losses) as determined in accordance with the PRC accounting rules and regulations, to the statutory surplus reserve until the reserve balance reaches 50% of the registered capital. The transfer to this reserve must be made before distribution of a dividend to equity owners.

The statutory reserve can be utilised, upon approval by the relevant authorities, to offset accumulated losses or to increase paid-in capital of the subsidiary, provided that the balance after such issue is not less than 25% of its registered capital.

#### (iii) Capital reserve

The capital reserve comprises the following:

- (i) Fair value of design consultancy services contributed by the then shareholders and fair rental value of properties owned by the then shareholders but occupied by the Group prior to the listing of the Company's shares on the Main Board of the Stock Exchange amounting to RMB1,143,000.
- (ii) The excess of net asset value of subsidiaries acquired over the nominal amount of shares issued upon the group reorganisation in 2007.
- (iii) The portion of the grant date fair value of unexercised share options granted to employees of the Group that has been recognised in accordance with the accounting policy adopted for the share-based payments in note 1(o)(ii).
- (iv) The nominal amount of the shares repurchased.

#### (iv) Exchange reserve

Exchange reserve comprises all foreign exchange differences arising from the translation of financial statements of operations outside mainland China which are dealt with in accordance with the accounting policies as set out in note 1(s).

### (e) Distributability of reserves

At 31 December 2017, the aggregate amount of reserves available for distribution to equity shareholders of the Company was HK\$246,928,000 (2016: HK\$208,050,000).

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 25 CAPITAL, RESERVES AND DIVIDENDS (CONTINUED)

### (f) Capital management

The Group's primary objectives when managing capital are to safeguard the Group's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, by pricing products and services commensurately with the level of risk and by securing access to finance at a reasonable cost.

The Group actively and regularly reviews and manages its capital structure to maintain a balance between the higher shareholders' returns that might be possible with higher levels of borrowings and the advantages and security afforded by a sound capital position, and makes adjustments to the capital structure in light of changes in economic conditions.

Neither the Company nor any of its subsidiaries are subject to externally imposed capital requirements.

## 26 EMPLOYEE RETIREMENT BENEFITS

### Defined contribution retirement plans

The PRC subsidiaries of the Group participate in defined contribution retirement benefit schemes (the "Schemes") organised by the PRC municipal and provincial government authorities whereby the PRC subsidiaries are required to make contributions at the rate of 12% to 20% of the eligible employees' salaries to the Schemes. The Group has accrued for the required contributions which are remitted to the respective local government authorities when the contributions become due. The local government authorities are responsible for the pension obligations payable to the retired employees covered under the Schemes.

The Group also operates a Mandatory Provident Fund Scheme (the "MPF scheme") under the Hong Kong Mandatory Provident Fund Schemes Ordinance for employees employed in Hong Kong. The MPF scheme is a defined contribution retirement scheme administered by independent trustees. Under the MPF scheme, the Group and its employees are each required to make contributions to the scheme at 5% of the employees' relevant income, subject to a cap of monthly relevant income of HK\$30,000. Contributions to the scheme vest immediately.

The Group has no other material obligation for the payment of pension benefits beyond the contributions described above.



## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 27 EQUITY SETTLED SHARE-BASED TRANSACTIONS

The Company adopted a Share Option Scheme on 4 September 2009.

Pursuant to the Share Option Scheme, the directors of the Company may invite, at their discretion, eligible participants, including employees and directors of any company in the Group, to take up options to subscribe for shares of the Company to a maximum of 120,000,000 shares.

On 29 November 2011 (the "Date of Offer"), options were offered by the Company, which were accepted by the employees in December 2011, to subscribe for 1,130,000 shares of the Company under the Share Option Scheme at an exercise price of HK\$6.63. The closing prices of the Company's shares immediately before the Date of Offer and on the Date of Offer were HK\$6.01 and HK\$6.63 respectively. The options have vesting periods of 1 year to 5 years commencing from the Date of Offer and have a contractual life of 7 years.

The number of share options are as follows:

	2017	2016
Outstanding at 1 January	530,000	630,000
Lapsed during the year	—	(100,000)
Outstanding at 31 December	530,000	530,000
Exercisable at 31 December	530,000	530,000

The share options outstanding at 31 December 2017 had an exercise price of HK\$6.63 (2016: HK\$6.63) and a weighted average remaining contractual life of 0.9 years.

### 28 FINANCIAL RISK MANAGEMENT AND FAIR VALUE

Exposure to credit, liquidity and currency risks arises in the normal course of the Group's business. The Group's exposure to these risks and the financial risk management policies and practices used by the Group to manage these risks are described below.

#### (a) Credit risk

The Group's credit risk is primarily attributable to trade and other receivables, and deposits with banks. Management has a credit policy in place and the exposures to these credit risks are monitored on an ongoing basis.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 28 FINANCIAL RISK MANAGEMENT AND FAIR VALUE (CONTINUED)

#### (a) Credit risk (Continued)

##### (i) Trade and other receivables

In respect of trade and other receivables, individual credit evaluations are performed on all customers requiring credit over a certain amount. These evaluations focus on the customer's history of making payments when due and current ability to pay, and take into account information specific to the customer as well as pertaining to the economic environment in which the customer operates. Trade receivables are due within 90 to 240 days from the date of billing. The Group will also obtain deposits from customers prior to delivery of goods when credit limits granted are temporarily exceeded.

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer, therefore significant concentrations of credit risk primarily arise when the Group has significant exposure to individual customers. At the end of the reporting period, 5.2% (2016: 8.9%) and 13.8% (2016: 13.1%) of the total trade and other receivables was due from the Group's largest customer and the five largest customers respectively.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the consolidated statement of financial position.

Further quantitative disclosures in respect of the Group's exposure to credit risk arising from trade and other receivables are set out in note 18.

At 31 December 2017, the Group had endorsed bank acceptance bills to its suppliers totalling RMB289,495,000 (2016: RMB202,100,000), which were derecognised as financial assets. The transferees have recourse to the Group in case of default by the issuing banks. In such cases, the Group would have to repurchase these bank acceptance bills at face value. Because these bank acceptance bills mature within six months from issue, the Group's maximum loss in case of default is RMB289,495,000 (2016: RMB202,100,000) before these bills mature by 30 June 2018.

The Group only accepts bank acceptance bills issued by major banks in the PRC and considers that the credit risk associated with such bank acceptance bills to be insignificant.

##### (ii) Deposits with banks

The Group mitigates its exposure to credit risk by placing deposits with financial institutions with established credit ratings. Given the high credit ratings of the banks, management does not expect any counterparty to fail to meet its obligations.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 28 FINANCIAL RISK MANAGEMENT AND FAIR VALUE (CONTINUED)

#### (b) Liquidity risk

Individual operating entities within the Group are responsible for their own cash management, including the short term investment of cash surpluses and the raising of loans to cover expected cash requirements. The Group's policy is to regularly monitor its current and expected liquidity requirements to ensure that it maintains sufficient reserves of cash and adequate committed lines of funding from major financial institutions to meet its liquidity requirements in the short and longer term.

The following tables present the remaining contractual maturities at the end of the reporting period of the Group's financial liabilities, which are based on contractual undiscounted cash flows (including interest payments computed using contractual rates or, if floating, based on rates prevailing at the end of the reporting period) and the earliest date the Group can be required to pay.

	2017		2016	
	Contractual undiscounted cash outflow within 1 year or on demand RMB'000	Carrying amount at 31 Dec RMB'000	Contractual undiscounted cash outflow within 1 year or on demand RMB'000	Carrying amount at 31 Dec RMB'000
Trade and other payables	534,735	534,735	514,057	514,057
Bank loans	—	—	498,125	493,528
	534,735	534,735	1,012,182	1,007,585

#### (c) Currency risk

The Group's businesses are principally conducted in RMB and most of the Group's monetary assets and liabilities are denominated in RMB. Accordingly, the management consider the Group's exposure to currency risk is not significant. The Group does not employ any financial instruments for hedging purposes.

#### (d) Fair value

All financial assets and liabilities are carried at amounts not materially different from their fair values as at 31 December 2017 and 2016.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 29 COMMITMENTS

#### (a) Capital commitments

Capital commitments of the Group in respect of property, plant and equipment, and computer system and software outstanding at 31 December 2017 not provided for in the financial statements were as follows:

	2017 RMB'000	2016 RMB'000
Contracted for	123,602	107,436
Authorised but not contracted for	164,453	364,937
	<b>288,055</b>	472,373

#### (b) Operating lease commitments

At 31 December 2017, the total future minimum lease payments under non-cancellable operating leases are payable as follows:

	2017 RMB'000	2016 RMB'000
Within one year	640	1,606

During the years ended 31 December 2017 and 2016, the Group entered into lease agreements for properties in Hong Kong and mainland China. The leases typically run for an initial period of one to five years, certain leases could be terminated by one to three months written notice during the term, and with an option to renew the lease upon expiry when all terms are renegotiated. None of the leases includes contingent rentals.

### 30 MATERIAL RELATED PARTY TRANSACTION

In addition to the related party information disclosed elsewhere in the financial statements, the Group entered into the following material related party transaction.

On 19 December 2016, the Group entered into a three year lease in respect of certain leasehold properties with Jinlang (Fujian) Investments Co., Ltd. which is wholly owned by Mr. Wang Dong Xing, Mr. Wang Liang Xing and Mr. Wang Cong Xing, three of the executive directors and controlling shareholders of the Company. During the year ended 31 December 2017, total rental paid or payable by the Group under the tenancy agreement amounted to RMB3,240,000 (2016: RMB3,120,000).

The above related party transaction constituted continuing connected transaction as defined in Chapter 14A of the Listing Rules. The disclosures required by Chapter 14A of the Listing Rules are provided in section headed "Continuing Connected Transaction" of the Report of the Directors.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 31 SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGEMENTS

The methods, estimates and judgements the directors used in applying the Group's accounting policies have a significant impact on the Group's financial position and operating results. Some of the accounting policies require the Group to apply estimates and judgements, on matters that are inherently uncertain. The critical accounting judgements in applying the Group's accounting policies are described below.

### (a) Depreciation and amortisation

Property, plant and equipment are depreciated on a straight-line basis over the estimated useful lives. Intangible assets except for those with indefinite lives are amortised on straight line basis over the estimated useful lives. The Group reviews annually the useful life of an asset and its residual value, if any, based on the Group's experience with similar assets and taking into account anticipated technology changes. The depreciation and amortisation expenses for future periods are adjusted if there are significant changes from previous estimation.

### (b) Impairments

The Group reviews the carrying amounts of the assets at the end of each reporting period to determine whether there is objective evidence of impairment. When indication of impairment is identified, management prepares discounted future cashflow to assess the differences between the carrying amount and value in use and provide for impairment loss. Any change in the assumption adopted in the cash flow forecasts would increase or decrease in the provision of impairment loss and affect the Group's net asset value.

Impairment losses for bad and doubtful debts are assessed and provided based on the directors' regular review of ageing analysis and evaluation of collectibility. A considerable level of judgement is exercised by the directors when assessing the credit worthiness and past collection history of each individual customer.

An increase or decrease in the above impairment loss would affect the net profit in the year and in future years.

### (c) Income taxes

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

Deferred tax assets are recognised for deductible temporary differences. As those deferred tax assets can only be recognised to the extent that it is probable that future profit will be available against which the deductible temporary differences can be utilised, management's judgement is required to assess the probability of future taxable profits.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 31 SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

#### (d) Net realisable value of inventories

The Group performs regular reviews of the carrying amounts of inventories with reference to aged inventories analysis, projections of expected future saleability of goods and management experience and judgement. Based on this review, write-down of inventories will be made when the carrying amounts of inventories decline below their estimated net realisable value. Due to changes in market conditions, actual saleability of goods may be different from estimation and profit or loss could be affected by differences in this estimation.

#### (e) Impairment of trade and other receivables

The Group estimates the impairment allowances for trade and other receivables by assessing the recoverability based on credit history and prevailing market conditions. This requires the use of estimates and judgements. Allowances are applied to trade and other receivables where events or changes in circumstances indicate that the balances may not be collectible. Where the expectation is different from the original estimate, such difference will affect the carrying amounts of trade and other receivables and thus the impairment loss in the period in which such estimate is changed. The Group reassesses the impairment allowances at the end of each reporting period.

#### (f) Bank acceptance bills

As set out in note 28(a)(i), the Group considers that the credit risk associated with bank acceptance bills issued by major banks in the PRC to be insignificant. The Group monitors the credit risk of issuing banks. The judgement to derecognise bank acceptance bills upon discounting or endorsement is reviewed when the credit risk of issuing banks deteriorates significantly.

### 32 POSSIBLE IMPACT OF AMENDMENTS, NEW STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE FOR THE YEAR ENDED 31 DECEMBER 2017

Up to the date of issue of these financial statements, the IASB has issued a number of amendments and new standards which are not yet effective for the year ended 31 December 2017 and which have not been adopted in these financial statements. These include the following which may be relevant to the Group.

	<b>Effective for accounting periods beginning on or after</b>
IFRS 9, Financial instruments	1 January 2018
IFRS 15, Revenue from contracts with customers	1 January 2018
IFRS 16, Leases	1 January 2019

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

## 32 POSSIBLE IMPACT OF AMENDMENTS, NEW STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

The Group is in the process of making an assessment of what the impact of these amendments, new standards and interpretations is expected to be in the period of initial application. So far the Group has identified some aspects of the new standards which may have impact on the consolidated financial statements. Further details of the expected impacts are discussed below. While the assessment has been substantially completed for IFRS 9 and IFRS 15, the actual impacts upon the initial adoption of the standards may differ as the assessment completed to date is based on the information currently available to the Group, and further impacts may be identified before the standards are initially applied in the Group's interim financial report for the six months ended 30 June 2018. The Group may also change its accounting policy elections, including the transition options, until the standards are initially applied in that financial report.

### IFRS 9, Financial instruments

IFRS 9 will replace the current standard on accounting for financial instruments, IAS 39, *Financial instruments: Recognition and measurement*. IFRS 9 introduces new requirements for classification and measurement of financial assets, including the measurement of impairment for financial assets and hedge accounting. On the other hand, IFRS 9 incorporates without substantive changes the requirements of IAS 39 for recognition and derecognition of financial instruments and the classification and measurement of financial liabilities.

IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early adoption permitted. The Group currently plans to adopt IFRS 9 initially on 1 January 2018.

Expected impacts of the new requirements on the Group's financial statements are as follows:

### Classification and measurement

IFRS 9 contains three principal classification categories for financial assets: measured at (1) amortised cost, (2) fair value through profit or loss (FVTPL) and (3) fair value through other comprehensive income (FVTOCI):

- The classification for debt instruments is determined based on the entity's business model for managing the financial assets and the contractual cash flow characteristics of the asset. If a debt instrument is classified as FVTOCI then interest revenue, impairment and gains/losses on disposal will be recognised in profit or loss.
- For equity securities, the classification is FVTPL regardless of the entity's business model. The only exception is if the equity security is not held for trading and the entity irrevocably elects to designate that security as FVTOCI. If an equity security is designated as FVTOCI then only dividend income on that security will be recognised in profit or loss. Gains, losses and impairments on that security will be recognised in other comprehensive income without recycling.

The Group has assessed that its financial assets currently measured at amortised cost and FVTPL will continue with their respective classification and measurements upon the adoption of IFRS 9.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 32 POSSIBLE IMPACT OF AMENDMENTS, NEW STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

#### **IFRS 9, Financial instruments (Continued)**

##### ***Classification and measurement (Continued)***

The Group currently does not have any debt instruments and equity securities and therefore this new requirement with respect to investments in debt instruments and equity securities may not have any impact on the Group on adoption of IFRS 9.

The classification and measurement requirements for financial liabilities under IFRS 9 are largely unchanged from IAS 39, except that IFRS 9 requires the fair value change of a financial liability designated at FVTPL that is attributable to changes of that financial liability's credit risk to be recognised in other comprehensive income (without reclassification to profit or loss). The Group currently does not have any financial liabilities designated at FVTPL and therefore this new requirement will not have any impact on the Group on adoption of IFRS 9.

##### ***Impairment***

The new impairment model in IFRS 9 replaces the "incurred loss" model in IAS 39 with an "expected credit loss" model. Under the expected credit loss model, it will no longer be necessary for a loss event to occur before an impairment loss is recognised. Instead, an entity is required to recognise and measure either a 12-month expected credit loss or a lifetime expected credit loss, depending on the asset and the facts and circumstances. The Group expects that the application of the expected credit loss model will result in earlier recognition of credit losses. The Group has assessed how its impairment provisions would be affected by the new model. So far it has concluded that there would be no material impact for the application of the new impairment requirements.

##### ***Hedge accounting***

IFRS 9 does not fundamentally change the requirements relating to measuring and recognising ineffectiveness under IAS 39. However, greater flexibility has been introduced to the types of transactions eligible for hedge accounting. The Group did not have any such hedging instruments as at 31 December 2017 and thus the Group's financial statement will not be impacted.

#### **IFRS 15, Revenue from contracts with customers**

IFRS 15 establishes a comprehensive framework for recognising revenue from contracts with customers. IFRS 15 will replace the existing revenue standards, IAS 18, *Revenue*, which covers revenue arising from sale of goods and rendering of services.

The Group expects that the adoption of IFRS 15 will not materially affect how the Group recognises revenue and cost of sales.



## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 32 POSSIBLE IMPACT OF AMENDMENTS, NEW STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE FOR THE YEAR ENDED 31 DECEMBER 2017 (CONTINUED)

#### IFRS 16, Leases

Currently the Group classifies leases into finance leases and operating leases and accounts for the lease arrangements differently, depending on the classification of the lease. The Group enters into some leases as the lessor and others as the lessee.

IFRS 16 is not expected to impact significantly on the way that lessors account for their rights and obligations under a lease. However, once IFRS 16 is adopted, lessees will no longer distinguish between finance leases and operating leases. Instead, subject to practical expedients, lessees will account for all leases in a similar way to current finance lease accounting, i.e. at the commencement date of the lease the lessee will recognise and measure a lease liability at the present value of the minimum future lease payments and will recognise a corresponding “right-of-use” asset. After initial recognition of this asset and liability, the lessee will recognise interest expense accrued on the outstanding balance of the lease liability, and the depreciation of the right-of-use asset, instead of the current policy of recognising rental expenses incurred under operating leases on a systematic basis over the lease term. As a practical expedient, the lessee can elect not to apply this accounting model to short-term leases (i.e. where the lease term is 12 months or less) and to leases of low-value assets, in which case the rental expenses would continue to be recognised on a systematic basis over the lease term.

IFRS 16 will primarily affect the Group’s accounting as a lessee of leases for properties which are currently classified as operating leases. The application of the new accounting model is expected to lead to an increase in both assets and liabilities and to impact on the timing of the expense recognition in the statement of profit or loss over the period of the lease. However, based on an initial assessment, the Group expects that the adoption of IFRS 16 will not materially affect the Group’s financial statements.

IFRS 16 is effective for annual periods beginning on or after 1 January 2019. The Group is in the process of making an assessment of the potential impact on its consolidated financial statements. So far, the most significant impact identified is that the Group will recognise new assets and liabilities for its operating leases. In addition, the nature of expenses related to those leases will now change as IFRS 16 replaces the straightline operating lease expense with a depreciation charge for right-of-use assets and interest expense on lease liabilities.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

(Expressed in Renminbi)

### 33 SUBSIDIARIES

Name of company	Place of incorporation/ establishment and operation	Particular of issued and fully paid-up capital	Proportion of ownership interest			Principal activities
			Group's effective interest	Held by the Company	Held by a subsidiary	
Lilang Holdings Limited	BVI	US\$20,000	100%	100%	—	Investment holding
Lilang (Hong Kong) International Co., Limited	Hong Kong	HK\$20,000	100%	—	100%	Trading, investment holding and provision of management services
Lilang (Fujian) Garment Co., Ltd.	The PRC	HK\$20,000,000	100%	—	100%	Manufacturing and wholesaling of menswear and accessories
Lilang (China) Co., Ltd.	The PRC	HK\$315,000,000	100%	—	100%	Manufacturing and wholesaling of menswear and accessories
Lilang (Xiamen) Garment Co., Ltd.	The PRC	US\$30,000,000	100%	—	100%	Manufacturing and wholesaling of menswear and accessories
Lilang (Shanghai) Co., Ltd.	The PRC	HK\$120,000,000	100%	—	100%	Wholesaling of menswear and accessories
Lilang (Jiangxi) Garment Co., Ltd.	The PRC	HK\$10,000,000	100%	—	100%	Wholesaling of menswear and accessories
Xizang Lilang Garment Co., Ltd. ("Xizang Lilang") (note b)	The PRC	RMBNil	100%	—	100%	Wholesaling of menswear and accessories
Xizang Ling Shang Garment Co., Ltd. ("Xizang Ling Shang") (note b)	The PRC	HK\$Nil	100%	—	100%	Wholesaling of menswear and accessories
Lilang (Fujian) Testing Technology Co., Ltd. ("Lilang Testing") (note b)	The PRC	RMBNil	100%	—	100%	Provision of fabric testing services

Notes:

- (a) Except for Xizang Lilang and Lilang Testing, all entities established in the PRC are wholly foreign owned enterprises. Xizang Lilang and Lilang Testing are limited liability companies established in the PRC.
- (b) The registered capital of Xizang Lilang, Xizang Ling Shang and Lilang Testing are RMB20,000,000, HK\$50,000,000 and RMB10,000,000 respectively which were yet to be contributed by the Group at 31 December 2017. There is no particular requirement on the timing of the contribution.

### 34 IMMEDIATE AND ULTIMATE CONTROLLING PARTY

At 31 December 2017, the Directors consider the immediate and ultimate controlling party of the Group to be Xiao Sheng International Limited, which is incorporated in the British Virgin Islands. This entity does not produce financial statements available for public use.

# FIVE YEARS SUMMARY

(Expressed in Renminbi)

	2013 RMB'000	2014 RMB'000	2015 RMB'000	2016 RMB'000	2017 RMB'000
<b>Revenue</b>	2,298,634	2,432,956	2,689,093	2,411,638	<b>2,441,057</b>
Profit from operations	581,977	680,760	794,143	663,353	<b>668,946</b>
Net finance income	63,928	85,912	69,441	83,423	<b>52,543</b>
Profit before taxation	645,905	766,672	863,584	746,776	<b>721,489</b>
Income tax	(129,815)	(211,764)	(238,419)	(206,912)	<b>(110,450)</b>
<b>PROFIT FOR THE YEAR</b>	516,090	554,908	625,165	539,864	<b>611,039</b>
<b>Earnings per share</b>					
Basic (cents)	42.97	46.17	51.83	44.66	<b>50.71</b>
Diluted (cents)	42.88	46.06	51.77	44.66	<b>50.71</b>
<b>Assets and liabilities</b>					
Non-current assets	583,741	414,014	411,455	553,346	<b>745,849</b>
Net current assets	2,138,121	2,350,124	2,538,461	2,507,484	<b>2,430,996</b>
Total assets less current liabilities	2,721,862	2,764,138	2,949,916	3,060,830	<b>3,176,845</b>
Non-current liabilities	208,379	66,269	38,718	49,268	<b>35,114</b>
<b>NET ASSET</b>	2,513,483	2,697,869	2,911,198	3,011,562	<b>3,141,731</b>
<b>Capital and reserves</b>					
Share capital	105,826	106,049	106,458	106,467	<b>105,492</b>
Reserves	2,407,657	2,591,820	2,804,740	2,905,095	<b>3,036,239</b>
<b>TOTAL EQUITY</b>	2,513,483	2,697,869	2,911,198	3,011,562	<b>3,141,731</b>

## **REVIEW OF ANNUAL RESULTS**

The results for the year ended 31 December 2017 have been reviewed by the Audit Committee.

## **PUBLICATION OF RESULTS ANNOUNCEMENT AND ANNUAL REPORT**

The 2017 Annual Report of the Company will be dispatched to shareholders and published on the website of The Stock Exchange of Hong Kong Limited at [www.hkexnews.hk](http://www.hkexnews.hk) and the Company's website at [www.lilanz.com](http://www.lilanz.com) in due course. This announcement can also be accessed on the above websites.

## **GENERAL**

As at the date of this announcement, the Board comprises:

*Executive Directors:*

Mr. Wang Dong Xing (*Chairman*)

Mr. Wang Liang Xing

(*Chief Executive Officer*)

Mr. Wang Cong Xing

Mr. Cai Rong Hua

Mr. Hu Cheng Chu

Mr. Pan Rong Bin

*Independent Non-executive Directors:*

Dr. Lu Hong Te

Mr. Nie Xing

Mr. Lai Shixian

By order of the Board

**China Lilang Limited**

**Ko Yuk Lan**

*Company Secretary*

Hong Kong, 6 March 2018