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## **GET NICE FINANCIAL GROUP LIMITED**

**結好金融集團有限公司**

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

(Stock Code: 1469)

### **INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018**

The Board of Directors (the “Board” or the “Directors”) of Get Nice Financial Group Limited (the “Company”) is pleased to announce the unaudited condensed consolidated interim results of the Company and its subsidiaries (collectively the “Group”) for the six months ended 30 September 2018 together with comparative figures for the last corresponding period. The unaudited condensed consolidated interim financial statements for the six months ended 30 September 2018 have been reviewed by the Company’s audit committee.

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

		<b>Unaudited Six months ended 30 September</b>	
		<b>2018</b>	<b>2017</b>
	<i>Notes</i>	<i>HK\$'000</i>	<i>HK\$'000</i>
<b>Revenue</b>	4	<b>206,841</b>	204,313
Other operating income		<b>448</b>	1,082
Other gains and losses		<b>(37,447)</b>	10,001
Amortisation and depreciation		<b>(3,471)</b>	(3,390)
Commission expenses		<b>(5,490)</b>	(6,137)
Staff costs		<b>(9,254)</b>	(7,775)
Finance costs		<b>(56,120)</b>	(9,676)
Other operating expenses		<b>(11,851)</b>	(9,243)
		<hr/>	<hr/>
<b>Profit before taxation</b>		<b>83,656</b>	179,175
Income tax expense	5	<b>(28,891)</b>	(29,933)
		<hr/>	<hr/>
<b>Profit for the period</b>		<b>54,765</b>	149,242

		<b>Unaudited</b>	
		<b>Six months ended</b>	
		<b>30 September</b>	
		<b>2018</b>	<b>2017</b>
	<i>Notes</i>	<b>HK\$'000</b>	<b>HK\$'000</b>
<b>Other comprehensive income (expenses)</b>			
<i>Items that will not be reclassified to profit or loss</i>			
Surplus on revaluation of properties		<b>1,885</b>	–
Deferred tax arising on revaluation of properties		<b>(311)</b>	–
		<hr/>	<hr/>
<b>Total other comprehensive income for the period</b>		<b>1,574</b>	–
		<hr/>	<hr/>
<b>Total comprehensive income for the period</b>		<b>56,339</b>	149,242
		<hr/> <hr/>	<hr/> <hr/>
Dividends	6	<b>150,000</b>	112,500
		<hr/> <hr/>	<hr/> <hr/>
<b>Earnings per share</b>	7		
Basic and diluted		<b>2.2 (HK cents)</b>	6.0 (HK cents)
		<hr/> <hr/>	<hr/> <hr/>

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

		Unaudited At 30 September 2018 <i>HK\$'000</i>	Audited At 31 March 2018 <i>HK\$'000</i>
<b>Non-current assets</b>			
Prepaid lease payments and property and equipment		114,253	115,547
Intangible assets		8,413	8,410
Other assets		4,237	6,821
Deferred tax assets		259	259
		127,162	131,037
<b>Current assets</b>			
Accounts receivable	8	3,803,094	4,118,049
Prepayments, deposits and other receivables		3,066	4,092
Tax recoverable		20	20
Investments in securities		169	158
Bank balances – client accounts		561,612	419,637
Bank balances – general accounts and cash		399,247	236,356
		4,767,208	4,778,312

		<b>Unaudited</b>	Audited
		<b>At</b>	At
		<b>30 September</b>	31 March
		<b>2018</b>	2018
	<i>Notes</i>	<b>HK\$'000</b>	<b>HK\$'000</b>
<b>Current liabilities</b>			
Accounts payable	9	<b>602,205</b>	482,464
Accrued charges and other payables		<b>5,432</b>	6,922
Amounts due to non-controlling shareholders		<b>2,412</b>	–
Tax payable		<b>35,653</b>	6,762
Bank borrowings		–	60,000
Liability component of convertible bonds	10	<b>275,402</b>	–
		<u><b>921,104</b></u>	<u>556,148</u>
<b>Net current assets</b>		<u><b>3,846,104</b></u>	<u>4,222,164</u>
<b>Total assets less current liabilities</b>		<u><b>3,973,266</b></u>	<u>4,353,201</u>
<b>Non-current liabilities</b>			
Deferred tax liabilities		<b>3,454</b>	3,143
Liability component of convertible bonds	10	–	350,840
		<u><b>3,454</b></u>	<u>353,983</u>
<b>Net assets</b>		<u><b>3,969,812</b></u>	<u>3,999,218</u>
<b>Capital and reserves</b>			
Share capital	11	<b>25,000</b>	25,000
Reserves		<b>3,944,779</b>	3,974,185
		<u><b>3,969,779</b></u>	<u>3,999,185</u>
<b>Equity attributable to owners of the Company</b>		<u><b>3,969,779</b></u>	<u>3,999,185</u>
<b>Non-controlling interests</b>		<u><b>33</b></u>	<u>33</u>
<b>Total Equity</b>		<u><b>3,969,812</b></u>	<u>3,999,218</u>

# **NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

*For the six months ended 30 September 2018*

## **1. GENERAL INFORMATION**

The Company was incorporated in the Cayman Islands under the Companies Law, Cap 22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands as an exempted company with limited liability on 31 August 2015 and its shares are listed on The Stock Exchange of Hong Kong Limited (the “Stock Exchange”). The Company’s immediate and ultimate holding company is Get Nice Holdings Limited (“GN Holdings”), a company incorporated in the Cayman Islands with its shares listed on the Stock Exchange.

The Company’s registered office is located at Clifton House, 75 Fort Street, P.O. Box 1350, Grand Cayman, KY1-1108, Cayman Islands and its principal place of business is located at 10th Floor, Cosco Tower, Grand Millennium Plaza, 183 Queen’s Road, Central, Hong Kong.

The principal activity of the Company is investment holding. The principal activities of its subsidiaries are engaged in the provision of financial services, including securities dealing and broking, futures and options broking, underwriting and placements, securities margin financing and corporate finance services.

The unaudited condensed consolidated financial statements of the Group are presented in Hong Kong dollars (“HK\$”), which is also the functional currency of the Company.

## **2. BASIS OF PREPARATION**

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

## **3. PRINCIPAL ACCOUNTING POLICIES**

The unaudited condensed consolidated financial statements have been prepared on the historical cost basis except for certain properties and financial instruments, which are measured at revalued amounts or fair values at the end of each reporting period.

Other than changes in accounting policies resulting from application of new Hong Kong Financial Reporting Standards (“HKFRSs”), the accounting policies and methods of computation used in the unaudited condensed consolidated financial statements for the six months ended 30 September 2018 are the same as those followed in the preparation of the Group’s audited consolidated financial statements for the year ended 31 March 2018.

Details of any changes in accounting policies are set out below.

### **Application of new and amendments to Hong Kong Financial Reporting Standards**

In the current interim period, the Group has applied, for the first time, the following new and amendments to HKFRSs issued by the HKICPA that are relevant for the preparation of the Group's unaudited condensed consolidated financial statements:

HKFRS 9	Financial Instruments
HKFRS 15	Revenue from Contracts with Customers
Amendments to HKFRSs	Annual Improvements to HKFRSs 2014-2017 Cycle
HK(IFRIC) – Int 22	Foreign Currency Transactions and Advance Consideration

The new and amendments to HKFRSs have been applied in accordance with the relevant transition provisions in the respective standards and amendments which results in changes in accounting policies, amounts reported and/or disclosures as described below.

Except these, the application of the amendments to HKFRSs in current period has had no material effect on the Group's financial performance and positions for the current period and prior years and/or disclosures set out in these unaudited condensed consolidated financial statements.

The Group has not early applied any new and revised HKFRSs that have been issued but are not yet effective for the current accounting period.

#### ***HKFRS 9 Financial instruments (“HKFRS 9”)***

HKFRS 9 replaces HKAS 39 “Financial Instruments: Recognition and Measurement” (“HKAS 39”). It makes major changes to the previous guidance on the classification and measurement of financial assets and introduces an “expected credit loss” (“ECL”) model for the impairment of financial assets.

When adopting HKFRS 9, the Group has applied transitional relief and opted not to restate prior periods. Differences arising from the adoption of HKFRS 9 in relation to classification, measurement, and impairment are recognised in retained earnings. Accordingly, certain comparative information may not be comparable as comparative information was prepared under HKAS 39. The adoption of HKFRS 9 has impacted the following areas.

#### ***Classification and measurement of financial assets***

Accounts receivable arising from contracts with customers are initially measured in accordance with HKFRS 15 “Revenue from Contracts with Customers” (“HKFRS15”).

All recognised financial assets that are within the scope of HKFRS 9 are subsequently measured at amortised cost or fair value, including unquoted equity investments measured at cost less impairment under HKAS 39. Such measurement basis depends on the Group's business model for managing financial assets and the contractual cash flow characteristics of the financial assets.

A financial asset is measured at amortised cost only if both of the following conditions are met:

- it is held within a business model whose objective is to hold assets in order to collect contractual cash flows; and
- the contractual terms of the financial asset represent contractual cash flows that are solely payments of principal and interest on the principal amount outstanding.

Specifically, debt instruments that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and that have contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at fair value through other comprehensive income (“FVTOCI”).

All other financial assets are measured at their fair value at subsequent accounting periods. In addition, under HKFRS 9, entities may make an irrevocable election to present subsequent changes in the fair value of an equity investment (that is not held for trading and is not contingent consideration of an acquirer in a business combination) in other comprehensive income, with only dividend income generally recognised in profit or loss.

In addition, the Group may irrevocably designate a debt investment that meets the amortised cost or FVTOCI criteria as measured at fair value through profit or loss (“FVTPL”) if doing so eliminates or significantly reduces an accounting mismatch.

Financial assets that do not meet the criteria for being measured at amortised cost or FVTOCI or designated as FVTOCI are measured at FVTPL.

Financial assets at FVTPL are measured at fair value at the end of each reporting period, with any fair value gains or losses recognised in profit or loss. The net gain or loss recognised in profit or loss includes any interest earned and excludes any dividend on the financial asset.

The Directors of the Company reviewed and assessed the Group’s financial assets as at 1 April 2018 based on the facts and circumstances that existed at that date.

#### *Impairment under expected credit loss model*

The Group recognises a loss allowance for ECL on financial assets which are subject to impairment under HKFRS 9. The amount of ECL is updated at each reporting date to reflect changes in credit risk since initial recognition.

Lifetime ECL represents the ECL that will result from all possible default events over the expected life of the relevant instrument. In contrast, 12-month ECL (“12m ECL”) represents the portion of lifetime ECL that is expected to result from default events that are possible within 12 months after the reporting date. Assessment are done based on the Group’s historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current conditions at the reporting date as well as the forecast of future conditions.

The Group recognises lifetime ECL for accounts receivable and the ECL on these assets are assessed individually for debtors with significant balances and/or collectively using a provision matrix with debtors having similar credit ratings.

For all other instruments, the Group applies the general approach to measure ECL for all financial assets which are subject to impairment under HKFRS 9. On this basis, the Group measures the loss allowance equal to 12m ECL, unless when there has been a significant increase in credit risk since initial recognition, in which case the Group recognises lifetime ECL. The assessment of whether lifetime ECL should be recognised is based on significant increases in the likelihood or risk of a default occurring since initial recognition.

*Measurement and recognition of ECL*

The measurement of ECL is a function of the probability of default, loss given default (i.e. the magnitude of the loss if there is a default) and the exposure at default. The assessment of the probability of default and loss given default is based on historical data adjusted by forward-looking information.

Generally, the ECL is estimated as the difference between all contractual cash flows that are due to the Group in accordance with the contract and all the cash flows that the Group expects to receive, discounted at the effective interest rate determined at initial recognition.

The Group recognises impairment gain or loss in profit or loss for all financial instruments by adjusting their carrying amount, with the exception of accounts receivable where the corresponding adjustment is recognised through a loss allowance account.

*Summary of effects arising from initial application of HKFRS 9*

The table below illustrates the classification and measurement of financial assets subject to ECL under HKFRS 9 and HKAS 39 at the date of initial application, 1 April 2018.

	<b>Accounts receivable, at amortised cost HK\$'000</b>	Retained profits HK\$'000
<b>Closing balance at 31 March 2018 – HKAS 39</b>	<b>4,118,049</b>	1,724,113
<b>Effect arising from initial application of HKFRS 9:</b>		
<b>Remeasurement</b>		
Impairment under ECL model	(844)	(844)
<b>Opening balance at 1 April 2018</b>	<b>4,117,205</b>	1,723,269



The following table reconciles the impairment allowance measured in accordance with HKAS 39 (under incurred loss model) as at 31 March 2018 to the new impairment allowance measured with HKFRS 9 (under ECL model) at 1 April 2018:

	<b>Impairment allowance under HKAS 39 HK\$'000</b>	<b>Impairment allowance under remeasurement HK\$'000</b>	<b>Impairment allowance under HKFRS9 HK\$'000</b>
Accounts receivable	<u>17,321</u>	<u>844</u>	<u>18,165</u>

***HKFRS 15 Revenue from Contracts with Customers***

The Group has applied HKFRS 15 for the first time in the current interim period. HKFRS 15 superseded HKAS 18 “Revenue”, HKAS 11 “Construction Contracts” and the related interpretations.

The Group has applied HKFRS 15 retrospectively with the cumulative effect of initially applying this standard recognised at the date of initial application, 1 April 2018. The application of HKFRS 15 on 1 April 2018 has no material impact on the Group’s financial performance and positions for the current period and prior years, and accordingly, there is no adjustment on the opening condensed consolidated statement of financial position and condensed consolidated statement of changes in equity.

HKFRS 15 introduces a 5-step approach when recognising revenue:

- Step 1: Identify the contract(s) with a customer
- Step 2: Identify the performance obligations in the contract
- Step 3: Determine the transaction price
- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognise revenue when (or as) the Group satisfies a performance obligation.

Under HKFRS 15, the Group recognises revenue when (or as) a performance obligation is satisfied, i.e. when “control” of the goods or services underlying the particular performance obligation is transferred to the customer.

A performance obligation represents a good and service (or a bundle of goods or services) that is distinct or a series of distinct goods or services that are substantially the same.

Control is transferred over time and revenue is recognised over time by reference to the progress towards complete satisfaction of the relevant performance obligation if one of the following criteria is met:

- the customer simultaneously receives and consumes the benefits provided by the Group's performance as the Group performs;
- the Group's performance creates and enhances an asset that the customer controls as the Group performs; or
- the Group's performance does not create an asset with an alternative use to the Group and the Group has an enforceable right to payment for performance completed to date.

Otherwise, revenue is recognised at a point in time when the customer obtains control of the distinct good or service.

A contract asset represents the Group's right to consideration in exchange for goods or services that the Group has transferred to a customer that is not yet unconditional. It is assessed for impairment in accordance with HKFRS 9. In contrast, a receivable represents the Group's unconditional right to consideration, i.e. only the passage of time is required before payment of that consideration is due.

A contract liability represents the Group's obligation to transfer goods or services to a customer for which the Group has received consideration (or an amount of consideration is due) from the customer.

The revenue from financial advisory and asset management fee are recognised over time and other types of revenue are recognised at point in time.

#### 4. SEGMENT INFORMATION

The following is an analysis of the Group's unaudited revenue and results by reportable and operating segments:

*For the six months ended 30 September 2018*

	<b>Broking</b> <i>HK\$'000</i>	<b>Securities margin financing</b> <i>HK\$'000</i>	<b>Corporate finance</b> <i>HK\$'000</i>	<b>Consolidated</b> <i>HK\$'000</i>
Segment revenue	<u>32,487</u>	<u>173,039</u>	<u>1,315</u>	<u>206,841</u>
Segment result	<u>7,057</u>	<u>167,320</u>	<u>1,160</u>	175,537
Unallocated corporate expenses				(35,870)
Unallocated finance costs				<u>(56,011)</u>
Profit before taxation				<u>83,656</u>

For the six months ended 30 September 2017

	Broking HK\$'000	Securities margin financing HK\$'000	Corporate finance HK\$'000	Consolidated HK\$'000
Segment revenue	<u>47,749</u>	<u>155,764</u>	<u>800</u>	<u>204,313</u>
Segment result	<u>37,875</u>	<u>155,764</u>	<u>674</u>	194,313
Unallocated corporate expenses				(6,894)
Unallocated finance costs				<u>(8,244)</u>
Profit before taxation				<u>179,175</u>

The following is an analysis of the Group's assets and liabilities by reportable and operating segments:

*As at 30 September 2018*

*Unaudited*

	Broking HK\$'000	Securities margin financing HK\$'000	Corporate finance HK\$'000	Consolidated HK\$'000
Segment assets	<u>612,783</u>	<u>4,144,940</u>	<u>9,326</u>	4,767,049
Unallocated assets				<u>127,321</u>
Consolidated assets				<u>4,894,370</u>
Segment liabilities	<u>187,787</u>	<u>454,320</u>	<u>15</u>	642,122
Unallocated liabilities				<u>282,436</u>
Consolidated liabilities				<u>924,558</u>

As at 31 March 2018  
Audited

	Broking HK\$'000	Securities margin financing HK\$'000	Corporate finance HK\$'000	Consolidated HK\$'000
Segment assets	<u>376,330</u>	<u>4,371,825</u>	<u>8,566</u>	4,756,721
Unallocated assets				<u>152,628</u>
Consolidated assets				<u>4,909,349</u>
Segment liabilities	<u>179,064</u>	<u>315,238</u>	<u>–</u>	494,302
Unallocated liabilities				<u>415,829</u>
Consolidated liabilities				<u>910,131</u>

All segments' operations are primarily located in Hong Kong and the majority of the Group's revenue is derived from Hong Kong.

## 5. TAXATION

	Six months ended 30 September	
	2018	2017
	HK\$'000	HK\$'000
Current tax:		
Hong Kong	<u>28,891</u>	<u>29,933</u>

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

## 6. DIVIDENDS

	Six months ended 30 September	
	2018	2017
	HK\$'000	HK\$'000
Final dividend paid	75,000	50,000
Proposed interim dividend of HK3.0 cents (2017: HK2.5 cents) per share	<u>75,000</u>	<u>62,500</u>
	<u>150,000</u>	<u>112,500</u>

On 12 September 2018, a dividend of HK3.0 cents per share was paid to shareholders as the final dividend for the year ended 31 March 2018.

At a meeting held on 28 November 2018, the Directors recommended an interim dividend of HK3.0 cents per share for the six months ended 30 September 2018 to the shareholders whose names appear in the register of members on 21 December 2018. This proposed interim dividend is not reflected as a dividend payables in these unaudited condensed consolidated interim financial statements, but will be reflected as an appropriation of retained earnings for the year ended 31 March 2019.

## 7. EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share is based on profit attributable to the equity holders of the Company and the weighted average number of ordinary shares in issue during the period as follows:

	<b>Six months ended</b>	
	<b>30 September</b>	
	<b>2018</b>	2017
	<b>HK\$'000</b>	HK\$'000
<b>Earnings</b>		
Earnings for the purpose of basic and diluted earnings per share		
Profit for the period attributable to equity shareholders of the Company	<u><b>54,765</b></u>	<u>149,242</u>
	<b>2018</b>	2017
	<b>'000</b>	'000
<b>Number of shares</b>		
Weighted average number of ordinary shares		
for the purpose of basic and diluted earnings per share	<u><b>2,500,000</b></u>	<u>2,500,000</u>

As the Company's outstanding convertible bonds had an anti-dilutive effect to the basic earnings per share calculation for the period ended 30 September 2018, the computation of diluted earnings per share for the period ended 30 September 2018 did not assume the exercise of certain convertible bonds since their assumed exercise would result in increase in earnings per share.

## 8. ACCOUNTS RECEIVABLE

	At 30 September 2018 <i>HK\$'000</i>	At 31 March 2018 <i>HK\$'000</i>
Accounts receivable arising from the business of dealing in securities:		
– Cash clients	11,339	23,460
– Margin clients:		
– Directors and their close family members	200,206	22,469
– Other margin clients	3,530,491	4,069,006
– Hong Kong Securities Clearing Company Limited	79,809	4,438
Accounts receivable from futures clearing house arising from the business of dealing in futures contracts	<u>5,133</u>	<u>15,997</u>
	3,826,978	4,135,370
Less: Impairment allowance	<u>(23,884)</u>	<u>(17,321)</u>
	<u><b>3,803,094</b></u>	<u><b>4,118,049</b></u>

The normal settlement terms of accounts receivable from cash clients and securities clearing house are two days after trade date while accounts receivable from futures clearing house is one day after trade date.

Included in the accounts receivable from cash clients are debtors with a carrying amount of HK\$208,000 (31 March 2018: HK\$1,597,000) which are past due at the end of the reporting period but which the directors of the Company consider not to be impaired.

In respect of accounts receivable from cash clients which are past due but not impaired at the end of the reporting period, the ageing analysis (from settlement date) is as follows:

	At 30 September 2018 <i>HK\$'000</i>	At 31 March 2018 <i>HK\$'000</i>
0 – 30 days	193	1,586
31 – 60 days	4	–
Over 60 days	<u>11</u>	<u>11</u>
	<u><b>208</b></u>	<u><b>1,597</b></u>

The accounts receivable from cash clients with a carrying amount of HK\$11,131,000 (31 March 2018: HK\$21,863,000) are neither past due nor impaired at the end of the reporting period and the directors of the Company are of the opinion that the amounts are recoverable.

Loans to securities margin clients are secured by clients' pledged securities with fair value of HK\$15,222,810,000 (31 March 2018: HK\$18,438,760,000). Significant portion of the pledged securities are listed equity securities in Hong Kong. The loans are repayable on demand and carry interest typically at Hong Kong prime rate plus 2% to 4.45% per annum (31 March 2018: Hong Kong prime rate plus 2% to 4.45% per annum). Securities are assigned with specific margin ratios for calculating their margin values. Additional funds or collaterals are required if the outstanding amount exceeds the eligible margin value of securities deposited. The collaterals held can be repledged and can be sold at the Group's discretion to settle any outstanding amount owed by margin clients. No ageing analysis is disclosed, as in the opinion of the directors of the Company, the ageing analysis does not give additional value in view of the nature of business of securities margin financing.

## 9. ACCOUNTS PAYABLE

	At 30 September 2018 <i>HK\$'000</i>	At 31 March 2018 <i>HK\$'000</i>
Accounts payable arising from the business of dealing in securities:		
– Cash clients	134,472	148,234
– Margin clients	454,320	315,238
Accounts payable to clients arising from the business of dealing in futures contracts	<u>13,413</u>	<u>18,992</u>
	<u><b>602,205</b></u>	<u><b>482,464</b></u>

The normal settlement terms of accounts payable to cash clients and clearing houses are two days after trade date. The age of these balances is within 30 days.

Amounts due to securities margin clients are repayable on demand and carry interest at 0.25% (2017: 0.25%) per annum. No ageing analysis is disclosed as, in the opinion of directors of the Company, the ageing analysis does not give additional value in view of the nature of business of securities margin financing.

Included in accounts payable to margin clients arising from the business of dealing in securities are amounts due to directors of the Company and their close family members and a controlling entity of HK\$478,000 (31 March 2018: HK\$1,104,000).

Accounts payable to clients arising from the business of dealing in futures contracts are margin deposits received from clients for their trading of futures contracts on the Hong Kong Futures Exchange Limited ("HKFE"). The excesses of the outstanding amounts over the required initial margin deposits stipulated by the HKFE are repayable to clients on demand. No ageing analysis is disclosed as, in the opinion of directors of the Company, the ageing analysis does not give additional value in view of the nature of business of futures contract dealing.

## 10. CONVERTIBLE BONDS ISSUED

On 1 September 2017, the Company issued 2% coupon convertible bonds (the “Convertible Bonds”) with a nominal value of HK\$525,000,000 to independent third parties. The Convertible Bonds are convertible at the option of the bondholders into ordinary shares within 2 years from the date of issuance of the Convertible Bonds at the conversion price of HK\$1.05 per conversion share. Any Convertible Bonds not converted will be redeemed after 2 years from the date of issuance at the outstanding principal amounts.

During the period ended 30 September 2018, Convertible Bonds of principal amount HK\$168,000,000 (2017: HK\$Nil) were redeemed by a bondholder. No Convertible Bonds were converted into ordinary shares of the Company up to 30 September 2018.

On initial recognition, the fair value of the Convertible Bonds was allocated among the debt component and equity component of the Convertible Bonds. As at 30 September 2018, the carrying values of the debt component and equity component of the Convertible Bonds are HK\$275,402,000 (31 March 2018: HK\$350,840,000) and HK\$144,581,000 (31 March 2018: HK\$212,619,000), respectively.

## 11. SHARE CAPITAL

	Number of ordinary shares of HK\$0.01 each	Nominal value HK\$'000
Authorised:		
At 1 April 2017, 31 March 2018 and 30 September 2018	<u>10,000,000,000</u>	<u>100,000</u>
Issued and fully paid:		
At 1 April 2017, 31 March 2018 and 30 September 2018	<u>2,500,000,000</u>	<u>25,000</u>



## **INTERIM DIVIDEND**

The Directors have declared an interim dividend of HK3.0 cents per share for the six months ended 30 September 2018. The interim dividend will be payable on or about 31 December 2018 to those shareholders whose names appear on the register of members on 21 December 2018.

## **CLOSURE OF REGISTER OF MEMBERS**

The register of members of the Company will be closed from 20 December 2018 to 21 December 2018, both dates inclusive (record date being 21 December 2018), during which period no transfer of shares of the Company will be registered.

In order to qualify for entitlement to the interim dividend, all transfer forms accompanied by the relevant share certificates must be lodged with the Company's registrar, Tricor Secretaries Limited of Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong, for registration not later than 4:30 p.m. on 19 December 2018.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **OVERVIEW**

For the period ended 30 September 2018, the Group's revenue amounted to approximately HK\$206.8 million, representing an increase of 1.2% as compared with approximately HK\$204.3 million reported in the last corresponding financial period. Operating expenses such as commission expenses and settlement expenses were generally in line with the revenue.

Profit attributable to owners of the Company for the period was approximately HK\$54.8 million (2017: HK\$149.2 million). The decrease in profit was mainly attributable to the increase in finance costs and the loss on redemption of convertible bonds during the current period. The Group recorded imputed interest expenses arising from convertible bonds issued in September 2017 of HK\$56 million during current period (2017: HK\$8.2 million). Loss on redemption of HK\$31.7 million (2017: HK\$Nil) recorded upon the redemption of convertible bonds of principal amount HK\$168 million in September 2018. Moreover, there was a one-off gain on disposal of a subsidiary of HK\$10 million recorded in prior period.

Earnings per share decreased to HK2.2 cents (2017: HK6.0 cents) as a result of decrease in profit for the period.

## REVIEW AND OUTLOOK

### *Market Review*

During the first three quarters of 2018, the Hong Kong stock market experienced a roller coaster ride. The market had a bullish beginning of the year; Hang Seng Index once soared to a record high of 33,484 points on 29 January 2018. Starting with the second quarter of 2018, United States demonstrated positive impact leading the recovery of global economy. China also recorded stable GDP growth. However, the rally came fast and left fast, the stock market lost its momentum turning into the third quarter of 2018.

During the third quarter of 2018, tensions around unfair trade practices and intellectual property theft were dominating market highlights. Substantial escalation of trade-restrictive measures between the United States and China was leading to economic losses for these two economies and increasing trade costs and market uncertainties globally. The US-China trade war further undermined stock prices in China and Hong Kong market and also weighed on the Chinese currency. The renminbi recorded unusual depreciations in response to trade-related news. Meanwhile, a renewed US dollar rally drew investors from the Southeast Asia market including Hong Kong. Depreciation of the renminbi further pushed a downside momentum to the Hong Kong stock market. On the other hand, concerns over decelerating economic activity in China added to investors' pessimism. As a result of the Chinese government's efforts to curb shadow banking activities, credit to the real economy had begun to decline and equity markets to slip during the current period. Indicators of economic activity of China also generally disappointed the market. Reflecting to the global economic and political issues, the monthly turnover of Hong Kong stock market continued a decline trend during the current period.

In light of the global economic headwinds, the Hang Seng Index closed at 27,789 point at the end of September 2018 compared with 30,093 point at the end of March 2018. The average daily turnover on the Main Board and GEM during the six months period ended 30 September 2018 was approximately HK\$99.2 billion, an increase of 15.6% as compared with approximately HK\$85.8 billion for the prior financial period.

## ***Business Review***

### *Broking and securities margin financing*

During the period ended 30 September 2018, the broking business posted a profit of approximately HK\$7.1 million (2017: HK\$37.9 million). The operating result of the broking business decreased by 81.3% as a result of the decrease in our broking turnover and number of sizeable corporate finance transactions during current period and also the one-off gain on disposal of a subsidiary engaged in broking business of HK\$10 million recorded in prior period. The decrease in broking turnover was affected by the volatile local stock market and negative global investment atmosphere. Revenue from broking for the period decreased by 31.9% to approximately HK\$32.5 million (2017: HK\$47.7 million) as compared with last financial period, of which approximately HK\$6.1 million (2017: HK\$18.7 million) was contributed by the underwriting, placing and proof of funds business. The decrease in these fee income was due to the decrease in number of deals as a result of the less active capital market during the current period.

Securities margin financing remained to be the Group's major revenue contributor for the period. During the period, total interest income from securities margin financing went up by 11.0% to approximately HK\$173.0 million (2017: HK\$155.8 million) with the increase in average level of securities margin lending during the period. Total outstanding loan of securities margin financing as at 30 September 2018 amounted to approximately HK\$3,730.7 million (as at 31 March 2018: HK\$4,091.5 million). Impairment loss on margin clients receivable of HK\$5.7 million was charged during the current period (2017: HK\$Nil). The Group will continue to maintain a balance on yield relative to risk and cautious approach to the credit control of its margin financing business.

### *Corporate finance*

The Group's corporate finance business focused on the provision of financial advisory services to listed companies in Hong Kong. During the period ended 30 September 2018, it completed 3 financial advisory transactions (2017: 5). The operation reported a profit of approximately HK\$1.2 million for the period (2017: HK\$0.7 million).

## ***Outlook***

Looking ahead, the global economic backdrop remains clouded with uncertainties. Since the United States and China are the most central players in the highly integrated global trade network, escalating US-China commercial tensions represent a significant risk to global financial markets. The aggressive US trade policy remains being a liability to the market as rising trade barriers is a particular issue for those markets that are most dependent on global trade and investment, including Hong Kong. Most of the Asian economies are in stronger positions than years ago but given the integration in the global supply chain, they are still vulnerable to the trade tension between United State and China.

In the future, the business environment of the Group will continue to be competitive but optimistic. The development of the Greater Bay Area and China's Belt & Road initiative are expected to create opportunities for Hong Kong in the coming decades. On the other hand, the increasing compliance-related and system-related costs in meeting the regulatory requirements may impact the cost efficiency and earnings growth of the Group.

Dealing with the future challenges, the management of the Group would review and adjust business strategies on regular basis with a prudent and balanced risk management approach. The management of the Group remains cautiously optimistic about the business development and overall performance of the Group in the future. The Group is endeavoring to render comprehensive services to our affluent and high-net-worth clients in order to maintain our clients' confidence and loyalty. Given our lean and efficient organization structure, stable clients base, strong track record and solid business fundamentals, the Group is poised to expand its horizons and scale new heights in the years to come in order to continue maximizing returns and value for all shareholders.

## **USE OF NET PROCEEDS FROM GLOBAL OFFERING**

The net proceeds from the global offering of the Company as set out in the Company's prospectus date 24 March 2016, after deduction of the underwriting fees and commissions and other expenses in connection with the global offering, amounted to approximately HK\$475.6 million (the "Net Proceeds"). After the change of the intended use of the unutilised portion of the Net Proceeds as set out in the Company's announcement dated 26 June 2018, the Company has utilised all Net Proceeds as at the date of this announcement.

## **FINANCIAL REVIEW**

### ***Financial Resources and Gearing Ratio***

Equity attributable to owners of the Company amounted to approximately HK\$3,969.8 million as at 30 September 2018 (as at 31 March 2018: HK\$3,999.2 million), representing a decrease of approximately HK\$29.4 million or 0.7% over that of last financial year end. The decrease was mainly attributable to the profit for the period net of dividend payment and the decrease in equity component of convertible bonds upon redemption during the period.

As at 30 September 2018, the Group's net current assets amounted to HK\$3,846.1 million (as at 31 March 2018: HK\$4,222.2 million), and its liquidity as represented by current ratio (current assets/current liabilities) was 5.18 times (as at 31 March 2018: 8.59 times). The decrease in current ratio was mainly due to the reclassification of the liability component of convertible bonds from non-current liabilities to current liabilities as the convertible bonds will be mature within one year from 30 September 2018. Bank balances and cash on hand amounted to HK\$399.2 million (as at 31 March 2018: HK\$236.4 million). The increase in bank balances and cash on hand was mainly due to the decrease in accounts receivable of HK\$315 million, net of the cash outflow in respect of the redemption of convertible bonds of HK\$168 million. There were no bank borrowings as at 30 September 2018 (as at 31 March 2018: HK\$60 million) and unutilised banking facilities as at the end of the period were approximately HK\$905 million (as at 31 March 2018: HK\$650 million), which were mainly secured by charges over the Group's clients' pledged securities, a property owned by the Group and corporate guarantees issued by the Company.

The number of issued shares of Company amounted to 2,500,000,000 shares as at 30 September 2018 (as at 31 March 2018: 2,500,000,000 shares).

As at 30 September 2018, the debt component of convertible bonds issued by the Group was approximately HK\$275.4 million (as at 31 March 2018: HK\$350.8 million) and the Group's gearing ratio (total borrowing over equity attributable to owners of the Company) as at 30 September 2018 was 0.07 times (as at 31 March 2018: 0.1 times).

The business activities of the Group are not exposed to any major exchange risks as the majority of transactions are denominated in Hong Kong dollar.

The Group had no material contingent liabilities at the end of the period.

### ***Charges on Group Assets***

As at 30 September 2018, leasehold land and building of the Group with a carrying amount of HK\$106.1 million (as at 31 March 2018: HK\$105.9 million) were pledged for a banking facility granted to the Group.

### ***Material Acquisitions and Disposals of Subsidiaries, Associates and Jointly Controlled Entities***

There were no material acquisitions or disposals of subsidiaries, associates or jointly controlled entity during the period ended 30 September 2018.

### ***Employee Information***

As at 30 September 2018, the Group had 62 (as at 31 March 2018: 61) full time employees. The Group's employees were remunerated according to their performance, working experience and market conditions. The total amount of remuneration cost of employees of the Group for the period was HK\$9.3 million (2017: HK\$7.8 million). The Group provides employee benefits including mandatory provident fund, discretionary share options and performance bonus to its staff.

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

Neither the Company nor any of its subsidiaries purchased, redeemed or sold any of the listed shares of the Company during the period ended 30 September 2018.

### **CORPORATE GOVERNANCE CODE**

During the period ended 30 September 2018, the Company has applied the principles of, and complied with, the applicable code provisions of the Corporate Governance Code and Corporate Governance Report as set out in Appendix 14 to the Listing Rules.

### **AUDIT COMMITTEE REVIEW**

The Audit Committee has reviewed with management of the Company the Group's unaudited condensed consolidated interim financial statements for the six months ended 30 September 2018 including the accounting principles and practices adopted by the Group.

### **CODE OF CONDUCT REGARDING SECURITIES TRANSACTIONS BY DIRECTORS**

The Company has adopted the Model Code as set out in Appendix 10 of the Listing Rules as its code of conduct regarding securities transactions by the Directors. All Directors have confirmed, following a specific enquiry by the Company, that they have fully complied with the required standard as set out in the Model Code throughout the period under review.

## **PUBLICATION OF THE INTERIM RESULTS AND INTERIM REPORT**

This results announcement is published on the websites of the Stock Exchange at <http://www.hkexnews.hk> under “Listed Company Information” and the Company at <http://www.getnicefg.com.hk>. The 2018 Interim Report of the Company containing all the information required by the Listing Rules will be dispatched to shareholders of the Company and published on the websites of the Stock Exchange at <http://www.hkexnews.hk> under “Listed Company Information” and the Company at <http://www.getnicefg.com.hk> in due course.

By order of the Board  
**Get Nice Financial Group Limited**  
**Hung Hon Man**  
*Chairman*

Hong Kong, 28 November 2018

*As at the date of this announcement, the executive directors of the Company are Mr. Shum Kin Wai, Frankie (Managing Director) and Mr. Hung Sui Kwan (Chief Executive Officer). The non-executive director of the Company is Mr. Hung Hon Man (Chairman). The independent non-executive directors of the Company are Ms. Ng Yau Kuen, Carmen, Mr. Cheung Chi Kong, Ronald and Mr. Chan Ka Kit.*