



TREE HOLDINGS LIMITED

齊家控股有限公司

*(Incorporated in the Cayman Islands with limited liability)*  
(於開曼群島註冊成立的有限公司)

stock code 8395



2021/22 interim report  
中期業績報告

## CHARACTERISTICS OF GEM OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)

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Given that the companies listed on GEM are generally small and mid-sized companies, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board of the Stock Exchange and no assurance is given that there will be a liquid market in the securities traded on GEM.

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*This report, for which the directors (the “**Directors**”) of TREE Holdings Limited (the “**Company**”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the “**GEM Listing Rules**”) for the purpose of giving information with regard to the Company and its subsidiaries (collectively, the “**Group**”). The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief, the information contained in this report is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this report misleading.*

## FINANCIAL HIGHLIGHT

- The Group's revenue amounted to approximately HK\$48.5 million for the six months ended 30 September 2021, representing an increase of approximately HK\$4.7 million or 10.8% as compared with the six months ended 30 September 2020.
- The Group's net profit was approximately HK\$4.5 million for the six months ended 30 September 2021, representing a decrease of approximately HK\$1.8 million or 29.1% as compared with the six months ended 30 September 2020.
- The Group's total comprehensive income was approximately HK\$4.6 million for the six months ended 30 September 2021, representing a decrease of approximately HK\$1.8 million or 28.0% as compared with the six months ended 30 September 2020.
- The Board does not recommend the payment of an interim dividend for the six months ended 30 September 2021.

## INTERIM RESULTS

The board of Directors (the “**Board**”) of the Company is pleased to announce the unaudited consolidated results of the Company and its subsidiaries for the six months ended 30 September 2021 (the “**Relevant Period**”), which has been reviewed by the audit committee of the Company, together with the unaudited comparative figures for the corresponding period in 2020, as follows:

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)

For the six months ended 30 September 2021

		<b>Six months ended 30 September</b>	
Notes	<b>2021 HK\$'000 (Unaudited)</b>	<b>2020 HK\$'000 (Unaudited)</b>	
<b>Revenue</b>	3	48,520	43,783
Cost of sales		<b>(15,725)</b>	(12,889)
<b>Gross Profit</b>		<b>32,795</b>	30,894
Other income	4	<b>1,066</b>	2,411
Sales and marketing expenses		<b>(17,296)</b>	(18,055)
Administrative expenses		<b>(10,934)</b>	(7,862)
Finance costs		<b>(310)</b>	(386)
<b>Profit before income tax</b>		<b>5,321</b>	7,002
Income tax expense	5	<b>(806)</b>	(638)
<b>Profit for the period attributable to equity holders of the Company</b>		<b>4,515</b>	6,364
<b>Other comprehensive income for the period</b>			
<i>Items that will be reclassified subsequently to profit or loss</i>			
Exchange gain on translation of financial statements of foreign operations		<b>70</b>	—
<b>Total comprehensive income for the period attributable to equity holders of the Company</b>		<b>4,585</b>	6,364
<b>Earnings per share attributable to equity holders of the Company</b> (expressed in HK cents per share)			
— Basic and diluted	6	<b>0.29</b>	0.40

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION (UNAUDITED)

As at 30 September 2021

	Notes	30 September 2021 HK\$'000 (Unaudited)	31 March 2021 HK\$'000 (Audited)
<b>ASSETS AND LIABILITIES</b>			
<b>Non-current assets</b>			
Property, plant and equipment		9,722	14,948
Intangible assets		149	180
Goodwill		23,426	23,426
Cash surrender value of life insurance		1,880	1,847
Deferred tax assets		522	522
		<b>35,699</b>	40,923
<b>Current assets</b>			
Inventories		12,401	11,818
Trade and other receivables	8	50,064	56,389
Bank balances and cash		25,856	29,140
		<b>88,321</b>	97,347
<b>Current liabilities</b>			
Trade and other payables	9	27,166	25,617
Contract liabilities		9,959	12,138
Tax payable		4,926	4,196
Bank borrowings		8,094	8,757
Lease liabilities/Finance lease liabilities		4,608	8,153
		<b>54,753</b>	58,861
<b>Net current assets</b>		<b>33,568</b>	38,486
<b>Total assets less current liabilities</b>		<b>69,267</b>	79,409

	<b>30 September 2021 HK\$'000 (Unaudited)</b>	31 March 2021 HK\$'000 (Audited)
<i>Notes</i>		
<b>Non-current liabilities</b>		
Lease liabilities/Finance lease liabilities	<b>3,597</b>	5,652
Contingent consideration payable	<b>3,362</b>	3,362
	<b>6,959</b>	9,014
<b>Net assets</b>	<b>62,308</b>	70,395
<b>EQUITY</b>		
Share capital	<b>15,840</b>	15,840
Reserves	<b>46,468</b>	54,555
<b>Total equity</b>	<b>62,308</b>	70,395

The above unaudited consolidated statement of financial position should be read in conjunction with the accompanying notes.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED)

For the six months ended 30 September 2021

	Share capital HK\$'000	Share premium HK\$'000	Capital reserve HK\$'000	Exchange reserve HK\$'000	Accumulated profits HK\$'000	Total equity HK\$'000
<b>Balance as at</b>						
<b>1 April 2021 (audited)</b>	15,840	31,564	5,474	291	17,226	70,395
Profit for the period	-	-	-	-	4,515	4,515
Other comprehensive income						
– Exchange gain on translation of financial statements of foreign operations	-	-	-	70	-	70
Dividend paid	-	-	-	-	(12,672)	(12,672)
<b>Balance as at</b>						
<b>30 September 2021 (unaudited)</b>	15,840	31,564	5,474	361	9,069	62,308
<b>Balance as at</b>						
<b>1 April 2020 (audited)</b>	15,840	31,564	5,474	-	2,667	55,545
Profit and total comprehensive income for the period	-	-	-	-	6,364	6,364
<b>Balance as at</b>						
<b>30 September 2020 (unaudited)</b>	15,840	31,564	5,474	-	9,031	61,909

## CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED)

For the six months ended 30 September 2021

	Six months ended 30 September	
	2021 HK\$'000 (Unaudited)	2020 HK\$'000 (Unaudited)
Net cash from operating activities	16,696	13,623
Net cash used in investing activities	(450)	(62)
Net cash used in financing activities	(19,530)	(3,412)
Net (decrease)/increase in cash and cash equivalents	(3,284)	10,149
Cash and cash equivalents as at 1 April	29,140	16,773
Cash and cash equivalents as at 30 September	25,856	26,922
<b>Analysis of the balances of cash and cash equivalents</b>		
Bank balances and cash	25,856	26,922

The above unaudited consolidated statement of cash flows should be read in conjunction with the accompanying notes.

# NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

## 1. GENERAL INFORMATION

Tree Holdings Limited (the “**Company**”) was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law (as revised) of the Cayman Islands. The address of the Company’s registered office is Windward 3, Regatta Office Park, P.O. Box 1350, Grand Cayman KY1-1108, Cayman Islands. The address of its principal place of business is 28/F., Horizon Plaza, 2 Lee Wing Street, Ap Lei Chau, Hong Kong.

The Company is an investment holding company and its subsidiaries (collectively, the “**Group**”) are principally engaged in the sale and distribution of furniture and home accessories, distribution and licensing of intellectual property rights, the provision of styling, consulting and furniture agency services and the operation of a café.

The Directors consider the immediate and ultimate holding company of the Company to be Tiptop Honour Limited (“**Tiptop**”), a company incorporated in Samoa.

The Company’s shares were listed on GEM of The Stock Exchange of Hong Kong Limited on 25 January 2018 (the “**Listing**”).

## 2. REORGANISATION AND BASIS OF PREPARATION

Pursuant to a group reorganisation (the “**Reorganisation**”) of the Company in connection with the listing of its shares on GEM of the Stock Exchange, the Company became the holding company of the companies now comprising the Group on 29 July 2016. Details of the Reorganisation are set out in the paragraph headed “Reorganisation” in the section headed “History, Development and Reorganisation” in the Company’s prospectus dated 12 January 2018.

Prior to the Reorganisation, TREE Limited, the Group’s sole operating subsidiary, was wholly owned and controlled by Tiptop. The Group is under the common control of the Tiptop prior to and after the Reorganisation. The Group comprising the Company and its subsidiaries resulting from the Reorganisation is regarded as a continuing entity.

The unaudited consolidated financial statements have been prepared as if the Company had always been the holding company of the Group. The unaudited consolidated statement of comprehensive income and consolidated statement of changes in equity of the Group for the six months ended 30 September 2021 include the results of operations of the companies now comprising the Group as if the current group structure had been in existence and remained unchanged throughout the periods, or since their respective dates of incorporation or acquisition when there is a shorter period.

These unaudited consolidated financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards (“**HKFRSs**”) which collective term includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards (“**HKASs**”) and Interpretations issued by the Hong Kong Institute of Certified Public Accountants (“**HKICPA**”) and the accounting principles generally accepted in Hong Kong.

The unaudited consolidated financial statements also comply with the applicable disclosure requirements of the Hong Kong Companies Ordinance and include the applicable disclosure requirements of the Rules Governing the Listing of Securities on GEM of the Stock Exchange.

The significant accounting policies that have been used in the preparation of these unaudited consolidated financial statements have been consistently applied to all the periods presented, unless otherwise stated.

The unaudited consolidated financial statements have been prepared on the historical cost basis, except for cash surrender value of life insurance which are carried at fair value. The unaudited consolidated financial statements are presented in Hong Kong dollars ("HK\$"), which is the functional currency of the Company and its subsidiaries, and all values are rounded to the nearest thousands ("HK\$'000"), except when otherwise indicated.

HKICPA has issued a number of new and amended HKFRSs and interpretations that are first effective or available for early adoption for the Relevant Period. There have been no significant changes to the accounting policies applied in these financial statements for the Relevant Period presented as a result of these developments.

The preparation of the unaudited consolidated financial statements of the Group for the Relevant Period is in conformity with the HKFRSs requirements in the use of certain critical accounting estimates. The HKFRSs also require the management to exercise their judgements in the process of applying the Group's accounting policies.

The unaudited consolidated financial statements for the Relevant Period have not been audited by the Company's independent auditor but have been reviewed by the Company's audit committee.

### 3. REVENUE

An analysis of the Group's revenue is as follows:

	<b>Six months ended 30 September</b>	
	<b>2021 HK\$'000 (Unaudited)</b>	2020 HK\$'000 (Unaudited)
<b>Revenue from contracts with customers</b>		
Sale of furniture and home accessories	<b>39,753</b>	33,342
Distribution and license fee income	<b>800</b>	1,600
Food and beverage income	<b>2,081</b>	1,078
Commission income	<b>5,886</b>	6,284
Consulting income	<b>—</b>	1,479
	<hr/>	<hr/>
Total	<b>48,520</b>	43,783

#### 4. OTHER INCOME

	Six months ended 30 September	
	2021 HK\$'000 (Unaudited)	2020 HK\$'000 (Unaudited)
Exchange gain	826	–
Bank interest income	137	278
Government grant	68	2,133
Sundry income	35	–
Total	1,066	2,411

#### 5. INCOME TAX EXPENSE

	Six months ended 30 September	
	2021 HK\$'000 (Unaudited)	2020 HK\$'000 (Unaudited)
Hong Kong	806	638

On 21 March 2018, the Hong Kong Legislative Council passed The Inland Revenue (Amendment) (No. 7) Bill 2017 (the “**Bill**”) which introduces the two-tiered profits tax rates regime. The Bill was signed into law on 28 March 2018 and was gazette on the following days.

Under the two-tiered profits tax rates regime, the first HK\$2 million of assessable profits of qualifying corporations will be taxed at 8.25%, and assessable profits above HK\$2 million will be taxed at 16.5%. The assessable profits of corporations not qualifying for the two-tiered profits tax rates regime will continue to be taxed at a flat rate of 16.5%.

For the Relevant Period, Hong Kong Profit Tax is calculated in accordance with the two-tiered profits tax rates regime for the qualifying corporation and the remaining corporations are calculated at a flat rate of 16.5%.

## 6. BASIC EARNINGS PER SHARE

The calculation of basic earnings per share attributable to equity holders of the Company is based on the following:

	<b>Six months ended 30 September</b>	
	<b>2021 (Unaudited)</b>	2020 (Unaudited)
Profit for the period attributable to equity holders of the Company (HK\$'000)	<b>4,515</b>	6,364
Weighted average number of ordinary shares for the purpose of calculating basic earnings per share (thousands)	<b>1,584,000</b>	1,584,000
Basic earnings per share (expressed in HK cents per share)	<b>0.29</b>	0.40

Diluted earnings per share equals the basic earnings per share as there were no dilutive potential ordinary shares in existence during the six months ended 30 September 2021 and 30 September 2020.

## 7. DIVIDEND

The Board does not recommend the payment of an interim dividend for the Relevant Period (2020: nil).

## 8. TRADE AND OTHER RECEIVABLES

	Notes	As at 30 September 2021 (Unaudited) HK\$'000	As at 31 March 2021 (Audited) HK\$'000
<b>Trade receivables</b>			
From third parties		40,339	43,535
Less: ECL allowance		—	(900)
Trade receivables, net	(a)	<b>40,339</b>	42,635
<b>Other receivables</b>			
Deposits, prepayments and other receivables		7,044	8,365
Prepayment to suppliers		2,681	5,389
	(b)	<b>9,725</b>	13,754
		<b>50,064</b>	56,389

The Directors considered that the fair value of trade and other receivables are not materially different from their carrying amounts because these amounts have short maturity periods on their inception.

### (a) Trade receivables

Majority of the Group's sale of furniture and home accessories to its customers are settled by cash, credit cards, or by other forms of electronic payments (such as EPS). There were no credit term granted to the customers and distributors, but the Group allows credit period of 2 to 7 days to the payment vendors and up to 120 days to customers of furniture agency service. The Group seeks to maintain strict control over its outstanding trade receivables to minimise credit risk. Overdue balances are reviewed regularly by senior management.

The ageing analysis based on recognition date of the trade receivables is as follows:

	As at 30 September 2021 (Unaudited) HK\$'000	As at 31 March 2021 (Audited) HK\$'000
0–30 days	4,885	6,187
31–90 days	11,462	7,262
91–180 days	15,887	17,830
181–365 days	8,105	11,356
	<b>40,339</b>	42,635

**(b) Other receivables**

As at 30 September 2021, none of the amounts included in other receivables were either past due or impaired (31 March 2021: nil).

**9. TRADE AND OTHER PAYABLES**

	Notes	As at 30 September 2021 (Unaudited) HK\$'000	As at 31 March 2021 (Audited) HK\$'000
<b>Trade payables</b>			
To third parties	(a)	6,665	4,147
<b>Other payables</b>			
Accrued charges and other payables		3,197	4,136
Amount due to a related party		—	30
Contingent consideration payable		17,304	17,304
		<b>20,501</b>	21,470
		<b>27,166</b>	25,617

All amounts are short-term and hence the carrying values of the Group's trade and other payables as at 30 September 2021 and 31 March 2021 were considered to be a reasonable approximation of their fair values.

**(a) Trade payables**

There were no credit periods granted by the suppliers of the Group. The ageing analysis of trade payables based on invoice date is as follows:

	As at 30 September 2021 (Unaudited) HK\$'000	As at 31 March 2021 (Audited) HK\$'000
0–30 days	3,120	3,412
31–90 days	3,218	590
Over 90 days	327	145
	<b>6,665</b>	4,147

# MANAGEMENT DISCUSSION AND ANALYSIS

## FINANCIAL REVIEW

### Revenue

The Group's revenue increased from approximately HK\$43.8 million for the six months ended 30 September 2020 to approximately HK\$48.5 million for the Relevant Period, representing a growth of approximately 10.8%. The increase was mainly due to the total increase in sale of furniture and home accessories with (i) the increase of direct sales from our retail stores in Hong Kong; (ii) the increase of sales via Shanghai Italiving International Co., Ltd ("**Shanghai Italiving**"); and (iii) the increase of food and beverage income.

### Cost of sales

The Group's cost of sales increased from approximately HK\$12.9 million for the six months ended 30 September 2020 to approximately HK\$15.7 million for the Relevant Period, representing an increase of approximately 22.0%. The positive change was predominately due to the increase in the sale of furniture and accessories from Shanghai Italiving which was a dormant company for the six months ended 30 September 2020 due to the global pandemic.

### Gross profit and gross profit margin

The Group's gross profit increased by approximately 6.2% from approximately HK\$30.9 million for the six months ended 30 September 2020 to approximately HK\$32.8 million for the Relevant Period. The gross profit margin dropped from 70.6% for the six months ended 30 September 2020 to 67.6% for the Relevant Period.

### Other Income

The Group's other income decreased by approximately 55.8% to approximately HK\$1.1 million for the Relevant Period from approximately HK\$2.4 million for the six months ended 30 September 2020. The decrease was due to the one-off government subsidies of approximately HK\$2.0 million partially offset by the exchange rate gain of approximately HK\$0.8 million.

## **Sales and marketing expenses**

The Group's sales and marketing expenses mainly comprised of (i) rental payments and depreciation of right-of-use assets; (ii) staff costs attributable to the salary of our staff engaged in sales and marketing activities; (iii) marketing expenses; (iv) payment gateway charges attributable to fees for our payment channels such as credit cards or EPS; and (v) electricity and water expenses.

The Group's sales and marketing expenses decreased by approximately 4.2% from approximately HK\$18.1 million for the six months ended 30 September 2020 to approximately HK\$17.3 million for the Relevant Period. The decrease was primarily due to the closure of our Yuen Long store and the resulting rental savings.

## **Administrative expenses**

The Group's administrative expenses mainly comprised of (i) staff costs for our administrative staff and Directors' emoluments; (ii) professional fees which included legal fees, consultancy fees and auditor's remuneration; (iii) travel expenses; (iv) office expenses; (v) depreciation of our property, plant and equipment, and amortisation of our intangible assets; (vi) repairs and maintenance for our trucks and retail stores; (vii) insurance expenses which included business insurance, vehicle insurance and medical insurance; (viii) recruitment expenses which included fees to the recruitment agents and advertisements on websites; (ix) bank charges; (x) handling fee; and (xi) others which included motor vehicle expenses, net foreign exchange losses and entertainment expenses.

The Group's administrative expenses increased by approximately 39.1% from approximately HK\$7.9 million for the six months ended 30 September 2020 to approximately HK\$11.0 million for the Relevant Period. The increase was primarily attributable to the increase of Directors' emoluments but also increases in staff salaries and expenses incurred from Shanghai Italiving since operation commenced again.

## **Income tax expense**

The Group's Income tax expense increased from approximately HK\$0.6 million for the six months ended 30 September 2020 to approximately HK\$0.8 million for the Relevant Period.

## **Profit for the period**

The Group recorded a decrease in profit by approximately 29.1% from approximately HK\$6.4 million for the six months ended 30 September 2020 to approximately HK\$4.5 million for the Relevant Period.

## BUSINESS REVIEW AND OUTLOOK

Headquartered in Hong Kong and operating under the brand name “TREE”, we engage in (i) the sale and distribution of furniture and home accessories; (ii) the distribution and licensing of our intellectual property rights; (iii) the operation of TREE Café in our flagship store in Ap Lei Chau (the “**Flagship Store**”); (iv) the consignment sales of home accessories agency services; (v) the provision of styling and consulting services; and (vi) the provision of furniture rental business. We offer a variety of (a) furniture including tables, chairs, storage solutions, sofas and beds; and (b) home accessories including kitchenware, bed and bathroom related products, jars, cushions, mattresses, utensils and baskets. In addition, we acquired Hong Kong Italiving International Co., Limited (“**HK Italiving**”) in December 2018, which is principally engaged in the provision of furniture agency service in Hong Kong. Furthermore, a subsidiary, Shanghai Italiving, was incorporated in July 2019, which is principally engaged in the sale and distribution of furniture and home accessories, and the provision of styling and consulting services in the People’s Republic of China (the “**PRC**”).

As at the date of this interim report, we operated two “TREE” retail stores in Hong Kong namely, our Flagship Store and our Sha Tin store. Our Yuen Long store ceased operation in mid-February 2021. We have commenced online sales since May 2019.

The table below sets forth a breakdown of our revenue for the six months ended 30 September 2021 and 2020:

	<b>Six months ended 30 September</b>	
	<b>2021 HK\$'000 (Unaudited)</b>	2020 HK\$'000 (Unaudited)
Sale of furniture and home accessories	<b>39,753</b>	33,342
Distribution and license fee income	<b>800</b>	1,600
Food and beverage income	<b>2,081</b>	1,078
Commission income	<b>5,886</b>	6,284
Consulting income	<b>—</b>	1,479
Total	<b>48,520</b>	43,783

For the six months ended 30 September 2021, our revenue amounted to approximately HK\$48.5 million, representing an increase of approximately HK\$4.7 million or 10.8% from approximately HK\$43.8 million for the six months ended 30 September 2020. Such increase was mainly attributable to the increase in sale of furniture and home accessories via Shanghai Itliving but also the increase in food and beverage income and partially offset by the decrease in consulting income and distribution and license fee income.

### Sale of furniture and home accessories

TREE primarily sells its products to (i) retail customers who visited our retail stores; (ii) customers who placed orders via our online platform being the direct sales in Hong Kong; and (iii) our distributor in the PRC, being the distribution sales. And during the period, Shanghai Itliving generate sales of luxury Italian furniture to its customers in the PRC. The following table sets forth a breakdown of our sale of furniture and home accessories for the six months ended 30 September 2021 and 2020, respectively.

	<b>Six months ended 30 September</b>			
	<b>2021</b>		<b>2020</b>	
	<b>Revenue HK\$'000</b>	<b>% of total revenue from sale of furniture and home accessories %</b>	<b>Revenue HK\$'000</b>	<b>% of total revenue from sale of furniture and home accessories %</b>
<b>Direct sales in Hong Kong</b>				
Retail stores <sup>(1)</sup>	<b>34,323</b>	<b>86.3</b>	28,664	86.0
Online sales and non-retail sales	<b>1,998</b>	<b>5.0</b>	4,061	12.1
<b>Sub-total</b>	<b>36,321</b>	<b>91.3</b>	32,725	98.1
<b>Distribution sales via Shanghai Itliving</b>	<b>631</b>	<b>1.6</b>	617	1.9
	<b>2,801</b>	<b>7.1</b>	—	—
<b>Total</b>	<b>39,753</b>	<b>100.0</b>	33,342	100.0

Notes:

(1) Our retail stores include our Flagship and Sha Tin store.

For the six months ended 30 September 2021, revenue generated from the direct sales amounted to approximately HK\$36.3 million, representing an increase of approximately HK\$3.6 million or 11.0% from approximately HK\$32.7 million for the six months ended 30 September 2020. Such increase was primarily attributable to the increase of direct sales from retail stores in Hong Kong; and partially offset by the decrease in online sales and non-retail sales for the Relevant Period as compared to the six months ended 30 September 2020.

For the six months ended 30 September 2021, revenue generated from the distribution sales amounted to approximately HK\$0.6 million, which remain relatively unchanged when compared to the six months ended 30 September 2020.

For the six months ended 30 September 2021, revenue generated from Shanghai Italiving amounted to approximately HK\$2.8 million for the sale of luxury Italian furniture to its PRC customers. No sales were generated by Shanghai Italiving for the six months ended 30 September 2020.

### **Distribution and license fee income**

We entered into distribution agreements with our PRC distributor, and we were entitled to receive annual non-refundable fees of HK\$0.8 million and HK\$2.4 million from our PRC distributor for the distribution of our products in Hainan province and Beijing, the PRC, respectively. In June 2021, we received notice from our PRC distributor that they will not renew the distribution agreement upon the expiry on 30 June 2021. We are actively looking for a new partner to be our PRC distributor.

The Group's distribution and license fee income decreased from HK\$1.6 million for the six months ended 30 September 2020 to HK\$0.8 million for the six months ended 30 September 2021.

### **Food and beverage income**

The Group's food and beverage income generated from operating TREE Café in our Flagship Store increased from approximately HK\$1.1 million for the six months ended 30 September 2020 to approximately HK\$2.1 million for the six months ended 30 September 2021.

## **Commission income**

The Group's commission income comprised of income generated from (i) the furniture agency service by HK Italiveing, and (ii) the sales of consignment goods. It decreased from approximately HK\$6.3 million for the six months ended 30 September 2020 to approximately HK\$5.9 million for the six months ended 30 September 2021.

## **Consulting income**

The Group's consulting income comprised of income generated from projects including the provision of styling advice, furniture proposals and implementation.

## **CORPORATE SOCIAL RESPONSIBILITY**

The Group achieved the CarbonCare label for TREE Holdings Limited and TREE Limited. This label was launched to recognise the sustainability efforts made by businesses and organisations. The Group also enhanced its sustainability efforts by increasing tree planting (almost 95,000 trees have been planted to date) through its Indonesia partner.

## **PROSPECTS**

The forthcoming financial year will continue to be challenging as retail market conditions remain competitive and consumer confidence impacted by the ongoing COVID-19 pandemic. These factors will continue to impact our performance adversely for the forthcoming year. We will continue to focus on running our two TREE retail stores and also our e-commerce platform in Hong Kong. We will continue to consolidate and invest to build on our existing revenue streams while identifying new opportunities.

The Group has also strengthened its income base and expanded the products offered within its portfolio by providing furniture agency services for furniture imported from Italy, primarily to customers in the PRC. The Group continues to look for ways to provide comprehensive services to customers in Hong Kong and the PRC.

## USE OF PROCEEDS

The net proceeds from the Listing in January 2018, after deducting the underwriting fees, the Stock Exchange trading fee and the Securities and Futures Commission of Hong Kong transaction levy and other listing-related expenses in connection with the share offer, were approximately HK\$20.3 million.

The original allocation of proceeds from the share offer, the utilisation and remaining balance of the proceeds as at 30 September 2021, are summarised below:

Uses	Planned use of net proceeds HK\$ million	Actual use of net proceeds from the listing date to 30 September 2021 HK\$ million	Unutilised net proceeds up to 30 September 2021 HK\$ million	Revised allocation of the unutilised net proceeds HK\$ million
Expand our sales network	14.5	6.5	8.0	(8.0)
Promote and strengthen brand image and recognition	2.1	2.1	–	–
Enhance styling and consulting services and distribution sales	1.8	1.8	–	–
Enhance operational efficiencies	1.9	1.9	–	–
Settlement of the future consideration payable in relation to the acquisition of HK Italiving	–	–	–	8.0
<b>Total</b>	<b>20.3</b>	<b>12.3</b>	<b>8.0</b>	<b>–</b>

The Board having considered the business environment and the development of the Group (in particular the political and social unrest in 2019 and the outbreak of the COVID-19 in the PRC and Hong Kong), resolved to change the use of the unutilised net proceeds of approximately HK\$8.0 million for the settlement of the future consideration payable in relation to the acquisition (the “**Acquisition**”) of HK Italiving, which was completed on 31 December 2018, as disclosed in the disclosable transaction acquisition announcement dated 17 December 2018. The unutilised net proceeds of HK\$8.0 million is expected to be fully utilised to settle the future consideration payable by the fourth quarter of 2021, subject to the further approval by the Board.

The expected timeline for utilising the unutilised net proceeds is based on the best estimation of the present market situations in Hong Kong made by the Board.

## DISCLOSURE OF INTERESTS

### Interests and short positions of the Company's Directors and chief executives in the Company's Shares, underlying shares and debentures and the Company's associated corporations

As at 30 September 2021, the interests or short positions of the Company's Directors in the Company's Shares, underlying shares or debentures which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the Securities and Futures Ordinance (the "SFO") (including interests and short positions in which they are taken or deemed to have under such provisions of the SFO), or which were required, pursuant to section 352 of the SFO, to be entered in the register as referred to therein, or which were required to be notified to the Company and the Stock Exchange pursuant to the "required standard of dealings" as contained in Chapter 5 of the GEM Listing Rules, were as follows:

#### i. Long position in the Company's Shares

Name of Director	Nature of interest	Number of shares held (Note 1)	Percentage of shareholding
Mr. TONG Tang Joseph ("Mr. Tong")	Interest in a controlled corporation (Note 2)	855,380,000 (L)	54.00%
Ms. Mary Kathleen BABINGTON ("Ms. Babington")	Interest in a controlled corporation (Note 3)	59,400,000 (L)	3.75%
Mr. BIAN Dahai ("Mr. Bian")	Beneficial owner	8,000,000 (L)	0.51%

*Notes:*

1. The letter “L” denotes a person’s “long position” (as defined under Part XV of the SFO) in such shares.
2. The Company is owned as to 57.76% by Tiptop. Tiptop is wholly-owned by Mr. Tong. Under the SFO, Mr. Tong is deemed to be interested in the same number of shares held by Tiptop.
3. The Company is owned as to 3.75% by Rothley Investment Limited (“**Rothley**”). Rothley is wholly-owned by Ms. Babington. Under the SFO, Ms. Babington is deemed to be interested in the same number of shares held by Rothley.

Saved as disclosed above, as at 30 September 2021, none of the Company’s Directors and chief executives and their respective associates had or are deemed to have any interest or short positions in the Company’s shares, underlying shares or debentures or the Company’s associated corporations (within the meaning of Part XV of the SFO) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they were taken or deemed to have under such provisions of the SFO), or which were required, pursuant to Section 352 of the SFO, to be entered in the register as referred to herein, or which were required to be notified to the Company and the Stock Exchange pursuant to the “required standard of dealing” as contained in Chapter 5 of the GEM Listing Rules.

### **Interests and short positions of substantial Shareholders in the Company’s Shares, underlying shares and debentures and the Company’s associated corporations**

As at 30 September 2021, so far as the Company’s Directors are aware, the following persons (other than the Directors and chief executive of the Company) had, or were deemed to have, interests or short positions in the Company’s shares or underlying shares which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept by the Company under Section 336 of the SFO, or who, directly or indirectly, were interested in 10% or more of the issued voting shares of any class of share capital carrying rights to vote in all circumstances at general meetings of any member of the Group:

## i. Long position in the Company's Shares

Name of Shareholder	Nature of interest	Interests in shares (Note 1)	Percentage of shareholding
Tiptop	Beneficial owner (Note 2)	855,380,000 (L)	54.00%
Ms. Shum Yuet Wah Anna	Interest of spouse (Note 3)	855,380,000 (L)	54.00%

### Notes:

1. The letter "L" denotes a person's "long position" (as defined under Part XV of the SFO) in such Shares.
2. The Company is owned as to 54.00% by Tiptop.
3. Tiptop is wholly-owned by Mr. Tong, the Company's Chairman, Executive Director, Chief Executive Officer and Controlling Shareholder. Under the SFO, Mr. Tong is deemed to be interested in the same number of shares held by Tiptop. Ms. Shum Yuet Wah Anna is the spouse of Mr. Tong. Under the SFO, Ms. Shum Yuet Wah Anna is deemed to be interested in all the Company's shares in which Mr. Tong is interested.

Save as disclosed above, as at 30 September 2021, the Directors were not aware of any other persons/entities (other than the Directors and chief executives of the Company) who had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept by the Company under Section 336 of the SFO, or who was directly or indirectly interested in 10% or more of the issued voting shares of any class of share capital carrying rights to vote in all circumstances at general meetings of any member of the Group.

## COMPETING BUSINESS AND CONFLICT OF INTEREST

As confirmed by the Directors, Controlling Shareholders and their respective close associates do not have any interests in any business, apart from the business operated by members of the Group, which competes or is likely to compete, directly or indirectly, with the business of the Group during the six months ended 30 September 2021.

## **PURCHASE, REDEMPTION OR SALES OF THE LISTED SECURITIES OF THE COMPANY**

The Company's shares were successfully listed on GEM on 25 January 2018. Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's listed securities during the six months ended 30 September 2021.

## **CORPORATE GOVERNANCE CODE**

The Company and the Directors recognise the importance of incorporating elements of good corporate governance in the management structures and internal control procedures of the Group so as to achieve accountability.

The Company's corporate governance practices are based on the principles and code provisions as set out in the Corporate Governance Code and Corporate Governance Report (the "**CG Code**") as set out in Appendix 15 of the GEM Listing Rules. The Shares were successfully listed on GEM on 25 January 2018. To the best knowledge of the Board, during the period from the date of Listing to the date of this report, except for the code provision A.2.1, the Company has complied with the applicable code provisions of the CG Code.

### **CODE PROVISION A.2.1**

The above code provision stipulates that the roles of the chairman and the CEO should be separate and should not be performed by the same individual.

After the change of the Chief Executive Officer ("**CEO**") with effect from 1 August 2019, Mr. Tong will be both the Chairman of the Board and the CEO of the Company.

The Board considers that having the same person to perform the roles of both the chairman and the CEO provides the Company with strong and consistent leadership, and allows effective and efficient planning and implementation of business decisions and strategies. Such structure would not impair the balance of power and authority between the Board and the management of the Company. The balance of power and authority is ensured by the operations of the Board which comprises experienced and high caliber individuals and having meeting regularly to discuss issues affecting the operations of the Group.

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

The Group has adopted a code of provisions of conduct regarding securities transactions by the Directors (the “**Code of Conduct**”) on terms no less exacting than the required standards of dealings concerning securities transactions by the Directors as set out in Rules 5.48 to 5.67 of the GEM Listing Rules. Having made specific enquiries with the Directors, all Directors have confirmed that they have complied with the required standards set out in the Code of Conduct during the Relevant Period.

## **DIVIDEND**

The Board does not recommend the payment of an interim dividend for the Relevant Period.

## **SHARE OPTION SCHEME**

The Company adopted a share option scheme on 5 January 2018 (the “**Share Option Scheme**”). The purpose of the Share Option Scheme is to enable the Group to grant options to the eligible participants as incentives or rewards for their contribution to our Group and/or to enable our Group to recruit and retain high-caliber employees and attract human resources that are valuable to our Group. The terms of the Share Option Scheme are in accordance with the provision of chapter 23 of the GEM Listing Rules.

During the Relevant Period and up to the date of this report, no share options were granted by the Company under the Share Option Scheme.

## AUDIT COMMITTEE

We established our Audit Committee with written terms of reference in compliance with Rule 5.28 of the GEM Listing Rules and paragraphs C3.2 and C3.3 of the CG Code Practices pursuant to a resolution of our Directors passed on 5 January 2018. The primary duties of our Audit Committee are, among other things, to make recommendations to our Board on the appointment, reappointment and removal of external auditors, review the financial statements and provide advice in respect of financial reporting, oversee our financial reporting process, internal control, risk management systems and audit process, and perform other duties and responsibilities assigned by our Board.

At present, our Audit Committee comprises Mr. Yeung Man Chung Charles, Mr. Tsang Wai Yin and Mr. Sit Hoi Wah Kenneth, all being Independent Non-Executive Directors. Mr. Yeung Man Chung Charles is the Chairman of our Audit Committee.

The Audit Committee has reviewed the unaudited consolidated financial statements of the Group for the Relevant Period.

By order of the Board  
**Tree Holdings Limited**  
**TONG Tang Joseph**

*Chairman and Chief Executive Officer*

Hong Kong, 12 November 2021

*As at the date of this report, the Board comprises Mr. TONG Tang Joseph, Ms. Mary Kathleen BABINGTON and Mr. TSUI Wing Tak as the executive Directors; Mr. BIAN Dahai as the non-executive Director; and Mr. YEUNG Man Chung Charles, Mr. TSANG Wai Yin, and Mr. SIT Hoi Wah Kenneth as the independent non-executive Directors.*



TREE HOLDINGS LIMITED

齊家控股有限公司

*(Incorporated in the Cayman Islands with limited liability)*  
(於開曼群島註冊成立的有限公司)

stock code 8395

