


自力更生
Job Creation
Family Friendly
Work Integration
盡展所長
Potential Actualisation
Support the underprivileged
持續學習 Continuous Learning 社會效益 Social Impact
Scale-up 關懷文化 Caring Culture 盡展所長
Social Inclusion 平等機會 Equal Opportunity 社會效益 Social Impact
Social-business Integration 社商共融 擴展規模 Scale-up
平等機會 People Driven 為善營商 藍海戰略
Blue Ocean Strategy
Potential Actualisation
Self-reliance
重拾自信 It's not Just Business! 以人為本
創造就業 Market Driven 社會和諧 Social Harmony 家庭友善
Social Harmony 創造就業 工作融合 社會創新 Social Innovation
Equal Opportunity Self-confidence
自然支援 Social-business Integration
Natural Support 社會效益 Social Impact
扶助弱勢 永續經營 家庭友善
工作融合 社會共融 扶助弱勢
Continuous Learning
市場為本

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使命與核心價值 Mission and Core Values

使命

聯繫四方商機 • 導向光輝前路

作為香港具規模的「社會企業」，我們積極結合官、商、民三方面的資源，以「市場導向」和「顧客導向」為營運基礎；

- 聯繫各方商機，為殘疾人士及弱勢社群創造就業機會；
- 經營溢利會全數重投於業務的未來發展。

核心價值

- 以人為本
- 團隊精神
- 工作承諾
- 持續學習
- 創新思維

Mission

Building Partnership • Sharing Success

As a well-established "Social Enterprise" in Hong Kong, we proactively synergize social capitals from the Government, the business sector and the public adopting a "market-driven" and "customer-oriented" approach:

- We strive for business possibilities around to create employment opportunities for people with disabilities and the disadvantaged groups.
- Operating surpluses are fully reinvested into the business for future development.

Core Values

- People Oriented
- Teamwork
- Commitment
- Continuous Learning
- Innovation



社會效益亮點 (2002-2016) Social Impact Highlight (2002-2016)

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HK\$ 648,857,217

歷年營運收入 Accumulated Total Revenue

2,144

歷年僱員數目 (年度累計)
No. of Accumulated Employees

1,511

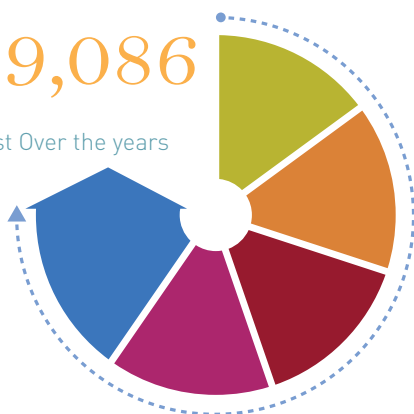
歷年弱勢僱員數目 (年度累計)
No. of Accumulated Disabled Employees

HK\$ 16,918,268

歷年政府種籽基金資助
Accumulated Grant from the Government

HK\$ 75,499,086

歷年減省社會成本
Reduced Social Cost Over the years



24

營運中社企項目總數
No. of Operating SE projects

3,540,000

《復康速遞》
雜誌讀者人數
(57期累計)
No. of Readers of
Rehab Express
Magazine
(Accumulated
for 57 issues)



HK\$ 60,576,849

歷年發放給弱勢僱員薪酬
Accumulated Salary to Disabled Employees

HK\$ 3,126,000

歷年採購社企及庇護工場產品
Responsible Procurement from SEs and
Sheltered Workshops Over the Years



HK\$ 1,382,400

《復康速遞》雜誌對外慈善贊助 (57期累計)
Rehab Express Magazine Sponsored for Charity
(Accumulated for 57 issues)

機構組織圖表 Organization Chart

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香港心理衛生會執行委員會
Executive Committee of the Mental Health Association of Hong Kong



明途聯繫有限公司董事會
Board of Directors of MentalCare Connect Co., Ltd.



董事會主席：黎守信醫生
Chairman : Dr. Benjamin Lai



董事：盧德臨醫生
Director : Dr. Lo Tak Lam



董事：梁士雄先生
Director : Mr. Carlos Leung



董事：黃銘光醫生
Director : Dr. Wong Meng Kong



公司義務秘書：高淑蘭博士
Hon. Secretary : Dr. Flora Ko Suk Lan



列席：香港心理衛生會總幹事
何惠娟小姐
In attendance : Ms. Kimmy Ho Wai Kuen
(Director of MHAHK)



明途聯繫有限公司行政總裁
鍾偉成先生
In attendance : Mr. Chung Wai Shing
(Chief Executive Officer)

明途聯繫有限公司
MentalCare
Connect Co. Ltd.
行政總裁：鍾偉成先生
Mr. Chung Wai Shing
(Chief Executive Officer)

營運部
Operation
Department

財務及人力資源部
Finance & Human
Resources
Department

資訊科技部
Information
& Technology
Department

行政部
Administrative
Department

「卓思廊」
復康用品專賣店
"Cheers Gallery"
Rehab Shops

「卓思廊」
便利店
"Cheers Gallery"
Convenience
Stores

「復康速遞」
直銷業務
"Rehab Express"
Direct Sales
Services

餐飲業務
Cheers
Catering

機構消費計劃
Organization
Consumption
Scheme

「卓思」
市場推廣服務
"Cheers" Marketing
& Promotion
Service

清潔業務
Cleansing
Services

員工團隊 Staff Team

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行政總裁 Chief Executive Officer

鍾偉成先生 Mr. Chung Wai Shing

高級經理 Senior Manager

黃秀花小姐 (財務及人力資源)
Ms. Christine Wong (Finance and Human Resources)

余志賢小姐 (銷售及市場推廣)
Ms. Cecilia Yu (Sales and Marketing)

行政經理 Administrative Manager

黃子卓先生 Mr. Dobe Wong

業務經理 Business Manager

陳彩嫻小姐 Ms. Aggie Chan

蔡曉東先生 Mr. Tony Choy

王國榮先生 Mr. Dennis Wong

陳玉鳳小姐 Ms. Corinna Chan

許國基先生 Mr. Kenneth Hui

財務及人力資源 / 行政 / 業務主任 Finance and Human Resources/Administration/ Shop Supervisor

關嘉穎小姐 Ms. Wing Kwan

陳倩嫻小姐 Ms. Annis Chan

樊燕玲小姐 Ms. Anita Fan

李詩敏小姐 Ms. Mandy Lee

李春小姐 Ms. Printemps Lee

梁孟威先生 Mr. Barry Leung

李曜廷先生 Mr. Tony Li

伍偉照先生 Mr. Wilfred Ng

王佩珊小姐 Ms. Rosetta Wong

曾至全先生 Mr. Tsang Chi Chuen

業務主任

盧靜寧小姐 Ms. Ning Loo

林玉青小姐 Ms. Dee Lam

李萍小姐 Ms. Don Lee

李玉英小姐 Ms. Lee Yuk Ying

倪鎮惠先生 Mr. Amen Ngai

何美蓮小姐 Ms. Ho Mei Li

林映余小姐 Ms. Jenny Lam

卓馮美珍小姐 Ms. Monica Fung

黃少娟小姐 Ms. Wendy Wong

林月娥小姐 Ms. Lam Yuet Agor

文玲君小姐 Ms. Man Ling Kwan

潘志偉先生 Mr. Pan Chi Wai

紀式雄先生 Mr. Kei Sik Hung

鄭家俊先生 Mr. Kevin Cheng

吳婉兒小姐 Ms. Shirley Ng

梁佩儀小姐 Ms. Cutsin Leung

劉景浩先生 Mr. Ken Lau

劉志輝先生 Mr. Henry Lau



主席序言 Foreword by the Chairman

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董事會欣然以喜悅的心情，與「明途聯繫」及各持份者一同分享過去一年公司的業務增長及發展。

於 2016 年，公司的營業額已達港幣約一億一千萬，較往年增長約百分之七點三，純利亦達港幣約二十四萬。其中復康產品、便利店及機構消費計劃的銷售更見持續增長。

過往一年，公司已經為旗下的 5 間店舖成功續約。公司亦繼續優化產品的範疇，並以合理的價格推銷，為所需客群提供優質服務。這亦令公司於面對市場競爭及挑戰時更具優勢。另外，公司亦樂見其餐飲業務的擴展，為殘疾人士及弱勢社群提供更多就業機會。

於社區擴充業務乃公司發展的一大方向。但是，社區店舖的高昂租金讓公司於發展時更需謹慎考慮。有見近年社區店舖租金已像步入週期性下調，公司得以抓緊機會逆市擴展。

過去一年的財政年度，公司員工總數約為 148 人，約百分之六十五的員工屬於弱勢社群。公司亦為 226 人提供了工作培訓機會。

公司的發展需要員工努力不懈、無私奉獻及樂意承擔。董事會深信公司管理層會繼續尋找新的商機，並為弱勢社群提供新的就業及培訓機會。

董事會衷心感謝民政事務局、社會福利署、醫院管理局、各供應商，名譽顧問和其他持份者對公司一直以來的支持及為公司發展提供寶貴意見。董事會感謝鍾偉成先生及其團隊的努力貢獻和辛勤工作，開創公司的成功。我亦要感謝董事會各成員，對公司給予寶貴的意見和不懈的支持。

董事會主席
Chairman, Board of Directors
黎守信醫生
Dr. Benjamin Lai



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The Board of Directors is pleased to share the excitement and joy with the staff of MentalCare Connect and other stakeholders on the continuing growth and development of the Company over the past year.

The turnover of the business of Company has grown to one hundred and ten million Hong Kong dollars in the year with an overall growth of around 7.3% over the previous year and the net profit of the Company in the year is around twenty four thousand dollars. There has been continuous growth in turnover in sales of rehabilitation products, convenience shops and the organization consumption products.

Over the past year the Company has been able to renew licenses for 5 of our stores/shops. The Company is in a favorable position to enhance the range of our products with a reasonable price, and to provide a high quality of service to those in need of our products. The Company will be in a good position to face the challenges and competition in the market. It is pleasing to see the expansion of our business into food and beverage service and this should allow further increase in job opportunities for the disabled persons.

Development of business in the community has always been a direction of the Company. However, it is prudent to take extra caution in such a venture in view of the high rental of

shops in the community. Hopefully in the coming downturn of the rentals' cycle in the community, the Company will be able to expand its business in this direction.

At the end of the fiscal year the total number of staff is one hundred and forty eight, and around 65% of our staff belongs to the disadvantaged group. The company has also provided training opportunities for 226 persons over the past year.

The growth of the Company cannot be achieved without the dedication, incessant effort and commitment of our staff. The Board is confident that the management of the Company will maintain its effort to look for new business opportunities, and to provide new jobs and training opportunities to the disadvantaged group.

The Board will like to thank the Home Affairs Bureau, Social Welfare Department, the Hospital Authority, suppliers, honorary advisors and other stakeholders for their continual support and advice to the Company. The Board is grateful to Mr. Chung Wai Shing and his staff for their dedication and hard work for the success of the Company. I wish to thank members of the Board for their insightful advice and untiring support to the Company.



行政報告

Executive Report

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行政總裁 Chief Executive Officer
鍾偉成 Chung Wai Shing

2015-2016 年度的「預期虧損」在同事的努力下沒有發生，但對經營環境的三個預期挑戰幾乎全部兌現。公營部門的招標仍然只向錢看，製造了不合理的競爭環境，令租金成本不斷上升；某大型社福機構狙擊「明途聯繫」已獲政府種籽基金資助的成熟社企項目，這種敵意取代沒有為社會帶來額外價值，徒耗公帑，伊利沙伯醫院及九龍醫院「卓思廊」亦因此未能成功續約；部份政府部門的「種籽基金」像改變了成立初衷，只著重成本效益而非著眼為殘疾人士創造更多就業機會和空間。「商業就是商業」已成為公營機構採購部門、大型社福機構及撥款機構的金科玉律。面對三座大山，「明途聯繫」會繼續為成立的初衷 - 「為善營商」而沉著前進！無論「明途聯繫」將來發展得有多大，或因被欺壓而變得很小，但我們仍會堅持辦社企的核心價值。

財務表現

2015 - 2016 年度，公司收入為港幣 \$109,358,261 元，其中「創業展才能計劃」及「伙伴倡自強」社區協作計劃合共資助港幣 \$1,388,868 元作為多項社企項目的種籽基金，約佔整體收入的 1.27%。公司連續第四年獲得盈利，純利為港幣 \$239,366 元，比上年度增長 44%。

履行核心使命

至 2016 年 3 月止，「明途聯繫」營運中的社企項目達 24 個，共聘用 148 位僱員，其中 96 名為殘疾人士。比對 2015 年度同期的 154 位僱員，下跌約 4%，殘疾僱員比率也下跌 9%。是年度由各機構轉介到公司轄下各作業單位培訓的學員高達 226 名。

業務發展

「明途聯繫」在本年度痛失伊利沙伯醫院及九龍醫院「卓思廊」復康店的經營合約，近十位員工已安排到公司轄下其他店舖工作。

公司除鞏固公立醫院現有的零售網絡外，更積極開拓社區零售店舖。為進一步服務坊眾及聘用更多的弱勢人士，公司於油麻地窩打老道 31B 開設第二間於社區營運的「卓思廊」復康生活幹線。

此外，公司亦積極發展餐飲業務，新開設的黃大仙醫院職員餐廳已領有普通食肆牌照，除服務醫院員工外，更能服務訪客及附近設施的僱員，藉此聘用更多殘疾人士及提供多元化的餐飲訓練。

展望

未來一年，「明途聯繫」將面對更困難的經營環境，同時預計敵意狙擊的競爭對手會繼續在公司轄下店舖重新招標時大幅提高標價 - 店舖的准用費 (License Fee)，就算公司投標成功，營運成本亦會大幅增加，令公司面對更大經營虧損的風險。為了增加「明途聯繫」的營運資金，公司必須開拓嶄新的融資渠道，「眾籌」或「社企債券」將是重點考慮的方案。

無論前路多難走，窩心的是一眾同事對公司的忠誠，願意與公司共同進退。在此亦感謝「明途聯繫」各董事的鼓勵及母會總幹事的支持，相信未來一年，「明途聯繫」會繼續精彩！

2015-2016 年度的「预期亏损」在同事的努力下没有发生，但对经营环境的三个预期挑战几乎全部兑现。公营部门的招标仍然只向钱看，制造了不合理的竞争环境，令租金成本不断上升；某大型社福机构狙击「明途联系」已获政府种籽基金资助的成熟社企项目，这种敌意取代没有为社会带来额外价值，徒耗公帑，伊利沙伯医院及九龙医院「卓思廊」亦因此未能成功续约；部份政府部门的「种籽基金」像改变了成立初衷，只着重成本效益而非著眼为残疾人士创造更多就业机会和空间。「商业就是商业」已成为公营机构采购部门、大型社福机构及拨款机构的金科玉律。面对三座大山，「明途联系」会继续为成立的初衷 - 「为善营商」而沉著前进！无论「明途联系」将来发展有多大，或因被欺压而变得很小，但我们仍会坚持办社企的核心价值。

财务表现

2015 - 2016 年度，公司收入为港币 \$109,358,261 元，其中「创业展才能计划」及「伙伴倡自强」社区协作计划合共资助港币 \$1,388,868 元作为多项社企项目的种籽基金，约占整体收入的 1.27%。公司连续第四年获得盈利，纯利为港币 \$239,366 元，比上年度增长 44%。

履行核心使命

至 2016 年 3 月止，「明途联系」营运中的社企项目达 24 个，共聘用 148 位雇员，其中 96 名为残疾人士。比对 2015 年度同期的 154 位雇员，下跌约 4%，残疾雇员比率也下跌 9%。是年度由各机构转介到公司辖下各作业单位培训的学员高达 226 名。

业务发展

「明途联系」在本年度痛失伊利沙伯医院及九龙医院「卓思廊」复康店的经营合约，近十位员工已安排到公司辖下其他店舖工作。

公司除巩固公立医院现有的零售网络外，更积极开拓社区零售店舖。为进一步服务坊众及聘用更多的弱势人士，公司于油麻地窝打老道 31B 开设第二间于社区营运的「卓思廊」复康生活干线。

此外，公司亦积极发展餐饮业务，新开设的黄大仙医院职员餐厅已领有普通食肆牌照，除服务医院员工外，更能服务访客及附近设施的雇员，藉此聘用更多残疾人士及提供多元化的餐饮训练。

展望

未来一年，「明途联系」将面对更困难的经营环境，同时预计敌意狙击的竞争对手会继续在公司辖下店舖重新招标时大幅提高标价 - 店舖的准用费 (License Fee)，就算公司投标成功，营运成本亦会大幅增加，令公司面对更大经营亏损的风险。为了增加「明途联系」的营运资金，公司必须开拓崭新的融资渠道，「众筹」或「社企债券」将是重点考虑的方案。

无论前路多难走，窝心的是一众同事对公司的忠诚，愿意与公司共同进退。在此亦感谢「明途联系」各董事的鼓励及母会总干事的支持，相信未来一年，「明途联系」会继续精彩！

The "Projected Deficit" has not realized due to our staff's endeavor. However the anticipated three hurdles to our operations do take place. The hurdles stem from the money-oriented public organisations which create unfair competitive environment leading to the increase in the operating cost. The other is the hostile action from a large social service organization, which aims at overtaking the operations of our mature Social Enterprise (SE) projects. This does not bring additional value to the society but only resulting in a wastage of social resources. The case can be reflected in the renewal failure of the retail operations in Queen Elizabeth and Kowloon Hospitals. The last hurdle is the mindset changes in the government funding. The funding is currently focusing on the cost-effectiveness, rather than creating job opportunities to disabled persons. "Business is business" is now the rule of thumb to the procurement of public organisations, social service organisations and funding bodies. MentalCare Connect will continue the original intention in operations – Running a virtue business by creating job opportunities to disabled and disadvantaged people. No matter how the scale of MentalCare Connect to be developed in future due to favourable or adverse environments, we will continue to operate our social enterprises with sticking to our core values.

Financial Performance

MentalCare Connect recorded a revenue of HK\$109,358,261 in the years of 2015-16. The funding of "Enhancing Employment of People with Disabilities through Small Enterprise" and "Enhancing Self-Reliance Through District Partnership Programme" provides a total of HK\$1,388,868. This contributed to the income as 1.27%. The Company recorded profit in consecutive four years, which the net profit is HK\$239,366, equivalent to an increase of 44% year-to-year.

Core Mission Implementation

As of March 2016, there were 24 SE projects under the operation of MentalCare Connect, employing a total of 148 employees of whom 96 were disabled. Compared with 154 employees in the same period in 2015 symbolising a slight decrease of 4% and a reduction of the ratio of disabled employees by 9%. The number of trainees referring by other organizations to our business units reached to 226.

Business Development

In the current year, MentalCare Connect lost the rehab shop retail operations of the Queen Elizabeth Hospital and Kowloon Hospital. Most of the staff has been deployed to other business units.

In addition to consolidate our current public hospital retail network, MentalCare Connect explore the development of retail network in the community. To further expand our client base in the community and hire more disabled and disadvantaged people, the second community-based "Cheers Gallery" Rehab Link was opened at 31B Waterloo Road, Yau Ma Tei.

MentalCare Connect is actively developing its catering business. Cheers Café TWGHs Wong Tai Sin Hospital has acquired the general restaurant licence. In addition to serving hospital staff, it can also serve visitors and staff in nearby facilities. The restaurant can serve to provide more diversified catering training to more disabled and disadvantaged people.

Future

In the coming year, MentalCare Connect will face a more challenging operating environment, and it is expected that the hostile competitors will continue to significantly raise the license fee for operations as our current operations are going to be re-tendered. Even we can secure the tender, the operating costs will be significantly increase, leading to a even higher risk in operational deficit. In order to enhance the operating capital, MentalCare Connect is necessary to explore new financial sources, Crowdfunding or Social Bond will be the key channels for consideration.

No matter how hard the way lies ahead, it was sophisticated that our staff is loyal to MentalCare Connect, and willing to proceed with the company. I am greatly indebted to the support of our company directors and the Director of MHAHK. I believe that the coming year of MentalCare Connect will be bright and brilliant.

業務發展

Business Development

13 「卓思廊」零售網絡 "Cheers Gallery" Retail Networks



以「卓思廊」為品牌的店舖已增至 14 間，分店遍佈港九新界。相信隨著品牌業務擴張，分店不再局限於公營醫院，而是逐步面向社區，為更多有需要的病人和照顧者提供方便快捷的零售服務。

業務狀況

面對人口老化的問題，「卓思廊」將會走向社區，滿足社區和顧客的需求。原位於南京街的「悅購點」已轉型為「卓思廊」復康用品專賣店，服務層面更從公營醫院的病人擴展至社區有需要的長者、病友及照顧者，為他們提供較廉價和多元化的復康用品。由於服務對象的需求更多元化，因此公司會提供在職培訓，讓員工自我增值，提供更優質的服務。

繼佐敦南京街店舖後，「明途聯繫」在 2016 年 3 月於油麻地再開設多一間「卓思廊」，以滿足社區對復康用品的需求。

「卓思廊」便利店分店網絡

【北區醫院】【威爾斯親王醫院】【律敦治醫院】【大埔醫院】

「卓思廊」復康用品專賣店及復康生活幹線分店網絡

【博愛醫院】【將軍澳醫院】【屯門醫院】

【香港防癌症會癌症康復中心】【瑪麗醫院】【明愛醫院】

【黃大仙醫院】【協和街】【觀塘直銷門市】【高打老道】



MentalCare Connect currently operates 14 retail outlets under the brand "Cheers Gallery" territory-wide. "Cheers Gallery" is currently under development in terms of outlets and revenue. Retail outlets would not restrict to the operations in public hospitals and further skew towards the community markets. The outlets render patients and caregivers with convenient retail services.

Business Overview

Due to the aging population, "Cheers Gallery" further expands its target the community, satisfying the needs of the markets. "Cheers Point" in Nanking Street was converted to "Cheers Gallery" Rehab Shop. The objectives are to serve both the patients in public hospitals nearby and also the person who needs help in the community. "Cheers Gallery" renders comprehensive trade mix to our target customers. They could purchase rehabilitation products in reasonable pricing. Due to the rapid development, the service quality from our customer is further demanding. MentalCare Connect provide on-job trainings for employees to cope with the changes.

Following the Shop at Nanking Street in Jordan, "MentalCare Connect" will open another "Cheers Gallery" in Yau Ma Tei in March 2016 to meet the community's demand for rehabilitation products.

"Cheers Gallery" Convenience Stores / Rehab Shops (Hospital)

【North District Hospital】【Prince of Wales Hospital】
【Ruttonjee Hospital】【Tai Po Hospital】【Pok Oi Hospital】
【Tseung Kwan O Hospital】【Tuen Mun Hospital】
【The Hong Kong Anti-Cancer Society Jockey Club Cancer Rehabilitation Centre】
【Queen Mary Hospital】
【Caritas Medical Centre】
【Wong Tai Sin Hospital】

"Cheers Gallery" Rehab Shops (Community):

【Hip Wo Street】
【Kwun Tong Branch】
【Waterloo Road】

業務發展

Business Development

14 復康速遞直銷業務 Rehab Express Direct Sales Service



www.rehabexpress.com.hk

全港最多元化的復康用品網上商店
提供復康用品價格及資訊平台

電話訂購熱線：8206 6160

傳真訂購熱線：2710 8322

網站訂購：www.rehabexpress.com.hk

全港家居送貨服務

「復康速遞」直銷業務結合專科產品、專屬媒體、雙月刊及全港首創的網上商店 www.rehabexpress.com.hk，集市場推廣、銷售、物流於一身，為全港長者及病友提供「一站式」及「直接到戶」的復康用品家居送貨服務，為行動有障礙的市民補充日常所需的復康用品，衝破地域的限制，使病友及照顧者購物變得無限方便，購貨滿 \$300 便可獲免費送貨。

業務狀況

由於購物網站貨品訂單增多，故「復康速遞」已完善了倉存系統，從而提升處理貨物的效率，更有效利用空間以增加貨倉的吞吐量，以加快將貨品交到客人手裡。然而，公司將面對的挑戰是隨著網購的銷售訂單增加，倉存不足的壓力也會不斷提高。

www.rehabexpress.com.hk

Most Diversified Rehab Product Online Platform in Hong Kong for Providing Price and Information of Rehab Products

Purchase Hotline: 8206 6160

Fax Purchase Hotline: 2710 8210

Online Purchase: www.rehabexpress.com.hk

Home Delivery Service in Hong Kong

"Rehab Express" Direct Sales Services integrate specialist products, media, bi-monthly magazine and first online store www.rehabexpress.com.hk, with providing the functions of marketing, sales and logistics. It provides one-stop and direct delivery services of rehabilitation products for elderly and home-bound patients. Our objective is to help the home-bound patients to restock consumable rehabilitation products without geographical hindrance. Patients and caregivers can also enjoy online shopping with exceptional convenience. Free delivery will be provided for every HK\$300 purchase.

Business Overview

Due to the rapid increase of online business, "Rehab Express" has enhanced its storage system to increase the logistics efficiency. The warehouse can be efficiently utilised with maximising the throughput. All these sum up in shortening the delivery time. However, the company is facing challenges on the storage spaces due to the increasing online shopping sales order.

業務發展

Business Development

15 《復康速遞》雙月刊 "Rehab Express" Magazine

全港首創的復康專題雜誌

由醫護及專業人士執筆，提供具公信力的復康資訊，加強病友及照顧者在復康過程中掌握日常護理及照顧的知識技巧，配合復康用品的使用資訊，促進病友康復。每期出版2萬冊，是香港唯一能夠進入全港40多間公營醫院及100多間診所的具公信力的健康雜誌，正確的健康資訊有助病友改善康復進程。

《復康速遞》雜誌亦為資源匱乏的病人自助組織或社福機構每期免費提供最少4頁的篇幅介紹機構活動，本年度共推廣超過8間社會組織，贊助等值約\$64,000，並將繼續為病人組織及社福機構提供免費雜誌篇幅推廣有益病友的服務及資訊。

派發數量：20,000本(雙月刊)

派發渠道：透過「醫管局健康資訊天地」派發至全港所有公立醫院，並於各「卓思廊」分店交易時免費附贈。

網上瀏覽內容： www.rehabexpress.com.hk

The First Magazine on Rehabilitation in Hong Kong

"Rehab Express" Magazine features articles written by health care experts and professionals to provide reliable rehabilitation information, caring techniques and the guidelines on using rehab products to patients & caregivers. All these are able to enhance the patients' recovery progress. In addition, the magazine is the only publications which can circulate in more than 40 public hospitals and 100 polyclinics. The useful information published in the magazine can facilitate the recovery of the patients.

"Rehab Express" Magazine understands that the promotional resources of self-help organisations of patients and social organisations are limited. Thus it sponsored at least 4 pages in each issue for those organisations to introduce their organisational activities. 8 social organisations have enjoyed this privileges last year and the total sponsorship fee is around HK\$64,000. "Rehab Express" Magazine will continue to support the self-help organisations of patients and public organisations in providing free pages.

Distribution figure: 20,000 copies (bi-monthly issue)

Distribution channels: "Rehab Express" Magazine are distributed to all public hospitals in Hong Kong through the "HA Health Info World". It is also distributed free of charge at all "Cheers Gallery" branches.

Content online: www.rehabexpress.com.hk



免費篇幅予社福機構
Free pages to social
organizations for
promotion.

業務發展

Business Development



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「卓思」市場推廣服務 "Cheers" Marketing and Promotion Services



「卓思」市場推廣服務主要為醫療及復康用品供應商及各大藥廠提供一站式市場推廣服務，包括度身訂造市場推廣計劃，宣傳刊物設計、印刷及派發服務，協辦醫院展銷及舉辦健康教育講座等，為全港病友及長者提供全面的健康教育資訊。

營銷及推廣渠道包括：

- 300 多間醫療復康用品供應商網絡；
- 「卓思廊」駐本港各大醫院的零售店網絡；
- 《復康速遞》雙月刊及網上銷售平台；
- 「卓思廊」會員；
- 公營醫院的病人資源中心及病人組織；
- 與長者安居服務協會等團體合辦健康教育講座，加強全港各區長者的健康及自我照顧意識。

業務狀況

透過「復康速遞」的會員計劃，我們累積了超過 5 萬名會員，我們會定期透過電子通訊將健康訊息、產品推廣及健康活動的資訊發放予會員。同時，由於掌握了會員的消費模式及習慣，供應商亦可透過此「會員資料庫」，針對性向其目標顧客群發放相關產品資訊及優惠，增加推廣效益。

"Cheers" Marketing and Promotion Service provides a one-stop marketing services to medical and rehabilitation product suppliers, as well as pharmaceutical companies. The services include tailor-made marketing plans, promotional publication design, printing and logistic services. We will assist in organising hospital exhibition, health talk and seminars etc. for rendering comprehensive health education to patients and elderly in Hong Kong

Marketing and Promotion Channels Include:

- 300 medical rehabilitation product supplier networks;
- Retail network of "Cheers Gallery" operating in Hong Kong major hospital
- "Rehab Express" bimonthly magazine and online sales platforms;
- "Cheers Gallery" membership;
- Patient resource centers in public hospitals and patients' organizations;
- Collaborated with Senior Citizen Home Safety Association and other organizations to jointly organise health talk for promoting health and self-care awareness to elderly.

Business Overview

We have accumulated more than 50,000 members through RehabExpress. Our members will regularly receive our health information, product promotions and activities via electronic means. In addition, our suppliers can study our members' consumption mode and pattern and further release relevant product information and privileges to target customers, which can further enhance the promotional effectiveness.

業務發展

Business Development

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機構消費計劃 Organisation Consumption Scheme



此計劃開立的目的是為不同協會，專業團體及機構的會員及員工，提供切合個別機構需要的採購項目及高折扣的會員消費平台，以比市價優惠的價格提供各種日常生活產品。

計劃涵蓋三個部份，結合刊物、實體店及虛擬網店，為會員提供最大的優惠及便利。

• 實體商店

除了原有「醫院管理局職員合作社」及「悅購点 @ 中半山」兩間實體店外，今年 8 月更於銅鑼灣開設「樂協社團優惠坊」，讓更多不同的協會職員及會員可於工餘時間更便利地購買優惠價廉的產品和服務。

• 網上商店 www.cheerspointnet.com.hk

優惠券一直深受會員歡迎，故此網購平台加售此類產品，使不同類型的協會及專業團體的會員及職員更容易購得禮券。

為滿足會員的要求和使服務多元化，我們將加設五個指定零售點換領禮券，方便一眾顧客。

The objective of the project is to tailor-made shopping platforms for members of different associations, professional groups and organizations at competitive price.

The scheme composed of magazine, physical shop and online store which all render incomparable discount and convenience to customers.

Physical Shop

In addition to the existing "Hospital Authority Staff Co-operative Shop" and "Cheers Point @ Mid-levels", Cheers Coop is opened in Causeway Bay in August. Cheers Coop can serve more members and staff from different professional bodies, with referring to their spare times and make purchase products and services at privileged price.

Online Store www.cheerspointnet.com.hk

Our online shop has the platform for merchandising discount coupon as it is widely received among our members. This can enhance the members and staff from different associations and professional bodies to do the purchase.

In order to satisfy our members' needs and provide more sophisticated services, 5 more outlets was destined as the redemption centre of discount voucher.

業務發展

Business Development

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機構消費計劃 Organisation Consumption Scheme

• 雜誌

「悅購網」於新年推出的賀年優惠小冊子成功吸納並惠及協會職員及會員，故於本年年中秋及農曆新年繼續發行優惠小冊子，讓更多會員了解「機構消費計劃」的購物優惠及營運理念。

• 實體商店分店網絡

【醫院管理局職員合作社】【麥當奴道一號】
【樂協社團優惠坊】

主要參與機構

- 香港人壽保險從業員協會
- 香港工程師學會
- 香港基督教女青年會
- 香港心理衛生會
- 基督教勵行會
- 親子王國
- 醫院管理局
- 香港聖約翰救護機構
- 康業服務有限公司
- 香港社會工作者總工會
- 聖雅各福群會
- 香港職業發展服務處
- 香港賽馬會
- 香港中華基督教青年會
- 香港星展銀行
- 恒益物業管理有限公司
- 偉邦物業管理有限公司
- 尊家管業有限公司



Magazine

Cheers Point Net has successfully brought special offers to members and staff of associations and professional bodies by introducing seasonal privileges booklet in Chinese New Year. As such, similar promotions were and will be organized in Mid-Autumn Festival and the coming Chinese New Year. This can allow members to learn more about the offers from Organisational Consumption Plan and its operational mode.

Physical Shop Network

【Hospital Authority Staff Co-op Shop】【YWCA Mid-Levels】
【Cheers Coop】

Newly Joined Organisations

- Life Underwriters Association of Hong Kong
- Hong Kong Social Workers' General Union
- The Hong Kong Institution of Engineers
- St. James 'Settlement
- Hong Kong Young Women's Christian Association
- The Hong Kong Employment Development Service
- The Mental Health of Hong Kong
- The Hong Kong Jockey Club
- Christian Action Training Services
- Chinese YMCA of Hong Kong
- Baby Kingdom
- DBS Bank (Hong Kong) Limited
- Hospital Authority
- Hang Yick Properties Management Limited
- Hong Kong St. John Ambulance
- Well Born Real Estate Management Limited
- Hong Yip Service Company Limited
- H-Privilege Limited



業務發展

Business Development

餐飲業務 Catering Service

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Cheers Catering

業務狀況

「明途聯繫」於去年成功投得東華三院黃大仙醫院職員餐廳合約，成為公司餐飲業務中的旗艦店。餐廳已獲普通食肆牌照，故能為醫院的職員及病友提供餐飲服務外，亦可擴充服務予附近設施的僱員及坊眾，提供價格合理而優質的食品供應，以擴大公司的客源。此外，為鞏固在公營機構的餐飲服務發展，公司會積極尋找新的商機，為康復者及弱勢社群創造更多就業機會。

分店網絡

Cheers Café

【北區醫院】【教育局教育服務中心】
【東華三院黃大仙醫院職員餐廳】

Cheers Bakery「喜点」

【屯門醫院】

Business Overview

MentalCare Connect secured the tender of staff canteen at TWGHs Wong Tai Sin Hospital last year and acquired "General Restaurant Licence". This canteen becomes the flagship catering among the outlets under the brand of "Cheers Catering". The objectives are to serve staff and patients in hospital, and also employees in facilities nearby and the neighborhood. This can further entrance our customer mix, in addition, more comprehensive training can be offered to our staff and create more job opportunities to the disabled and disadvantaged.

Cheers Café

【North District Hospital】
【EDB Education Services Centre】
【TWGHs Wong Tai Sin Hospital Staff Canteen】

Cheers Bakery

【Tuen Mun Hospital】



業務版圖 Business Presence

20

1 「卓思廊」 "Cheers Gallery"

16 Cheers Café

5 「卓思廊」 "Cheers Gallery"

4 「卓思廊」 "Cheers Gallery"

7 「卓思廊」 "Cheers Gallery"

17 「喜点」 Cheers Bakery

2 「卓思廊」 "Cheers Gallery"

15 「卓思廊」 "Cheers Gallery"

6 「卓思廊」 "Cheers Gallery"

19 Cheers Café

8 「卓思廊」 "Cheers Gallery"

12 「卓思廊」 "Cheers Gallery"

13 「卓思廊」 "Cheers Gallery"

14 「卓思廊」 "Cheers Gallery"

21 醫管局職員合作社 HA Staff Co-op Shop

20 Cheers Café

10 「卓思廊」 "Cheers Gallery"

18 Cheers Café

23 樂協 Cheers Coop

17 「卓思廊」 "Cheers Gallery"

3 「卓思廊」 "Cheers Gallery"

11 「卓思廊」 "Cheers Gallery"

22 「悦購点」 Cheers Point

9 「卓思廊」 "Cheers Gallery"



1

便利店 CONVENIENCE STORE

「卓思廊」北區醫院
24小時便利店
"Cheers Gallery" North District Hospital
Convenience Store (24 hour)



2

便利店 CONVENIENCE STORE

「卓思廊」威爾斯親王醫院
便利店
"Cheers Gallery" Prince of Wales
Hospital Convenience Store



3

便利店 CONVENIENCE STORE

「卓思廊」律敦治醫院
24小時便利店
"Cheers Gallery" Ruttonjee Hospital
Convenience Store (24 hour)



4

便利店 CONVENIENCE STORE

「卓思廊」大埔醫院
便利店
"Cheers Gallery" Tai Po Hospital
Convenience Store



5

「卓思廊」博愛醫院
復康用品專賣店
"Cheers Gallery" Pok Oi Hospital
Rehab Shop



6

復康用品專賣店
REHAB SHOP

「卓思廊」將軍澳醫院
復康用品專賣店
"Cheers Gallery" Tseung Kwan O
Hospital Rehab Shop



7

復康用品專賣店
REHAB SHOP

「卓思廊」屯門醫院
復康用品專賣店
"Cheers Gallery" Tuen Mun Hospital
Rehab Shop



8

「卓思廊」復康用品專賣店
(觀塘直銷門市)
"Cheers Gallery" Rehab Shop (Kwun
Tung Direct Branch)



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「卓思廊」香港防癌社會癌症康復中心
復康用品專賣店
"Cheers Gallery" The Hong Kong Anti-
Cancer Society Jockey Club Cancer
Rehabilitation Centre Rehab Shop



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「卓思廊」復康用品專賣店
(南京街分店)
"Cheers Gallery" Rehab Shop
(Nanking Street Branch)



11

「卓思廊」瑪麗醫院
復康生活幹線
"Cheers Gallery" Queen Mary Hospital
Rehab Links



12

「卓思廊」明愛醫院
復康生活幹線
"Cheers Gallery" Caritas Medical
Centre Rehab Links



13

「卓思廊」復康生活幹線
(協和街分店)
"Cheers Gallery" Rehab Links
(Hip Wo Street Branch)



14

「卓思廊」復康生活幹線
(窩打老道分店)
"Cheers Gallery" Rehab Links
(Waterloo Road Branch)



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「卓思廊」黃大仙醫院
復康生活幹線
"Cheers Gallery" Wong Tai Sin
Hospital Rehab Links



16

北區醫院「Cheers Café」
Cheers Café @
North District Hospital



17

屯門醫院「喜点」
Cheers Bakery @
Tuen Mun Hospital



18

教育局教育服務中心
「Cheers Café」
Cheers Café @ ESC



19

東華三院黃大仙醫院「Cheers Café」
Cheers Café @
TWGHs Wong Tai Sin Hospital



20

廣華醫院「Cheers Café」
Cheers Café @
Kwong Wah Hospital



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醫院管理局職員合作社
Hospital Authority Staff
Co-op Shop



22

「悅購点」(中半山)
Cheers Point @
Mid-Levels



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樂協
Cheers Coop

企業成就 Corporate Achievements

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10年 Plus「商界展關懷」嘉許標誌

「明途聯繫」履行良好企業社會責任已連續超過十年，於本年度「商界展關懷」繼續榮獲香港社會服務聯會頒發10年 Plus「商界展關懷」標誌。

"MentalCare Connect" has fulfilled the good social responsibility for more than 10 years, she awarded the "Caring Company Logo 10-year Plus" presented by the Hong Kong Council of Social Service this year.



公司於社會福利署舉辦的「快樂工作間」頒獎典禮暨「創業展才能社企」嘉許禮中榮獲愛心機構、傑出社企及愛心社企等嘉許。

The Company won the award including "My favourite 3E Social Enterprises", "Outstanding Social Enterprise", "Caring Social Enterprise" in "Happy Work Place" Award Presentation cum Appreciation Programme for disabled employees hosted by Social Welfare Department.



「明途聯繫」致力實踐企業社會責任，一直以來主動關心社會弱勢社群的需要，為精神病康復者創造就業及訓練的機會，並積極參與有關社企的交流與經驗分享，及實踐良心採購，期望能夠起著示範的作用，帶來對社會更大的影響力。

"MentalCare Connect" is committed to the practice of corporate social responsibility, and proactively care about the needs of disadvantaged. The company also creates job and training opportunities to the mentally disabled person, as well as shares and exchanges experience in operating social enterprises. We would also practise ethical consumption and act as a role model to other enterprises, and further generate positive impact to the society.

「卓思廊」復康用品專賣店、機構消費計劃及餐飲業務均榮獲「第六屆香港傑出企業公民獎」社會企業組銅獎；便利店及「復康速遞」直銷業務也分別獲優異獎。

"Cheers Gallery" Rehab Shop, Organizational Consumption Scheme and Catering Service have won the bronze medals of "The 6th Hong Kong Outstanding Corporate Citizenship Award" (Social Enterprise Category). Merits also went to "Cheers Gallery" Convenience Store and "Rehab Express" Direct Sales Service.



十八區關愛僱主

「明途聯繫」獲香港復康聯會頒發2015年國際復康日「十八區關愛僱主」及「連續5年或以上大獎」嘉許，以表揚公司聘用及推動殘疾人士平等就業機會。

"MentalCare Connect" was awarded with "18 Districts Caring Employers 2015 Award" cum "Special Award for being awarded for 5 consecutive years or above" for recognizing our Company's effort in promoting and employing people with disabilities.



員工參與及成就

Employee Participation & Achievement

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13 位員工在香港社會企業總會主辦的「香港社企優秀員工嘉許禮 2015」中獲得嘉許，展示員工是「社企」最重要的資產，在不同崗位上努力學習和發揮所長。

13 staff were awarded in "Social Enterprise Outstanding Employee Recognition Project 2015". The staff is important asset to the social enterprise, where they learn more working skill and contribute their strength in the workplace.



「明途聯繫」復康速遞直銷服務倉務員梁哲韋，於社會福利署復康服務市場辦事處舉辦的「傑出殘疾僱員嘉許禮」獲頒發「傑出殘疾僱員 2015」。

"Rehab Express" Direct Sales Service staff, Mr. Leung Chi Wai was awarded the "Outstanding Disabled Employees 2015" in the "Outstanding Disabled Employees Recognition Ceremony" by the Marketing Consultancy Office (Rehabilitation) of Social Welfare Department.



員工參與及成就

Employee Participation & Achievement

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「明途聯繫」10 多位員工及家屬參與香港心理衛生會的賣旗日，為母會的非政府資助服務籌款。

More than 10 staff and their family members of "MentalCare Connect" participated in the flag day of Mental Health Association of Hong Kong on December 26, 2015 to raise funds for her non-government funded services.



明途聯繫有限公司週年聚餐

公司的週年聚餐於 2016 年 2 月 27 日舉行。當晚頒發了 5 年及 10 年長期服務獎予得獎員工，以鼓勵他們辛勤的工作。董事會主席黎守信醫生、董事高淑蘭博士及黃銘光醫生與近 100 多位員工度過了愉快的一晚。

“MentalCare Connect” Annual Dinner

The Annual Dinner was held on 27th February 2016, 5 years & 10 years long service award were presented to selected staff for praising their loyalty and endeavor. The Chairman of the Board, Dr. Lai, the Board of Directors, Dr. Flora Ko and Dr. Wong Meng Kong shared a pleasant night with our 100 staff.



交流分享及媒體報導 Sharing & Media Coverage

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「2015 社會企業國際研究會 - 創新、深耕與影響」

鍾偉成先生應邀於 9 月 2 日出席在台北舉的「2015 社會企業國際研究會 - 創新、深耕與影響」擔任嘉賓講者，題目為「明途聯繫」之發展及其效益，細訴公司的發展、創新歷程及對社會產生的效益。其後更參與社企考察團，了解台東的社會企業運作模式。

2015 International Conference on Social Entrepreneurship in Asia Pacific Region- Innovation, Cultivation and Social Impact

Mr. Chung Wai Shing was invited to be the guest speaker for the "2015 International Conference on Social Entrepreneurship in Asia Pacific Region-Innovation, Cultivation and Social Impact" in Taipei. He shared the development, innovation experiences and social impact of "MentalCare Connect". He also joined the social enterprise study visit for understanding more about the operation mode of social enterprises in Taitung.



青年創業論壇 2015

鍾偉成先生於 2015 年 7 月 14 日出席由香港社會企業總會主辦的「青年創業論壇 - 社企的「創」與「營」」，並且擔任座談會的嘉賓主持。

Youth Entrepreneurship Forum 2015

Mr. Chung Wai Shing presented and served as the moderator of the Youth Entrepreneurship Forum organised by The Hong Kong General Chamber of Social Enterprises on 14 July 2015.



交流分享及媒體報導 Sharing & Media Coverage

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香港企業公民計劃推廣短片

香港生產力促進局主辦的「香港企業公民計劃」，凸顯各機構履行社會責任的貢獻，建立正面的品牌形象。「明途聯繫」於2013年奪得「香港傑出企業公民獎」社會企業組別銀獎。旗下的「復康速遞」直銷業務更在2014年於相關組別獲頒金獎。鍾偉成先生獲主辦單位邀請參與拍攝推廣短片，以作推動企業公民責任，及分享有關經歷。詳情請瀏覽以下短片或連結 <https://www.youtube.com/watch?v=FNv6pQ1-Tms>

Promotional video for Hong Kong Corporate Citizenship Scheme

Hong Kong Productivity Council organised "Hong Kong Corporate Citizenship Scheme", aiming at highlighting companies in fulfilling social responsibilities and thus establishing positive brand images. "MentalCare Connect" won the silver award of "Hong Kong Corporate Citizen Award – Social Enterprise Category" in 2013. "Rehab Express" Direct Sales Service acquired the golden award of the same category in 2014. Mr. Chung Wai Shing was invited to participate in the movie shooting for raising the public awareness and sharing their experience in fulfilling corporate social responsibility.

Please click the video or link for further details <https://www.youtube.com/watch?v=FNv6pQ1-Tms>



「非牟利機構領袖及社會創業家高能量午宴」

鍾偉成先生獲邀於2015年10月19日出席由2015社企民間高峰會舉辦的「非牟利機構領袖及社會創業家高能量午宴」擔任嘉賓講者，分享社會服務界如何結合企業運作和社會使命，推動社會創新計劃。

Power Lunch for NGO Leaders and Social Entrepreneurs

Mr. Chung Wai Shing was invited to attend the "Power Lunch for NGO Leaders and Social Entrepreneurs" organized by the 2015 SE summit on 19th October, 2015 and being the guest speaker to share how the social service sector, with their understanding of commercial principals, could amalgam their missions into an actionable plan when implementing new ideas.



媒體報導：創新社企開設網購平台

星島日報 A2 1/11/2015 Yahoo 新聞 (01 Nov)
香港新浪 星島日報 A2 1/11/2015

Media Coverage: Cheers Point Net

Sing Tao Daily News A2 1/11/2015 Yahoo (01 Nov)
Sina Hong Kong Sing Tao Daily News A2 1/11/2015



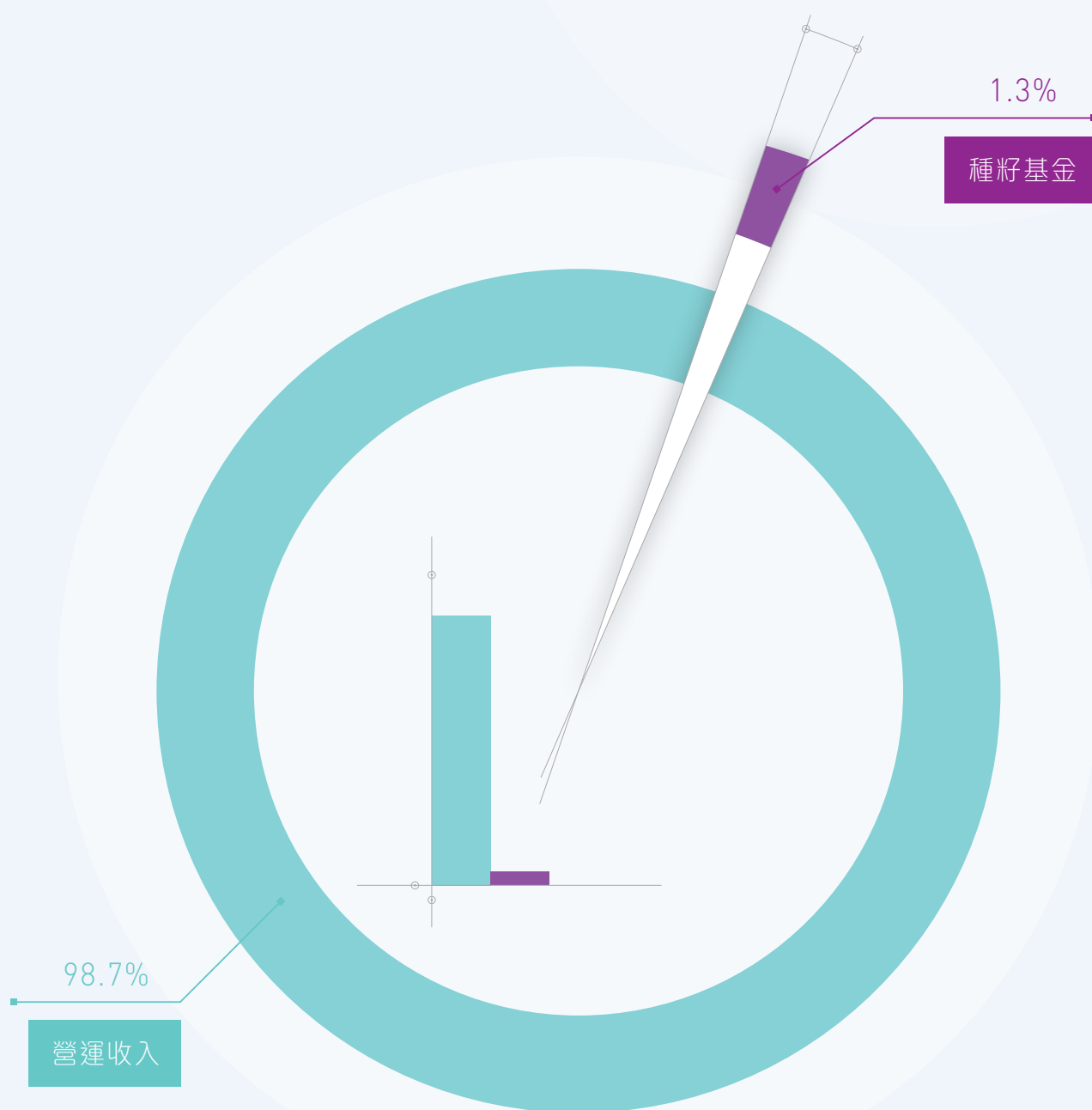
財務回報 2015-2016 Financial Return

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2015-2016 年度 總收入 Annual Revenue : HK\$109,358,261

種籽基金贊助 Grant Sponsorship : HK\$1,388,868

營運收入 Revenue : HK\$107,750,836



審核報告 2015-2016

Auditor's Report

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T M HO SO & LEUNG CPA LIMITED

CERTIFIED PUBLIC ACCOUNTANTS (PRACTISING)

RMS, 405-8, KAI TAK COMM. BLDG., 317-319 DES VOEUX ROAD CENTRAL, HONG KONG

TEL : (852) 2525 1277 FAX : (852) 2845 3800

E-mail : info@hosoleungcpa.com

何鐵文蘇漢章梁樹賢會計師行有限公司

香港中環德輔道中317-319號

德商商業大廈405-8室

電話 : (852) 2525 1277

傳真 : (852) 2845 3800

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF MENTALCARE CONNECT COMPANY LIMITED

明途聯繫有限公司

(incorporated in Hong Kong with limited liability)

We have audited the financial statements of Mentalcare Connect Company Limited ("the Company") set out on pages 5 to 18, which comprise the statement of financial position as at 31 March 2016, and the statement of comprehensive income, the statement of cash flows and the statement of changes in equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

Directors' Responsibility for the Financial Statements

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with the Hong Kong Financial Reporting Standard for Private Entities issued by the Hong Kong Institute of Certified Public Accountants and the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit and to report our opinion solely to you, as a body, in accordance with section 405 of the Hong Kong Companies Ordinance and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

T M HO SO & LEUNG CPA LTD.
CERTIFIED PUBLIC ACCOUNTANTS

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at 31 March 2016, and of its financial performance and cash flows for the year then ended in accordance with the Hong Kong Financial Reporting Standard for Private Entities and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

Emphasis of Matter

Without qualifying our opinion, we draw attention to the financial statements which indicates that the Company's total liabilities including an interest free loan from immediate parent and ultimate controlling party in the amount of HK\$3,075,984 have exceeded its total assets as at 31 March 2016. As stated in Note 19 to the financial statements we are assured that continuing financial support from the immediate parent and ultimate controlling party will be forthcoming.

T.M. Ho So & Leung CPA Ltd.

T.M. Ho So & Leung CPA Limited
Certified Public Accountants (Practising)
Hong Kong

Date : 27 SEP 2016

Practising Director : Kwok Kam Sim
Practising Certificate No.: P03736

審核報告 2015-2016

Auditor's Report

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MENTALCARE CONNECT COMPANY LIMITED
 明途聯繫有限公司
 STATEMENT OF FINANCIAL POSITION
 AS AT 31 MARCH 2016

	NOTE	2016 HK\$	2015 HK\$
NON-CURRENT ASSETS			
Plant and equipment	4	3,145,854	2,487,244
CURRENT ASSETS			
Inventories	5	4,831,718	4,793,917
Deposits		323,507	314,380
Payment in advance		617,067	58,501
Trade and other receivables		1,946,534	2,138,434
Cash and bank balances		4,683,875	5,927,546
		12,402,701	13,232,778
CURRENT LIABILITIES			
Accrued expenses		1,976,851	2,518,149
Trade and other payables		9,446,534	10,210,593
Received in advance		257,025	269,611
Deferred income	6	592,494	430,058
		12,272,904	13,428,411
NET CURRENT ASSETS/(LIABILITIES)		129,797	(195,633)
TOTAL ASSETS LESS CURRENT LIABILITIES		3,275,651	2,291,611
NON-CURRENT LIABILITIES			
Amount due to immediate parent and ultimate controlling party	7	(3,075,984)	(3,075,984)
Deferred income	6	(1,337,032)	(592,358)
		(4,413,016)	(3,668,342)
NET LIABILITIES		(1,137,365)	(1,376,731)
Represented by:			
Share capital	8	4	4
SWD funds		161,986	161,986
Accumulated losses		(1,299,355)	(1,538,721)
TOTAL FUND AND RESERVES		(1,137,365)	(1,376,731)

The accompanying accounting policies and explanatory notes form an integral part of, and should be read in conjunction with, these financial statements.

These financial statements were approved and authorised for issue by the Company's Board of Directors on 27 SEP 2016



Lai Benjamin
Director



Lo Tak Lam
Director

MENTALCARE CONNECT COMPANY LIMITED
明途聯繫有限公司
STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2016

	NOTE	2016 HK\$	2015 HK\$
INCOME			
Grant income	6	1,388,868	1,349,323
Sales income	9	107,750,836	100,326,027
Sundry income		<u>218,557</u>	<u>205,862</u>
Total Income	10	109,358,261	101,881,212
EXPENDITURE			
Cost of sales	11	77,470,440	72,942,965
Staff Cost			
- Salaries, wages and allowances		16,534,200	14,879,820
- Contribution to MPF		773,561	686,379
Depreciation on plant and equipment	4	1,343,479	1,073,320
Management fee to immediate parent and ultimate controlling party		646,124	601,956
Other operating expenses	13	12,351,091	11,530,315
Total Expenditure		<u>109,118,895</u>	<u>101,714,755</u>
PROFIT AND TOTAL COMPREHENSIVE INCOME FOR THE YEAR	10	<u>239,366</u>	<u>166,457</u>

The accompanying accounting policies and explanatory notes form an integral part of, and should be read in conjunction with, these financial statements.

鳴謝

Acknowledgement

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義務法律顧問

周靜嫻律師

許宗盛太平紳士

義務商業顧問

莫華勳先生

紀治興先生

周允松先生

政府部門

社會福利署康復服務
市場顧問辦事處

社會福利署

民政事務局

商業夥伴

醫院管理局

醫院管理局健康資訊天地

北區醫院

博愛醫院

律敦治醫院

將軍澳醫院

屯門醫院

瑪麗醫院

明愛醫院

大埔醫院

Honorary Legal Advisor

Loretta C. H. Chow

JP Herman Hui

Honorary Business Advisors

Mr. Peter Mok

Mr. Kee Chi Hing

Mr. Winston Chow

Government Departments

Marketing Consultancy Office
(Rehabilitation),
Social Welfare Department

Social Welfare Department

Home Affairs Bureau

Business Partners

Hospital Authority

Health InfoWorld, Hospital Authority

North District Hospital

Pok Oi Hospital

Ruttonjee & Tang Shiu Kin Hospital

Tseung Kwan O Hospital

Tuen Mun Hospital

Queen Mary Hospital

Caritas Medical Centre

Tai Po Hospital

黃大仙醫院

威爾斯親王醫院

香港防癌會賽馬會癌症
康復中心

教育局九龍塘教育服務中心

香港基督教女青年會

香港人壽保險從業員協會

聖雅各福群會

香港工程師協會

香港賽馬會

香港中華基督教青年會

基督教勵行會

香港社會工作者總工會

香港職業發展服務處

親子王國

香港星展銀行

醫院管理局

恒益物業管理有限公司

香港聖約翰救護機構

偉邦物業管理有限公司

康業服務有限公司

尊家管業有限公司

Wong Tai Sin Hospital

Prince of Wales Hospital

The Hong Kong Anti-Cancer Society Jockey
Club Cancer Rehabilitation Centre

Education Bureau Kowloon Tong Education
Services Centre

The Hong Kong Young Women's Christian
Association

The Life Underwriters Association of Hong
Kong Ltd

St. James' Settlement

The Hong Kong Institution Of Engineers

The Hong Kong Jockey Club

Chinese YMCA of Hong Kong

Christian Action Training Services

Hong Kong Social Workers' General Union

The Hong Kong Employment Development
Service

Baby Kingdom

DBS Bank (Hong Kong) Limited

Hospital Authority

Hang Yick Properties Management Limited

Hong Kong St. John Ambulance

Well Born Real Estate Management Limited

Hong Yip Service Company Limited

H-Privilege Limited

《復康速遞》雜誌名譽顧問團 (排名不分先後)

方玉輝醫生
社會醫學專科醫生

Dr. Ben Fong
Specialist in Community Medicine

何惠娟女士
香港心理衛生會總幹事

Ms. Kimmy Ho
Director, The Mental Health Association of Hong Kong

余秋良醫生
香港中西醫結合學會會長

Dr. Edwin Yu
President, Hong Kong Association for Integration of Chinese-Western Medicine

李俊傑醫生
養和醫院家庭醫學專科醫生

Dr. Tony Lee
Specialist in Family Medicine, Hong Kong Sanatorium & Hospital

吳美君女士
名卓護綜合專科護理及顧問中心顧問護士

Ms. May Ng
Nurse Consultant, Nu Pro Nurse Clinic Centre of Excellence

吳劍華先生
香港醫院藥劑師學會及香港藥物教育資源中心創辦人

Mr. Kim Ng
Founder, The Society of Hospital Pharmacists of Hong Kong & Hong Kong Drug Education Resources Centre

吳慕賢博士
伊利沙伯醫院普通科護士學校校長

Dr. Tina Ng
School Principal, Queen Elizabeth Hospital School of General Nursing

高永文醫生
食物及衛生局局長

Dr. Ko Wing Man
Chairman, The Hong Kong Anti-Cancer Society

高淑蘭博士
北區醫院部門經理 (職業治療)

Dr. Flora Ko
Department Manager (Occupational Therapy), North District Hospital

孫外主教授
香港中文大學中醫學院專業顧問

Prof. Sun Waizhu
Professional Consultant, School of Chinese Medicine, The Chinese University of Hong Kong

莫恩榮醫生
九龍醫院胸肺內科部門主管

Dr. Thomas Mok
Chief of Service, Respiratory Medical Department, Kowloon Hospital

莫華勳先生
新大嶼山巴士 (一九七三) 有限公司執行董事

Mr. Peter Mok
Executive Director, New Lantao Bus Company (1973) Limited

許偉智先生
葵涌醫院高級物理治療師

Mr. Simon Hui
Senior Physiotherapist, Kwai Chung Hospital

麥基恩醫生
資深精神科醫生

Dr. Mak Ki Yan
Specialist in Psychiatry

麥香煥卿女士
宏濬有限公司董事

Mrs. Jenny Mak
Director, Master Atrium Limited

楊慧珍女士
瑪麗醫院高級營養師

Mrs. Jenny Mak
Director, Master Atrium Limited

葉維國醫生
香港中文大學內科及藥物治療學系心臟專科醫生

Dr. Gabriel Yip
Specialist in Cardiology, Dept. of Medicine & Therapeutics, The Chinese University of Hong Kong

黎守信醫生
資深精神科醫生

Dr. Benjamin Lai
Specialist in Psychiatry

詹華強教授
香港科技大學中藥研發中心主任

Dr. Karl Tsim
Director, Division of Life Science, Center for Chinese Medicine R&D, The Hong Kong University of Science & Technology

劉業添醫生
內分泌及糖尿病專科醫生

Dr. Lau Ip Tim
Specialist, Diabetes and Metabolism

盧德臨醫生
葵涌醫院行政總監

Dr. Lo Tak Lam
Hospital Chief Executive, Kwai Chung Hospital

龐曹聖玉女士
香港護理及衛生管理學院院長

Ms. Alice Tso
President, The Hong Kong College of Nursing and Health Care Management

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