



14-15年 ANNUAL REPORT



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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



營運中社企項目總數 No. of Operating SE projects	25
歷年僱員數目(年度累計) No. of Accumulated Employees	1,996
歷年弱勢僱員數目(年度累計)	
No. of Accumulated Disabled Employees	1,415
歴年營運收入	HK\$ 539,498,957
Accumulated Total Revenue	ΠΛΦ 007,470,707
歷年政府種籽基金資助 Accumulated Grant from the Government	HK\$ 15,529,400
歷年發放給弱勢僱員薪酬 Accumulated Salary to Disabled Employees	HK\$ 54,178,563
歷年減省社會成本	
Reduced Social Cost Over the years	HK\$ 69,100,800
《復康速遞》雜誌讀者人數(53 期累計)	2.100.000
No. of Readers of Rehab Express Magazine (Accumulated for 53 issues)	3,180,000
《復康速遞》雜誌對外慈善贊助(53 期累計) Rehab Express Magazine Sponsored for Charity (Accumulated for 53 issues)	HK\$ 1,356,800
歷年採購社企及庇護工場產品 Responsible Procurement from SEs and Sheltered Workshops Over the Years	HK\$ 3,062,000



香港心理衞生會執行委員會 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 Leund



董事:黃銘光醫生 Director:Dr. Wong Meng Kong



董事:鍾偉成先生 Director:Mr. Chung Wai Shing



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



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

明途聯繫有限公司 MentalCare Connect Co. Ltd. 董事總經理:鍾偉成先生 Mr. Chung Wai Shing (Managing Director)

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







高級經理 (銷售及市場推廣) 余志賢 Cecilia Yu Senior Business Manager (Sales and Marketing)



(機構消費計劃) 蔡曉東 ಸ್.ಹ.ಸ Tony Choy Business Manager (Organization Consumption Scheme)



(電子商務及市場推廣) 王國榮 Dennis Wong Business Manager (E-commerce & Marketing) 高級銷售及市場推廣主任

伍偉照 Wilfred Ng Senior Sales and Marketing Officer

高級銷售及市務主任 王佩珊 Rosetta Wong Senior Sales and Marketing Officer



高級經理 【零售及業務發展】 林栩彤 Rachel Lam Senior Business Manager (Retail and Business Development)



業務經理 (便利店) 陳彩嫻 Aggie Chan Business Manager (Convenience Store)



陳玉鳳 Corinna Chan usiness Manager (Catering)

科文 (清潔及傳單速遞) 黃愛雲 Mrs. Fung Foreman (Cleansing and Handbill Service)



高級經理 (財務及人力資源) 黃秀花 Christine Wong Senior Manager (Finance and Human Resources)

高級人力資源主任 關嘉穎 Wing Kwan Senior Human Resources Officer

高級會計主任 陳倩嫻 Annis Chan Senior Account Officer

> 會計主任 樊燕玲 Anita Fan Account Officer

李詩敏 Mandy Lee Account Officer

會計主任



高級經理 (資訊科技及物流) 黃美賢 Cathy Wong Senior Manager (Information Technology and Logistic)

資訊科技主任 梁孟威 Barry Leung (Information Techno Officer)

資訊科技主任 李曜廷 Tony Li (Information Technology Officer)

> 高級物流主任 郭素珊 Tiffany Kwok Senior Logistic Officer



<u></u>行政經<u>理</u> 黃子卓 Dobe Wong nistrative Manager

行政主任 李春 Printemps Lee Administrative Officer



董事總經理 Managing Director

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)

林栩彤小姐(零售及業務發展)

Ms. Rachel Lam (Retail and Business Development)

黃美賢小姐 [資訊科技及物流]

Ms. Cathy Wong (Information Technology and Logistic)

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 (便利店)

Ms. Aggie Chan (Convenience Store)

蔡曉東先生(機構消費計劃)

Mr. Tony Choy (Organization Consumption Scheme)

王國榮先生(電子商務及市場推廣)

Mr. Dennis Wong (E-Commerce & Marketing)

陳玉鳳小姐 (餐飲服務)

Ms. Corinna Chan (Catering Service)

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(人力資源)

Ms. Wing Kwan (Human Resources)

陳倩嫻小姐(會計)

Ms. Annis Chan (Accounting)

樊燕玲小姐 (會計)

Ms. Anita Fan (Accounting)

李詩敏小姐(會計)

Ms. Mandy Lee (Accounting)

李 春小姐(行政)

Ms. Printemps Lee (Administration)

梁孟威先生(資訊科技)

Mr. Barry Leung (Information Technology)

李曜廷先生(資訊科技)

Mr. Tony Li (Information Technology)

伍偉照先生(銷售及市場推廣)

Mr. Wilfred Ng (Sales and Marketing)

王佩珊小姐(銷售及市場推廣)

Ms. Rosetta Wong (Sales and Marketing)

郭素珊小姐(物流)

Ms. Tiffany Kwok (Logistic)

店務主任

慮靜寧小姐

Ms. May Wong

Ms. Lee Yuk Ying

李玉英小姐

倪鎮惠先生

何美蓮小姐

林映余小姐

Ms. Ho Mei Li

Ms. Jenny Lam

卓馮美珍小姐

黃少娟小姐

林月娥小姐

Ms. Monica Fung

Ms. Corinna Chan

Ms. Wendy Wong

Ms. Lam Yuet Agor

Mr. Amen Ngai

Ms. Ning Loo Hospital Authority Staff Co-op Shop

李銘基先生 「卓思廊」律敦治醫院便利店

"Cheers Gallery" Ruttonjee Hospital Convenience Store Mr. Andy Li

醫管局職員合作社

「卓思廊」威爾斯親王醫院便利店 林玉青小姐 Ms. Dee Lam "Cheers Gallery" Prince of Wales Hospital

Convenience Store

李萍小姐 「卓思廊」瑪麗醫院復康生活幹線 Ms. Don Lee

"Cheers Gallery" Queen Mary Hospital Rehab Links

「卓思廊」香港防癌會賽馬會癌症康復中心

復康用品專賣店

"Cheers Gallery" The Hong Kong Anti-Cancer Society

Jockey Club Cancer Rehabilitation Centre

「卓思廊」明愛醫院復康生活幹線 黃桂萍小姐

"Cheers Gallery" Caritas Medical Centre Rehab Links

「卓思廊」九龍醫院復康用品專賣店

"Cheers Gallery" Kowloon Hospital Rehab Shop

「卓思廊」伊利沙伯醫院復康用品專賣店

"Cheers Gallery" Queen Elizabeth Hospital Rehab Shop

「卓思廊」屯門醫院復康用品專賣店

"Cheers Gallery" Tuen Mun Hospital 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

「卓思廊」博愛醫院復康用品專賣店

"Cheers Gallery" Pok Oi Hospital Rehab Shop

屯門醫院「喜点」

Cheers Bakery @ Tuen Mun Hospital

陳玉鳳小姐[兼任] 北區醫院「Cheers Café」

Cheers Cafe @ North District Hospital

力龍塘教育服務中小「Cheers Café」

Cheers Cafe @ Kowloon Tong Education Services Centre

南京街「悦購点」

Cheers Point @ Nanking Street

中半山「悦購点」





我懷著興奮及喜悦的心情與董事會成員,「明途聯繫」各員工 及其他持份者分享公司過往 13 年的成長,尤其是過往一年的 發展。

公司的總體營業額較過去一年增長約 11.6%,達至港幣一億零一百萬餘元。復康用品專賣店、便利店及機構消費計劃的營業額均錄得可觀的增幅。至 2015 年 3 月,公司共有 18 間店舖,大部份均已續約到 2016 至 2017 年。公司亦不斷優化產品的規模,並配合相宜的價格推銷,為公司的客群提供優質服務。

機構消費計劃與各機構正持續進行合作。「網購」於中國大陸 及海外均高速增長,但香港人的購物習慣和生活模式卻稍有不 同。但長遠而言,網上消費是一種合乎成本效益和方便的購物 模式。公司與各加盟機構正緊密合作,相信網上消費計劃應可 錄得不俗的增長,並能夠滿足各機構成員的需要。

在過去一年的財政年度,公司員工的總人數為 154 人,大約 7 成的員工屬於弱勢群體。公司在過去一年亦為 80 名學員提供了培訓機會。公司的發展體現了員工的努力不懈及無私奉獻。董事會相信,公司的管理層將一如既往尋找新的商機,為弱勢社群提供新的工作和培訓機會,以幫助他們能重投社會。

「明途聯繫」各社企項目的成功實有賴政府及公營機構在政策及執行上的支持。另外,私人企業的合作及配合亦同樣重要。董事會藉此鳴謝民政事務局、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。董事會亦感謝鍾偉成先生及其團隊過往緊守崗位和辛勤工作,開創公司的成功。我亦要感謝麥香煥卿女士於過去12年期間擔任公司秘書一職,向董事會及公司提供寶貴意見及支援。最後,我需感謝董事會各成員對公司的獨到意見和不懈的支持。

明途聯繫有限公司 董事會主席 黎守信醫生 我怀着兴奋及喜悦的心情与董事会成员,「明途联系」各员工 及其他持份者分享公司过往13年的成长,尤其是过往一年的 发展。

公司的总体营业额较过去一年增长约11.6%,达至港市一亿零一百万余元。复康用品专卖店、便利店及机构消费计划的营业额均录得可观的增幅。至2015年3月,公司共有18间店舖,大部份均已续约到2016至2017年。公司亦不断优化产品的规模,并配合相宜的价格推销,为公司的客群提供优质服务。

机构消费计划与各机构正持续进行合作。「网购」于中国大陆 及海外均高速增长,但香港人的购物习惯和生活模式却稍有不 同。但长远而言,网上消费是一种合乎成本效益和方便的购物 模式。公司与各加盟机构正紧密合作,相信网上消费计划应可 录得不俗的增长,并能够满足各机构成员的需要。

在过去一年的财政年度,公司员工的总人数为 154 人,大约 7 成的员工属于弱势群体。公司在过去一年亦为 80 名学员提供了培训机会。公司的发展体现了员工的努力不懈及无私奉献。董事会相信,公司的管理层将一如既往寻找新的商机,为弱势社群提供新的工作和培训机会,以帮助他们能重投社会。

「明途联系」各社企项目的成功实有赖政府及公营机构在政策及执行上的支持。另外,私人企业的合作及配合亦同样重要。董事会藉此鸣谢民政事务局、社会福利署、医院管理局、各供应商,名誉顾问和其他持份者对公司一直以来的支持。董事会亦感谢锺伟成先生及其团队过往紧守岗位和辛勤工作,开创公司的成功。我亦要感谢麦香焕卿女士于过去12年期间担任公司秘书一职,向董事会及公司提供宝贵意见及支援。最后,我需感谢董事会各成员对公司的独到意见和不懈的支持。

明途联系有限公司 董事会主席 黎守信医生





I am pleased to share the excitement and joy with Board members, staff of MentalCare Connect and other stakeholders on the continuing growth and development of the Company over the past thirteen years and particularly so in the past one year.

The turnover of the business of Company has grown to a hundred and one million Hong Kong dollars in the year with an overall growth of about 11.6% over the preceding year. There have been pleasing increases in turnover in sales of rehabilitation shops, convenience stores and the organization consumption products. Up to March 2015, the Company is operating 18 stores, with most of their contracts are renewed to 2016 - 2017. The Company is in a favorable position to enhance the range of our products with a reasonable price, and to provide a high level of service to those in need of our products.

The development of organization consumption scheme with various organizations is on-going. While on-line shopping has been fast growing in Mainland China and countries abroad, the buying habit and style of daily living in Hong Kong appear to be different. In the long run on-line shopping for a product appears to be a cost-effective and convenient alternative to buying the product in a shop. With the collaborative efforts of the Company and the various organizations, the service of on-line purchase of products should have a favorable progress and be able to meet the need of members of the organizations.

At the end of the fiscal year the total number of staff is 154, and about 70% of the staff belongs to the disadvantaged group. The Company has also provided training opportunities for 80 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 work and training opportunities to the disadvantaged group and to facilitate their work integration.

The current model of the majority part of our projects depends on the continual support of the policy by the Government and public organizations, and the means by which the policy is supported and executed. It also depends on the continual support of and collaboration with private enterprises. 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 Mrs. Jenny Mak who had served as the Company secretary and provided guidance and support to the Board and the Company in the past twelve years. I also need to thank members of the Board for their insightful advice and untiring support to the Company.

Dr. Benjamin Lai

Chairman, Board of Directors MentalCare Connect Co. Ltd.



「沉著·前進」是英國在第二次世界大戰面對德軍的猛烈攻 擊下,於風雨飄搖的日子呼籲國民保持冷靜,堅持信念,持 續前行的口號。今天「明途聯繫」也是陷於苦戰的環境,昔 日分享共同信念而出資發展社企的部門, 為殘疾人士創造就 業機會的親密戰友,現在竟出現「不回本不值得做」的心 態;昔日為支持殘疾人士就業及社會共融而提供局限性服務 合約 [Restricted Tender] 的公營機構,現在也變得有點唯利 是圖,甚至考慮如果投標價不令他們滿意,不排除會將標書 改回公開招標;更難測的是一些大型企業,對「明涂聯繫」 幾近無利可圖的業務也虎視眈眈。 面對逆境, 我不斷提醒自 己及鼓勵同事,「沉著前進·毋忘初衷」。

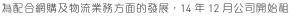
財務表現

2014 - 2015 年度,公司收入為港幣 \$101,881,212 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 \$1,349,323 元作為多項社企項目的種籽基金,約佔 整體收入的 1.32%。 公司連續第三年獲得盈利, 純利為港幣 \$166,457 元,比上年度倒退 80%,主要受工資上升、零售銷 售增長放緩、租金高居難下及資本開支增加所影響。

履行核心使命

至 2015 年 3 月止,公司共聘用 154 位僱員,其中 106 名為 殘疾人士。比對 2014 年度同期的 143 位僱員,增長率約為 8%, 殘疾僱員的增長率也為8%。是年度由各機構轉介到公 司轄下各作業單位培訓的學員達80名。

業務發展





15年3月成功投得大埔醫院便利店,進一步增加「卓思廊」 在醫院的據點。由於醫院可供競投的店舖已近飽和,公司仍 會積極在社區尋找合適經營零售生意的店舖。

協會消費計劃的網購平台已獲多間協會及大型社福機構加 盟,有關電子商貿的業務已有明顯增長,年度營額增長達 137%,期望獲利能力可逐步提昇。

餐飲業務轄下的 Cheers Café 及喜点的業績理想,在產品種 類及成本控制方面都有改善,毛利率能保持在60%以上,年 度營業額增長達 21%。

展望

展望未來,「明途聯繫」已擬定3年計劃(2015-2018),包括 研究發行社會影響力債券 (Social Impact Bond) 的可行性、 發展企業資源規劃系統 (ERP System)、擴展零售及餐飲門 市、提升網上商店的營業額及獲利能力、加強新入職殘疾員 工的支援等。可以預計,2015-2016年度將會是驚濤駭浪的 一年,營利前景未許樂觀,但相信「明途聯繫」的同事,本 著共事共榮的精神,「沉著:前進」,再創佳績。在此感謝董 事會對本人的指導及對公司各級同事的信任。祝願每位「明 途聯繫」的持份者,身心康泰!

> 明涂聯繫有限公司 董事總經理 鍾偉成





「沉著·前进」是英国在第二次世界大战面对德军的猛烈攻击下,于风雨飘摇的日子呼吁国民保持冷静,坚持信念,持续前行的口号。今天「明途联系」也是陷于苦战的环境,昔日分享共同信念而出资发展社企的部门,为残疾人士创造就业机会的亲密战友,现在竟出现「不回本不值得做」的心态;昔日为支持残疾人士就业及社会共融而提供局限性服务合约 [Restricted Tender] 的公营机构,现在也变得有点唯利是图,甚至考虑如果投标价不令他们满意,不排除会将标书改回公开招标;更难测的是一些大型企业,对「明途联系」几近无利可图的业务也虎视眈眈。面对逆境,我不断提醒自己及鼓励同事,「沉著前进、毋忘初衷」。

财务表现

2014 - 2015 年度,公司收入为港币 \$101,881,212 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 \$1,349,323 元作为多项社企项目的种籽基金,约占整体收入的 1.32%。公司连续第三年获得盈利,纯利为港币 \$166,457 元,比上年度倒退 80%,主要受工资上升、零售销售增长放缓、租金高居难下及资本开支增加所影响。

履行核心使命

至 2015 年 3 月止,公司共聘用 154 位雇员,其中 106 名为残疾人士。比对 2014 年度同期的 143 位雇员,增长率约为 8%,残疾雇员的增长率也为 8%。是年度由各机构转介到公司辖下各作业单位培训的学员达 80 名。

业务发展

为配合网购及物流业务方面的发展,14 年 12 月公司开始租用总部毗邻工业大厦一个 3,000 多呎单位作为仓库、客户服务中心及物流基地。而更新所有店舖 POS 系统的改善工程及培训亦于 15 年 3 月完成,过程虽然艰辛,但前线员工逐渐体验到系统改善后对营运带来的效益。

15年3月成功投得大埔医院便利店,进一步增加「卓思廊」 在医院的据点。由于医院可供竞投的店舖已近饱和,公司仍 会积极在社区寻找合适经营零售生意的店舖。 协会消费计划的网购平台已获多间协会及大型社福机构加盟,有关电子商贸的业务已有明显增长,年度营额增长达137%,期望获利能力可逐步提升。

餐饮业务辖下的 Cheers Café 及喜点的业绩理想,在产品种类及成本控制方面都有改善,毛利率能保持在 60% 以上,年度营业额增长达 21%。

展望

展望未来,「明途联系」已拟定3年计划(2015-2018),包括研究发行社会影响力债券(Social Impact Bond)的可行性、发展企业资源规划系统(ERP System)、扩展零售及餐饮门市、提升网上商店的营业额及获利能力、加强新入职残疾员工的支援等。可以预计,2015-2016年度将会是惊涛骇浪的一年,营利前景未许乐观,但相信「明途联系」的同事,本著共事共荣的精神,「沉著·前进」,再创佳绩。在此感谢董事会对本人的指导及对公司各级同事的信任。祝愿每位「明途联系」的持份者,身心康泰!

明途联系有限公司 董事总经理 **镇**伟成 "Keep Calm and Carry On" is a motivational slogan produced by British Government in World War II in preparation for the mass attacks from German army. The slogan is intended to raise the morale of the British public in remaining calm and keeping the faith to move forward. Today, MentalCare Connect faces similar scenario as the British public at that time. In the past time, Government departments and the comrades shared the same mission in developing social enterprises (SEs) to create working opportunities for the disabled and disadvantaged, but now they expressed that SE should be started up and operated in break-even basis. The Public Utilities skewed to be money-minded and considered to switch the restricted tender to be open only if they are satisfied with the tender price. In addition, some enterprises even eye on the business of MentalCare Connect despite the profit margin is extremely low. In such adverse situation, I continually remind myself and encourage my colleagues to keep calm and move forward with adhering to the dogma of setting up SE.

Financial Performance

MentalCare Connect recorded the revenue at HK\$101,881,212 in the fiscal year of 2014 -2015. The Grants from "Enhancing Employment of People with Disabilities through Small Enterprise" and "Enhancing Self-Reliance Through District Partnership Programme" Projects funded a total of HK\$1,349,323 as the seed money for various SE projects. It accounts for around 1.32% of total revenue. This is the third consecutive year that the Company making profit, with the net profit as HK\$166,457. However it showed a growth reduction by 80%. The reasons are the rise of wages, the deceleration of growth in retail sales, the increase in rental and the capital expenditure.

Core Mission Implementation

Up to March 2015, the Company employed a total of 154 staff, with 106 as disabled and disadvantaged person. With reference to 143 staff employed in the same period of Year 2014, the growth rate in staff and disabled employment are both 8%. Number of trainee from the referral organizations were 80.

Business Development

To comply with the development of online shopping and logistics service, the Company rented a unit of 3,000 sq ft in the adjacent industrial building, as the warehouse, customer service centre and

logistic hub. The revamping of POS system for all stores and the related training were completed in March 2015. Despite the process is difficult, the frontline staff can gradually enjoy and experience the benefits brought by the system later on.

In March 2015, MentalCare Connect secure the convenience store contract in Tai Po Hospital and further expand the number of outlets. Since the store for restricted tender is limited in hospitals, the Company will continue to look for appropriate business opportunities in the community.

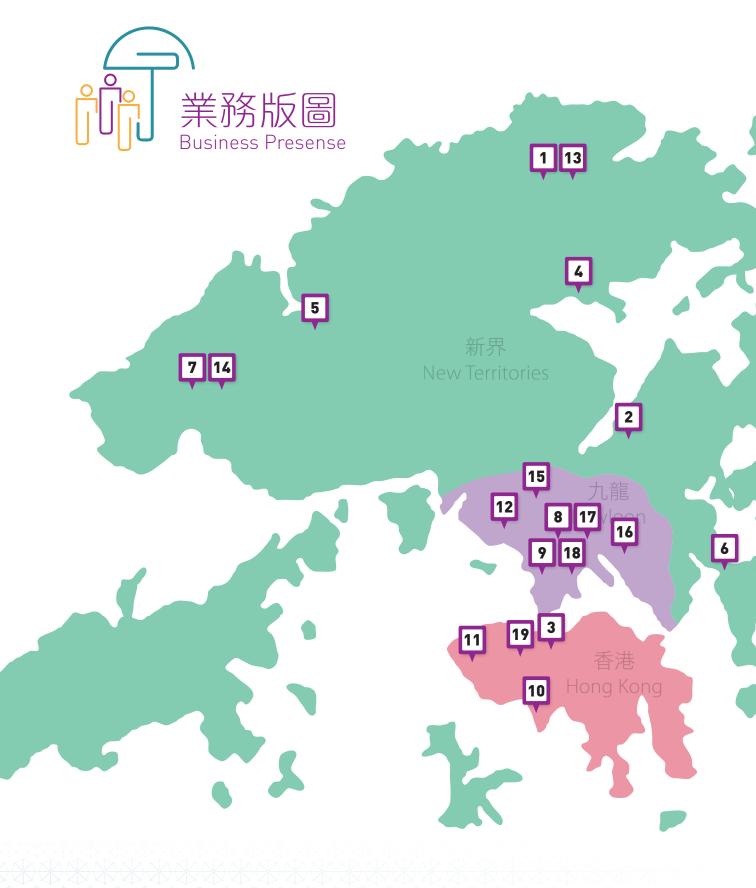
Organization Consumption Scheme is co-operating with different large association and non-government organizations. The revenue relating to e-business shows a significant growth, with the revenue is up by 137%. The profitability is expected to be persistently growing.

Catering business includes Cheers Café and Cheers Bakery, which the business performance is satisfactory. The product range and cost control are keep improving, with gross profit can be maintained at above 60%, equivalent to a growth of revenue at 21 %.

Future

MentalCare Connect had developed a three-year business plan (Years 2015 to 2018), including the feasibility study of issuing social impact bond, development of Enterprise Resource Planning (ERP) system, expand the retail and catering outlets, enhance the revenue and profitability of e-Commerce and online shopping, strengthen the support for disabled and disadvantaged staff etc. It is anticipated that Year 2015 to 16 will be critical and maybe perilous, due to a pessimistic revenue forecast. I believed all MentalCare Connect staff will be capable to chart a new horizon by "keeping calm and carry on". I will take this opportunity to thank the Board of Directors for their unfailing guidance to myself and trust all tiers of staff. I wish all stakeholders of MentalCare Connect every best in the coming year.

Chung Wai Shing
Managing Director
MentalCare Connect Co. Ltd.





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



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



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



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



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



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



「卓思廊」 九龍醫院復康用品專賣店 "Cheers Gallery" Kowloon Hospital Rehab Shop



「卓思廊」伊利沙伯醫院復康用品專賣店 "Cheers Gallery" Queen Elizabeth Hospital Rehab Shop



「卓思廊」香港防癌症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



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



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



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



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



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



東華三院黃大仙醫院職員餐廳 TWGHs Wong Tai Sin Hospital Staff Canteen



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



「悦購点」(南京街) Cheers Point @ Nanking Street



「悦購点」(中半山) Cheers Point @ Mid-Levels



業務發展

Business Development







「卓思廊」零售網絡

以「卓思廊」為品牌的店舗有 12 間,業務範疇包括便利店、復康用品專賣店及復康生活幹線,分店主要遍佈於港九新界的公營醫院,為病人、照顧者及醫護人員提供方便快捷及貼心的零售服務。產品來自超過 400 個供應商,可供選擇的產品接近 5,000種。

業務狀況

在資訊科技部門及各店舖主管的努力下,經歷近一年的 POS 系統更新計劃終於順利完成,特此感謝員工的學習精神及對新系統作出的適應,共同完成像是不可能的任務。系統更新結合了零售系統、倉存、網店、會員系統各類報表於一身,提供了全面綫上及線下銷售,並且有助產品及市場分析,對日後推行中央採購及配送有莫大幫助,有利降低成本,增加效益。

2015年3月成功投得大埔醫院便利店的經營權,店 舖聘用6位僱員,其中4位為精神病康復者。

"Cheers Gallery" Retail Networks

MentalCare Connect currently operates 12 Cheers Gallery outlets, including Convenience Stores, Rehab Shop and Rehab Links, in public hospitals territory wide. They render convenient and attentive retail services to patients, caregivers and healthcare professionals. The outlets provide a total of approximately 5,000 products provided by over 400 suppliers.

Business Overview of Cheers Gallery

Under the unfailing endeavours from Information Technology
Department and the store supervisors, POS system was
successfully launched after a year's modification and update.
MentalCare Connect thanks all staff's learning attitude and
adaptation to the new system, which converts an impossible
mission to be possible. The modified system integrates retail
system, warehousing, online store and membership system to
be under one platform, supporting on-line and off-line sales.
In addition, the new system furnishes useful information for
product sales market analyses and further promotes the central
purchasing and delivery. All these are paramount in reducing the
cost and enhancing the effectiveness.

In March 2015, MentalCare Connect secured a contract in the operations of Tai Po Hospital Convenience Store. It hires 6 workers and 4 of them are mentally ill person.



「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】

【九龍醫院】【伊利沙伯醫院】【瑪麗醫院】【明愛醫院】

"Cheers Gallery" Convenience Store Branches:

[North District Hospital] [Prince of Wales Hospital]
[Ruttonjee Hospital] [Tai Po Hospital]

"Cheers Gallery" Rehab Shop and Rehab Links Branches:

【Pok Oi Hospital】【Tseung Kwan O Hospital】

【Tuen Mun Hospital】

The Hong Kong Anti-Cancer Society Jockey Club

Cancer Rehabilitation Centre

[Kowloon Hospital] [Queen Elizabeth Hospital]









復康速遞直銷業務

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

全港家居送貨服務

www.rehabexpress.com.hk 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,為病友及照顧者帶來無限方便。為顧及病者的經濟需要,購貨滿300元便可獲免費送貨服務。

業務狀況

「復康速遞」的購物網站已於 2014 年下旬完成介面 及流程改革,強化了會員系統。由於會員資料連結了 銷售紀錄,公司可以了解會員購物習慣,有利定期為 會員介紹新產品及優惠,從而增加銷售量。

Rehab Express Direct Sales Service

www.rehabexpress.com.hk

Most Diversified Rehab Product Online Platform in Hong Kong

A Platform for Providing Price and Information of Rehab Products

Purchase Hotline: 8206 6160 Fax Purchase Hotline: 2710 8322 Home Delivery Service in Hong Kong

www.rehabexpress.com.hk provides one-stop and direct delivery service of rehabilitation products for elderly/chronic patients and home-bound patients in Hong Kong. Our objective is to help home-bound patients to restock consumable rehabilitation products for their daily use. Patients and carers can enjoy a tremendous convenience without geographical limitations.

Business Overview

The interface and operational flow of Rehab Express online shopping platform was revamped and completed in late 2014. The membership system was also strengthened. The particulars of members and their shopping record were linked up, which enables us to realise their shopping habits and facilitate the formulation of promotional strategies for new products and membership privilege, in turn increase the sales.



《復康速遞》雙月刊

全港首創的復康專題雜誌

由醫護及專業人士執筆,為病友提供具公信力的復 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。

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。

"Rehab Express" Magazine

The First Magazine on Rehabilitation in Hong Kong

Featuring articles written by health care experts and professionals to provide reliable rehabilitation information to patients and thus facilitating their recovery process.

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.

網上瀏覽內容 Content online: www.rehabexpress.com.hk

















「卓思」市場推廣服務

由「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路;
- ■《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 Services

"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:

- More than 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

Through the membership programme of "Rehab Express", more than 50,000 members are registered. We would regularly deliver health news, promotion and activity information to members. In addition, supplier can retrieve the information with studying members' spending pattern and habits for targeting specific customer segments. This can synergize the promotional effectiveness.













機構消費計劃

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

計劃現時設有兩間實體商店 - 「醫管局職員合作社」及「女青會員優惠坊」, 分別為超過 70,000 名醫管局職員及 30,000 名「香港女青年會」職員及會員提供優質的產品和銷售服務。

網上商店 www.cheerspointnet.com.hk

建基於現有醫管局及香港保險從業員協會的專屬網購平台,本年度更拓展「悦購網」網上商店,讓更多不同類形的協會及專業團體參與,以擴大經營規模,增加效益,同時接受社福機構將其產品上架,支持良心消費。新加入的團體包括香港心理衞生會、香港工程師學會、聖雅各福群會、香港社會工作者總工會及香港職業發展服務處。

Organization Consumption Scheme

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 shops and online store which all render incomparable discount and convenience to customers.

Physical Shop

The scheme has two physical shop – HA Co-op shop and YWCA Y-Delight, which provide high quality products and services to 70,000 HA staff and 30,000 YWCA staff and members respectively.

"Online store" www.cheerspointnet.com.hk

Based on the success of online platform of Hospital Authority and Life Underwriter Association of Hong Kong, Cheers Point Net is developed. It can allow different professional associations and organizations to participate, which further expand and enhance the operation scale and effectiveness. In addition, this serves as a channel for products produced by other social service organizations to reach the public. The newly joined organizations include the Mental Health Association of Hong Kong, the Hong Kong Institution of Engineers, St. James 'Settlement, Hong Kong Social Workers' General Union and the Hong Kong Employment Development Service.





實體商店分店網絡

【醫院管理局職員合作社】 【悦購点 - 佐敦南京街】 【悦購点 - 中半山】

主要加盟機構

香港人壽保險從業員協會

香港女青年會

香港小理衞生會

香港工程師學會

聖雅各福群會

香港社會工作者總工會

職業發展服務處

Physical Shop network

[Hospital Authority Staff Co-op Shop]
[Cheers Point @ Nanking Street]

[Cheers Point @ Mid-Levels]

Newly joined organizations

Life Underwriters Association of Hong Kong YWCA

The Mental Health Association of Hong Kong

The Hong Kong Institution of Engineers

St. James 'Settlement

Hong Kong Social Workers' General Union

The Hong Kong Employment Development Service.





雜誌

除了現有的「醫管局員工優惠計劃」外,更計劃於下年度為「悦購網」會員編制聖誕及賀年小冊子,讓更多會員可於佳節享 受節慶購物樂趣。

Magazine

In addition to the existing "HA staff welfare scheme", Christmas and New Year brochures are prepared for members of Cheers Point Net next financial year. This further enhance the client base for enjoying the festivals.





餐飲業務

業務狀況

「明途聯繫」轄下的餐飲業務主要以提供輕食的 Café 及 Bakery 為主,初期大部份食品均由供應商提供,至現在店面的前線同事已能處理更多自家製作的食品,如熱狗、三文治、窩夫及其他特色小食。員工的持續學習和嘗試,一方面減低成本、增加毛利,另邊廂亦可提高顧客的滿意度。

剛知道「明途聯繫」投得東華三院黃大仙醫院職員 餐廳的合約,相信同事要花更多的努力,經營一家 規模更大和服務要求更高的餐廳。

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」

【中門醫院】

Catering Service

Business Overview

MentalCare Connect operates catering service as Cheers Café and Cheers Bakery, specializing in offering light refreshment. At the start of the business, most of the products are supplied by vendors. Currently, our frontline staffs are capable of making products in the restaurants, such as hot dog, sandwiches, waffle and other featured snacks. Our staff will try and learn persistently in the operations, for reducing the cost and maximizing the profit, along with enhancing customer satisfactions.

Good news arrived just in time. Our catering service has secured the contract of staff canteen at TWGHs Wong Tai Sin Hospital. Our staffs are required to further contribute more efforts in operating an eatery with unprecedented scale and expectations.

Cheers Café

[North District Hospital][EDB Education Services Centre][TWGHs Wong Tai Sin Hospital Staff Canteen]

Cheers Bakery

【Tuen Mun Hospital】





「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,及實踐責任採購,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 people with mental disabilities, as well as shares and exchanges experience in operating social enterprises. We would also practise responsible procurement and act as a role model to other enterprises, and further generate positive impact to the society.

10年 Plus「商界展關懷」嘉許標誌

「明途聯繫」履行良好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 Contact" 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.



關懷大使

Caring Ambassadors

伍偉照先生 陳玉鳳小姐 陳彩嫻小姐

Mr. Wilfred Ng Ms. Corinna Chan Ms. Aggie Chan

「第五屆香港傑出企業公民獎」[社會企業組]

「復康速遞直銷業務」榮獲由香港生產力促進局及公民教育委員會主辦「第五屆香港企業公民計劃」設立的「香港企業公民嘉許計劃」社會企業組中的金獎及餐飲業務獲頒優異獎殊榮。

"Rehab Express" Direct Sales Service and Catering Service won the Golden Award and Merit Award of "The 5th Hong Kong Outstanding Corporate Citizenship Award" (Social Enterprise Category) organized by HKPC, co-organized by the Committee on the Promotion of Civic Education.



傑出友善家庭僱主

「明途聯繫」獲選由家庭議會舉辦的「家庭友善僱主獎勵計劃」機構組的「傑出家庭友善僱主」及連續參與 的「特別獎」。

"MentalCare Connect" awarded the "Distinguished Family-Friendly Employer Certificate" under Organizations Category organized by the Family Council and also received "Special Award".



至尊共融機構獎項

獲勞福局及康復諮詢委員會舉辦的「有能者 • 聘之約章」之「共融機構嘉許計劃」所頒發的最高級別「至尊 共融機構獎」。

The Labour and Welfare Bureau, in collaboration with the Rehabilitation Advisory Committee launched the "Talent-Wise Employment Charter and Inclusive Organizations Recognition Scheme", "MentalCare Connect" received the highest honour of the recognition – "Supreme Inclusive Organizations Award".





社企認證 (創越級) 標誌

「卓思廊」 榮獲由社企總會主辦,由財政司司長曾俊華先生頒發的最高級別的社企認證 (創越級) 標誌,彰顯「卓思廊」在社企界卓著的營運,規模及成就。

"Cheers Gallery" won the Advanced award – the highest tier in "Social Enterprise Endorsement Marks", epitomizing its outstanding operations, scale and achievement in SE industry. Mr. John Tsang, The Financial Secretary of HKSAR, presented the SEE Marks.



十八區關愛僱主

「明途聯繫」獲香港復康聯會頒發 2014 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 2014 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.





快樂工作問僱員嘉許禮

"Happy Work Place for Disabled Employee" Ceremony

「悦購点」店長林月娥及 Cheers Café @ ESC 高級店員羅惠瓊分別在社會福利署舉辦的「快樂工作間」殘疾僱員嘉許禮獲署長嘉許,並在特刊中分享復康經歷。

Lam Yuet Agor, shop supervisor of "Cheers Point" and Law Wai King, senior shop assistant of "Cheers Café" were awarded in the "Happy Work Place for Disabled Employee" organized by Social Welfare Department and they also shared their SE working experience and awards presented by the Director of Social Welfare.





「社企優秀員丁計劃 2014 | 嘉許禮

"Social Enterprise Outstanding Employee Recognition Project 2014" Ceremony

12位員工獲香港社企總會舉辦之「社企優秀員工計劃2014」的嘉許。

12 staff were awarded in "Social Enterprise Outstanding Employee Recognition Project 2014".



優秀員工名單

「卓思廊」復康用品專賣店(九龍醫院) 李玉英小姐 「卓思廊」復康用品專賣店(瑪麗醫院) 李 萍小姐 「卓思廊」復康用品專賣店(伊利沙伯醫院) 何茂娥小姐 「卓思廊」復康用品專賣店(將軍澳醫院) 許慧妍小姐 「卓思廊」復康用品專賣店(明愛醫院) 何靜儀小姐 「卓思廊」復康用品專賣店(屯門醫院) 葉笙胡小姐 「卓思廊」便利店(北區醫院) 潘志偉先生 「卓思廊」便利店(律敦冶醫院) 李銘基先生 「卓思廊」便利店(博愛醫院) 王佩君小姐 「復康速源」直鉛業務 黃詠汶小姐 機構消費計劃 - 悦購網 陳頌敏小姐 機構消費計劃 - 醫管局職員合作社 劉顯庭先生

Outstanding Employee

"Cheers Gallery" Kowloon Hospital Rehab Shop Ms. Lee Yuk Ying "Cheers Gallery" Queen Mary Hospital Rehab Links Ms. Lee Ping "Cheers Gallery" Queen Elizabeth Hospital Rehab Shop Ms. Ho Mau Ngor "Cheers Gallery" Tseung Kwan O Hospital Rehab Shop Ms. Hui Wai Yin "Cheers Gallery" Caritas Medical Centre Rehab Links Ms. Ho Ching Yee "Cheers Gallery" Tuen Mun Hospital Rehab Shop Ms. Yip Sang Wu "Cheers Gallery" North District Hospital Convenience Shop Mr. Pan Chi Wai Mr. Li Ming Kee "Cheers Gallery" Ruttonjee Hospital Convenience Shop "Cheers Gallery" Pok Oi Hospital Convenience Shop & Rehab Shop Ms. Wong Pui Kwan "Rehab Express" Direct Sales Service Mr. Wong Wing Man Organization Consumption Project - Cheers Point Net Ms. Chan Chung Man Organization Consumption Scheme - Hospital Authority Staff Co-op Shop Mr. Lau Hin Ting

賣旗日及「同小喜跑慈善馬拉松」 Flay Day and "Run for Positive Mental Health"

公司員工積極參與母機構舉辦的賣旗日及 六十周年「同心喜跑慈善馬拉松」。

"MentalCare" staff participated actively in the Flag Day organized by mother organization and "Run for Positive Mental Health" for her 60th Anniversary.



「明途聯繫」培訓工作坊 MentalCare Connect Training Workshop

母會的訓練及就業服務中心於 2014 年 11 月 15 日為「明途聯繫」管理層員工在香港心理衞生會賽馬會大樓舉行培訓工作坊,內容包括「明途聯繫」的發展歷程、互動工作坊、及督導精神病康復者員工的個案分享。

Training and Employment Service Centre of MHAHK organized a training workshop to the managerial staff of "MentalCare", in relation to the development of the Company, interactive workshop and case study in supervising employee with mental disabilities at the Hong Kong Jockey Club Building of the Mental Health Association of Hong Kong on 15 November 2014.



「明途聯繫」週年聚餐

"MentalCare" Annual Dinner 2014-2015

公司於3月14日舉行周年聚餐,當晚頒發5年及10年長期服務獎予得獎員工。董事會主席黎守信醫生、董事黃銘光 醫生及近100位員工出席。

"MentalCare" held its annual dinner and presented 5-year and 10-year long service awards. Board Chairman Dr. Benjamin Lai, Board member Dr. Wong Meng Kong and approx. 100 staff attended the dinner.

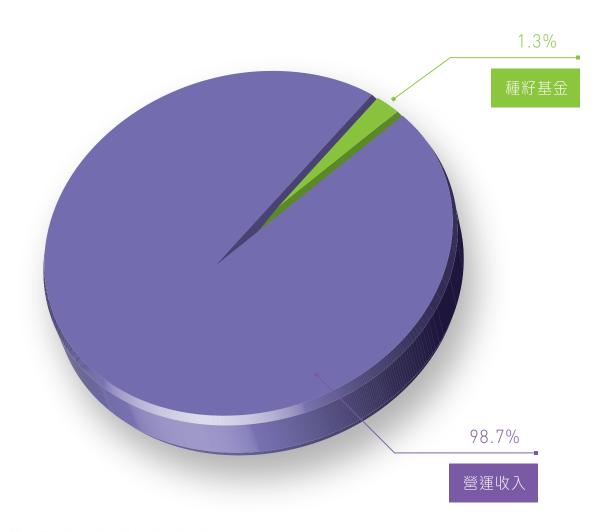




2014-2015 年度 總收入 Annual Revenue : HK\$101,881,212

種籽基金贊助 Grant Sponsorship : HK\$1,349,323

營運收入 Revenue : HK\$100,469,889





T M HO SO & LEUNG CPA LIMITED 何级文慈诺卓染捌賢會計解行有限公司

電路: (852) 2525 1277 体系: (852) 2845 3800

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF MENTALCARE CONNECT COMPANY LIMITED 明逾聯繫有限公司

(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 2015, 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

Tresponsionity 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 enther 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 remain that we combut with ethical requirements and plan and perform the audit to obtain reasonable 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 suditor'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.

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T M HO SO & LEUNG CPA LTD.

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

In our opinion, the financial statements give a true and fair view of the financial position of the Company as an 3-d Aprillon, 14th interfacion statements give a role and role view for the formation posted or of see Company as at 31 March 2015, and of its financial performance and cash flower 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 rilater Without qualifying our opinion, we draw attention to the financial statements which indicates that the total labilities have exceeded its total assets as at 31 March 2015. This condition indicates the existence of a material uncertainty which may cast doubt about the Company's ability to continue as a going concern. As stated in Note 23 to the financial statements we are assured that continuing financial support from the immediate parent and ultimate controlling party will be forthcoming.

TH Ho to 8 Jeung CRA 2td

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

Date: 2 3 SEP 2015

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

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MENTALCARE CONNECT COMPANY LIMITED 明定聯繫有限公司 STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2015

	NOTE	2015 HK\$	2014 HK\$
NON-CURRENT ASSETS			
Plant and equipment	4	2,487,244	1,991,038
CURRENT ASSETS			
Inventories	5	4,793,917	4,405,332
Deposits		314,380	256,693
Payment in advance		58,501	70,670
Trade and other receivables		2,138,434	3,096,307
Cash and bank balances		5,927,546	3,137,615
		13,232,778	10,986,617
CURRENT LIABILITIES			
Accrued expenses		2,518,149	1,269,230
Trade and other payables		10,210,593	8,640,325
Received in advance		269,611	361,417
Deferred income	6	1,022,416	1,153,887
		14,020,769	11,424,859
NET CURRENT LIABILITIES		(787,991)	(458,242)
TOTAL ASSETS LESS CURRENT LIABILITIES		1,699,253	1,532,796
NON-CURRENT LIABILITIES			
Amount due to immediate parent and ultimate controlling party	7	(3,075,984)	(3,075,984)
NET LIABILITIES		(1,376,731)	(1,543,188)
Represented by:			
Share capital	8		
SWD funds	0	161,986	161,986
Accumulated losses		(1,538,721)	(1,705,178)
TOTAL FUND AND RESERVES		(1,376,731)	(1,543,188)
The accompanying accounting policies and explanatory note in conjunction with, these financial statements.	s form an i	ntegral part of, and	should be read
These financial statements were approved and authorised from 2 2 SEP 2015	or issue by	the Company's Boa	rd of Directors
We >			

MENTALCARE CONNECT COMPANY LIMITED 明定聯繫有限公司 STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2015

	NOTE	2015	2014
		HK\$	HK
INCOME			
Grant income	6	1,349,323	2,344,296
Sales income - Rehab products		42,315,937	39,088,495
Sales income - Convenience stores		9,947,447	9,398,991
Sales income - Others		739,208	649,986
Sales income - Cheers café and bakery		4,699,683	3,856,085
Sales income - Organizational consumption projects		37,359,854	31,632,517
Income from cleaning services		344,200	409,996
Income from advertising		4,919,698	3,806,061
Sundry income		205,862	268,240
Total Income	10	101,881,212	91,454,667
EXPENDITURE			
Cost of sales - Rehab products	11	30,361,681	28,174,177
Cost of sales - Convenience stores	12	5,974,144	5,690,539
Cost of sales - Cheers café and bakery	13	1,738,610	1,696,878
Cost of sales - Organizational consumption projects	14	33,320,517	28,492,319
Cost of sales - Others	15	0	18,445
Direct cost of cleaning services		244,553	102,452
Direct cost of advertising income Staff Cost		1,303,460	1,131,910
- Salaries, wages and allowances		14,879,820	12,993,577
- caraires, wages and allowances			586.684
- Contribution to MPF		686,379	
- Contribution to MPF	4	686,379 1,073,320	
- Contribution to MPF Depreciation on plant and equipment	4		901,846 533,053
	4 16	1,073,320	901,846
Contribution to MPF Depreciation on plant and equipment Management fee to immediate parent and ultimate controlling party		1,073,320 601,956	901,846 533,053

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

Lai Benjamin



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

Honorary Legal Advisor

Loretta C. H. Chow Herman Hui. JP

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 Kowloon Hospital 伊利沙伯醫院 律敦治醫院 將軍澳醫院 屯門醫院 瑪麗醫院 明愛醫院 圻播醫院

威爾斯親王醫院 香港防癌會賽馬會癌症 康復中小

東華三院黃大仙醫院

教育局力能塘教育服務中小

香港基督教女青年會

黑暗中的對話有限公司 香港人壽保險從業員協會

聖雅各福群會 香港工程師協會 職業發展服務處 香港社會工作者總工會 Queen Elizabeth Hospital

Ruttonjee & Tang Shiu Kin Hospital

Tseung Kwan O Hospital Tuen Mun Hospital Queen Mary Hospital

Caritas Medical Centre

Tai Po Hospital

Wong Tai Sin Hospital, TWGHs 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

Dialogue in the Dark Ltd.

The Life Underwriters Association of Hong Kong Ltd

St. James' Settlement

The Hong Kong Institution Of Engineers
Hong Kong Employment Development Service
Hong Kong Social Workers' General Union

《復康速遞》雜誌名譽顧問團(排名不分先後)

方玉輝醫生

九龍醫院

社會醫學專科醫生

何惠娟女士

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吳慕賢博士

伊利沙伯醫院普通科護士學 校校長

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Specialist in Community Medicine

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Director, The Mental Health Association of Hong Kong

Dr. Edwin Yu

President, Hong Kong Association for Integration of Chinese-Western Medicine

Dr. Tony Lee

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Ms. May No

Nurse Consultant, Nu Pro Nurse Clinic Centre of Excellence

Mr. Kim Ng

Founder, The Society of Hospital Pharmacists of Hong Kong & Hong Kong Drug Education Resources Centre

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九龍醫院胸肺內科部門主管

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許偉智先生

葵涌醫院高級物理治療師

麥基恩醫生

資深精神科醫生

麥香煥卿女士

宏濬有限公司董事

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Professional Consultant, School of Chinese Medicine, The Chinese University of Hong Kong

Dr. Thomas Mok

Chief of Service, Respiratory Medical Department, Kowloon Hospital

Mr. Peter Mok

Executive Director, New Lantao Bus Company (1973) Limited

Mr. Simon Hui

Senior Physiotherapist, Kwai Chung Hospital

Dr. Mak Ki Yan

Specialist in Psychiatry

Mrs. Jenny Mak

Director, Master Atrium Limited



楊慧珍女士

瑪麗醫院高級營養師

葉維國醫牛

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黎守信醫生

資深精神科醫生

詹華強教授

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Dr. Benjamin Lai

Specialist in Psychiatry

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

將軍澳醫院內科部顧問醫生 及部門主管

盧德臨醫生

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龐曹聖玉女士

香港護理及衞生管理學院 院長

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Consultant and Chief of Service. Department of Medicine, Tseung Kwan O Hospital

Dr. Lo Tak Lam

Hospital Chief Executive, Kwai Chung Hospital

Ms. Alice Tso

President, The Hong Kong College of Nursing and Health Care Management

《復康速遞》雜誌封面故事人物(排名不分先後)

梁卓偉教授

香港大學醫學院院長

施永青先生

中原集團董事

梁智仁教授

前醫院管理局主席

Mr. Gabriel Leung

Dean, Li Ka Shing Faculty of Medicine, The University of Hong Kong

Mr. Shih Wing Ching

Director, Centaline Group

Prof. John Leong

Former Chairman, Hospital Authority

陳明恩小姐

演藝人士

C AllStar

樂隊

Ms. Corinna Chamberlain

Artist

C AllStar Band

《復康速遞》雜誌作者及編輯團隊(排名不分先後)

醫院管理局

醫院管理局健康資訊天地

香港防癌會

香港職業治療學會

Hospital Authority

Health Info World, Hospital Authority

The Hong Kong Anti-Cancer Society

Hong Kong Occupational Therapy

Association

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