

香港心理衞生會附屬公司 Subsidiary of The Mental Health Association of Hong Kon









樂業●共享 Cheers for Sharing

封面圖案代表一個完整的網絡,寓意「明途聯繫」建立 的業務網絡,覆蓋不同的範疇和社區;蘋果裏的彩色 立體圖案,代表著不同的業務,也代表豐盛的成果, 樂與員工及持份者分享。





願景、使命與 核心價值 VISION, MISSION &

公司簡介

明途聯繫有限公司成立於2002 年,以社會企業模式經營便利店、復康用品專賣店、「復康速遞」直銷業務、市場推廣服務、網購、餐飲業務、清潔服務及機構消費計劃,以商業營運模式致力為殘疾人士及弱勢社群創造就業機會,使其更有尊嚴地融入社會工作。

Company Brief

MentalCare Connect Co Ltd was established in 2002. We create job opportunities for the disabled and disadvantaged people via operating social enterprises through the business such as Convenience Stores, Rehab Shops, "Rehab Express" Direct Sales Service, Marketing & Promotion Service, Online Shopping Platform, Catering Service, Cleansing Service and Organizational Consumption Project, to let them re-integrate into the working environment of the society with dignity.

使命

- 以社會企業模式為殘疾人士及弱勢社群創造具尊嚴的就業機會, 並且促進工作間的精神健康;
- 推動社會企業的可持續發展和推廣「幫襯社企」運動。
- 經營溢利會全數重投於業務的未來發展。

Mission

- To create employment opportunities with dignity for the disabled and disadvantaged people through social enterprise model and further promote the mental health in workplace;
- To enable the self-sustainability of social enterprises and promote "Buy Social" Movement;
- All profit is reinvested in the future business development.





黎守信醫生

明途聯繫有限公司董事會主席

Dr. Benjamin Lai

Chairman Board of Director of MentalCare Connect Company Limited

我懷着喜悦的心情發表「明途聯繫」的第十七份年報。

作為香港心理衞生會成立的社會企業,「明途聯繫」一直成功履行社會目標 — 為殘疾人士及弱勢 社群提供訓練及就業機會,同時維持營運收入的 增長。

截至2019年3月底,「明途聯繫」共聘用了181名員工,當中六成為弱勢社群。公司亦在過去一年為314名人士提供訓練機會。我感激一眾同事用心達成公司的社會使命。同事對殘疾人士個人心理的關懷及照顧是公司引以為傲的,亦是公司對員工所培養的價值觀中最可貴的地方。

比對上年度的業績,「明途聯繫」的營業額增長了8.5%。數字相對五年前(2014-2015年度)亦提升了55%。公司乃將有關成果以特別花紅形式作為對員工的獎勵。2018至2019年度公司的純利約為港幣33萬元,此亦印證社會企業模式運作在財務上是可持續發展的。在母會的積極支持下,公司亦可探討不同的商機以製造更多就業機會予殘疾人士及弱勢社群。

當社會經濟好景時,公司在招聘員工上面對不少 困難;然而在社會經濟下行的情況下,期望在聘 請員工方面可以取得優勢,從而提供更多職位予 弱勢社群。

由一個非政府機構創辦的「明途聯繫」能成為香港 最具規模的社會企業之一,實歸功於香港心理衞 生會執行委員會主席、總幹事及各員工的努力支 持。公司亦感謝社會福利署、民政事務總署及醫 院管理局轄下各公立醫院的不懈支持,另外,公 司亦感謝一眾認同及履行企業社會責任的企業和 團體透過採購對社企所給予的匡扶。

我謹代表董事會感謝行政總裁鍾偉成先生及其團 隊為保持公司的核心價值和運營所作出的承擔和 付出,並感謝董事會各成員過去對公司不斷的建 議和支持。



"It is my pleasure to present to you the seventeeth annual report of the Company.

As a social enterprise set up by the Mother Organization, The Mental Health Association of Hong Kong (MHAHK), the Company has continued to fulfil successfully the social goal of providing training and employment opportunities for the socially disadvantaged in addition to an increased turnover of the gross income of the Company in the past year.

The number of employees at the end of the past year is 181 including about 60% of staff being the disadvantaged. The Company has also provided training opportunities for 314 persons in the past year. I am thankful to the staff of the Company to commit in fulfilling the social mission of the Company. Their care and concern about the psychological well-being of each member of the Company is the most treasurable values cultivated by the Company.

The turnover of the Company has increased by about 8.5% over the preceding year. This represents a 55% increase in comparing with the past five years' turnover (i.e. 2014-15). The Company has increased the amount of year end bonus payable to members of its staff to show the appreciation of their efforts. The net profit of the Company in the past year is about HKD \$330,000. This allows the Company to achieve the goal of being a self-sustained social enterprise and together with the blessing of MHAHK to be able to consider development of more business opportunities for the Company and increased employment opportunities for the disadvantaged persons.

When the financial situation of the society is bullish, the Company faces difficulty in recruitmenting of new staff. Hopefully with the downturn of the financial situation of the society, the Company is in a better position to cope with the challenges and to provide more employment opportunities for the disadvantaged.

The development of Company into one of the most established social enterprises in Hong Kong founded by an NGO will not have been possible without the blessing and support by the Chairman, Executive Committee, Executive Director and staff of MHAHK. The Company is thankful to the continual support of Social Welfare Department, Home Affairs Department and various hospitals of the Hospital Authority. The Company is also grateful for the various corporations and organisations who buy into the value of shopping to show you care and shouldering corporate social responsibility through collaboration with social enterprise.

On behalf of the Board of Directors I wish to express our thanks to Mr. W S Chung, our Chief Executive Officer, and his colleagues for their commitment and efforts to the values and running of the Company. I would also like to thank members of the board of directors for the continual support and advice to the Company over the past years.'

業務 報告 BUSINESS REPORT



Chung Wai Shing CEO MentalCare Connect Co Ltd



財務表現

2018-2019年度,公司收入為HK\$156,289,031,同比增長近8%,其中「創業展才能」計劃及「伙伴倡自強」社區協作計劃共資助\$879,125作為多項社企項目的種籽基金,約佔整體收入的0.56%。公司稅後盈利為HK\$333,111,是年稅務支出為HK\$23,249。營運收入增加主要是三間在社區開設的街舖營運收入持續增長,加上於7月份投得「卓思廊」廣華醫院復康生活幹線的經營權,旋即與窩打老道「卓思廊」發揮協同效應,令營業額進一步上升。

履行核心使命

至2019年3月止,「明途聯繫」營運中的社企項目達 31個,共聘用181位僱員,其中110名為殘疾人士, 是年度各機構轉介到公司轄下店舖實習的學員達 314人次。在推廣「幫襯社企」運動方面,除了繼 續營運「社企淘」網購平台外,2018年分別推出「利 The cornerstone of sustainable development for a social enterprise is to create a dedicated working environment and atmosphere for staff, share the accomplishment with them and further demonstrate the positive impact to the society. With the scale of it getting larger, the social expectation and commitments will become greater. Internal integration and optimization become exceptional important for the sustainable growth. In the business world, the ability of "MentalCare Connect" in creating profit maybe relatively weak as the net profit generated from hundreds of million dollars revenue is very small. However, what we treasure is the growth of the colleagues, along with the Company with breaking through their own limitations. The Company records profit for the seventh consecutive years. The Board of Directors decided to share the fruitful outcome with the colleagues by releasing special bonus to all the staff.

Financial Performance

In the year of 2018-2019, the Company's income was HK\$156,289,031, an increase of approximately 8% year-on-year. Among them, "Enhancing Employment of People with Disabilities through Small Enterprise Project" and "Enhancing Self-Reliance Through District Partnership Programme" funded a total of HK\$879,125 as a seed fund for various social enterprise projects, translating for an overall 0.56% revenue. The Company's after-tax profit is HK\$333,111 which was equivalent to an annual tax of HK\$23,249. The increase in operating income was mainly attributable to the sustainable increase in the revenue of the three street front shops operating in the communities. In addition, the opening of "Cheers Gallery" Kwong Wah Hospital Rehab Links in July 2018 instantly synergised with the operations of "Cheers Gallery" Rehab Links at Waterloo Road also boosted up the turnover.

Core Mission Implementation

As of March 2019, "MentalCare Connect" operated 31 social enterprise projects. A total of 181 staff was employed, 110 of them were disabled persons. 314 trainees were referred to our retail outlets by different organisations. In the "Buy Social" Movement, we have launched "Social Procurement Coupon"



為員工營造可敬業樂業的環境和氛圍,與員工分享 盈利成果,並且對社會發揮正面影響力,是社企賴 以持續發展的基石。

The cornerstone of sustainable development for a social enterprise is to create a dedicated working environment and atmosphere for staff, share the accomplishment with them and further demonstrate the positive impact to the society.

群採購券」及舉辦企業共益系列之「利群採購」企業實踐工作坊,鼓勵更多企業透過參與「利群採購」計劃,展現企業/機構如何履行社會責任,進而推動旗下僱員/會員積極參與良心消費活動。

and "Business Partner Engagement Series: Social Procurement as a Strategic Tool to Drive Social Impact" Forum in 2018, along with the operations of SE Mall. All these encouraged the business enterprises to participate more in social procurement for fulfilling their corporate social responsibilities.

業務發展

根據2017年度的「Mission 2020」公司策略,「明途聯繫」會致力在社區尋求新的發展空間,並且積極競投醫院店舖,為更多弱勢人士創造就業機會。經同事一番努力,公司成功投得「卓思廊」廣華醫院復康生活幹線,及後更一口氣投得「卓思廊」 瑪嘉烈醫院復康店及荔景大樓便利店,讓「Mission 2020」的發展目標向前邁進一大步。此外,「機構消費計劃」的伙伴合作機構亦大幅增加至50多間,僱員/會員人數達450,000人,反映企業和機構對僱員/會員的福利十分重視,期望未來在直銷業務及企業採購方面有更大的增長。

展望

面對市場及社會政治環境的急劇轉變,「明途聯繫」將沉著面對,保守中不忘進取,期望「Mission 2020」訂立的目標可以一一實現。本人為「明途聯繫」各級同事在過去一年所創造的不平凡佳績感到驕傲,並衷心感謝董事會主席黎守信醫生的領導及各董事對公司提出的寶貴意見和指導。

Business Development

Pursuant to the "Mission 2020" company strategy announced in 2017, "MentalCare Connect" would create job opportunities for disabled persons by seeking business opportunities in the community and proactively bid for the hospital premises for retail business. A series of winning bids of the licence operations in "Cheers Gallery" Kwong Wah Hospital Rehab Links, "Cheers Gallery" Princess Margaret Hospital Rehab Links and "Cheers Gallery" Lai King Building Convenience Store symbolise a big leap forward in achieving "Mission 2020". The number of organization joining the "Organization Consumption Project" has increased to 50, serving 450,000 employees / members. This reflected the enterprise / organisations getting more concern in providing benefit to their employees / members. We anticipated the direct sales and corporate procurement would have staggering growth in future.

Future

Facing the rapid and drastic changes in market and political-social environment, "MentalCare Connect" would "keep calm and move forward" – making progress with conservative mind, to realize the goal of "Mission 2020". I am proud of the extraordinary achievements created by my colleagues at all levels of "MentalCare Connect" in the past year. My sincere gratitude also goes to the Chairman of the Board of Directors, Dr. Benjamin Lai, for his leadership and valuable advice and guidance from the Directors.

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: Chairman: Directors:



黎守信醫生 Dr. Benjamin Lai



盧德臨醫生 Dr. Lo Tak Lam



梁士雄先生 Mr. Carlos Leung





潘佩璆醫生 Dr. Wong Meng Kong Dr. Pan Pey Chyou



蕭敏康博士 Dr. Andrew Siu

公司義務秘書: Hon. Secretary:



鍾偉成先生 Mr. Chung Wai Shing

In attendance:



香港心理衞生會總幹事 何惠娟女士 Ms. Kimmy Ho (Director of The MHAHK)

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)



零售營銷

企業營銷

資源部

零售業務 **Retail Service**

市場推廣服務 Marketing and Promotion Service

出版業務 **Publications**

電子商務 Electronic Commerce 餐飲業務 Catering Service

清潔業務 Cleansing Service





行政總裁 Chief Executive Officer

鍾偉成先生 Mr. Chung Wai Shing

高級經理 Senior Managers

吳秀雯小姐(企業營銷)Ms. Fanny Ng (Corporate Marketing)金保華小姐(零售營銷)Ms. Winnie Kam (Retail Marketing)黃子卓先生(行政)Mr. Dobe Wong (Administration)

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

業務經理 Business Manager

陳彩嫻小姐 Ms. Aggie Chan 陳玉鳳小姐 Ms. Corinna Chan 王國榮先生 Mr. Dennis Wong

蔡曉東先生 Mr. Tony Choy 鄭家俊先生 Mr. Kevin Cheng

助理經理 Assistant Manager

關嘉穎小姐 (人力資源) Ms. Kwan Ka Wing (Human Resources) 伍偉照先生 (零售營銷) Mr. Ng Wai Chiu (Sales & Marketing) 王佩珊小姐 (零售營銷) Ms. Wong Pui Shan (Sales & Marketing)

企業營銷/零售營銷/財務及人力資源/行政/資訊科技及物流主任 Corporate Marketing/Retail Marketing/Finance and Human Resources/ Administration/Information Technology & Logistic Officer

鍾妙瑩小姐 Ms. Chung Miu Ying 劉家業先生 Mr. Lau Ka Yip 阿京婷小姐 Ms. Yuko Tam 樊燕玲小姐 Ms. Fan Yin Ling 李詩敏小姐 Ms. Lee Sze Man 梁惠貞小姐 Ms. Leung Wai Ching 李寶雯小姐 Ms. Li Po Man 梁孟威先生 Mr. Leung Mang Wai 陳嘉勇先生 Mr. Chan Ka Yung Jacky

陳倩嫻小姐 Ms. Annis Chan Sin Han 蕭笑慧小姐 Ms. Siu Siu Wai 李 春小姐 Ms. Lee Chun 朱銘禧先生 Mr. Chu Ming Hei

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店務主任

盧靜寧小姐 Ms. Loo Ching Ning 李 萍小姐 Ms. Lee Ping 李玉英小姐 Ms. Lee Yuk Ying

倪鎮惠先生 Mr. Ngai Chun Wai Amen

何美蓮小姐 Ms. Ho Mei Li 林映余小姐 Ms. Lam Ying Yu

黃少娟小姐 Ms. Wong Siu Kuen Wendy

吳婉兒小姐 Ms. Ng Yuen Yee

謝寶珍小姐 Ms. Tse Po Chun

關景雲先生 Mr. Kwan King Wan Frankie

何茂娥小姐 Ms. Ho Mau Ngor 林月娥小姐 Ms. Lam Yuet Ngor 文玲君小姐 Ms. Man Ling Kwan

陳筱萍小姐 Ms. Chan Siu Ping

潘志偉先生 Mr. Pan Chi Wai 紀式雄先生 Mr. Kei Sik Hung 劉景浩先生 Mr. Lau King Ho 黃桂萍小姐 Ms. Wong Kwai Ping May 周秀娟小姐 Ms. Chow Sau Kuen

馮成滔先生 Mr. Fung Shing To 李偉光先生 Mr. Li Wai Kwong

杜健鴻先生 Mr. To Kin Hung 劉家傑先生 Mr. Lau Kar Kit

陳秀麗小姐 Ms. Chan Sau Lai 張宇岸先生 Mr. Cheung Yu Ngon 林健豐先生 Mr. Lam Kin Fung

徐寶蟬小姐 Ms. Chui Bo Sim







社會效益亮點 2002-2019)

SOCIAL IMPACT HIGHLIGHTS (2002-2019)





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



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



83,984,368

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



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



20,715,530

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



89,916,000

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



《復康速遞》雜誌讀者 人數(71期累計) No. of Readers of Rehab Express Magazine (Accumulated for 71 issues)





1,527,900

《復康速遞》雜誌對外 慈善贊助(71期累計) Rehab Express Magazine Sponsored for Charity (Accumulated for 71 issues)



3,598,498

歷年採購社企及 庇護工場產品 **Responsible Procurement** for SE and Sheltered **Workshops Over** the Years



314 (2018-2019)

為殘疾人士提供學員 實習崗位數目 No. of placement provided to disabled persons





「明途聯繫」僱員滿意度問卷調查 (2019)

「明途聯繫」於2019年8月15日至9月15日期間進行員工滿意度調查,共派發168份問卷,收回156份,有效回應率93%,其中56%即88名為殘疾僱員,包括84名精神病康復者、3名肢體傷殘僱員和1名長期病患者。而84名康復者中,有6名同時為肢體傷殘僱員/視障人士/聽障人士,長期病患者。

由於公司的使命是為殘疾人士創造就業機會,是次調查也特意將殘疾僱員的資料作獨立分析,試看公司隨了為他們提供工作機會外,在其他範疇是否滿足到他們的需要。

受訪的殘疾僱員的服務單位主要來自「卓思廊」業務(60%),其次來自單張派發業務(23%)、機構消費計劃(9%)、餐飲業務(7%)及物流及客戶服務中心(1%)。當中有57%是女性僱員,而男性僱員則有43%。殘疾僱員在公司服務相當穩定,其中服務年資超過10年以上有12%:6至10年有18%:3至5年有27%,3年或以下有27%。僱員年齡介乎31至45歲有41%:46至59歲有31%,18至30歲有24%及4%在60歲或以上。

調查結果反映殘疾僱員入職後,無論在自理能力,融入社會及社交技巧方面都有所提升,超過70%的受訪者表示滿意或非常滿意,更有89%受訪者認為上司和同事在工作上給予包容,更令人雀躍的是5成半的受訪者表示入職後減少了病情復發,有42%表示穩定。由於精神狀況穩定,25%的受訪者表示覆診期獲得延長,而65%表示穩定。

"MentalCare Connect" Employee Satisfaction Survey (2019)

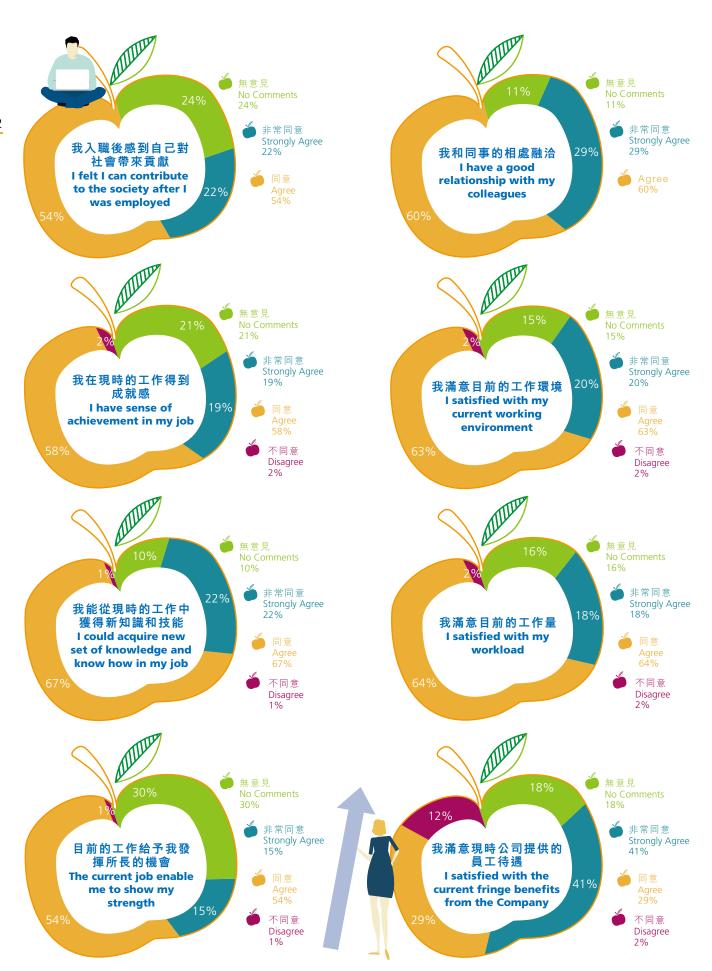
"MentalCare Connect" conducted an employee job satisfaction survey from 15 August to 15 September, 2019. A total of 168 questionnaires were disseminated and 156 were returned. The valid response rate was 93%. A total of 88 staff was disabled and was equivalent to 56% of total number of employee. Among them, 84 were previously mentally ill patients, 3 were physical handicapped and 1 suffered from chronic illness. There were 6 disabled staff simultaneously contracted with physical handicapped/ visual impairment/ audio impairment/ chronic patient.

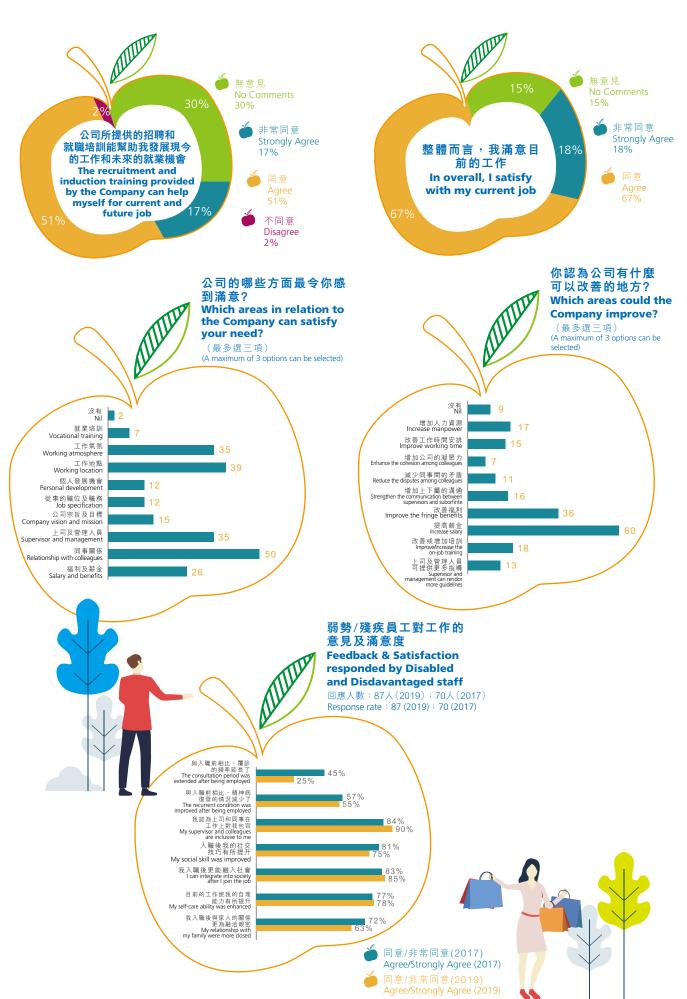
The mission of the Company is to create job opportunities for disabled people. The data from disabled staff was intentionally taken out for independent analysis, so as to study their satisfaction in various attributes besides working.

The demography of the respondents was primary originated from the staff of Cheers Gallery (60%), followed by Handbill Service (23%), Organizational Consumption Project (9%), Catering Service (7%) and Logistics & Customer Service Center (1%). 57% of them were female staff. Over 12% of them had worked for over 10 years. 18% worked for 6 to 10 years, 17% accounted for working from 3 to 5 years and working less than 3 years contributed for 27%. The age of staff ranged from 31 to 45 was 41%. Approximately one-third of them aged 46 to 59, one quarter of staff was 18 to 30 years old and the rest were over 60 years old.

The result of the survey reflected that after the employment, their self-care ability, social integration and social skills were enhanced. More than 70% of the respondents expressed that they were satisfied or very satisfied, and 89% of the respondents thought that their supervisors and colleagues understood their conditions and abilities. It was even more exciting that 55% of respondents reflected that their recurrence rate was reduced after having the job, whereas 42% indicated their conditions was stable. As such, 25% of the interviewees expressed that their period of next consultation was getting longer and 65% stated that their conditions were stable.







業務版圖 版圖 Business Presence

便利店 CONVENIENC

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

「卓思廊」律敦治醫院24 小時便利店 "Cheers Gallery" Ruttonjee Hospital Convenience (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」大埔醫院便利店

"Cheers Gallery" Tai Po Hospital Convenience Store

「卓思廊」 荔景大樓便利店 "Cheers Gallery" Lai King Building Convenience Store

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「Cheers Café」 Cheers Café@TWGHs Wong Tai Sin Hospital

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

「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」復康用品專賣店(南京街) "Cheers Gallery" Rehab Shop (Nanking











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

「卓思廊」瑪嘉烈醫院復康生活幹線 "Cheers Gallery" Princess Margaret Hospital Rehab Links

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

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

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

「卓思廊」廣華醫院復康生活幹線
"Cheers Gallery" Kwong Wah Hospital Rehab Links

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

「樂協」社團優惠坊(銅鑼灣) Cheers Co-op (Causeway Bay)

> 「樂協」社團優惠坊(灣仔) Cheers Coop (Wan Chai)







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零售業務 Retail Business

「卓思廊」零售網絡 "Cheers Gallery" Retail Network Ch^{eg}RS GallerY 卓思廊

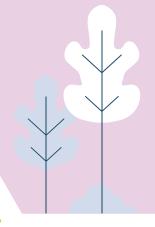


「卓思廊」零售網絡已增至15家分店,覆蓋12間公營醫院及成功進駐觀塘及油尖旺社區。

The retail network of the "Cheers Gallery" has increased to 15 and covers 12 public hospitals as well as Kwun Tong and Yau Tsim Mong Districts.

於18年6月及19年5月新增3間公營醫院店舖,分別為「卓思廊」廣華醫院復康生活幹線、「卓思廊」 瑪嘉烈醫院荔景大樓便利店及「卓思廊」 瑪嘉烈醫院復康生活幹線。同年,「明途聯繫」結束了黃大仙醫院的「卓思廊」 復康生活幹線。

The new "Cheers Gallery" located in public hospital shops were opened on June 2018 and May 2019, they are "Cheers Gallery" Kwong Wah Hospital Rehab Links, "Cheers Gallery" Rehab Links at Princess Margaret Hospital and "Cheer Gallery" Lai King Building Convenience Store. In the same year, "MentalCare Connect" had ceased the operation of "Cheers Gallery" at Wong Tai Sin Hospital.









營業額 Sales turnover **HK\$74,747,471**



銷售貨品種類(SKU) 超過Over 10,000



供應商數目 No. of Supplier 超過Over 600



卓思廊會員人數 No. of Cheers Club members **40,000**



業務由公營醫院成功擴展至不同的社區,營業額亦較 去年有超過兩成的升幅。

The business has been successfully extended from public hospitals to different communities, and the turnover has increased by more than 20% as compared with last year.



未來,「卓思廊」會繼為顧客搜羅更多不同類型的復康 產品,提供更貼心的服務,滿足大眾的需求。

In the future, "Cheers Gallery" will continue to provide customers with more different categories of rehab products and provide more intimate services to meet our customers' needs & expectations.





銷售產品超過一萬多款。 Over 10,000 types of products selling in Cheers Gallery.

機構消費計劃

Organizational Consumption Project

實體店 Physical Shop

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醫院管理局職員合作社及「樂協」社團優惠 坊(銅鑼灣)的總商品交易額超過四千七百 萬港元,銷售額增幅超過百分之二十。

The Hospital Authority Staff Co-op Shop and "Cheers Coop" have a total transaction valued over HK\$47million, which is equivalent to 20% increase as compared with last year.

機構消費計劃將繼續為醫管局及「樂協」社團優惠坊 帶來嶄新的購物體驗,務求將最優質的貨品以最優 惠的定價回饋會員及顧客。

Hospital Authority Staff Co-op Shop and "Cheers Coop" under the Organiztional Consumption Project brings novel shopping experiences to the members and shoppers by offering quality goods with privilege offers and packages.





機構消費計劃 (實體店及網上商店) **Organizational Consumption Project (Physical Shop and Online Shop)**

銷售貨品數量Sales Turnover 934,000



銷售貨品種類(SKU) 4,980



供應商數目No. of Supplier



券類銷售數量(張) No. of coupon sold 388,000



月餅銷售數量(個) No. of mooncake sold 52,000



機構消費計劃會員 Membership of Organizational Consumption Project

新增13間參與機構,累積參與計劃機構達50間,會員人數超過45萬,持續增長的會員人數有利向供應商爭取更佳的貨品價格,讓會員獲得更多優惠。

99

13 new organizations joined the scheme this year, with 50 participating corporates/ organizations and more than 450,000 members. The number of member continues to grow and this is the key for bargaining for attractive price and offering more privilege to our members.





機構消費計劃將繼續與不同協會及專業團體聯繫,使更 多機構能為其會員帶來優質購物體驗。

The organizational consumption project will liaise with different associations and professional bodies to enable more organizations to enjoy quality shopping experience and further introduce their members.





機構消費計劃機構數目 No. of associations / professional bodies joining Organizational Consumption Project **50**



機構消費計劃職員/ 會員總人數 Total no. of members **450,000**



\$1,350,000





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機構消費計劃會員 **Membership of Organizational Consumption Project**

















































DORSETT



















































業務發展 Business Development



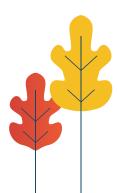
過往一年公司與葛蘭素史克緊密合作,開展醫院內市場推廣服務,發揮公司多年來在醫院網絡建立的宣傳渠道及產品專業知識,為客戶鞏固及開拓目標顧客群。

The Company actively engages with GlaxoSmithKline to implement a marketing service with exploring and developing new target segments with utilizing the established hospital network and promotional channels as well as its sophisticated product knowledge.





醫院展銷次數 No. of Hospital Booth Sales **51**



推廣幫襯社企 Promotion of "Buy Social" Movement

社企淘 社企伙伴 SE Mall SE Partners





































社企海 SE Mall www.SEmall.hk







參與社企數目 Participating SE



銷售產品及服務 種類 (SKU)

489



向社企贊助廣告金額 Advertising Sponsorship to SE's

\$400,000



公司積極推動「幫襯社企」運動,自2017年11月起自資設立「社企淘」 網購平台,在推廣此全新品牌上累積廣告贊助接近四十萬,讓公 眾可透過清晰鮮明的良心消費平台,從日常生活中實踐社會價 值,支持社企可持續發展。現有十五間社企加盟「社企淘」, 網上銷售產品及服務接近五百項。今年在樂協社團優惠坊 (灣仔店)加設社企專區及Cheers Pop-up,讓灣仔區的在職 人士更直接地認識不同的社企及其產品。

"MentalCare Connect" actively promotes the "Buy Social" Movement by utilising its own resources to set up "SE Mall" in November 2017. Currently the promotional and advertising sponsorship accumulated to nearly HK\$400,000. This enhanced the public to understand ethical consumption through purchase on the "SE Mall" platform and support the sustainable development of Social Enterprise. There are 15 social enterprises joining "SE Mall" and nearly 500 items and services are available. SE Corner and Cheers Pop-up are set up in Cheers Co-op (Wan Chai), enhancing the promotion of SE and their products to the office workers in Wan Chai area.

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電子商務Electronic Commerce

機構消費計劃 www.cheerspointnet.com.hk





機構消費計劃轄下營運三個網購平台,面對網購業務的激 烈競爭,仍能維持全年訂單量平穩增長,較上年度增長超 過百分之六。2019年初,網購平台進行全面系統優化工程, 期望嶄新的網購介面及服務,讓顧客有更佳的購物體驗, 保持業務長遠的競爭力。

Organizational Consumption Project operates three online shopping platforms. In face of fierce competition in online business, it is still able to maintain steady growth in annual order, epitomizing 6% growth in business.





為便利顧客使用網購平台,公司正積極籌備推出網購 平台的手機應用程式,期望一站式平台提供更多購物 優惠、會員服務、最新資訊、宣傳推廣等功能。

In order to facilitate customers to use new online shopping platform, we are actively preparing for the launch of the mobile Apps of the online shopping platform. We hope that the one-stop platform will provides shopping, membership services, latest information and promotion.







禮券自取服務 Coupon Pick-up Service



綠點坊有唯三色碩楽... HK\$45.00



美蚌楼 正宗南區 40... HK\$108.00 HK6165.00





綠聖坊有機器(2)甘葉... HK\$10.00 HK\$16.00



機構消費計劃 (網上商店) Organizational Consumption Project (Online Shop)



網購訂單數量 No. of order received

7,990



商品交易額 Monetary value of total transaction

9,554,000



每宗訂單平均值 Average of transaction per order **\$1,195**



網購貨品數量 Quantity of goods sold

143,855



訂單送貨次數 No. of delivery service provided **6,753**





www.cheerspointnet.com.hk

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物流及客戶服務

Logistics and Customer Service



物流及客戶服務中心近5,000平方呎場地,提供充裕空間處理 日益增加的倉存及物流送貨量,全面更新的網購平台介面已於 2019年3月完成,同事積極聯繫供應商及增加多元化的貨品種 類,以持續提升顧客的購物體驗。

The Logistics and Customer Service Centre is approximately 5,000 sq ft in Kwun Tong, rendering ample space to handle the increasing inventory and logistics delivery volume. A comprehensive online sales interface is launched on March 2019 for further enhancing the supplier and product ranges, the customers' shopping experience can be further persistently enhanced.





復康用品網上商店 Rehab Express Online Shop

Rehab Express Online Sho



復康用品網上商店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,補充日常所需的復康用品。

Rehab Express Online Shop provides a one-stop and "direct-to-home" delivery service for the elderly and patients to supplement the daily rehab products.



面對運輸成本不斷上漲,我們仍堅持購貨滿 \$300便可獲免費送貨服務的條款,希望繼續為 有需要的病友和照顧者服務。

Rehab Express offers free delivery service for making a HK\$300 purchase, despite the rising of transportation costs. This can provide more convenience to patients and their caregivers.

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



網購訂單數量 No. of order received

4,666



商品交易額 Monetary value of total transaction

5,466,326



每宗訂單平均值 Average of transaction per order

\$1,171



網購貨品數量 Quantity of goods sold 報過 Over 130,000

超過Over 130,000



訂單送貨次數 No. of delivery service provided **3,526**

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

The Most Diversified Rehab Product Online platform in Hong Kong, Providing Price and Information of Rehab Products Purchasea

電話訂購熱線 Hotline Purchase:

8206 6160

Whatsapp訂購服務 Whatsapp Purchase Hotline:

5114 4981

傳真訂購熱線 Fax Purchase Hotline:

2710 8322

網站訂購 Online Purchase:

www.rehabexpress.com.hk



Rehab EXPRESS 復康速遞

www.rehabexpress.com.hk

市場推廣服務 Marketing and Promotion Service

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

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為醫療及復康用品供應商及各大藥廠提供市場推廣 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專題健康教 育講座。

"Cheers" Marketing & Promotion Service provides promotional services for suppliers of medical and rehab products and pharmaceutical companies, including tailored marketing and promotional programmes, promotional material design, printing and distribution services, co-organise bizarre and health talks.



為藥廠提供「一站式」顧問形式的服務,內容包括:招募會員、舉辦健康講座、運動班、工作坊及安排專職醫務人員為會員教授醫護知識等。

"Cheers Marketing" provides "one-stop" consultancy services for pharmaceutical companies, including membership recruitment, health talks, fitness classes, workshops and arranging specialty staff to share medical knowledge to members.



卓思





「卓思」市場推廣服務致力提供更「多元化」和「一站式」的支援服務・冀成為各大藥廠和供應商的理想合作伙伴。

"Cheers Marketing" are committed to providing more "diversified" and "one-stop" services, seamlessly partnering with pharmaceutical companies and suppliers.



「卓思」市場推廣 Marketing and Promotion Service



廣告收入 Advertising income **\$3,716,447**



傳單服務Handbill Service



為提供工作機會予不同能力及需要的殘疾人士,讓他們享有具工作彈性的公開就業機會,傳單服務除了處理工商客戶外,近年因應公司本身的店舗數目發展迅速,亦增加了不少內部訂單,人力和需求亦大大增加。 In order to provide job opportunities to disabled people with different caliber and needs, the Company provides flexible arrangements to them. Except handling customers in the business environment, the requests from internal stakeholders, particularly in terms of manpower and business demand, are also upsurge due to the rapid expansion of the Company business.





黃嘉錫律師事務所 Jimmie K.S. Wong & Partners

工聯優惠中心 The Hong Kong Federation of Trade Unions



主要業務

MAJOR OPERATIONS

期刊出版Publications

《復康速遞》雙月刊

Rehab Express Magazine (Bi-monthly) 全港首創的復康專題雜誌

Hong Kong's first rehabilitation magazine 網上瀏覽內容Online content: www.rehabexpress.com.hk



Rehab Express

復康速遞



每期出版2萬冊,派送到全港超過2,200個地點,當中包括40間公營醫院、超過200多間診所、化驗所、社福機構、老人院及地區組織等。

20,000 copies were distributed to more than 2,200 locations in Hong Kong, including 40 public hospitals, more than 200 clinics, laboratories, social welfare organizations, elderly homes and district bodies.



為病人自助組織或社福機構每期免費提供篇幅介紹罕見遺傳病或機構活動,免費篇幅的頁數更由每期4頁增加至6頁。與讀者分享新研發的復康產品和最新的復康資訊,一起走在時代尖端。 Provide free pages for patients' self-help organizations or social welfare organizations to introduce rare genetic diseases or the institutional activities. The number of free pages increased from 4 pages to 6 pages per issue. The readers can be beneficial with its sharing of the latest developed rehab products and the updated information as well as keeping abreast of edge of the rehabilitation.



與讀者分享更多有關復康護理的知識和技巧,再配合復康用品的使用資訊,加強病友及照顧者對復健的信心,促進病友康復。 Share more knowledge and know-how in relation to rehab care with readers, and further relay the rehab product information for strengthening the confidence of patients and caregivers in the course of rehabilitation and promote the patient recovery process.





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《復康速遞》雙月刊 Rehab Express Magazine (Bi-monthly)



向社福機構贊助廣告頁數金額 Advertising sponsorship **\$288,000**



每期《復康速遞》惠及 讀者人數No. of reader **120,000**





《醫院管理局員工優惠計劃》 HA Staff Welfare Scheme

為接近80,000名醫管局職員共和20,000名退休員工提供優質的產品和銷售服務,並每兩個月出版《醫院管理局員工優惠計劃》,會員能一覽當時得令的貨品及其專屬優惠。

To provide quality products and sales services to nearly 80,000 HA staff and 20,000 retired staff, the bi-monthly magazine allows the readers to view the privileged packages and products at a glance.

「樂協」會員雙月刊

Cheers Coop Member Bi-monthly Booklet

「樂協」會員雙月刊搜羅節慶貨品及時尚優惠,務求讓會員 能一書在手,包攬最強折扣優惠。

The Booklet collects all festive goods and trendy offers and the members can grasp the best discount offers at one hand.



餐飲業務 Catering Service

Cheers CAFÉ

cheers CATERING 悅膳

「明途聯繫」於2010年成功於北區醫院開辦第一間Cheers Café,正式涉足餐飲業務。

"MentalCare Connect" opened its first "Cheers Café" at North District Hospital in 2010 and actively involved in the catering business.

經過多年累積營辦餐飲經驗,公司乃順應市場趨勢,相繼於東華三院轄下的黃大仙醫院及廣華醫院經營Cheers Café,進一步提升「明途聯繫」在餐飲方面的服務水平,同時為殘疾人士創造多元化的訓練及就業機會。

The valuable operational experience accumulated in the past years further encouraged "MentalCare Connect" to develop the Catering Service. The opening of "Cheers Café" at TWGHs Wong Tai Sin Hospital and Kwong Wah Hospital witnessed the expansion of Catering Business and rendered diversified training and employment opportunities to disabled person.



面對顧客及市場的需求,「明途聯繫」將提供至 臻完善的餐飲服務。除保留及整合具價值的專 案項目外,亦會積極探討在社區開設新店的可 能性。

In view of customer and market demand, "MentalCare Connect" will continue providing comprehensive catering service with retaining and consolidating valuable projects and further exploring business opportunities as well as exploring the possibility in opening street-front shop in the community.

cheersBAKERY喜点

及後更於屯門醫院開設Cheers Bakery「喜点」及投得九龍塘教育局教育服務中心平台咖啡閣的營運權,開設第二間Cheers Café。

The successful mode of operations further replicated in "Cheers Bakery" at Tuen Mun Hospital and the second Cheers Café at Kowloon Tong Education Bureau Education Service Centre.



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新清潔合約New Contract

博愛潮語浸信會 Brotherly Love Swatow Baptist Church 聯訊科技(香港)有限公司 Unicom Technology (HK) Limited

清潔業務 Cleansing Service

「恒樂環衞」持續與庇護工場合作,以承接大型清潔場地合約,包括與香港心理衞生會立人坊工場合作承接清潔合約,除了讓更多殘疾人士獲得工作機會外,合作模式亦有利清潔業務平穩發展。

In order to enhance maintain the stability development of cleansing service, "Cheers Hygiene" continuously collaborate with MHAHK sheltered workshop to undertake large scale venue cleaning contract. Such collaboration offer employment opportunities to disabled person as well as facilitating the steady operational development.



員工參與 及成就 EMPLOYEE PARTICIPATIONS & ACHIEVEMENTS



社企民間高峰會2018-社區嘉年華

由社企民間高峰會舉辦的社區嘉年華在2018年9月30日於觀塘舉行。 「明途聯繫」旗下品牌「卓思廊」及「樂協」社團優惠坊亦有參與這次的 活動,希望透過這個活動,加強與大眾交流,把快樂傳遞出去。

Social Enterprise Summit 2018 – SES Community Carnival

Social Enterprise Summit held the SES Community Carnival on 30th September, 2018 in Kwun Tong. "Cheers Gallery" and "Cheers Co-op", the brands of "MentalCare Connect" participated in the event to enhance the network and share the joy to the public.







The Company held the Annual Dinner 2018 on 10 January, 2019 at Harbour Plaza North Point. Dr. Benjamin Lai, Chairman of Board of Directors and Mr. Chung Wai Shing addressed their gratitude to the staff's endeavor in creating a magnificent company result. Games and lucky draws were held for fostering the joyful atmosphere and 5-year, 10-year and 15-year long service awards were also presented in the event. Gratitude was gone to Fresenius Kabi as the major sponsor of the Annual Dinner.



公司周年晚宴在2019年1月10日於假北角海逸酒店舉行。董事會主席黎守信醫生及鍾偉成先生致詞答謝員工在過去一年的努力,創造亮麗的業績。當晚除了遊戲及抽獎外,同場亦頒發5年、10年及15年忠誠服務獎。費森尤斯加比為晚宴主要贊助商。



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香港社企員工嘉許計劃2018

13名員工於「香港社企員工嘉許計劃2018」獲得 提名並嘉許,以表揚他們在工作上的優秀表 現及肯定其貢獻。

Hong Kong Social Enterprise Employee Recognition Scheme 2018

13 staff were nominated and awarded in Hong Kong Social Enterprise Employee Recognition Scheme 2018 for affirming and encouraging their outstanding performance.



明途聯繫有限公司(總辦事處) 梁惠貞 「復康速遞」直銷業務 曾至全 《復康速遞》雜誌 李 春 悦購網 朱銘禧 醫管局職員合作社 關景雲 「樂協」社團優惠坊 謝慧娟 屯門醫院「喜点」 蕭笑慧 「卓思廊」瑪麗醫院復康生活幹線 馬思謙 「卓思廊」明愛醫院復康生活幹線 謝寶珍 「卓思廊」復康生活幹線(協和街) 鄭家俊 「卓思廊」復康生活幹線(窩打老道) 吳婉兒 「卓思廊」博愛醫院復康用品專賣店 徐鳳君 「卓思廊」律敦治醫院24小時便利店 紀式雄





Rehab Express Online Tsang Chi Chuen Rehab Express Magazine Lee Chun Cheers Point Net Chu Ming Hei HA Staff Co-op Shop Kwan King Wan Cheers Co-op Tse Wai Kuen "Cheers Bakery" Tuen Mun Hospital Siu Siu Wai "Cheers Gallery" Queen Mary Hospital Rehab Links Ma Sze Him "Cheers Gallery" Caritas Medical Centre Rehab Links Tse Po Chun "Cheers Gallery" Rehab Links (Hip Wo Street) Cheng Ka Chun "Cheers Gallery" Rehab Links (Waterloo Road) Ng Yuen Yee "Cheers Gallery" Pok Oi Hospital Rehab Shop Tsui Fung Kwan "Cheers Gallery" Ruttonjee Hospital Convenience Store (24 hour) Kei Sik Hung



支持香港心理衞生會賣旗活動 逾十多位員工及其家屬參與母會於2018年12月15 日在九龍區的賣旗日,為其自負盈虧輔助居所的 營運開支籌款。

MHAHK Flag Selling Day

More than 10 staff and their family members participated in selling flags for the mother organisation for raising fund for the self-financing supported hostels operations.







「2018傑出服務獎」

[卓思廊]的店長劉景浩於2018傑出服務獎社企組別中獲頒銀獎,公司上下十分鼓舞,期望各前線員工同樣以堅持不懈的精神向顧客提供優質的服務!

The 2018 Service & Courtesy Award

The 2018 Service & Courtesy Award organised by the Hong Kong Retail Management Association on 9 October in KITEC. Mr. Ken Lau, the shop supervisor of "Cheers Gallery", received the Silver Award of Social Enterprise Category. The Company were inspired and wish the frontline staff can also maintain the spirit to provide quality service to cistomers.



交流分享 及媒體報導 SHARING & MEDIA COVERAGE



香港電台第5台「有你同行」分享「曲奇公社」計劃

由香港社會企業總會主辦,「明途聯繫」負責協調並聯同4間社企合作的「曲奇公社」計劃於2018年4月6日接受了香港電台第5台一「有你同行」的訪問,高級經理吳秀雯女士分享有關營運「曲奇公社」的點滴。

Sharing "Cookies Co-op" programme in Radio 5 - "有你同行" of RTHK

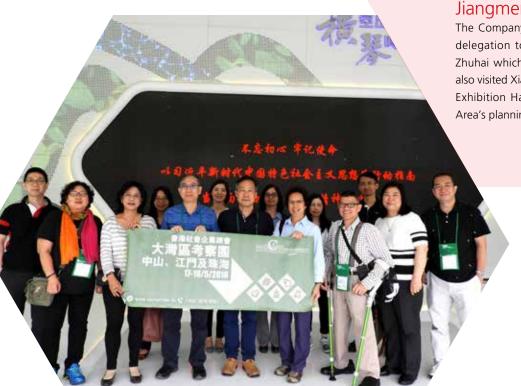
"Cookies Co-op" was initiated by HKGCSE and "MentalCare Connect" coordinated the project with other 4 social enterprises interviewed by Radio 5 of RTHK - "有你同行" on 6th April, 2018, Senior Manager, Ms. Fanny Ng shared the experience of operating "Cookies Co-op".

大灣區考察團-中山、江門 及珠海

「明途聯繫」管理層於2018年5月17至18日參加了由香港社會企業總會舉辦的大灣區考察團(中山、江門及珠海),亦參觀香洲埠、橫琴規劃展示廳,加深了解有關地區的未來規劃和發展。

Delegation tour to Zhongshan, Jiangmen and Zhuhai

The Company management participated in the delegation tour to Zhongshan, Jiangmen and Zhuhai which was organised by HKGCSE. They also visited Xiangzhou Bu and Hengqin New Area Exhibition Hall to understand more about the Area's planning and development.





構思「企夢同行」社企推廣服務計劃。鍾偉成先生於黃大 仙醫院「Cheers Café」接受了他們的訪問,講述公司的願景 是為殘疾人士及弱勢社群創造出平等且具尊嚴的就業機 會,亦提及「明途聯繫」的信念,介紹公司的新業務-「社 企淘」及當中包含「幫襯社企」的良心消費概念,鼓勵市民 也能為社會企業出力。

CEO interviewed by "Social Enterprises Promotion" of Leo Club

In order to enhance the public understanding of social enterprises, Leo Club of Hong Kong Island launched "Social Enterprises Promotion". Mr. Chung Wai Shing was interviewed in "Cheers Café" at Wong Tai Sin Hospital. He mentioned that the vision of the Company was to create an equal and dignified employment opportunities for the disabled and disadvantaged people and shared the belief of "MentalCare Connect" and introduced the brand new business - "SE Mall", and its "Buy Social" concept to encourage the public to support the business of social enterprises.



店員有機會升至高級店員、副店長,或者是店長

111111 BEEFER!

「信報」理財投資版中的社創群英專欄報導了鍾偉 成先生創辦公司的背景和經歷,並且展示「明途聯 繫」透過發展不同的社企項目,延續為殘疾人士創 造就業機會的初心。

Media Coverage – Hong Kong Economic Journal (cited from **Education for Good**)

Hong Kong Economic Journal published an article presenting the story of Mr. Chung Wai Shing regarding the Company background and its development. The story also mentioned that the Company was still staying gold in creating job opportunities to disabled and disadvantaged persons via developing and operating various social enterprise projects.



初心不變 為善營商助殘疾人土

社創群英 東英語

一個月的新畫數值的景義與計數十是每天工 的百裝,便是京蘇國文物的異、新於提廣人主來 以 這樣一份會位,看著我就拿到他們的國家,是此 與關係不是他們議會的。因為,我會可有企門議會的 也們自己的網路嗎?

推動助人自助

明性物質有限公司行政性政策体系是一位社 -30年前報酬協選高規則的一批清查董卓局的中學 財影或董便省的以清韓國的、投資的的政力學生的 的健康疾生证明 [世費企業]的經濟一分是四層整 產業直接基。第一點要長概念檢驗動人力訓練時一



理解社會体徵

家训品及使利式更新。 由工作实际的管理人手架是不过。由数与管别地 由人士和证据的个定用。如此母亲推出的工作实现等 于分院。这些技术或是由生产的职项体度资产。但出 由处设据自不的增工下。在一种电影型,可能 被纸的使人,具即是用内满度力等的。中则母健康以 提供的工作分别的企。可必需要了有工程中和工作 是有一种工作。但是有一个一种工作。并 他们是有一种工作。但是有一种工作,但是有一种工作的工作 是一种工作。但是一种工作,但是一种工作的工作。 他们是一种工作的工作。但是一种工作,但是一种工作的工作。 中心工作的工作。但是一种工作,可以并有 是一种工作。但是一种工作,可以并有 是一种工作。如果有样型的现在 中心工作,可以并有一种工作。

「明治學數」仍然更有與某句報·等款提供的提集

市場,建立發致的增值程度。據延規模。據僅成一直 主席,耳達不斷樂請我期的發音、往主確整病嗎》往

機能成蹊で発払行せて、機関的と乗びか及工機 で表現を表現しませんを発力がある。 であると、単位によるできません。 17月經報,營運市期出計劃級-拉斯與對成中上填和 日世紀年4月2日 - 江北岸道 - 北北北上 - 鎌守浜可出 上京学才信を出版率を任務 - 位で天洋湾軍会を学程

SERNICHANIE HARES 精明15年-國際泛術研7明通際數1所為實際與 - 民國政策 - 草贯 - 代於斯林



■「朝益等盤」四工用非減水計算額所大量機成人士・企業仍可永續經验

无何象疾病格之外、更其非的其工原实福祉、原 "进进制集早到团就装着会外。[明显鞭型] 亦起省 (新年四一四工房界其京超新和用大量提出人士。)

素仍可入填柜型。 取也有证:"肚童企業) 只是學者及社會較予的 的基本下提供到低人主意及企會的影響。

生命影響生命

生の多く等土地 (中北部) 是也市の作用土業計 (列氏等計算的等 有目前・後十つ時間等) 第二世界 上型日本 1 年日日 (中間等別) 明日 現代人土 北京 東京 一回用東京 県 成合 内瓦県人工 - 連われては 東羽 東京 十二十分 兵 報酬に至 月積 等 一番 一番 第二十分 日本 中報 公 五里県 (人士 (人士) 章 (人士) 中国 公 東京 (本)

6-表示工作對生活有正面批評的有77%+包 拉丁生活挥系和意思使奇诺群。

统和一直都有一点情况的目光的直接的 制·避律汽一直使者根据、附品每一进制产 过有限制数,亦是有需要到效的原因。如 能够积极重要产品完全的性效的技术

上海市场社、又同点上述 (利达等等)多年来展供加速 到处型计变命。多年来展供加速 到处型计变命。多年来展供加速 到上面且正常即占进来()再往企是率()用往企是率()用往企是率()的基本等 ()

世界社企論壇 2018

鍾偉成先生代表公司出席蘇格蘭愛丁堡舉行 的世界社企論壇,並且與當地社企交流。

The Social Enterprise World Forum 2018

Mr. Chung Wai Shing, represented the Company to attend The Social Enterprise World Forum 2018 held in Edinburgh, Scotland and built network with the local social enterprises.





慈善共創都市聚焦」國際慈善論壇

由香港賽馬會慈善信託基金舉辦的「慈善共創都市聚焦」國際慈善論壇假香港灣仔會議展覽中心舉行,是亞太區內首個專門探討城市社會議題的論壇,鍾偉成先生帶領同事出席參與該項盛事。

The Philanthropy for Better Cities Forum

Convened by The Hong Kong Jockey Club Charities Trust, "The Philanthropy for Better Cities Forum" was organised at Hong Kong Convention and Exhibition Centre. It is the first of its kind in Asia-Pacific region to focus on the metropolitan social issues. Mr. Chung Wai Shing led the team to attend the Forum.



Students of EdUHK visited Logistic & Customer Service Centre and Cheers Coop

31 students of The Education University of Hong Kong visited the Logistic & Customer Service Centre of "MentalCare Connect" on 15 October 2018. Mr. Chung Wai Shing briefed the business and entrepreneurship of the Company. The guests were arranged to visit "Cheers Coop". Ms. Angela Lam, the shop supervisor, shared her 10 years working experience in "MentalCare Connect". They were well received in the session and it helped them to understand more about the disabled workers integrating in the working environment.

企業伙伴共益系列:利群採購企業 實踐座談會

「明途聯繫」假旺角維景酒店舉辦了「企業伙伴共益系列:利 群採購企業實踐座談會」。逾百位商界、社企界及合作伙 伴代表出席。

Business Partner Engagement Series: Social Procurement as a Strategic Tool to Drive Social Impact

"MentalCare Connect" organised "Business Partner Engagement Series: Social Procurement as a Strategic Tool to Drive Social Impact" at Metropark Hotel Mongkok and more than 100 business & social enterprise practitioners participated.









服務策劃研討會」嘉賓講者

鍾偉成先生應邀於2019年1月25日出席由元朗區福利辦事 處舉辦的「2019元朗區福利服務策劃研討會-『承傳創新・ 建家元朗』」並擔任嘉賓講者,分享實踐社區共享經驗及 如何提升社區擁有感。

CEO was invited to be the guest speaker for the "2019 Yuen Long District Welfare Planning Forum"

Mr. Chung Wai Shing was invited to be the guest speaker. He shared the experience in community collaboration and the approach in elevating the sense of community ownership for "2019 Yuen Long District Welfare Planning Forum", organised by Yuen Long District Social Welfare Office on 25 January 2019.

企業 成就 corporate ACHIEVEMENTS



「卓思廊」在「百龍匯智人力資源管理獎」中獲頒發優 異獎,以表揚公司在營運企業時也能從各方面照 顧及體貼員工所需。

ARE Wisdom Human Resources Management Award - Excellent Award

"Cheers Gallery" obtained the "ARE Wisdom Human Resources Management Award - Excellent Award". It praised the Company's careful and thoughtful HR planning in the daily operation.





「推動香港商界及社區可持續 消費」計劃

「機構消費計劃」參與及加入了由可持續發展基金 資助及商界環保協會主辦的「推動香港商界及社區 可持續消費」計劃,鼓勵公眾及企業從自身的行為 作出改變,推廣社會可持續發展的消費行為及選 擇,並獲發「可持續產品供應商證書」。

BEC Sustainable Consumption Programme

"Organizational Consumption Project", participated in the "BEC Sustainable Consumption Programme" which was funded by the Sustainable Development Fund and organised by Business Environment Council (BEC). The programme developed a guide for encouraging the public and the corporate to improve and promote the sustainable consumption behavior, and also raising the awareness on the issue in the daily life. "Organizational Consumption Project" also awarded the certificate of "Sustainable Product Supplier"

「2018十一良心消費運動啟動禮」

鍾偉成先生代表「明途聯繫」出席「十一良心 消費運動啟動禮」,並接受感謝狀。公司旗 下品牌「樂協」社團優惠坊向在場來賓介紹 品牌的社會使命、商品和服務。

Ceremony of Tithe Ethical Consumption Movement 2018

Mr. Chung Wai Shing attended the Opening Ceremony of Tithe Ethical Consumption Movement 2018 and receive the Certificate of guests in the event.



2017/18 年度家庭友善僱主 獎勵計劃

「2017/18年度家庭友善僱主獎勵計劃」在香港迪士尼樂園舉行了頒獎典禮。「明途聯繫」 自2011年以來三度榮獲「優秀家庭友善僱主」 獎,故同時獲頒「特別嘉許(金獎)」。另外, 公司亦獲得「支持母乳餵哺獎」。

2017/18 Family-Friendly Employers Award Scheme

The presentation ceremony of "2017/18 Family-Friendly Employers Award Scheme" was held at Hong Kong Disneyland. "MentalCare Connect" awarded thrice as "Family-Friendly Employers" since 2011 and thus awarded "Special Mention (Gold) Awards", along with "Awards for Breastfeeding Support".





觀塘區關愛僱主表揚計劃2018

「觀塘區關愛僱主表揚計劃2018」,「明途聯繫」獲頒發嘉許狀,以表揚公司在傷健共融 所作出的努力。

Kwun Tong Caring Employer Award 2018

"Kwun Tong Caring Employer Award 2018" was presented to "MentalCare Connect" for appreciating its enthusiasm in providing job opportunities to disabled persons and promoting social integration.

SHEET SHEET

2018 - 12 - 14



公好推构

2018

第九屆香港傑出企業公民獎 頒獎典禮

[明途聯繫]榮獲[第九屆香港企業公民計劃]傑出 企業公民獎社會企業組別金獎,表揚公司積極履 行社會責任並肯定這方面的努力和貢獻。

The 9th Hong Kong Outstanding Corporate Citizenship Awards

"MentalCare Connect" won the highest accolade in the social enterprise category of The 9th Hong Kong Outstanding Corporate Citizenship Awards, praising its endeavours in fulfilling corporate social responsibility and related contributions.



鍾偉成先生接受香港經濟日報訪問,談及公司 的使命及經營理念,亦展望「明途聯繫」的業務 計劃及未來重點發展方向。

Mr. Chung Wai Shing was interviewed by Hong Kong Economic Times, sharing the mission of the Company and its fulfillment of corporate social responsibility. He also revealed the future development of the Company.

文章的詳細內容可瀏覽以下連結For the article details, pleasae browse the link below:

https://photos.app.goo.gl/afUWqQCcUwE6FpF78

財務 回報 FINANCIAL RETURN 2018-2019

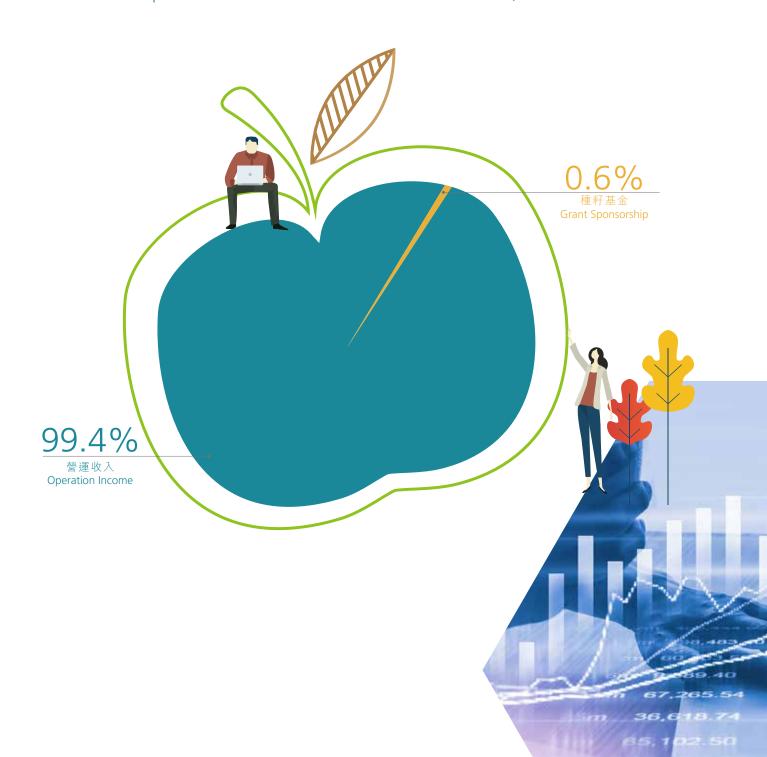


2018-2019年度總收入 Annual Revenue

營運收入 Operation Income 種籽基金贊助 Grant Sponsorship 責任採購 Responsible Procurement : HK\$156,289,031.00

: HK\$155,409,906.00 : HK\$879,125.00

: HK\$142,577.00



AUDIT REPORT 2018-2019





CERTYSO PUBLIC MCCOUNTAINS PRACTIONS: WIRE AREA ARE THE COMMERCES, STYLING HE WISCH HOSE CONTAIN, HOSE RIVER THE WIRE BUS STY. THE WIRE BIRD SHE

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF MENTALCARE CONNECT COMPANY LIMITED 明远哪餐有限公司

Hong Kong with limited Subliny)

Opinion
We have sucted the financial statements of MemalCare Connect Company Limited ("the Company") set up on an pages 6 to 16, which comprise the statement of financial position as at 31 March 2018, and the statement of companies to companies income, the statement of cash flows and the statement of changes in equity for the year fine ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements give a tive and fair view of the financial position of the Company as at 31 March 2016, and of its financial performance and its cash flows for the year their ended in accordance with Hong Kong Fairciase Reporting Standard for Philase Endess, 1999-998 for Philase Entities", issued by the Hong Kong Institute of Certified Public Accountance (1990/EPA*) and have been properly projection of compliance with the Hong Kong Companies Direlance.

Basis for Opinion
We conducted our audit in accordance with Hong Kinng Standards on Auditing ("PKSAs") issued by the H90CPA. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements sentence of our report. We are independent of the Company in accordance with the NoCPAs Code of Ethics for Professional Accountaints ("No Code"), and we have fulfilled our other ethical responsibilities in accordance with the Out-We believe that the audit excloses sentence with the Out-We believe that the audit excloses sentence out the Code. We believe that the audit excloses sentence out the Code. We believe that the audit excloses sentence out the Code. We believe that the audit excloses

The directors are responsible for the other information. The other information obtained at the date of this auditors report is information included in the report of the directors set out on pages 1 to 2, but does not include the firends statements and our auditors import terriency.

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

Page It



T M NO SO & LEGNG CPA LTD.

In connection with our suckly of the Energias statements, our responsibility is to read the other information and, in doing so, consider inferther the other information is instantially increasable the financial statements on our Annaledge colorisation in the justic or otherwise appears so be materially incisated. If based on the sense we have performed on the place information obtained prior to the date of this subtack report, we conclude that there is a material installationment of this other information, we are required to report that fact. We have nothing to report in the report of this other information, we are required to

Responsibilities of Directors for the Financial Statements.

The directors are responsible for the preparation of the financial statements that give a true and far view in accordance with 16/FBS for Plante Dirties assued by the 16KCPA and the fring Kong Companies. Orbinatos, and for such internal control as the directors determine in recessary to enable the preparation of financial statements that are the from material resistances; which do us to flavor or exert.

In preparing the financial statements, the directors are responsible for assessing the Company's soility is continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors wither record to liquidate the Company or to cease operations, or have no resisted elements but to to se.

Auditor's Responsibilities for the Audit of the Financial Statements. Our objectives are to obtain maximistic assurance about whether the thanoid statements as a whole are the behn makent invisablement, whether due to thoud or error, and to issue an auditor's report shall induste our opinion. This report is made subley to you, as a body, in accordance with section 455 of the Hong Kong Compension difference, and for no other humpes. We do not assume responsibility towards or accept tability to any other person for the contents of this region.

Resolvable assurance is a high level of assurance, but is not a guarantee that an audit conducted is accordance with HSSAs will always detect a material misstatement when it exist. Misstatements can arise from final or error and are completed misstatement. It additudgly or in the aggregate, they could reasonably be expected to influence the sconomic decisions of users taken on the busis of finals finals.

As part of an audit in accordance with HKSAs, we exercise professional judgment and maintain professional skiptions throughout the audit. We also:

- locately and assess the risks of makeral misstatement of the triangual statements, whether due to fisude or error, design and perform such procedures responsive to these risks, and obtain such evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of our delecting a makeral misstatement rectainty from found in proper than to one expansing tions error, as found may involve collisions, forgery, intentional contents, missepresentations, or the override of Makeral Country.
- Obtain an understanding of internal control nelevant to the audit in select to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's informal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

T M NO SO & LEUNG CPA LTD.

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting prof. Isseed on the audit evidence obtained, whether a readered uncertainty which related to swincing or confidence that may coal significant doubt on the Company's abeliet to combuse as a going concern. If we conclude that a material uncertainty exists, we are required to draw alternities in an audition's report to the related obscillations in the firminguial statements of. If such disclosures are madequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or concitions may cause the Company to sease to continue as a poing concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the declosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other maxims, the planned acops and bring of the audit and significant audit findings, including any significant deficiences in method or first sell-dentify during our audit.

THHO LE Lowy CAN SHO T M.Ho So & Leung CPA Limited Certified Public Accountants (Practising)

Hong Kong

Date: -7 007 209

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

MENTALCARE CONNECT COMPANY LIMITED 相反關學を集全 年 STATEMENT OF PRIANCIAL POSITION

	NOTE	2018 HH3	3010 1460
NON-CURRENT ASSETS			
Plant and equipment		2,431,029	3,197,280
CURRENT ASSETS			
Inventuries	- 6	7,781,610	7,356,514
Deposits		423,170	466,757
Payment in advance		85,696	119.350
Trade and other receivables		2,086,881	1308.817
Cash and bink fistences		6,761,621	7,330,604
Current tax refundable		109.500	0
	12. 1	17,261,366	17,215,558
CURRENT LIABILITIES			
Account exponents		2.118.577	2,059,191
Trade and other passibles		12,533,649	12,968,226
Received in advance		892,342	647,259
Deferred income	- 6	574,672	650,028
		0 0	180,508
Current ton populate	- 25	16,118,546	18,516,100
NET CURRENT ASSETS		1,131,826	697,436
TOTAL ASSETS LESS CURRENT LIABILITIES		3,562,856	3,604,716
HON-CURRENT LIABILITIES			
Deferred Income	35.00	(251,868)	(826,031
NET ASSETS		1,319,896	2,917,786
Represented by:			
Share cooled		3,000,000	3,000,000
EWD funds		191,886	767,366
Retained profital/Accumulated loseen)		148,910	(184,201
TOTAL FUND AND RESERVES		3,311,894	2,977,786
The accompanying accounting policies and explanator in conjunction with, these financial statements.	y metaw horrn an in	tegral part of, and s	should be read
These financial statements were approved and authori on - 2 QCT 200	sed for issue by f	he Company's Boa	nt of Directors
ales -	-	- X	
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MENTALCARE CONNECT COMPANY LIMITED 明迄興整有限公司 STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2019

	NOTE	2019 HKS	2018 HK\$
INCOME			
Grant income	6	879,125	1.584.043
Sales income	9	155.037,114	142,903,769
Sundry income		372,792	253,321
Total Income	10	156,289,031	144,741,133
EXPENDITURE			
Cost of sales	11	112,205,871	103,258,433
Staff Cost			
- Salaries, wages and allowances		23,562,224	20,997,617
- Contribution to MPF		1,241,229	1,127,257
Depreciation on plant and equipment	4	1,415,941	1,575,729
Management fee to immediate parent and ultimate controlling party		465,111	428,693
Other operating expenses	13	17,042,295	16,176,699
Total Expenditure		155,932,671	143,564,428
PROFIT BEFORE TAXATION	10	356,360	1,176,705
TAX EXPENSES	12	23,249	180,508
PROFIT AND TOTAL COMPREHENSIVE INCOME FOR THE YEAR		333,111	996,197
	12		

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



鳴謝

國農證券有限公司

ACKNOWLEDGEMENT

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義務商業顧問	Honorary Business Advisors	

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(Rehabilitation), Social Welfare Department社會福利署Social Welfare Department民政事務局Home Affairs Bureau勞工及福利局Labour & Welfare Bureau食物及衞生局Food and Health Bureau政府產業署Government Property Agency

商業夥伴 **Business Partners** 醫院管理局 Hospital Authority 北區醫院 North District Hospital 博愛醫院 Pok Oi Hospital 律敦治醫院 Ruttonjee Hospitals 將軍澳醫院 Tseung Kwan O Hospital 屯門醫院 Tuen Mun Hospital 瑪麗醫院 Queen Mary Hospital 瑪嘉烈醫院 Princess Margaret Hospital 明愛醫院 Caritas Medical Centre 大埔醫院 Tai Po Hospital 黃大仙醫院 TWGHs Wong Tai Sin Hospital 廣華醫院 Kwong Wah Hospital 威爾斯親王醫院 Prince of Wales Hospital 教育局九龍塘教育服務中心 Education Bureau Kowloon Tong Education Services Centre 康業服務有限公司 Hong Yip Service Company Limited 毅力醫護健康集團 Kinetics Medical & Health Group 星展銀行(香港)有限公司 DBS Bank (Hong Kong) Limited 俊和建築工程有限公司 Chun Wo Construction Holdings Company Limited 恆益物業管理有限公司 Hang Yick Properties Management Limited 偉邦物業管理有限公司 Well Born Real Estate Management Limited 畢馬威會計師事務所 **KPMG** Serco Group (HK) Limited 信佳集團管理有限公司 美麗華集團 Miramar Group 帝盛酒店集團 **Dorsett Hospitality** 太平洋科技有限公司 ASM Pacific Technology Asia Limited 勞氏清潔服務有限公司 Lo's Cleaning Services Ltd. 香港寬頻有限公司 Hong Kong Broadband Network 至尊迷你倉 One Storage Management Co. Ltd 銀聯集團 **BCT Financial Limited** Bank Consortium Trust Company Limited 易寶通訊服務有限公司 **Epro Telecom Services Limited** 博藝體運有限公司 Spotlight Enterprises Limited 濠江電子科技有限公司 EC Fix Technology Limited NEP Holdings International (HK) Ltd. NEP Holdings International (HK) Ltd. 林德港氧有限公司 Linde HKO Limited 天一物流集團有限公司 Sky One logistic Group 香港銅鑼灣皇冠假日酒店 Crowne Plaza Hong Kong Causeway Bay 親子王國 Baby Kingdom

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香港心理衞生會社區教育部	Division of Community Education, The Mental Health, Association of Hong Kong
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「卓思廊」便利店/復康店

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新界粉嶺保健路9號北區醫院地下大堂

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"Cheers Gallery" North District Hospital Convenience Store (24 hrs)

Shop A, G/F Lobby, North District Hospital, 9 Po Kin Road, Fan Ling, N.T.

Tel: 2669 7959 Fax: 2669 7959

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"Cheers Gallery" Ruttonjee Hospital Convenience Store (24 hrs)

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