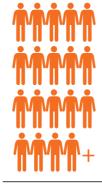
# FORGING AHEAD ALONG THE NEW SILK ROAD



# ASIA SPECIALIST CHINA FOCUS GLOBAL NETWORK

# CONTENTS







24,300+

700+ service locations





8,100+
self-owned operating vehicles

countries & territories

# QUICK FACTS

| 1  | Corporate Information & Key Dates           | 2   |
|----|---|-----|
| 2  | Financial Highlights                        | 3   |
| 3  | 2012-2016 Financial Summary                 | 5   |
| 4  | Logistics Facilities                        | 6   |
| 5  | Chairman's Statement                        | 12  |
| 6  | Management Discussion and Analysis          | 14  |
|    | • Results Overview                          | 14  |
|    | Business Review                             | 15  |
|    | Financial Review                            | 18  |
|    | Staff and Remuneration Policies             | 18  |
| 7  | Environmental, Social and Governance Report | 20  |
| 8  | Awards and Citations                        | 26  |
| 9  | Corporate Governance Report                 | 30  |
| 10 | Directors and Senior Management             | 44  |
| 11 | Report of Directors                         | 54  |
| 12 | Independent Auditor's Report                | 73  |
| 13 | Statement of Accounts                       | 80  |
| 14 | Definitions                                 | 148 |

#### 1 CORPORATE INFORMATION & KEY DATES

#### **BOARD OF DIRECTORS**

Executive Directors

Mr YEO George Yong-boon (Chairman)

Mr MA Wing Kai William (Group Managing Director)

Mr ERNI Edwardo

Mr KUOK Khoon Hua

Non-executive Director Mr CHIN Siu Wa Alfred

Independent Non-executive Directors
Ms WONG Yu Pok Marina
Mr WAN Kam To
Mr YEO Philip Liat Kok

#### **AUDIT AND COMPLIANCE COMMITTEE**

Ms WONG Yu Pok Marina (Chairman) Mr WAN Kam To Mr CHIN Siu Wa Alfred

#### REMUNERATION COMMITTEE

Mr WAN Kam To (Chairman) Mr YEO George Yong-boon Mr KUOK Khoon Hua Ms WONG Yu Pok Marina Mr YEO Philip Liat Kok

#### NOMINATION COMMITTEE

Mr YEO George Yong-boon (Chairman) Ms WONG Yu Pok Marina Mr YEO Philip Liat Kok

#### FINANCE COMMITTEE

Mr YEO George Yong-boon (Chairman) Mr MA Wing Kai William Mr ERNI Edwardo

#### **RISK MANAGEMENT COMMITTEE**

Mr MA Wing Kai William (Chairman)
Mr ERNI Edwardo
(plus two members of the senior management,
who are non-members of the Board)

#### **COMPANY SECRETARY**

Ms LEE Pui Nee

#### **AUDITOR**

PricewaterhouseCoopers

#### **LEGAL ADVISER**

Davis Polk & Wardwell

#### REGISTERED OFFICE

Canon's Court, 22 Victoria Street Hamilton HM12, Bermuda

## CORPORATE HEADQUARTERS AND PRINCIPAL PLACE OF BUSINESS IN HONG KONG

16/F, Kerry Cargo Centre, 55 Wing Kei Road Kwai Chung, New Territories, Hong Kong

# PRINCIPAL SHARE REGISTRAR AND TRANSFER AGENT

Estera Management (Bermuda) Limited Canon's Court, 22 Victoria Street Hamilton HM12, Bermuda

# HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Investor Services Limited Level 22, Hopewell Centre 183 Queen's Road East, Hong Kong

#### **INVESTOR RELATIONS**

T 852 2410 3600 F 852 2480 5958 E ir@kerrylogistics.com

#### WEBSITE

www.kerrylogistics.com

#### **KEY DATES**

Annual General Meeting 29 May 2017

Closure of Registers of Members 24 to 29 May 2017 and 5 June 2017

Proposed Payment of Final Dividend 20 June 2017



IL IFF
1,653 448
+1% +24%

CORE OPERATING PROFIT HK\$M

1,878
+4%

1,104

+4%

PROFIT ATTRIBUTABLE TO
THE SHAREHOLDERS HKSM

1,877
+4%

NET ASSET VALUE PER SHARE HK\$

9.76

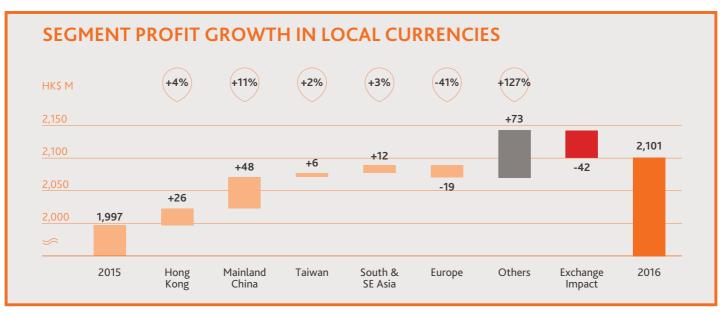
FINAL DIVIDEND

12 HK CENTS PER SHARE GROSS GEARING

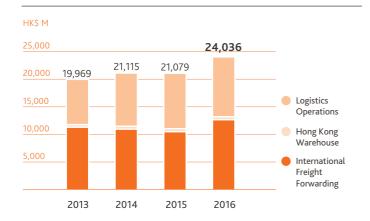
41.9%

DIVIDEND PAYOUT RATIO

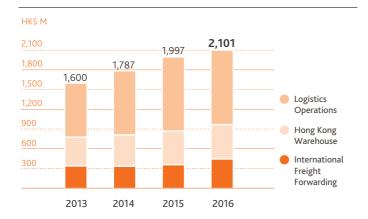
29%



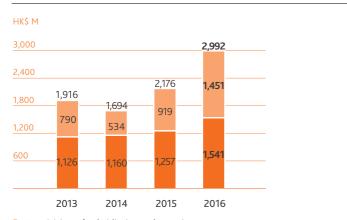
#### 2.1 TURNOVER BY SEGMENT



#### 2.3 SEGMENT PROFIT



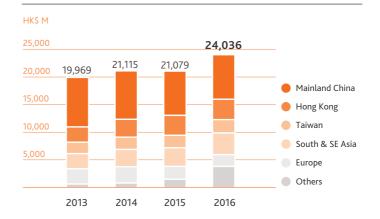
#### 2.5 CAPEX



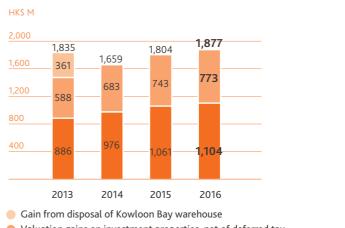
Acquisition of subsidiaries and associates

Additions of PPE, investment properties, leasehold land and land use rights

#### 2.2 TURNOVER BY REGION



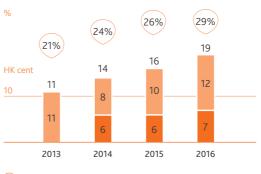
#### 2.4 PROFIT ATTRIBUTABLE TO THE SHAREHOLDERS



Valuation gains on investment properties, net of deferred tax

Core net profit

#### 2.6 DIVIDEND PER SHARE & DIVIDEND PAYOUT RATIO



Dividend payment ratio (Dividend/Core net profit)

Final dividend

Interim dividend

# 3 2012-2016 FINANCIAL SUMMARY

| Income statement  | 2016<br>HK\$'000 | 2015<br>HK\$'000 | 2014<br>HK\$'000 | 2013<br>HK\$'000 | 2012<br>HK\$'000 |
|---|------------------|------------------|------------------|------------------|------------------|
| Turnover  | 24,035,567       | 21,079,494       | 21,115,249       | 19,968,743       | 19,294,775       |
| Operating profit  | 2,677,360        | 2,578,014        | 2,328,355        | 2,406,557        | 1,583,503        |
| Finance costs   | (145,209)        | (134,650)        | (102,419)        | (93,668)         | (63,124)         |
| Share of results of associates                                | 101,003          | 103,125          | 91,377           | 128,368          | 136,421          |
| Profit before taxation  | 2,633,154        | 2,546,489        | 2,317,313        | 2,441,257        | 1,656,800        |
| Taxation  | (397,596)        | (401,323)        | (352,981)        | (304,844)        | (304,928)        |
| Profit after taxation   | 2,235,558        | 2,145,166        | 1,964,332        | 2,136,413        | 1,351,872        |
| Non-controlling interests                                     | (358,356)        | (340,721)        | (305,502)        | (301,891)        | (282,496)        |
| Profit attributable to the                                    |                  |                  |                  |                  |                  |
| Shareholders  | 1,877,202        | 1,804,445        | 1,658,830        | 1,834,522        | 1,069,376        |
|   |                  |                  |                  |                  |                  |
| Represented by:   | 1 104 004        | 1 000 070        | 075 000          | 006.070          | 015 700          |
| Core net profit   | 1,104,024        | 1,060,678        | 975,993          | 886,372          | 815,720          |
| Valuation gains in investment properties, net of deferred tax | 773,178          | 743,767          | 682,837          | 587,834          | 253,656          |
| Gain from disposal of Kowloon Bay                             | 773,178          | 743,707          | 082,837          | 367,634          | 255,050          |
| warehouse   | _                | _                | _                | 360,316          | _                |
| Profit attributable to the                                    |                  |                  |                  |                  |                  |
| Shareholders  | 1,877,202        | 1,804,445        | 1,658,830        | 1,834,522        | 1,069,376        |
|   |                  |                  |                  |                  |                  |
| Assets and liabilities  | 2016             | 2015             | 2014             | 2013             | 2012             |
|   | HK\$'000         | HK\$'000         | HK\$'000         | HK\$'000         | HK\$'000         |
| Non-current assets  | 22,367,726       | 19,430,936       | 17,678,987       | 16,603,198       | 15,079,249       |
| Net current assets/(liabilities)                              | 3,582,096        | 2,540,753        | 3,791,681        | 3,606,674        | (1,528,270)      |
| Total assets less current liabilities                         | 25,949,822       | 21,971,689       | 21,470,668       | 20,209,872       | 13,550,979       |
| Long-term liabilities and                                     |                  |                  |                  |                  |                  |
| non-controlling interests                                     | (10,649,919)     | (6,542,469)      | (6,799,879)      | (6,783,486)      | (5,192,914)      |

### 4 LOGISTICS FACILITIES

#### 4.1 FACILITIES BY REGION



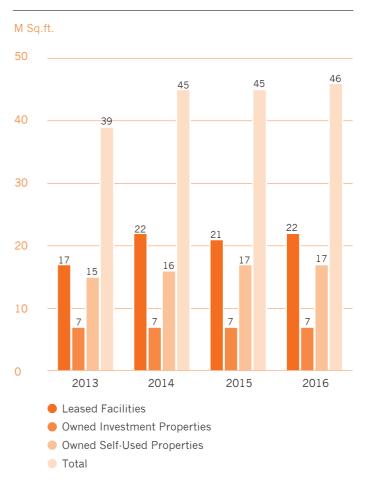
#### 4.2 OWNED FACILITIES BY REGION



#### 4.3 LEASED FACILITIES BY REGION



#### 4.4 GFA GROWTH



#### PARTICULARS OF MATERIAL LOGISTICS FACILITIES

|    |   |                  | Approximate GFA owned |           |        |
|----|---|------------------|-----------------------|-----------|--------|
|    |   | Usage type       | Total                 | Attribu   | utable |
|    |   |                  | (sq.ft.)              | (sq.ft.)  | (%)    |
| A. | Properties classified as Investment Properties  |                  |                       |           |        |
| 1. | Kerry Cargo Centre 55 Wing Kei Road, Kwai Chung, New Territories, Hong Kong Kwai Chung Town Lot No. 455                       | Warehouse        | 1,443,356             | 1,443,356 | 100.0  |
| 2. | Song Than Logistics Centre 20 Thong Nhat Boulevard, Song Than Industrial Zone 2, Di An District, Binh Duong Province, Vietnam | Logistics centre | 790,218               | 790,218   | 100.0  |
| 3. | Kerry TC Warehouse 1 3 Kin Chuen Street, Kwai Chung, New Territories, Hong Kong   | Warehouse        | 659,783               | 659,783   | 100.0  |
| 4. | Kerry Warehouse (Tsuen Wan) 3 Shing Yiu Street, Kwai Chung, New Territories, Hong Kong Kwai Chung Town Lot No. 452            | Warehouse        | 591,973               | 591,973   | 100.0  |
| 5. | Kerry Warehouse (Chai Wan) 50 Ka Yip Street, Chai Wan, Hong Kong  | Warehouse        | 535,037               | 535,037   | 100.0  |
| 6. | Kerry TC Warehouse 2 35 Wing Kei Road, Kwai Chung, New Territories, Hong Kong Kwai Chung Town Lot No. 437                     | Warehouse        | 490,942               | 490,942   | 100.0  |
| 7. | Kerry Warehouse (Shatin)<br>36-42 Shan Mei Street,<br>Shatin, New Territories, Hong Kong                                      | Warehouse        | 431,530               | 431,530   | 100.0  |
| 8. | Kerry Tampines Logistics Centre 19 Greenwich Drive, Tampines Logistics Park, Singapore  | Logistics centre | 371,466               | 371,466   | 100.0  |
| 9. | Kerry Kunshan Logistics Centre Phase 2<br>No. 118 Yuxi Middle Road,<br>Qiandeng Town, Kunshan, China                          | Logistics centre | 363,092               | 363,092   | 100.0  |

|  |                  | Approximate GFA owned |                     |            |
|--|------------------|-----------------------|---------------------|------------|
|  | Usage type       | Total<br>(sq.ft.)     | Attribu<br>(sq.ft.) | utable (%) |
| A. Properties classified as Investment Properties (continued)  |                  | (34.11.)              | (34.11.)            | (70)       |
| 10. Kerry Warehouse (Sheung Shui) 2 San Po Street, Sheung Shui, New Territories, Hong Kong                               | Warehouse        | 356,253               | 356,253             | 100.0      |
| 11. Kerry Warehouse (Kwai Chung) 4-6 Kwai Tai Road, Kwai Chung, New Territories, Hong Kong                               | Warehouse        | 286,628               | 286,628             | 100.0      |
| 12. Kerry Warehouse (Fanling 1) 39 On Lok Mun Street, On Lok Tsuen, Fanling, New Territories, Hong Kong                  | Warehouse        | 283,580               | 283,580             | 100.0      |
| 13. Shenzhen Kerry Futian Logistics Centre No. 15 Tao Hua Road, Futian Free Trade Zone, Shenzhen, China                  | Logistics centre | 268,656               | 268,656             | 100.0      |
| 14. Kerry Chongqing Logistics Centre Phase 1 No. 69 Baohuan Road, Huixing Street Block, Yubei District, Chongqing, China | Logistics centre | 224,976               | 224,976             | 100.0      |
| 15. Kerry Hefei Logistics Centre No. 2346 Shixin Road, Taohua Industrial Park, Hefei, China                              | Logistics centre | 204,383               | 204,383             | 100.0      |
| 16. EAS Building No. 21 Xiao Yun Road, Chaoyang District, Beijing, China   | Office building  | 149,610               | 104,727             | 70.0       |
| 17. Vietnam Danang Logistics Centre Street No. 3, Hoa Khanh Industrial Zone, Lien Chieu District, Da Nang City, Vietnam  | Logistics centre | 116,444               | 116,444             | 100.0      |
| <b>18. Kerry Hung Yen Logistics Centre</b> Minh Duc Ward, My Hao District, Hung Yen Province, Vietnam                    | Logistics centre | 107,586               | 107,586             | 100.0      |

|    |  |                                       | Approximate GFA owned    |                          |       |
|----|--|---------------------------------------|--------------------------|--------------------------|-------|
|    |  | Usage type                            | Total                    | Attribu                  |       |
| _  |  |                                       | (sq.ft.)                 | (sq.ft.)                 | (%)   |
| В. | Properties classified as Warehouse, Logistics<br>Centres and Port Facilities   |                                       |                          |                          |       |
| 1. | Kerry Siam Seaport<br>113/1 Moo 1, Silo Road,<br>Tungsukha sub-district, Sriracha District,<br>Chonburi Province, Thailand   | Warehouse &<br>Port facilities        | 6,286,727<br>(site area) | 5,024,352<br>(site area) | 79.9  |
| 2. | Kerry Chongqing Logistics Centre Phase 2<br>No. 69 Baohuan Road, Huixing Street Block,<br>Yubei District, Chongqing, China   | Logistics centre                      | 707,878                  | 707,878                  | 100.0 |
| 3. | Australia Adelaide Logistic Centre<br>4 Martin Avenue, Gillman,<br>Adelaide, South Australia   | Container terminal & logistics centre | 668,817                  | 668,817                  | 100.0 |
| 4. | Chengdu Longquan Logistics Centre North of Line 13 and West of Guihua, Second Road, South District, Bohe Town, Chengdu, Economic & Technological Development Zone, China | Logistics centre                      | 591,775                  | 591,775                  | 100.0 |
| 5. | Shenzhen Kerry Yantian Port Logistics Centre<br>Lot No. 26, South Area of Yantian,<br>Port Free Trade Zone, Shenzhen, China  | Logistics centre                      | 464,741                  | 255,607                  | 55.0  |
| 6. | Kerry Xiamen Logistics Centre No. 18 Haijing South Road, Export Processing Zone, Haicang District, Xiamen, China   | Logistics centre                      | 449,172                  | 449,172                  | 100.0 |
| 7. | Thailand Eastern Seaboard Logistics Centre Hemaraj Eastern Seaboard Industrial Estate, Land Plot B13 Tambon Tasith Amphur Plukdaeng, Rayong, Thailand                    | Logistics centre                      | 374,110                  | 374,110                  | 100.0 |
| 8. | Kerry Zhengzhou Logistics Centre No. 137 Yitong Street, Zhengzhou Economic & Technological Development Zone, Zhengzhou, China  | Logistics centre                      | 358,979                  | 358,979                  | 100.0 |

|  |                  | Approximate GFA owned |          |        |
|--|------------------|-----------------------|----------|--------|
|  | Usage type       | Total                 | Attribu  | utable |
|  |                  | (sq.ft.)              | (sq.ft.) | (%)    |
| B. Properties classified as Warehouse, Logistics<br>Centres and Port Facilities (continued)  |                  |                       |          |        |
| 9. Kerry Wuxi Logistics Centre No. 2 Xinxiang Road, Wuxi, China  | Logistics centre | 335,237               | 335,237  | 100.0  |
| 10. Kerry Xi'an Logistics Centre North of Shihua Da Road, East of Raochengdong Fu Road, Fengdong New Town, Xixian New District, China                  | Logistics centre | 276,506               | 276,506  | 100.0  |
| 11. Tai Po Product Customisation and Consolidation Centre 12 Dai Kwai Street, Tai Po Industrial Estate, Tai Po, New Territories, Hong Kong             | Logistics centre | 275,593               | 275,593  | 100.0  |
| 12. Kerry Chengdu Logistics Centre No. 1239 Xi Hanggang Street, Wuliuda Road, Shuangliu County, Chengdu, China   | Logistics centre | 264,182               | 264,182  | 100.0  |
| 13. Thailand Laem Chabang Logistics Centre Highway No. 7, (Bypass Laem Chabang) Nong-kham Sub-District, Sriracha District, Chonburi Province, Thailand | Logistics centre | 213,254               | 213,254  | 100.0  |
| 14. Kerry Kunshan Logistics Centre Phase 1<br>No. 118 Yuxi Middle Road,<br>Qiandeng Town, Kunshan, China   | Logistics centre | 203,990               | 203,990  | 100.0  |
| <b>15. Kerry Bangna Logistics Centre</b> 33/2 Moo7, Bangpla District, Bangplee, Samutprakarn 10540, Thailand   | Logistics centre | 190,813               | 190,813  | 100.0  |
| <b>16. Kerry Waigaoqiao Logistics Centre</b> No. 268 De Lin Road, Waigaoqiao Free Trade Zone, Shanghai, China  | Logistics centre | 153,446               | 153,446  | 100.0  |



Kerry Xi'an Logistics Centre, Xi'an, Mainland China

# 5 CHAIRMAN'S STATEMENT

#### FORGING AHEAD ALONG THE NEW SILK ROAD

Despite significant challenges in 2016, Kerry Logistics continued to make steady progress. More importantly, we are able to help existing customers overcome difficulties and add new customers from a range of industries.

Aligning ourselves with China's game-changing One Belt, One Road Initiative, we are systematically expanding our network by sea, air, road and rail. Our intention is to become a major logistics service provider for the new Silk Road of the 21st century. The acquisition of a freight forwarding group based in CIS will significantly expand our coverage in Central Asia. The opening of new road and rail freight routes from China to Europe and Pakistan will enable us to offer different options to our customers.

The acquisition of APEX has greatly enhanced our trans-Pacific capability. Kerry Logistics has become a major mover of freight between Asia and North America.

Cross-border e-commerce between Greater China and ASEAN is booming. We are strengthening our express platform in various Southeast Asian countries to serve expanding demand both by air and through our road transportation network.

Step by step, we are becoming the premier logistics service provider in Asia. Our tagline is Asia Specialist, China Focus, Global Network. We are constantly improving the menu of solutions available to our customers. With the world trading system in flux, new solutions will be needed. Whatever changes may result from policy changes in the US and other countries, Kerry Logistics stands ready to help our customers adjust to them quickly and optimally.

George Yeo Chairman



# 6 MANAGEMENT DISCUSSION AND ANALYSIS

#### RESULTS OVERVIEW

The Group recorded an increase in turnover of 14% to HK\$24,036 million in 2016 (2015: HK\$21,079 million). Core operating profit grew 4% to HK\$1,878 million (2015: HK\$1,805 million). Core net profit also rose 4% year-on-year to HK\$1,104 million (2015: HK\$1,061 million). Profit attributable to the Shareholders, after taking into account valuation gains on investment properties, amounted to HK\$1,877 million (2015: HK\$1,804 million).

|  | 2016<br>HK\$ million |       |      |
|--|----------------------|-------|------|
| Segment profit                           |                      |       |      |
| IL                                       |                      |       |      |
| <ul> <li>Logistics operations</li> </ul> | 1,131                | 1,125 | +1%  |
| - Hong Kong warehouse                    | 522                  | 511   | +2%  |
|  | 1,653                | 1,636 |      |
| IFF                                      | 448                  | 361   | +24% |
|  | 2,101                | 1,997 |      |
| Unallocated                              |                      |       |      |
| administrative                           |                      |       |      |
| expenses                                 | (223)                | (192) |      |
| Core operating profit                    | 1,878                | 1,805 | +4%  |
|  |                      |       |      |
| Core net profit                          | 1,104                | 1,061 | +4%  |
| Valuation gains*                         | 773                  | 743   |      |
| Profit attributable to                   |                      |       |      |
| the Shareholders                         | 1,877                | 1,804 | +4%  |

<sup>\*</sup> Valuation gains on investment properties, net of deferred tax

The Group's performance in Mainland China, Taiwan, Thailand and India, which, collectively contributed to approximately 54% of the Group's segment profit, was distorted by the appreciation of the US dollar.



- Year-on-year segment profit growth in local currencies
- Year-on-year segment profit growth in HKD

#### BUSINESS REVIEW

#### **OUR GLOBAL NETWORK**



#### **MARKET OVERVIEW**

2016 was a year of exceptional challenges. The uncertainties over political and economic situations worldwide were unprecedented. Falling global demand, slowing GDP growth in Mainland China and the strong US dollar policy impacted the macro business environment and led to stagnated trade flows.

The strength of the US dollar eroded the profitability of corporations as a side effect of currency translation. The bearish market view in January 2016 triggered a number of the Group's key clients to make immediate downward adjustments in sales and production targets for 2016,

resulting in a decline in cargo volume. In August 2016, the bankruptcy of Hanjin Shipping caused an unexpected surge in freight rates and disturbance in both air and sea freight markets. Nevertheless, as Asia's leading logistics service provider with a diversified business portfolio, Kerry Logistics has managed to weather the market headwinds and minimise the adverse impact on its business with quick response to market changes.

Despite the tough operating environment, the Group managed to achieve a 14% growth in turnover, while core operating profit, core net profit and profit attributable to the Shareholders posted a 4% growth in 2016.

#### **IL REMAINS STABLE**

79% of the Group's total segment profit originated from the IL division, of which 83% came from Greater China.

#### **GREATER CHINA GROWS STEADILY**

The Group's Hong Kong warehousing business reported slight growth despite the softening of rental growth. The logistics operations business in both Hong Kong and Mainland China recorded healthy segment profit growth from new business and customer wins in various sectors. Taiwan's growth was flat. Besides currency issues, the reduced number of working days in 2016 caused by typhoons and the introduction of a new holiday policy by the new Taiwanese government also impacted the Group's performance in Taiwan.

#### **EX-GREATER CHINA STAYS HEALTHY**

Despite the drop in Thailand's seaport business caused by a decline in sugar exports, Kerry Logistics' express business continued to capture growth opportunities arising from increased e-commerce volume and cross-border logistics activities through its express platform across Thailand, Vietnam, Malaysia and Cambodia. Demand and growth were particularly strong in Thailand. In Vietnam, restructuring of the express business was completed with new e-commerce customers won.

#### **IFF INCREASES SUBSTANTIALLY**

The IFF division achieved a 20% increase in turnover and a 24% increase in segment profit, mainly propelled by contributions from APEX in the US, acquired in June 2016, and robust growth in Asia. Overall, the growth of the IFF division outpaced that of the IL division in 2016.

#### **CONTRIBUTIONS FROM THE US**

Business integration following the acquisition of a majority stake in APEX in June 2016 progressed as planned. The Group benefitted from increased capacity and a broadened client base as well as new opportunities in trans-Pacific trades and across the globe.

#### **ROBUST GROWTH IN ASIA**

The growth was mainly from South and Southeast Asia, in particular India, Singapore and the Philippines, through expanded coverage, enhanced capabilities and increased volumes. Rebranding and integration of Kerry Indev Logistics Private Limited in India were completed in 2017 Q1.



#### PROFITABILITY YET TO REVIVE IN EUROPE

Segment profit from Europe declined as a result of exchange rate impact, continual business restructuring and process reengineering, as well as investment in information technology. A new shared service centre was opened in Poland in November 2016 to enhance the cost efficiency and service competitiveness of the region.

#### **DEVELOPMENT ALONG BELT AND ROAD**

Mainland China's increasing connectivity with the rest of the world, especially Central Asia and Western Europe, has unlocked new options for shippers and ample opportunities for the logistics industry.

To ride on the increasing trade, Kerry Logistics took further steps to enhance its service capabilities and coverage along the Belt and Road. Internally, business restructuring in Mainland China and GMR is ongoing. New business divisions were set up to focus on project, rail and multimodal logistics development across Asia and Europe. In August 2016, the Group delivered a rail freight shipment of over 80 containers from eastern China's Yiwu to Madrid, Spain, passing through eight countries in 19 days.

Externally, acquisition is underway to establish the Group's presence in CIS countries through entering into definitive agreements in 2016 to acquire a controlling stake of a freight forwarding group based in the region. The target group, with its headquarters in Dubai, is engaged in rail, road and air freight businesses in nine CIS countries. Leveraging Mainland China's increasing connectivity with the rest of the world, the acquisition shall be completed by May 2017 and will open the door to potential markets with growth prospects.

#### CONTINUAL EXPANSION OF FACILITY PORTFOLIO

In Mainland China, a new logistics centre of 277,000 square feet in Xi'an commenced operation in 2016 Q4. Facilities in Shanghai and Wuxi, which are expected to be completed in 2017 Q2 and Q3 respectively, will supplement over 1.3 million square feet of logistics facilities in the Group's portfolio in the country. Two other facilities in Wuhan and Changsha with an estimated aggregate GFA of 0.9 million square feet are under the planning process.

In Taiwan, the Group plans to build a multifunctional logistics centre of over 400,000 square feet in Guanyin, the coastal district of Taoyuan City, in order to consolidate various sorting hubs in the region. Construction is expected to start in September 2017 with target completion in 2019.

In Cambodia, construction of the new 213,000 square feet Kerry Worldbridge Logistics Centre in the Free Trade Zone in Phnom Penh, focusing on import logistics services, was completed in January 2017.

## UNLOCK ASSET VALUES TO OPTIMISE GROWTH AND DETLIEN

On 17 March 2017, the Group entered into a definitive agreement to divest its entire 15% interest in Asia Airfreight Terminal Company Limited. The transaction shall be completed upon satisfaction of certain conditions precedent under the definitive agreement. The disposal represents a continuation of the Group's strategy to streamline its businesses and increase its overall performance and prospects. The enhanced cash and working capital position after the deal shall enable the Group to restructure its strategic business position and focus on pursuing development opportunities on its core businesses and/or other potential acquisitions in the future.

Save as disclosed above, there were no other significant events affecting the Company nor any of its subsidiaries after the reporting period of the Group.

#### **OUTLOOK**

The global economic outlook will likely continue its path of uncertainties into 2017 with flat global demand. Nevertheless, the Greater China market will continue to grow steadily; in addition the appreciation of the US dollar is expected to slow down, which may alleviate the pressure exerted on corporate profitability due to currency translation.

#### **EX-GREATER CHINA EMERGES AS GROWTH DRIVER**

The Group expects growth from ex-Greater China to speed up in 2017 with increasing trade volumes and cross-border logistics activities. The Group will step up investment and expansion to further strengthen Kerry Logistics' unique strategic positioning as an Asia specialist supported by a global network.

#### IFF BECOMES GROWTH ENGINE

The IFF division will become the growth engine in 2017. Alongside the successful integration of APEX in the US, the Group expects to reap increased synergies in 2017 through leveraging existing sales channels to optimise cross-selling opportunities across the globe.

#### IL'S GROWTH CONCENTRATES IN THAILAND

Future growth of the IL division will be concentrated in Thailand, driven by the burgeoning e-commerce business in ASEAN and the rising demand for cross-border logistics and last-mile delivery services. The Group will expand its express network into Laos and Indonesia to further tap into the booming B2B, B2C and C2C online businesses.

#### **SEIZE BELT AND ROAD OPPORTUNITIES**

The Belt and Road Initiative will continue to provide a framework for Kerry Logistics' expansion. Leveraging its business restructuring in Mainland China and GMR, the Group plans to further establish its presence in five of the international economic co-operation corridors in the next 12 months in order to seize new opportunities in project, rail and multimodal logistics businesses.

#### E-COMMERCE CONTINUES TO DRIVE GROWTH

E-commerce will continue to be a key growth driver for the Group. Demand momentum driven by cross-border e-commerce is particularly strong between Greater China and ASEAN. Leveraging its strong regional network and capabilities, Kerry Logistics is well positioned to capture the growth opportunities arising from the increasing e-commerce trade and volumes.

#### INVEST IN PEOPLE DEVELOPMENT

The key strength of Kerry Logistics remains its people. As the Group continues to expand, it will constantly invest in people development and recruit industry professionals as well as young talents of different cultures to build a winning team. With the right team mix and can-do corporate spirit, Kerry Logistics is committed to creating real value for its employees, customers and shareholders.

Looking ahead, the Group holds a cautiously optimistic outlook and is confident to deliver solid results and growth through its global network, strengthened service capabilities along the Belt and Road, as well as a diversified business portfolio across a wide spectrum of verticals.

#### FINANCIAL REVIEW

The Group has centralised financing policies and control over all its operations. With tight control on treasury operations, average cost of funds is lowered.

Most of the Group's assets and liabilities are denominated in different functional currencies of the overseas subsidiaries' respective countries. The Group generally does not enter into foreign exchange hedges in respect of its long-term equity investments in overseas subsidiaries and associates. For the foreign currency exposure arising from business activities, certain subsidiaries used forward contracts to hedge their foreign exchange exposure from trading transactions during the year, the amount of which was insignificant to the Group. The Group will continue to closely monitor its foreign exchange position and if necessary, hedge its foreign exchange exposure by entering into appropriate hedging instruments. As at 31 December 2016, total foreign currency borrowings amounted to the equivalent of HK\$3,348 million (including HK\$2,137 million denominated in New Taiwan Dollar and HK\$474 million denominated in Thai Baht), which represented approximately 48% of the Group's total bank loans of HK\$6,911 million.

Out of the Group's total bank loans as at 31 December 2016, HK\$1,427 million (representing approximately 21%) was repayable within one year, HK\$1,975 million (representing approximately 29%) in the second year, HK\$3,407 million (representing approximately 49%) in the third to fifth years and HK\$102 million (representing approximately 1%) over five years. The Group maintains most of its bank loans on an unsecured basis, with unsecured debt accounted for approximately 87% of total bank loans. In relation to the secured bank loans of HK\$930 million as at 31 December 2016, the securities provided include legal charges over certain non-current assets with aggregate net book value of HK\$2,602 million, assignments of insurance proceeds of certain properties, and certain balances of restricted and pledged deposits. A majority of the bank loans were borrowed at floating interest rates and were not held for hedging purposes.

As at 31 December 2016, the gearing ratio for the Group was 41.9% (31 December 2015: 33.6%). The ratio was calculated as total bank loans and overdrafts, divided by equity attributable to the Shareholders excluding put options written on non-controlling interests.

As at 31 December 2016, the Group had total undrawn bank loan and overdraft facilities of HK\$6,557 million which may be used to fund material capital expenditure. The Group will also continue to secure financing as and when the need arises.

As at 31 December 2016, the Group had no material contingent liabilities.

# STAFF AND REMUNERATION POLICIES

As at 31 December 2016, the Group had approximately 24,300 employees. The remuneration to employees includes salaries maintained at competitive levels while bonuses are granted on a discretionary basis. The Group provides training to its staff to enhance technical and product knowledge. The Group's remuneration policies are formulated based on the performance of individual employees. Other employee benefits include provident fund, insurance, medical, sponsorship for educational or training programmes, share option schemes and RSU scheme.



# 7 ENVIRONMENTAL, SOCIAL AND GOVERNANCE REPORT

#### **ABOUT THIS REPORT**

This ESG Report provides an annual update of the performance in sustainable development of Kerry Logistics for the year ended 31 December 2016.

The scope of this report covers major operations in the Group's integrated logistics, international freight forwarding, express delivery, supply chain solutions, industry solutions and food and beverage trading, covering more than 40 countries and spanning six continents. The report is prepared in accordance with the ESG Reporting Guide under Appendix 27 of the Main Board Listing Rules issued by the Stock Exchange in 2015.

The report has been organised into six chapters focusing on the values created for our people, our customers, our supply chain, our environment, our community and our stance in anti-corruption. Key initiatives undertaken by the respective business units are featured in their relevant chapters which we believe best demonstrate our commitments in generating sustained values for our stakeholders.



#### SUSTAINABILITY AND ESG REPORTING

We believe that sustainability is fundamental to the success of our business. Our philosophy is to create long-term value for our stakeholders that is in line with the sustainable and responsible growth of our business. We aspire to be a responsible corporate citizen and we believe that transparency and accountability are important foundations for building trust with our stakeholders.

As Asia's leading logistics service provider, we acknowledge the significance of effective sustainability practices and are actively integrating ESG systems in key business decisions. We address ESG issues both on the Group and business levels. The Board oversees the direction of our ESG practices and our business units set up individual ESG programmes that are aligned with their operations. ESG performance is measured, reviewed and reported to management regularly for continuous improvement.

# STAKEHOLDER ENGAGEMENT AND MATERIALITY ASSESSMENT

We maintain an open and transparent dialogue with our stakeholders to gather their views on what ESG issues matter most. Given our operations span across a wide spectrum of industries, we deal with various types of stakeholders, including employees, customers, suppliers, shareholders, investors, the media and local communities. We engage our key stakeholders on a regular basis across various platforms, such as meetings, interviews, surveys and workshops to gauge their expectations and feedback on how we could address ESG issues in the best manner.

This ESG report serves as an important tool to address the key concerns and interests of our stakeholders. Based on the inputs of our key stakeholders, we have prioritised aspects relating to environmental discharges, use of resources, employment and labour standards, operating practices and community outreach. Key initiatives and activities are summarised in the rest of this report.

#### **VALUE CREATED FOR OUR PEOPLE**

Our employees are our greatest asset and the key to our sustainable growth. None of our achievements would have been possible without the great people who work at Kerry Logistics. We are committed to creating value for our employees through rewarding careers, an embracing workplace and a healthy work-life balance.

#### **RECRUITING AND RETAINING TALENTS**

The ability to deliver sustainable growth for Kerry Logistics relies largely on a competent workforce. It is therefore of paramount importance to proactively manage our talent pipeline. In addition to taking in experienced industry experts, we recruit young talents by hosting tours for university students, advertising in the media, and participating in recruitment days and career forums. We bring in new recruits and equip them with necessary skillsets to develop a long-term rewarding career with us.

Our 12-month MT Programme aims to recruit high calibre graduates worldwide regardless of academic backgrounds. We offer comprehensive on-the-job rotation exposure to our integrated logistics, international freight forwarding and express businesses in Greater China and South and Southeast Asian countries. Since its launch, the MT Programme has recruited 179 talented individuals. Amongst them 18 have become leaders taking senior management positions.

179 graduates have been recruited under MT Programme

18 of them have become leaders

Policies are in place to stipulate practices in relation to recruitment, compensation, other benefits and welfare, promotion, working hours, resting periods, equal opportunity, diversity, anti-discrimination, and dismissal.

The Group's remuneration mechanism is performance-based and competitive. In addition, the Group provides other benefits to employees including insurance, medical and sponsorship for educational or training programmes.

We encourage our employees to maintain work-life balance and provide them with different kinds of support. To raise awareness of the importance of healthy living, in October 2016 we participated in the Work-Life Balance Week organised by Community Business for the eighth consecutive year. Employees are encouraged to leave on time and workout on company allowance.

Embracing diversity, Kerry Logistics is committed to building a supportive and inclusive environment through fair employment practices. Our Global Equal Opportunities Policy prohibits any form of harassment and discrimination with respect to age, gender, race, ethnic origin or religious belief.

#### PROMOTING HEALTH, SAFETY AND WELLBEING

The Group prioritises health and safety in operating our business. Our OHS Committee has been established to identify, assess and mitigate OHS-related risks across our operations. We have set up and implemented health and safety management system in line with international standards such as the OHSAS 18001. Our Standard Operating Procedures provides employees with methodologies and tools to effectively identify OHS hazards and assess the associated risks. Our employees are trained and encouraged to report on potential hazards.

Our extensive safety training programmes equip our employees with the adequate awareness and knowledge to carry out their jobs safely. New joiners are required to attend OHS orientation; monthly refresher training is provided to keep our employees updated with the latest OHS regulatory requirements.

#### **DEVELOPMENT AND TRAINING**

The Group acknowledges the importance of empowering its people through development and training. Our training programmes are designed to meet our business vision not only for developing a skilled workforce and as a means to develop future leaders, but also for the benefit of society as a whole. We organise various hard and soft skill training classes to enhance our services to customers. These include, for example, the Golden Rules of Customer Service training which improves language proficiency for customer-facing staff to enable better customer communication.

#### LABOUR STANDARDS

Kerry Logistics strictly prohibits the use of child and forced labour in our operations and expects our suppliers to adhere to the same standards. Whilst no such incident has been reported, we have set up robust mechanisms for preventing, monitoring, and reporting such practices. We review their practices and incorporate relevant requirements in their human resources policies and assist them in implementing these in their operation.

#### REGULATORY COMPLIANCE

During the reporting period, we were not aware of any non-compliance with laws and regulations that have a significant impact on the Group relating to employment, OHS, or labour standards.

#### **VALUE CREATED FOR OUR CUSTOMERS**

As a leading logistics service provider in Asia serving top international brands, the Group endeavours to create value for our customers and help them build their competitive edge through our trusted and innovative solutions.

#### **DRIVING SERVICE EXCELLENCE**

At Kerry Logistics, we regard service quality as one of the key competitive advantages of our business and integrate it in our day-to-day operation. The Group Quality Policy sets a high standard and demonstrates our commitment to service excellence. We continue to recognise and adopt advanced industry practices. Quality management systems in accordance with internationally recognised frameworks have been established and well adopted at our major operations to uphold service quality. Our quality accreditations are listed on the Company's website.

We address the specific business needs of our customers by offering high-quality, cost-effective supply chain solutions which leverage on our wide range of industry experience. For example, we have been successful in offering industry-specific solutions to sectors including electronics and technology, food and beverage, fashion and lifestyle, fast-moving consumer goods, industrial and material sciences, automotive and pharmaceutical and healthcare industries. Our one-stop services range from vendor-managed inventory, cold chain management, nationwide warehousing and distribution to return management.

Our long-term relationship with customers attests to our quality and reliable services. Our dedication to service excellence is also recognised through various awards. Kerry Logistics received the "Supply Chain Asia Awards 2016: Asian 3PL of the Year" from the Supply Chain Asia Magazine for our outstanding contributions in serving the world's top brands in the field of supply chain and logistics. We are also

regarded as the "Outstanding Logistics Solution Provider" at the Quamnet Outstanding Enterprise Awards 2016 for our contribution to the logistics industry. A list of awards that we have obtained during the year has been detailed in the section headed "Awards and Citations" in this annual report.

#### IMPLEMENTING INNOVATION

As one of the first 3PL in Asia, Kerry Logistics has piloted seven fully automated and programmed robotic butlers at its PC³ in Hong Kong since 2015. The robotic butlers, working around the clock at four times faster than in the normal course, greatly improved fulfilment accuracy and efficiency. This creates tangible value particularly for our retail customers who are in the course of expanding their scale of e-commerce.

Additionally, KerrierVISION, a real-time internet-based solution we have developed, provides personalised support to our customers on tracking of inventory, freight, purchase order and delivery. The platform has enabled greater cost-effectiveness of our customers.

#### **ENHANCING CUSTOMER EXPERIENCE**

Customer feedback is vital to our persistent pursuit of service excellence. We collect, assess and act on the inputs from our customers to meet or exceed our pledged service levels and their expectations. Our Group-level enquiry and complaint handling procedures, for example, stipulate that complaints should be acknowledged by written response within 24 hours upon receipt, followed up by comprehensive follow-up procedures and remedial actions if the complaint is substantiated and valid. This forms part of our performance assessment criteria.

#### PROTECTING CUSTOMERS

The Group treats customer data with complete confidentiality and handles such data with due care. Our Information Security Management Policy is in place to prevent loss and leakage of confidential information, including customer data. The policy is well communicated to our employees in induction or regular refresher training. Well-established procedures are in place to guide the use of customer information for advertising of our services.

#### **REGULATORY COMPLIANCE**

In 2016, we were not aware of any incidents of non-compliance with laws and regulations that have a significant impact on the Group concerning product responsibility.

#### **VALUE CREATED FOR OUR SUPPLY CHAIN**

We work closely with a wide spectrum of suppliers such as airlines, shipping companies and landlords of leased logistics facilities to support our strong distribution network which connects with more than 40 countries. We continue to strengthen the sustainability of our supply chain performance through building a collaborative and win-win relationship with our suppliers.

#### **OPTIMISING COLLABORATION WITH SUPPLIERS**

Kerry Logistics has a stringent supplier selection and management process in place. Prior to working with a new supplier, we conduct stringent supplier qualification assessments to ensure that they meet our standards and share our values. We remain vigilant on supply chain risks including those related to ESG through systematic performance evaluation and monitoring. This allows us to put contingency plans in place in advance to maintain high service reliability and business continuity. Performance of existing suppliers are evaluated regularly. Suppliers that failed to meet our performance will be required to take timely correction and/or corrective actions; otherwise they will be suspended from doing business with us.

We exert positive influence on our suppliers and work closely with them to meet our ESG standards by assisting them to understand the standards. Our suppliers are expected to adhere to our Social Responsibility Policy, which requires strong commitments to good ESG practices concerning ethical conduct, health and safety, employment and human right practices and environmental sustainability. We regularly converse with our suppliers to share knowledge and experience on good industry practices and exchange ideas to improve the overall sustainability of our supply chain performance.

#### **ANTI-CORRUPTION**

We operate our business with integrity, transparency and accountability. Our Global Anti-bribery Policy is well conveyed to employees through mandatory induction training. The

Board sets a standard of zero tolerance to any forms of bribery, corruption, extortion, money laundering or fraud. Malpractices are to be detected by effective monitoring and management control in place. Meanwhile, our Whistleblowing Policy enables employees and third parties to report observed and suspected misconducts, irregularities and malpractices in a confidential manner. Reported cases will be followed up in a timely manner; confirmed cases will be reported to the Audit and Compliance Committee and the management.

#### REGULATORY COMPLIANCE

During the year, the Group was not aware of any breach of laws and regulations that have a significant impact on the Group relating to anti-corruption.

#### **VALUE CREATED FOR OUR ENVIRONMENT**

Operating with an asset ownership model for greater service reliability and flexibility, we recognise that it is our responsibility to manage our environmental footprint and in particular, for self-owned logistics facilities. We work to make our operations greener through managing emissions, optimising the use of resources and protecting the natural environment and ecosystems that we rely on.



#### **DRIVING CONTINUOUS IMPROVEMENT**

To raise awareness and identify opportunities for improvement, we have established and implemented EMS in accordance with the recognised international standards at the business unit level. For example, our operations in Hong Kong, Mainland China and Singapore have enforced the EMS accredited with the ISO14001 standard.

At our headquarters in Hong Kong, we have set up a Green Committee comprising heads of key departments and business units to steer environmental initiatives. As part of the EMS, the Committee operates an "Annual Green Program" with an aim to monitor, improve and communicate environmental performance at our logistics operations.

#### SAVING ENERGY AND MANAGING EMISSIONS

Guided by the Group's Environmental Policy, we endeavour to minimise our environmental footprint through reducing air and GHG emissions, optimising waste management and managing discharges to land and water.

In Hong Kong, we own and operate a fleet of 265 trucks and over 80% of them have been replaced with more efficient models since 2014. In particular, about 190 of these trucks are Euro V and Euro VI.

We reduce GHG emissions through procuring and using energy efficient devices and installations. In 2016, we replaced all T8 fluorescent light tubes with more energy-efficient T5 models at our premises in Hong Kong, which have the higher luminous efficacy of about 100 lm/W when compared with T8 lamps 80 lm/W, thereby enabling us to reduce electricity consumption. Furthermore, our dedicated maintenance team monitors and adjusts the temperature at our cold stores to avoid unnecessary energy wastage.

At Kerry Logistics, we encourage our employees to segregate and recycle waste from operation such as paper, cardboard and plastic wrapping material.

To reduce paper consumption at office, we are migrating from traditional hard copies to electronic copies for documentation.

#### **REDUCING WATER USE**

The industry that we are in is not considered highly water-intensive. In spite of this, we strive to conserve water in our daily operations. For example, we harvest rainwater for irrigating plants at our PC<sup>3</sup> warehouse.

#### INCORPORATING ECO-DESIGN IN LOGISTICS FACILITIES

We recognise that the way we operate has a direct impact on the environment and natural resources. Kerry Logistics' approach to addressing its environmental impacts is to focus on green design. Our state-of-the-art logistics facilities in Hong Kong and Singapore, namely PC³ and Kerry Tampines Logistics Centre, attained the LEED (Leadership in Energy and Environmental Design) (Gold) recognition for the ecodesigns that benefit the environment. Additionally, PC³ is also the first industrial building in Hong Kong being certified with HK-BEAM (Building Environmental Assessment Method) (Gold).

#### **REGULATORY COMPLIANCE**

The Group was not aware of any other non-compliance of laws and regulations that have a significant impact on the Group relating to air and GHG emissions, discharges into water and land, and generation of hazardous and non-hazardous waste during 2016.

#### **VALUE CREATED FOR OUR COMMUNITY**

Kerry Logistics has committed itself to serving the community by leveraging its talents, resources and networks. Our community involvement focus in 2016 demonstrates our care towards the youth, the elderly, the underprivileged and the environment. We contributed to different charitable organisations and events and in 2016 spent 922 employee volunteering hours to create values for our communities.



For the sixth consecutive year, we are proud to be named again as a "Caring Company" by the Hong Kong Council of Social Service in recognition of our continuous community involvement and contribution.

#### YOUTH DEVELOPMENT

We continue to support the Kids4Kids' Sharing for a Cause campaign by providing logistics support. The campaign aims to alleviate the social challenge of "invisible poverty" in Hong Kong by collecting resources from the better-off for donations to the less fortunate.

Our future lies in the hands of the youth. We aspire to cultivate a happy reading culture and help youngsters adapt to an increasingly knowledge-driven society. Kerry Logistics has been in collaboration with three other freight companies for the second year in supporting the Noel Fund. The fund is set up to support the Reading Corner programme established by the charity Sunrise Library, which aims to help elementary schools in poverty-stricken areas of Mainland China.

#### SUPPORTING THE UNDERPRIVILEGED

We work to create positive impact to society by helping the less fortunate. In Taiwan, for example, we provide free cold storage and distribution services to facilitate the supply of fresh and perishable food for families in need. In Spain, we have made charitable donations to the Food Bank Foundation for the fourth year in a row, providing nutritional aid to the population facing starvation and to raise public awareness over the problem of hunger.

We are also a supporter of a number of non-profit and charitable organisations, aiming to improve the wellbeing of the underprivileged. Our involvement includes monetary support, participation in community and charitable events, and in-kind support for community events.

| Community initiative                                    | Partner  | Beneficiary   |
|---|--|---|
| Hong Kong Marathon –<br>Corporate Challenge 2017        | Hong Kong Amateur Athletic<br>Association Limited          | Hong Kong Paralympic Athletes   |
| 24th Green Power Hike                                   | Green Power Ltd  | Environmental education for next generation to learn to appreciate and cherish the nature |
| Community Chest Corporate<br>Challenge 2016             | Community Chest  | Physically disabled and elderly   |
| Race for Water 2016                                     | A Drop of Life   | Community of arid areas of<br>Mainland China  |
| Hong Kong Disneyland<br>10K Weekend                     | Hongkong International Theme<br>Parks Limited              | The Children's Cancer Foundation  |
| UNICEF Charity Run 2016                                 | Hong Kong Committee for UNICEF                             | Children worldwide, especially in stopping mother-to-child transmission of HIV            |
| Pedal Kart Race 2016                                    | Association of Round Tables in<br>HK Charitable Foundation | For the underprivileged or handicapped in society   |
| Sharing for a Cause                                     | Kids4Kids  | Youngsters in Hong Kong, empowering them to be socially responsible and community-minded  |
| Heep Hong Society – "Children of Dreams" Charity Dinner | Heep Hong Society  | Serving children with developmental and learning problems and their families              |

#### **ELDERLY CARE**

Showing respect to the elderly for their past contributions to socioeconomic development is a virtue that we uphold and promote. Kerry Logistics is committed to supporting the elderly to lead healthy and happy lives. During the year, Kerry Logistics continued to organise home visits and offer volunteering services with an aim to share the festivities with the elderly living by themselves in Hong Kong. In addition, we helped clean up the homes of the elderly and prepared gifts for celebrations.

#### **ENVIRONMENTAL CONSERVATION**

We believe that a good corporate citizen should take up the responsibility of building a greener and more sustainable community. As part of our continuous efforts in raising public awareness of environmental conservation and low-carbon living, our efforts in 2016 was highlighted by our participation in the Earth Hour initiative, organised by the World Wildlife Fund (WWF). This is our fifth year supporting this initiative by switching off our major exterior lighting installations for one hour and encouraging our colleagues to turn off all non-essential lights. This initiative demonstrates our commitment to conserving the environment through promoting changes in individual behaviour.

## 8 AWARDS AND CITATIONS

#### CORPORATE ACCOLADES



**CERTIFICATE OF EXCELLENCE**2016 HKMA QUALITY AWARD



LISTED ENTERPRISES OF THE YEAR 2016
BLOOMBERG BUSINESSWEEK –
LISTED ENTERPRISES OF THE YEAR
AWARDS



PROVIDER

QUAMNET OUTSTANDING ENTERPRISE

AWARDS 2016

**OUTSTANDING LOGISTICS SOLUTION** 



BEST MANAGED COMPANY IN HONG KONG
- MEDIUM CAP

ASIAMONEY BEST MANAGED COMPANY AWARDS



BEST IN SECTOR: ENERGY, INDUSTRIALS & MATERIALS

IR MAGAZINE AWARDS – GREATER CHINA 2016



# MARKET LEADERSHIP IN BUSINESS LOGISTICS

**HKIM MARKET LEADERSHIP AWARD 2016** 

#### INDUSTRY RECOGNITION



- BEST 3PL
- BEST GREEN LOGISTICS OPERATOR

THE 2016 ASIAN FREIGHT, LOGISTICS & SUPPLY CHAIN AWARDS



ASIAN 3PL OF THE YEAR
SUPPLY CHAIN ASIA AWARDS 2016



GLOBAL LOGISTICS PROVIDER OF THE YEAR

**PAYLOAD ASIA AWARDS 2016** 

#### COMMENDATIONS FROM CUSTOMERS AND PARTNERS



BEST LOGISTICS BUSINESS PARTNER 2015

**TTM TECHNOLOGIES** 



15 YEARS OF OUTSTANDING PARTNERSHIP

NETGEAR



CHINA RHQ Y2016 - BEST PARTNER

**SAMSUNG SDS CHINA** 

# Kerry Logistics has a total of 66 wins, from corporate accolades, industry recognition to commendations from customers and partners

| LOCATION       | AWARD   | ORGANISER   |
|----------------|---|---|
| CORPORATE ACCO | DLADES  |   |
| Hong Kong      | 2016 HKMA Quality Award: Certificate of Excellence  | The Hong Kong Management Association  |
|                | Listed Enterprises of the Year Awards: Listed Enterprises of the Year 2016  | Bloomberg Businessweek  |
|                | Quamnet Outstanding Enterprise Awards 2016: Outstanding Logistics Solution P  | rovider Quamnet   |
|                | Best Managed Company Awards: Best Managed Company in Hong Kong – Mediu Corporate Governance Poll  Best for Investor Relations in Hong Kong – 2nd place  Overall Best Company in Hong Kong for Corporate Governance – 3rd place  Overall Best Company in Asia for Corporate Governance – 5th place   | m Cap Asiamoney   |
|                | IR Magazine Awards – Greater China 2016  • Best in Sector: Energy, Industrials & Materials  • Global Top 50 Silver 2016  • Certificate for Excellence in Investor Relations   | IR Magazine   |
|                | 2016 All-Asia Executive Team annual ranking  • Most Honored Company (Transportation Sector)  • Best IR (Transportation Sector)  • Best CEO – William Ma (Transportation Sector)  • Best CFO – Ellis Cheng (Transportation Sector)  • Best IR Professional – Cheryl Yeung (Transportation Sector)  • Best Analyst Days (Transportation Sector)  • Best Website (Transportation Sector) | Institutional Investor  |
|                | HKIM Market Leadership Award 2016: Market Leadership in Business Logistics  | Hong Kong Institute of Marketing  |
|                | Hang Seng Corporate Sustainability Index Series: Member 2016-2017   | Hang Seng Indexes Company Limited   |
|                | ERB Manpower Developer Award Scheme: Manpower Developer 1st 2010-2018   | The Employees Retraining Board  |
|                | 2015 Hong Kong Awards for Environmental Excellence – Bronze Award (Transport and Logistics)   | Environmental Campaign Committee and<br>Environmental Protection Department |
|                | Caring Company 2015/2016  | The Hong Kong Council of Social Service                                     |
|                | Partner Employer Award 2016/17  | The Hong Kong General Chamber of<br>Small and Medium Business               |
|                | Occupational Health Award 2016-17:<br>Joyful@Healthy Workplace Best Practices Award<br>(Enterprise/Organisation Category) – Outstanding Award   | Occupational Safety & Health Council  |
| United Kingdom | Technology Innovator Awards 2016: Most Innovative Logistics Service Provider –  | Asia Corporate Vision Magazine  |
| Mainland China | CGMA Annual Awards  • Best Practice of Shared Service Centre of the Year 2016 Highly Recommended  • 2016 Employer Partner Awards  | Chartered Global Management Accountant                                      |
| Taiwan         | Truck Freight Survey – Best Service Provider Ministry of  | Transportation and Communications R.O.C.                                    |
|                | Service Industry Energy Conservation Competition  • Power Saving Rate – Grade A Second Prize  • Power Saving – Grade A Second Prize   | Taoyuan City Government   |

| LOCATION       | AWARD  | ORGANISER  |
|----------------|--|--|
| CORPORATE ACC  | OLADES   |  |
| Singapore      | Corporate Treasurer Awards 2016:<br>Asia's Best Treasury & Finance Strategies – Best Liquidity Manageme  | Corporate Treasurer<br>ent Strategy                |
|                | Singapore SME 1000 Company – Emerging 2015   | DP Information Group                               |
| India          | The 8th Edition of South East CEO Conclave & Awards 2016 • Free Trade & Warehousing Zones of the Year • Customs Broker of the Year • Dynamic Logistics Professional of the Year    | Exim India   |
| US             | 2016 International ARC Awards<br>Bronze Winner – Interior Design: Logistics Enterprises  | MerComm, Inc.                                      |
|                | 2015 Vision Awards: Annual Report Competition • Gold Award (Transportation & Logistics) • Top 50 Chinese Annual Reports of 2015 • Top 80 Annual Reports in the Asia-Pacific Region | League of American Communications Professionals    |
| INDUSTRY RECOG | GNITION  |  |
| Hong Kong      | The 2016 Asian Freight, Logistics & Supply Chain Awards • Best 3PL • Best Green Logistics Operator   | Asia Cargo News Magazine                           |
| Singapore      | Supply Chain Asia Awards 2016: Asian 3PL of the Year   | Supply Chain Asia Magazine                         |
|                | Payload Asia Awards 2016: Global Logistics Provider of the Year  | Payload Asia Magazine                              |
|                | Top Agents Award 2015/2016   | Singapore Airlines Cargo                           |
|                | Top Sales Agent 2015   | EVA Air  |
|                | Top Cargo Agent for 2015   | Korean Air   |
|                | bizSAFE STAR Certificate   | The Workplace Safety and Health Council            |
| Mainland China | Top 100 China Logistics Enterprises 2016<br>Advanced Logistics Enterprises 2016  | China Communication and Transportation Association |
|                | China's Excellent Agent Award of the Year  | China Eastern Air Logistics                        |
| Taiwan         | Million Dollar Sales Award 2015  | China Airlines                                     |
| Malaysia       | Mega Tonners Award 2015  | MASkargo   |
|                | Top Agents Award   | Korean Air Cargo                                   |
| COMMENDATIONS  | S FROM CUSTOMERS AND PARTNERS  |  |
| Hong Kong      | Best Logistics Business Partner 2015   | TTM Technologies                                   |
|                | 15 Years of Outstanding Partnership  | NETGEAR  |
|                | Best Partner   | Zenitron   |
| Mainland China | China RHQ Y2016 – Best Partner   | Samsung SDS China                                  |
|                | Best Strategic Partner 2015  | Lenovo   |
|                | Best Supplier of the Year  | Tencent  |
|                | Best Service Centre 2016   | Teleplan   |
|                | Excellent Carrier Excellent Customer Service   | Jingdong Mall                                      |
|                | Best Logistics Partner   | Bai Nian Kang Cheng Jian Kang Management Group     |
| Singapore      | Star Performance Award 2015 – Outstanding Sales Agent Singapore  | DHL  |
| India          | 2016 Lenovo Supplier Conference: Logistics Excellence  | Lenovo   |
| New Zealand    | Logistics Partner of the Year 2015   | GPC Asia Pacific                                   |

## 9 CORPORATE GOVERNANCE REPORT

The Board of the Company is pleased to present this Corporate Governance Report in the Group's annual report for the year ended 31 December 2016.

#### CORPORATE GOVERNANCE PRACTICES OF THE COMPANY

The Group is committed to achieving high standards of corporate governance to safeguard the interests of Shareholders and to enhance corporate value and accountability.

The Company has applied the principles and code provisions as set out in the CG Code and its corporate governance practices are based on such principles and code provisions as set out in the CG Code. The Directors consider that for the year ended 31 December 2016, the Company has complied with the code provisions as set out in the CG Code.

The Company recognises the importance of transparency in governance and accountability to Shareholders. The Board believes that Shareholders can maximise their benefits from good corporate governance. Therefore, the Company regularly reviews its corporate governance practices to ensure alignment with generally acceptable practices and standards.

#### A THE BOARD

#### 1 RESPONSIBILITIES OF THE BOARD

The Board is responsible for the leadership and control of the Company and is responsible for promoting the success of the Company by directing and supervising its affairs. The Board has established Board committees and has delegated to these Board committees various responsibilities as set out in their respective terms of reference. All relevant terms of reference (except for the Finance Committee and the Risk Management Committee) are published on the websites of the Stock Exchange and the Company.

All Directors have carried out their duties in good faith and in compliance with the standards of applicable laws and regulations, and have acted in the best interests of the Company and its Shareholders at all times. The biographical details of the Directors are set out in the section headed "Directors and Senior Management" of this annual report.

The Company has arranged appropriate directors and officers liability insurance in respect of legal action against the Directors. For more details, please refer to the section headed "Directors' Permitted Indemnity Provision" in the Report of Directors on page 66 of this annual report.

#### 2 DELEGATION OF MANAGEMENT FUNCTION

The Board is responsible for making all major decisions of the Company including: the approval and monitoring of all major policies of the Group, overall strategies and budgets, internal control and risk management systems, notifiable and connected transactions, nomination of directors, Company Secretary and other significant financial and operational matters.

All Directors have full and timely access to all relevant information as well as the advice and services of the Company Secretary, with a view to ensuring that Board procedures and all applicable rules and regulations are followed. Each Director is entitled to seek independent professional advice in appropriate circumstances at the Company's expense.

The day-to-day management, administration and operation of the Company are delegated to the senior management. The delegated functions are periodically reviewed by the Board. Approval has to be obtained from the Board prior to any significant transactions entered into by the abovementioned officers.

#### 3 BOARD COMPOSITION

The Board comprises the following Directors:

#### **Executive Directors**

Mr YEO George Yong-boon (Chairman)
Mr MA Wing Kai William (Group Managing Director)
Mr ERNI Edwardo
Mr KUOK Khoon Hua

#### Non-executive Director

Mr CHIN Siu Wa Alfred

#### **Independent Non-executive Directors**

Ms WONG Yu Pok Marina Mr WAN Kam To Mr YEO Philip Liat Kok

The list of directors (by category) is also disclosed in all corporate communications issued by the Company from time to time pursuant to the Listing Rules. The Independent Non-executive Directors are expressly identified in all corporate communications pursuant to the Listing Rules.

Save as disclosed in the Prospectus and in this annual report, to the best knowledge of the Company, there are no financial, business, family, or other material relationships among members of the Board.

# 4 APPOINTMENT, RE-ELECTION AND REMOVAL OF DIRECTORS

The procedures and process of appointment, re-election and removal of directors are laid down in the Bye-laws. The Nomination Committee is responsible for reviewing the Board composition, developing and formulating the relevant procedures for nomination and appointment of directors, monitoring the appointment and succession planning of directors and assessing the independence of Independent Non-executive Directors.

Each of the Directors (including the Non-executive Director and Independent Non-executive Directors) has signed an appointment letter with the Company for an initial term commencing from his/her respective date of appointment until the next general meeting of the Company, at which he/she will be eligible for re-election. Upon being re-elected, the appointment of the director shall continue for a period of three years and until the conclusion of the third annual general meeting of the Company or such earlier date pursuant to the Byelaws. The appointments are subject to the provisions of retirement and rotation of directors in accordance to the Byelaws.

In accordance with the Bye-laws, all Directors of the Company are subject to retirement by rotation no later than the third annual general meeting after he/she was last elected or re-elected.

# 5 INDUCTION AND CONTINUING DEVELOPMENT FOR DIRECTORS

Each newly appointed director receives formal, comprehensive and tailored induction on the first occasion of his/her appointment, so as to ensure that he/she has appropriate understanding of the business and operations of the Company and that he/she is fully aware of his/her responsibilities and obligations under the Listing Rules and relevant regulatory requirements.

The Directors are continually provided with information related to the developments in the legal and regulatory regime and the business and market environments to facilitate the execution of their responsibilities. Continuing briefing and professional development for Directors were arranged by the Company and its legal adviser.

According to records provided by the Directors, a summary of training received by the Directors for the year ended 31 December 2016 is as follows:

| Name of Director        | Training* |
|-------------------------|-----------|
| Mr YEO George Yong-boon | ✓         |
| Mr MA Wing Kai William  | ✓         |
| Mr ERNI Edwardo         | 1         |
| Mr KUOK Khoon Hua       | ✓         |
| Mr CHIN Siu Wa Alfred   | ✓         |
| Ms WONG Yu Pok Marina   | ✓         |
| Mr WAN Kam To           | ✓         |
| Mr YEO Philip Liat Kok  | ✓         |

<sup>\*</sup> Each of the Directors has attended training sessions arranged by the Company on "Market Trends and Opportunities in Logistics Industry"; overview of business unit of Hong Kong delivery division; overview of business model of Taiwan; and visits of various logistics centres of the Company in Taipei and Taichung.

# 6 BOARD MEETINGS AND GENERAL MEETINGS NUMBER OF MEETINGS AND DIRECTORS'

**ATTENDANCE** 

Code Provision A.1.1 prescribes that at least four regular board meetings should be held in each year at approximately quarterly intervals with active participation of majority of directors, either in person or through electronic means of communication.

The Board met four times during the year ended 31 December 2016 for discussing and approving the overall strategies and policies of the Company, reviewing and approving the audited annual results for the year ended 31 December 2015, unaudited interim results for the six months ended 30 June 2016, and discussing the

reports and suggestions from all Board committees. The attendance records of each director at the Board meetings are set out below:

|                         | Meetings<br>attended/<br>eligible |
|-------------------------|-----------------------------------|
| Name of Director        | to attend                         |
| Mr YEO George Yong-boon | 4/4                               |
| Mr MA Wing Kai William  | 4/4                               |
| Mr ERNI Edwardo         | 4/4                               |
| Mr KUOK Khoon Hua       | 4/4                               |
| Mr CHIN Siu Wa Alfred   | 4/4                               |
| Ms WONG Yu Pok Marina   | 4/4                               |
| Mr WAN Kam To           | 4/4                               |
| Mr YEO Philip Liat Kok  | 4/4                               |

Other than the above full Board meetings, the Chairman (Mr YEO George Yong-boon) also held an annual meeting with the Directors without the presence of any of the other Executive Directors. The attendance of such Directors at the meeting is as follows:

| Name of Director        | Meeting<br>attended/<br>eligible<br>to attend |
|-------------------------|---|
| Mr YEO George Yong-boon | 1/1   |
| Mr CHIN Siu Wa Alfred   | 1/1   |
| Ms WONG Yu Pok Marina   | 1/1   |
| Mr WAN Kam To           | 1/1   |
| Mr YEO Philip Liat Kok  | 1/1   |

The Company held one annual general meeting on 25 May 2016 during the year ended 31 December 2016. All proposed Shareholders' resolutions put to the above general meeting were resolved by poll vote and were duly passed. The vote tally of each such resolution was set out in the Company's announcement released on the day of the general meeting.

The attendance of the members of the Board and/or each Board committee in the general meeting is as follows:

# Other capacity (during the period of membership)

|                         | Remuneration<br>Committee | Audit and<br>Compliance<br>Committee | Nomination<br>Committee | Finance<br>Committee | Risk<br>Management<br>Committee | Meeting<br>attended/<br>eligible<br>to attend |
|-------------------------|---------------------------|--------------------------------------|-------------------------|----------------------|---------------------------------|---|
| Mr YEO George Yong-boon | ✓                         |                                      | ✓                       | ✓                    |                                 | 1/1   |
| Mr MA Wing Kai William  | ✓                         |                                      |                         | 1                    | ✓                               | 1/1   |
| Mr ERNI Edwardo         |                           |                                      |                         | 1                    | ✓                               | 1/1   |
| Mr KUOK Khoon Hua       |                           |                                      |                         |                      |                                 | 0/1   |
| Mr CHIN Siu Wa Alfred   |                           | ✓                                    |                         |                      |                                 | 0/1   |
| Ms WONG Yu Pok Marina   | ✓                         | ✓                                    | ✓                       |                      |                                 | 1/1   |
| Mr WAN Kam To           | ✓                         | ✓                                    |                         |                      |                                 | 1/1   |
| Mr YEO Philip Liat Kok  | ✓                         |                                      | ✓                       |                      |                                 | 0/1   |

#### PRACTICES AND CONDUCT OF MEETINGS

Annual meeting schedules and draft agenda of each meeting are made available to Directors in advance.

Notices of regular Board meetings are served to all Directors at least 14 days before the meetings. For other Board and committee meetings, reasonable notice are generally given.

Board papers together with all appropriate, complete and reliable information are sent to all Directors at least three days before each Board meeting or committee meeting to keep the Directors apprised of the latest developments and financial position of the Company and to enable them to make informed decisions. The Board and each Director also have separate and independent access to the senior management whenever necessary.

The senior management (including the general manager) attend all regular global executive committee meetings, chaired by the Group Managing Director and where necessary, other Board and committee meetings to advise on business developments, financial and accounting matters, statutory and regulatory compliance, corporate governance and other major aspects of the Company.

The Company Secretary is responsible for taking and keeping minutes of all Board meetings and committee meetings except for the Remuneration Committee meetings, minutes of which are taken by the Chief Financial Officer of the Company. Draft minutes are normally circulated to Directors for comment within a reasonable time after each meeting and the final version is open for Directors' inspection.

The Bye-laws contain provisions requiring directors to abstain from voting and not to be counted in the quorum at meetings for approving transactions in which such directors or any of their associates have a material interest.

#### 7 INDEPENDENT NON-EXECUTIVE DIRECTORS

During the year, the Board at all times met the requirements of the Listing Rules relating to the appointment of at least three Independent Non-executive Directors representing at least one-third of the Board and at least one Independent Non-executive Director possessing appropriate professional qualifications, or accounting or related financial management expertise.

Prior to their respective appointment, each of the Independent Non-executive Directors has submitted a written statement to the Stock Exchange confirming their independence and has undertaken to inform the Stock Exchange as soon as practicable if there is any subsequent change of circumstances which may affect their independence. The Company has also received a written confirmation from each of the Independent Non-executive Directors in respect of their independence. The Company considers all Independent Non-executive Directors to be independent in accordance with the independence requirements set out in the Listing Rules.

The Independent Non-executive Directors take an active role in Board meetings, contribute to the development of strategies and policies and make sound judgment in various aspects. They will take lead when potential conflicts of interest arise. They are also members of various Board committees and devote sufficient amount of time and attention to the affairs of the Company.

#### **B** CHAIRMAN AND CHIEF EXECUTIVE

Code Provision A.2.1 stipulates that the roles of chairman and chief executive should be separate and should not be performed by the same individual.

The Chairman of the Board is Mr YEO George Yongboon, who provides leadership for the Board and is responsible for chairing the meetings, managing the operations of the Board and ensuring that all major and appropriate issues are discussed by the Board in a timely and constructive manner. He is also responsible for setting the strategic vision, direction and goals of the Group and he participated in the Group's strategic and key operational decision-making processes. He is the primary responsible person for ensuring that good corporate governance practices and procedures are established, and that appropriate steps are taken to provide effective communication with Shareholders and that their views are communicated to the Board as a whole.

The Group Managing Director is Mr MA Wing Kai William, who performs the functions of the chief executive and is responsible for overseeing the operations and investment as well as exploring new business opportunities for the Group.

To facilitate discussion of all key and appropriate issues by the Board in a timely manner, the Chairman of the Board co-ordinates with the senior management to provide adequate, complete and reliable information to all Directors for consideration and review.

#### **C BOARD COMMITTEES**

The Board has established five committees, namely, the Remuneration Committee, Audit and Compliance Committee, Nomination Committee, Finance Committee and Risk Management Committee, for overseeing particular aspects of the Company's affairs. All of these five committees of the Company are established with defined written terms of reference.

The majority of the members of the Remuneration Committee, Audit and Compliance Committee and Nomination Committee are Independent Non-executive Directors. The members of the Finance Committee are Executive Directors, while members of the Risk Management Committee are Executive Directors and members of the senior management.

The Board committees are provided with sufficient resources to discharge their duties and, upon reasonable request, are able to seek independent professional advice in appropriate circumstances, at the Company's expense.

#### 1 REMUNERATION COMMITTEE

The Board has established a remuneration committee with written terms of reference in compliance with paragraph B.1 of the CG Code. The Remuneration Committee consists of three Independent Non-executive Directors, being Mr WAN Kam To, Ms WONG Yu Pok Marina and Mr YEO Philip Liat Kok, and two Executive Directors, being Mr YEO George Yong-boon and Mr MA Wing Kai William. The chairman of the Remuneration Committee is Mr WAN Kam To. Mr MA Wing Kai William has stepped down as a member of the Remuneration Committee and Mr KUOK Khoon Hua has been appointed as a member of the Remuneration Committee on 23 March 2017.

The primary duties of the Remuneration Committee include, but are not limited to: (i) making recommendations to the Board on the policy and structure for all remuneration of Directors and senior management and on the establishment of a formal and transparent procedure for developing policies on such remuneration; (ii) reviewing and approving the management's remuneration proposals with reference to the Board's corporate goals and objectives and ensuring that it is consistent with contractual terms and are reasonable and appropriate; and (iii) determining the terms of the remuneration package of the Directors and senior management with reference to their time commitment and responsibilities, and employment condition in the Group, and comparable companies.

The Remuneration Committee held four meetings during the year ended 31 December 2016 to consider the reports and recommendations on the remuneration policy of the Company from external human resources consultant, to review the remuneration policy and structure of the Company, to make recommendations to the Board on determining the annual remuneration packages of the Executive Directors and the senior management and other related matters.

The attendance records of the Remuneration Committee are set out below:

| Name of Director            | Board Capacity<br>(during the<br>period of<br>membership) | Meetings<br>attended/<br>eligible to<br>attend |
|-----------------------------|---|--|
| Mr YEO George<br>Yong-boon  | Chairman  | 4/4  |
| Mr MA Wing<br>Kai William   | Group<br>Managing<br>Director                             | 4/4  |
| Ms WONG Yu Pok<br>Marina    | INED  | 4/4  |
| Mr WAN Kam To<br>(Chairman) | INED  | 4/4  |
| Mr YEO Philip<br>Liat Kok   | INED  | 4/4  |

The Remuneration Committee has the delegated responsibility to determine the remuneration packages of the individual Executive Directors and the senior management.

The remuneration for the Executive Directors and senior management comprises salary and discretionary bonus.

Salaries are reviewed annually. Salary increases of Executive Directors and senior management are made where the Remuneration Committee believes that adjustments are appropriate to reflect performance, contribution, increased responsibilities and/or by reference to market/sector trends.

In addition to salary, Executive Directors and senior management are eligible to receive a discretionary bonus, the amount of which shall be reviewed and approved by the Remuneration Committee who shall take into consideration factors such as market conditions as well as corporate and individual performances.

In order to attract, retain and motivate executives and key employees serving any member of the Group, Directors and senior management are also eligible to participate in the Company's Post-IPO Share Option Scheme.

For the year ended 31 December 2016, the Non-executive Directors (including Independent Non-executive Directors) and the members of the Board committees (other than Executive Director(s)), were entitled to the following annual fees:

| Annual fee  | Amount (HK\$)   | Basis of pro-rating for the year |
|---|-----------------|----------------------------------|
| As NED/INED                                       | 300,000         | Period of directorship           |
| As Remuneration Committee member/chairman         | 40,000/80,000   | Period of membership             |
|   | 5,000           | Attendance rate at meetings      |
| As Nomination Committee member                    | 30,000          | Period of membership             |
|   | 5,000           | Attendance rate at meetings      |
| As Audit and Compliance Committee member/chairman | 100,000/150,000 | Period of membership             |
|   | 5,000           | Attendance rate at meetings      |
| As Finance Committee member*                      | N/A             | Period of membership             |
|   | N/A             | Attendance rate at meetings      |
| As Risk Management Committee member*              | N/A             | Period of membership             |
|   | N/A             | Attendance rate at meetings      |

<sup>\*</sup> All members of the Finance Committee are Executive Directors, and all members of the Risk Management Committee are either Executive Directors or members of the senior management of the Company. Annual fee or attendance fee for being a committee member is therefore not applicable.

Details of the remuneration paid to each of the Directors for the year ended 31 December 2016 are set out in note 12 to the Financial Statements.

The remuneration paid to each of the senior management members of the Group (as named in the section of "Senior Management") by band for the year ended 31 December 2016 is set out in note 12 to the Financial Statements.

### 2 AUDIT AND COMPLIANCE COMMITTEE

The Board has established an audit and compliance committee in compliance with Rule 3.21 of the Listing Rules and paragraph C.3 as well as paragraph D.3 of the CG Code. The written terms of reference of the Audit and Compliance Committee were revised in 2015 to reflect the amendments to the CG Code which came into effect on 1 January 2016. The revised terms of reference were set out in the Company's announcement released on 16 November 2015 and were made available on the websites of the Stock Exchange and the Company.

The Audit and Compliance Committee consists of two Independent Non-executive Directors, being Ms WONG Yu Pok Marina and Mr WAN Kam To and one Non-executive Director, being Mr CHIN Siu Wa Alfred. The chairman of the Audit and Compliance Committee is Ms WONG Yu Pok Marina, who holds the appropriate professional qualifications as required under Rules 3.10(2) and 3.21 of the Listing Rules.

The primary duties of the Audit and Compliance Committee include, but are not limited to: (i) reviewing and monitoring the relationship of the external auditor and the Group, particularly the independence and objectivity and effectiveness of the external auditor; (ii) providing an independent view of the effectiveness of the financial reporting process, internal control, compliance and risk management systems of the Group; (iii) overseeing the audit process and performing other duties and responsibilities as assigned by the Board; (iv) developing, reviewing and monitoring the Company's policies and practices on corporate governance, compliance with legal and regulatory requirements and requirements under the Listing Rules; (v) reviewing the financial information of the Company and ensuring compliance with accounting standards and reviewing significant adjustments resulting from audit; and (vi) developing, reviewing and monitoring the code of conduct applicable to the Company's employees and Directors.

As at the date of this annual report, the Audit and Compliance Committee has considered and reviewed the accounting principles and practices adopted by the Group and has discussed matters in relation to internal control and financial reporting with the management. The Audit and Compliance Committee considers that the financial results for the year ended 31 December 2016 are in compliance with the relevant accounting standards, rules and regulations and appropriate disclosures have been duly made.

The Audit and Compliance Committee held five meetings during the year ended 31 December 2016 to review the audited annual results and financial report for the year ended 31 December 2015, the financial reporting and the compliance procedures, the corporate governance policy and practice, the internal audit plan and reports, the unaudited interim results and financial report for the six months ended 30 June 2016, the non-exempt continuing connected transaction for the year ended 31 December 2016, the training for and the continuing professional developments of the Directors and senior management, the policies and practices

regarding compliance with laws and regulations, the financial, operational and compliance monitoring, the risk management control, the work of the internal and external auditor, as well as the service fees due to the external auditor.

The attendance records of the Audit and Compliance Committee are set out below:

| Name of Director                    | Board Capacity<br>(during the<br>period of<br>membership) | Meetings<br>attended/<br>eligible to<br>attend |
|-------------------------------------|---|--|
| Mr CHIN Siu Wa Alfred               | NED   | 5/5  |
| Ms WONG Yu Pok<br>Marina (Chairman) | INED  | 5/5  |
| Mr WAN Kam To                       | INED  | 5/5  |

The Company's results for the year ended 31 December 2016 have been reviewed by the Audit and Compliance Committee on 14 March 2017.

The Audit and Compliance Committee reported that it had duly performed its duties relating to the corporate governance functions and it was not aware of any terms of corporate governance being violated during the year ended 31 December 2016.

# 3 NOMINATION COMMITTEE

The Board has established a nomination committee with written terms of reference in compliance with paragraph A.5 of the CG Code. The Nomination Committee consists of one Executive Director, being Mr YEO George Yongboon, and two Independent Non-executive Directors, being Ms WONG Yu Pok Marina and Mr YEO Philip Liat Kok. The chairman of the Nomination Committee is Mr YEO George Yong-boon.

The primary duties of the nomination committee include, but are not limited to (i) identifying, selecting and recommending to the Board appropriate candidates to serve as Directors and general manager of the Company, and identify candidates for succession planning; (ii) overseeing the process for evaluating the performance of the Board; (iii) developing, recommending to the Board and monitoring nomination guidelines for the Company; and (iv) assessing the independence of Independent Non-executive Directors.

The Nomination Committee held one meeting during the year ended 31 December 2016 to review the structure, size, composition and diversity (including the skills, knowledge, experience, gender, age, cultural and educational background, ethnicity, professional experience and length of service) of the Board to ensure that the Board has a balance of expertise, skills and experience appropriate for the requirements of the business of the Company and to assess the independence of the Independent Non-executive Directors.

The attendance records of the Nomination Committee are set out below:

| Name of Director                       | Board Capacity<br>(during the<br>period of<br>membership) | Meeting<br>attended/<br>eligible to<br>attend |
|--|---|---|
| Mr YEO George Yong-<br>boon (Chairman) | Chairman  | 1/1   |
| Ms WONG Yu Pok                         | INED  | 1/1   |
| Marina<br>Mr YEO Philip Liat Kok       | INED  | 1/1   |

Prior to the listing of the Company on 19 December 2013, the composition and diversity of the Board were considered by taking into account the Board Diversity Policy including the necessary balance of skills and experience appropriate for the requirements of the business development of the Company and for effective leadership. All the Executive Directors possess extensive and diversified experience in management and broad industrial experience such as the logistics industry, government authorities and other companies. The Non-

executive Director and the three Independent Nonexecutive Directors possess professional knowledge in management, finance, accountancy and science and technology, respectively with broad and extensive experience in business advisory and management, respectively.

Where vacancies on the Board arise, the Nomination Committee will carry out the selection process in accordance with the Board Diversity Policy of the Company and by making reference to a range of diversity perspectives, including but not limited to the skills, professional experience, knowledge and length of service of the proposed candidates, cultural and educational background, the Company's needs and other relevant statutory requirements and regulations.

#### 4 FINANCE COMMITTEE

The Board has established a finance committee in compliance with paragraphs D.2 and D.3 of the CG Code with written terms of reference since March 2014. The Finance Committee consists of three Executive Directors, being Mr YEO George Yong-boon, Mr MA Wing Kai William and Mr ERNI Edwardo. The chairman of the Finance Committee is Mr YEO George Yong-boon.

The primary duties of the Finance Committee include, but not limited to: (i) review and approve all significant acquisitions, investments, disposal of assets, contracts and variations, and new project commitments, (ii) review and approve all major treasury policies and products on financing, derivatives and financial risk management; and (iii) review and approve the banking facilities and the granting of guarantees and indemnities; whereby the financial impact of each of the incidents/activities stated above falls under certain threshold as specified in the terms of reference.

The Finance Committee passed resolutions in writing in lieu of meeting by all committee members during the year ended 31 December 2016 to review and approve tenancy, two-way cross border Renminbi cash pooling scheme, allotment of shares and lapse of options pursuant to the Pre-IPO Share Option Scheme and/or Post-IPO Share Option Scheme, corporate guarantees, undertakings on sub-leasing of premises, irrevocable trust, opening of bank accounts and liquidity management by cash pooling of bank accounts.

#### 5 RISK MANAGEMENT COMMITTEE

The Board has established a risk management committee with written terms of reference in compliance with paragraph C.2 of the CG Code in November 2015. The Risk Management Committee consists of two Executive Directors, being Mr MA Wing Kai William and Mr ERNI Edwardo, and two members of the senior management. The chairman of the Risk Management Committee is Mr MA Wing Kai William.

The primary duties of the Risk Management Committee include, but not limited to: (i) evaluate the Company's risk management system; (ii) review and advise the Board on the implementation and effectiveness of the Company's risk management system and policies; (iii) discuss the risk management system with the management to ensure that the management has performed its duties in establishing and maintaining an effective risk management system, including adequacy of resources, staff qualifications and experience, training programmes and budget of the Company's risk management function; (iv) consider major findings and investigation on risk management matters as delegated by the Board; and (v) conduct an annual review of the Company's risk management system.

The Risk Management Committee oversees and monitors the risk management system of the Company on an ongoing basis and reviews with our management continuously throughout the year the scope, adequacy and effectiveness of the Company's corporate accounting and financial controls, risk management systems, and any related significant findings regarding risks or exposures and considers recommendations for improvement of such controls. The review covers all material controls, including financial, operational and compliance controls. Such systems are designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss. For details of the review, please refer to the section headed "G. Risk Management and Internal Controls" on page 40 of this annual report.

In conducting annual review, the Risk Management Committee considers in particular factors including (a) the changes, since the last annual review, in the nature and extent of significant risks, and the Company's ability to respond to changes in its business and the external environment; (b) the scope and quality of management's ongoing monitoring of risks and of the internal control systems, and where applicable, the work of our internal audit function and other assurance providers; (c) the extent and frequency of communication of monitoring results to the Board which enables it to assess control of the Company and the effectiveness of risk management: (d) significant control failings or weaknesses that have been identified during the period; and (e) other factors which affect the effectiveness of the Company's risk management system.

The Risk Management Committee held two meetings during the year ended 31 December 2016 to review the new requirements of risk management under the Listing Rules and risk appetites identified by internal business units and external consultant respectively in areas of strategy, financial, operations and corporate governance. The Risk Management Committee prioritises risk appetites and sets out policies and procedures in order to review and evaluate the effectiveness of the risk management and internal control systems.

The attendance records of the Risk Management Committee are set out below:

| Name of Director                     | Board Capacity<br>(during the<br>period of<br>membership) | Meeting<br>attended/<br>eligible to<br>attend |
|--------------------------------------|---|---|
| Mr MA Wing Kai<br>William (Chairman) | Group Managing<br>Director                                | 2/2   |
| Mr ERNI Edwardo                      | ED  | 2/2   |
| Two members of the                   | N/A   | 2/2   |
| senior management                    |   |   |

#### **D** MODEL CODE FOR SECURITIES TRANSACTIONS

The Company has adopted the Model Code. Specific enquiries have been made to all the Directors and the Directors have confirmed that they have complied with the Model Code during the year ended 31 December 2016 and up to the date of this annual report.

The Company's employees, who are likely to be in possession of inside information of the Company, are also subjected to the Model Code for securities transactions. No incident of non-compliance of the Model Code by the employees was noted by the Company.

# E DIRECTORS' RESPONSIBILITIES FOR FINANCIAL REPORTING

The Directors acknowledge their responsibility for preparing the Financial Statements and for ensuring the Financial Statements are published in a timely manner.

The Board is responsible for presenting a balanced, clear and understandable assessment of annual and interim reports, inside information announcements and other financial disclosures required by the Listing Rules and other regulatory requirements.

The senior management has provided such explanation and information to the Board as necessary to enable the Board to carry out an informed assessment of the financial information and position of the Company put to the Board for approval.

#### F EXTERNAL AUDITOR AND AUDITOR'S REMUNERATION

The statement of the external auditor of the Company about its reporting responsibilities for the Financial Statements is set out under the section headed "Independent Auditor's Report" in this annual report.

The external auditor of the Company will be invited to attend the annual general meeting to answer questions about the conduct of the audit, the preparation and content of the auditor's report and auditor's independence.

During the year ended 31 December 2016, the remuneration paid to the external auditor (including its other member firms) of the Company in respect of audit services and non-audit services (that is, due diligence work, risk management and internal control review and taxation services) amounted to HK\$12,381,000 and HK\$14,227,000, respectively.

The Auditor, PricewaterhouseCoopers, Hong Kong, will retire and offer itself for re-appointment at the forthcoming AGM.

# **G RISK MANAGEMENT AND INTERNAL CONTROLS**

The risk management and internal control systems are designed to manage rather than eliminate the risk of failure to achieve business objectives, and can only provide reasonable and not absolute assurance against material misstatement or loss. The Board considers the risk management and internal control systems of the Group are effective and adequate.

The Board is responsible for maintaining an adequate risk management and internal control systems to safeguard Shareholders' investments and Company's assets, and reviewing the effectiveness of such on an annual basis through the Audit and Compliance Committee and Risk Management Committee. The risk profile of the Company is collectively discussed and defined by the senior management of the Company. The risk profile identifies major risks and defines acceptable level for each risk type. Risks that exceed the approved risk appetite shall be adjusted by transferring, sharing or eliminating them, or by implementing other risk mitigation measures, with the aim of reducing the quantum and frequency of loss.

During the year ended 31 December 2016, the Board has conducted a review on the effectiveness of the risk management and internal control systems of the Group and is of the view that such systems are effective. The review has covered the financial, operational and compliance aspects of the Group.

The Risk Management Committee is of the view that risk management and internal control shall be in line with the Company's operation scale, business scope, competition and risk level, and shall be adjusted in a timely manner according to the changes in circumstances.

A summary of major work conducted by the Company during the reporting period in relation to risks management and internal control is as follows:

- Management is responsible for setting the appropriate tone from the top. The members of Risk Management Committee met with senior management and regional heads from time to time to identify major risks and uncertainties pertaining to the Group's business through the process of risk identification and assessment. Once major risks were identified, the Risk Management Committee endeavored to evaluate and compare the level of risks identified against predetermined acceptable levels of risk;
- The Company also adopts a bottom-up approach which involves the identification of risks in major operating activities by regional heads. For risk management and monitoring, regional heads communicated with the heads of business units, departments and divisions from time to time to monitor risks identified and come up with measures and response plans to manage and mitigate risks identified in day-to-day business operations. The Risk Management Committee also followed-up periodically the implementation of such measures and response plans;
- The management evaluated the design and operating effectiveness of the internal control regarding financial reporting for 2016 and did not discover any material weakness as a result of the evaluation:

- The management reviewed the systems, policies and procedures on disclosure of inside information including annual review of the policy on inside information disclosure. Further, with a view to identifying, handling and disseminating inside information in compliance with the SFO, procedures including pre-clearance on dealing in Company's securities by Directors and designated members of the management, notification of regular blackout period and securities dealing restrictions to relevant Directors and employees, identification of project by code name and dissemination of information to stated purpose and on a need-to-know base have been implemented by the Company to guard against possible mishandling of inside information within the Group;
- Whistleblowing policy and system had been established for employees and those who deal with the Company to raise concerns, in confidence, about possible improprieties in any matter relating to the Company and the Audit and Compliance Committee has reviewed such policy and system and ensured that proper arrangement are in place for fair and independent investigation of the matters;
- The Company maintained a mechanism for rectifying internal control defects under which the relevant department heads have clear responsibilities of rectifying internal control defects in their respective departments ranging from legal, regulatory to operation;

During the reporting period, the Company's internal audit department provided independent assurance as to the adequacy and effectiveness of the Company's risk management and internal control systems. The financial condition, operational control and compliance control of the Company were examined by the internal audit department according to the audit plan approved by the Audit and Compliance Committee and the Board. Different audit areas were assigned according to risk priority. The internal audit department assisted the Board to monitor the effectiveness of the risk management and internal control systems. After completion of an internal audit, analysis, appraisals, recommendations related to the activities inspected were formulated. The internal audit department reported to the Audit and Compliance Committee and the Board about internal audit findings, internal audit recommendation and the management responses. In addition, the internal audit function maintained a regular dialogue with the Company's external auditors so that both are aware of the significant factors which may affect their respective scope of work.

# H COMMUNICATIONS WITH SHAREHOLDERS AND INVESTORS

The Company considers that effective communication with Shareholders is essential for enhancing investor relations and investor understanding of the Group's business performance and strategies. The Company also recognises the importance of transparency and timely disclosure of corporate information, which will enable Shareholders and investors to make the best investment decisions.

The general meetings of the Company are expected to provide a forum for communication between the Board and the Shareholders. The Chairman of the Board as well as chairmen of the Remuneration Committee, Audit and Compliance Committee, Nomination Committee and Risk Management Committee and, in their absence, other members of the respective committees are available to answer questions at Shareholders' meetings.

To promote effective communication, the Company maintains a website at www.kerrylogistics.com, where information and updates on the Company's business developments and operations, financial information, corporate governance practices and other information are available for public access.

The Company has established the Shareholders Communication Policy since the listing of the Company on 19 December 2013 and continually reviews it on a regular basis to ensure its effectiveness.

#### I SHAREHOLDERS' RIGHTS

To safeguard Shareholders' interests and rights, separate resolutions are proposed at Shareholders' meetings on each substantial issue, including the election of individual directors.

Shareholders should direct their enquiries about their shareholdings to the Company's branch share registrar and transfer office in Hong Kong, namely, Tricor Investor Services Limited at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong. Shareholders who wish to put enquiries to the Board can send their enquiries to the Company Secretary who will ensure these enquiries to be properly directed to the Board. Shareholders may at any time make a request for the Company's information to the extent such information is publicly available. Corporate communication of the Company will be provided to Shareholders in plain language and in both English and Chinese versions to facilitate Shareholders' understanding. Shareholders have the right to choose the language (either English or Chinese) or means of receipt of the corporate communications (in hard copy or through electronic means).

Shareholders holding not less than one-tenth of the paid-up capital of the Company may deposit a requisition to convene a special general meeting and state the purpose therefor at the Company's registered office in Bermuda at Canon's Court, 22 Victoria Street, Hamilton HM12, Bermuda. Shareholders who wish to put forward proposals for the Company's consideration at the general meetings can send their proposals to the Company Secretary.

All resolutions put forward at a general meeting will be taken by poll pursuant to the Listing Rules. Shareholders who are unable to attend the general meeting can appoint proxies to attend and vote at the general meeting. The Chairman of the general meeting will provide explanation of the detailed procedures for conducting a poll and then answer questions (if any) from the Shareholders regarding voting by way of poll. In addition, the poll results will be posted on the websites of the Company and of the Stock Exchange after the Shareholders' meeting.

# J COMPANY SECRETARY

Ms LEE Pui Nee, the Company Secretary, is a full-time employee of the Company and has day-to-day knowledge of the Company's affairs. She reports to the Chairman, Group Managing Director and Chief Financial Officer. All Directors have access to the advice and services of the Company Secretary to ensure the Board procedures, and all applicable law, rules and regulations, are followed.

During the year ended 31 December 2016, the Company Secretary has complied with Rule 3.29 of the Listing Rules by taking no less than 15 hours of relevant professional training.

#### **K CONSTITUTIONAL DOCUMENTS**

There are no changes in the Memorandum of Continuance and Bye-laws of the Company during the year ended 31 December 2016.

# 10 DIRECTORS AND SENIOR MANAGEMENT

#### **EXECUTIVE DIRECTORS**

# YEO George Yong-boon

aged 62, has been the Chairman of the Company since August 2012 and became an Executive Director of the Company in November 2013. Mr Yeo has been a director of KHL since July 2016. From 1988 to 2011, Mr Yeo served for 23 years in the Singapore Government, as Minister of State for Finance, then as Minister for Information and the Arts, Health, Trade and Industry, and Foreign Affairs. Prior to 1988, Mr Yeo served in various capacities in the Singapore Army, Republic of Singapore Air Force and Defence Ministry, including Chief-of-Staff of the Air Staff and Director of Joint Operations and Planning in the Defence Ministry, attaining the rank of Brigadier-General. Mr Yeo was a member of the Mentor Group and Governing Board of Nalanda University and became its Second Chancellor until November 2016. Mr Yeo is a member of the Board of Trustees of the World Economic Forum. the Berggruen Institute on Governance, the Harvard Business School Board of Dean's Advisors, the International Advisory Board of IESE Business School, the International Advisory Panel of Peking University, the International Advisory Council of Eco Forum Global Guiyang, the Economic Development Commission of Hong Kong, the International Advisory Committee of National Graduate Institute for Policy Studies and the International Advisory Committee of Mitsubishi Corporation (a company listed on the Tokyo Stock Exchange with stock code 80580). Mr Yeo was a member of the Vatican Council Commission for Reference on the Organization of the Economic-Administrative Structure of the Holy See and became a member of the Vatican Council for the Economy from February 2014. Mr Yeo has been an independent non-executive director of AIA Group Limited (a company listed on the Stock Exchange with stock code 1299) since November 2012 and a non-independent non-executive director of Wilmar International Limited (a company listed on the Singapore Stock Exchange with stock code F34) since November 2014. Mr Yeo was awarded Philippines' Order of Sikatuna, India's Padma Bhushan and Australia's Honorary Officer of the Order of Australia. Mr. Yeo graduated from Cambridge University with a double first in engineering in 1976 and also obtained a master of business administration degree (Baker Scholar) from Harvard Business School in 1985. Mr Yeo is a visiting scholar at Lee Kuan Yew School of Public Policy of National University of Singapore.

# **MA Wing Kai William**

aged 55, has been the Group Managing Director of the Company since November 2013. Mr Ma has been a Director of the Company since June 1999 and designated as Deputy Chairman and Managing Director of the Company since April 2004. Mr Ma joined the group of KHL in September 1990 and served as an executive director of KPL from March 2004 to November 2013. Mr Ma has also been a director of Kerry TJ since November 2008. Mr Ma currently serves in the Advisory Committee on Admission of Quality Migrants and Professionals of the Hong Kong Government. Mr Ma is also a member of the Advisory Board of the Asian Institute of Supply Chain and Logistics of the Chinese University of Hong Kong, the Hong Kong-Taiwan Business Cooperation Committee of the Hong Kong Trade Development Council ("HKTDC") and the Nanyang Business School Advisory Board at Nanyang Technological University, Singapore. Mr Ma has been a member of the Aviation Development and Three-runway System Advisory Committee of the Hong Kong Government for a period of two years since August 2015. He had served the Logistics Development Council of the Hong Kong Government and the Logistics Services Advisory Committee of HKTDC for 6 years. Mr Ma obtained a bachelor of science (management sciences) degree from the University of Lancaster, the United Kingdom in 1985, and completed an executive supply chain programme at Harvard Business School in 2000.

#### **ERNI Edwardo**

aged 55, has been the Executive Director of the Company with executive responsibility over China since November 2013. In addition, since becoming Managing Director -China & North Asia in 2015, he has taken on the additional duties of developing Russia, CIS countries, Japan and South Korea. Mr Erni first became a Director of the Company in 2011. He was also a director of Kerry TJ from June 2010 to June 2016. As part of his duties, Mr Erni manages a wide portfolio of warehousing companies and logistics platforms in China. He joined the Company in January 1994 and has accrued over 20 years of experience in China's fast growing logistics industry. To entrench his involvement in the industry, Mr Erni serves as vice-chairman of several industry associations, including: the China Federation of Logistics & Purchasing, the Integrated Transport Federation of China Communications and Transportation Association, China Association of Warehouses and Storage, and Beijing Logistics Association. To continually advance his professional development, Mr Erni completed several advanced management and professional study programmes focusing on strategy and leadership, including: a joint Tsinghua and University of North Carolina E-commerce & Informatization on the Logistic Industry Programme in 2015; a Harvard Business School programme in association with the School of Management at Fudan University in 2013; and management courses held by Tianjin University in 2011, Peking University in 2009, and Tsinghua University in 2008. Mr Erni obtained a Master of Business degree in Logistics Management from the Royal Melbourne Institute of Technology, Australia in 2005.

#### **KUOK Khoon Hua**

aged 38, has been an Executive Director of the Company since November 2013. Mr Kuok is the Chairman of KHL, and a director of KGL, Kuok (Singapore) Limited and Kerry Wines Limited. Both KGL and KHL are the controlling shareholders of the Company. Mr Kuok has been a non-executive director of KPL since June 2015, and a non-independent non-executive director of Wilmar International Limited (a company listed on the Singapore Stock Exchange with stock code F34) since July 2016. Mr Kuok obtained a Bachelor's degree in Economics from Harvard University in 2003.

#### **CHIN Siu Wa Alfred**

aged 60, has been the Non-executive Director of the Company since November 2013. Mr Chin has served as group vice president at Shangri-La Asia Limited ("SA") (a company listed on the Stock Exchange with stock code 69) since February 2017 and had served as vice president of development at SA from February 2004 to September 2007. Mr Chin had served as a director of KPL from September 2007 to January 2017 and had been re-designated as an executive director of KPL from July 2009 to January 2017. He had also served as a co-managing director of KPL from August 2013 to September 2015. Mr Chin served as general manager of Zhongshan City Tourism Group Company, a state owned enterprise primarily engaged in the business of tourism development, from January 1996 to May 2002, where he was responsible for the day-to-day general management, asset management, and business development primarily for the China market. Mr Chin graduated from South China Normal University in 1986 and completed an advanced management programme at Harvard Business School in 2002.

#### **WONG Yu Pok Marina JP**

aged 68, has been the Independent Non-executive Director of the Company since November 2013. Ms Wong has served as an independent non-executive director of KPL since May 2008. She is also the chairman of the audit and corporate governance committee and the remuneration committee and a member of the nomination committee of KPL. Ms Wong had worked with PricewaterhouseCoopers ("PwC") for over 30 years, specialising in PRC tax and business advisory services, and has extensive experience in advising both Hong Kong and foreign investors on the structuring of their businesses and investments in China. Ms Wong retired as a partner from PwC in July 2004, and joined Tricor Services Limited as a director from September 2004 to February 2006. Ms Wong serves as an independent non-executive director of Hong Kong Ferry (Holdings) Company Limited (a company listed on the Stock Exchange with stock code 50) since May 2008 and Luk Fook Holdings (International) Limited (a company listed on the Stock Exchange with stock code 590) since August 2013. She had served as an independent director of China World Trade Center Co., Ltd. (a company listed on the Shanghai Stock Exchange with stock code 600007) from November 2010 to November 2016. Ms Wong is a Fellow Member of the Hong Kong Institute of Certified Public Accountants and the Association of Chartered Certified Accountants. Ms Wong obtained a higher diploma in Accountancy from Hong Kong Technical College (now known as Hong Kong Polytechnic University) in 1968 after completing a three-year full-time course in accountancy from 1965 to 1968.

#### **WAN Kam To**

aged 64, has been the Independent Non-executive Director of the Company since November 2013. He was a partner of PricewaterhouseCoopers Hong Kong & China, and had been a practicing accountant in Hong Kong for over 30 years with extensive experience in auditing, finance, advisory and management. Mr Wan serves as an independent nonexecutive director of several companies listed on the Stock Exchange, including China Resources Land Limited (stock code: 1109) since March 2009, Dalian Port (PDA) Company Limited ("PDA") (stock code: 2880) since June 2011, Fairwood Holdings Limited (stock code: 52) since September 2009, Harbin Bank Co., Ltd. (stock code: 6138) since October 2013, Huaneng Renewables Corporation Limited (stock code: 958) since August 2010, KFM Kingdom Holdings Limited (stock code: 3816) since September 2012, Shanghai Pharmaceuticals Holding Co., Ltd. ("SPH") (stock code: 2607) since June 2013, S. Culture International Holdings Limited (stock code: 1255) since May 2013 and Target Insurance (Holdings) Limited (stock code: 6161) since November 2014. PDA and SPH are also listed on the Shanghai Stock Exchange with stock code 601880 and 601607 respectively. He has also served as an independent director of China World Trade Center Co., Ltd. (a company listed on the Shanghai Stock Exchange with stock code 600007) since November 2016. Mr Wan had served as an independent non-executive director of GreaterChina Professional Services Limited (a company listed on the Stock Exchange with stock code 8193) from May 2011 to November 2013. He had also served as an independent director of Mindray Medical International Limited (a company listed on the New York Stock Exchange with stock code MR) from September 2008 to December 2014 and RDA Microelectronics, Inc. (a company listed on NASDAQ with stock code RDA) from November 2010 to July 2014. Mr Wan is a Fellow Member of Hong Kong Institute of Certified Public Accountants and the Association of Chartered Certified Accountants. He graduated from the accounting department of Hong Kong Polytechnic (now known as Hong Kong Polytechnic University) with a higher diploma in 1975.

# **YEO Philip Liat Kok**

aged 70, has been the Independent Non-executive Director of the Company since November 2013. He is an independent non-executive director of City Developments Limited (a company listed on the Singapore Stock Exchange with stock code C09) since May 2009. He is also an independent director of Hitachi Ltd (a company listed on the Tokyo Stock Exchange with stock code 6501) since June 2012. Mr Yeo is the chairman of Economic Development Innovations Singapore Pte Ltd, Hexagon Development Advisors Pte Ltd and SPRING Singapore, a Singapore Government agency for enterprise development. He is currently an independent director of the supervisory board of Baiterek National Managing Holding in Kazakhstan. He was the chairman and independent director of Ascendas India Trust (a trust listed on the Singapore Stock Exchange with stock code CY6U) from June 2007 to July 2016. From 1986 to 2013, Mr Yeo has been a member of the United Nations Committee of Experts on Public Administration and the World Health Organization Expert Working Group on Research & Development Financing, Special Adviser for Economic Development in the Prime Minister's office of the Singapore Government, Senior Adviser for Science and Technology in the Ministry of Trade and Industry of the Singapore Government, Chairman of the Agency for Science, Technology and Research, in Singapore, Chairman and Co-Chairman for the Economic Development Board. Mr Yeo obtained a bachelor's degree in applied science in industrial engineering in 1970 and an honorary doctorate degree in engineering from the University of Toronto, Canada in 1997. He obtained a master of science degree in systems engineering from the then University of Singapore (now known as the National University of Singapore ("NUS")) in 1974 and a master of business administration degree from Harvard University in 1976. He received a doctor of medicine degree from Karolinska Institutet, Sweden in 2006, an honorary doctor of science degree from Imperial College London, United Kingdom in 2007, an honorary doctor of letters degree from NUS in 2011 and an honorary doctor of law degree from Monash University of Australia in 2011.

### SENIOR MANAGEMENT

### **ANG Keng Lam**

aged 70, has been a Senior Advisor of the Company since he resigned as Chairman of the Company in August 2012. Mr Ang was the Chairman of the Company from July 2000 to August 2012 and a Director of the Company from December 1991 to August 2012. He has been the chairman of China World Trade Center Co., Ltd. (a company listed on the Shanghai Stock Exchange) since December 2004. Mr Ang was a director of KHL from September 1999 to September 2016 and the chairman of KPL from August 2003 to June 2008. Mr Ang was the vice chairman of Beijing Properties (Holdings) Limited (a company listed on the Stock Exchange) ("BPHL") from March 2011 to December 2012. He is currently a consultant of BPHL. Mr Ang was a non-executive director of Allgreen Properties Limited from November 2003 to November 2014. Mr Ang was a member of the National Committee of the Chinese People's Political Consultative Conference from January 1998 to March 2013. Mr Ang obtained a bachelor's degree in engineering from the University of Western Australia and a master's degree in business administration from the University of Toronto. He also attended and completed the International Advanced Management Programme at Harvard Business School in 1998.

### **BENJAATHONSIRIKUL Kledchai**

aged 61, joined the Group in July 2000 and is currently the Managing Director – Greater Mekong Region in charge of logistics operations of the Group in Thailand, Cambodia, Myanmar and Laos. He is also a director of Kerry Logistics (Thailand) Limited, a subsidiary of the Company, and other subsidiaries in Thailand. Mr Benjaathonsirikul is also an independent director and an audit committee member of Shangri-La Hotel Public Company Limited in Thailand (a company listed on The Stock Exchange of Thailand). He has over 25 years of experience in port logistics and transport-related businesses. Mr Benjaathonsirikul manages a fully integrated logistics operation in Thailand ranging from freight forwarding to distribution and transport and port logistics. He obtained a bachelor of laws degree from the University of Birmingham, United Kingdom in 1978.

#### **BLANK Thomas Alfred**

aged 56, joined the Group in November 2015 as Managing Director – Europe. He is also a director of Kerry Logistics Holding (Europe) Limited, a wholly-owned subsidiary of the Company headquartered in Europe. Mr Blank is in charge of the IFF business in Europe of the Group. He has over 35 years of experience in the logistics and freight management industry. Prior to joining the Group, Mr Blank held key management positions in several multinational companies based in Europe and South East Asia, responsible for areas extensively from management, sales and marketing, business development and business solutions, account management and pricing. Mr Blank has been a certified forwarding merchant awarded by Nuremberg Chamber of Commerce and Industry, Germany since 1982.

#### **CHENG Chi Wai Ellis**

aged 52, joined the Group in August 2009 as Chief Financial Officer. Mr Cheng is a Fellow of the Association of Chartered Certified Accountants, the Hong Kong Institute of Certified Public Accountants, as well as a chartered accountant and a chartered secretary. Mr Cheng has more than 28 years of experience in auditing, financial control and corporate finance and previously worked in an international accounting firm and held key finance positions in companies whose shares are listed on the Main Board of the Stock Exchange. He is an adviser of the Advisory Board to Hong Kong Auxiliary Medical Service Officers' Club and a member of the Audit Committee of the Hong Kong Committee for UNICEF. Mr Cheng has a bachelor of arts degree in accountancy from The Hong Kong Polytechnic University and an executive master's degree in business administration from The Chinese University of Hong Kong.

### SENIOR MANAGEMENT (CONTINUED)

# **HUNG Wai Shing Jeffrey**

aged 51, joined the Group in September 1999, and is currently the Regional Financial Director of the Company. Mr Hung joined the warehouse division of the group of KHL in May 1991. He was transferred to the Hong Kong properties division of the group of KHL in August 1993 before joining the Company. Mr Hung is a Fellow of the Hong Kong Institute of Certified Public Accountants. He obtained a bachelor of arts degree from City Polytechnic of Hong Kong (now known as City University of Hong Kong) in 1992.

# **KO Fuk Yuen Kenneth**

aged 45, joined the Group in April 2010 as the Executive Director – International Freight Forwarding. Mr Ko is also a director of Kerry Freight (Hong Kong) Limited, a whollyowned subsidiary of the Company, and responsible for the development of the global freight forwarding business of the Group. He has over 25 years of experience in the logistics industry. He was a vice-chairman of the executive committee of Hongkong Association of Freight Forwarding and Logistics Limited from 2011 to 2015. Mr Ko obtained a bachelor of management studies degree from the University of Hong Kong in 2003.

#### **LEE Wai Shun Wilson**

aged 50, joined the Group in April 2004. Mr Lee is the Director of Information Technology and is responsible for overseeing the global information technology development of the Group. He has over 25 years of experience in information system development and technology management in a number of multinational listed companies. Mr Lee obtained a bachelor of science degree from The Chinese University of Hong Kong in 1989 and a master of science degree in corporate governance and directorship from Hong Kong Baptist University in 2010.

# **SHEN Chung-Kui**

(also known as Richard SHEN), aged 74, has been the Chairman of Kerry TJ since November 2008. He has over 45 years of experience in the logistics industry, ranging from trucking, container terminal, port operation, warehousing businesses and documentation. He is responsible for overseeing the Taiwan logistics operations of the Group. Mr Shen is currently the chairman of Hong Kong Business Association in Taiwan. He is also an executive committee member of the Federation of Hong Kong Business Associations Worldwide. Mr Shen graduated from the Shipping and Transportation Management Faculty of the National Taiwan Ocean University in 1972. He also completed various training courses, including Dale Carnegie Course Training in San Francisco, United States in 1983, General Management Program at Ashridge College in London, United Kingdom in 1993 and Shipping Management research study at China Maritime Institute, Taiwan in 1988.

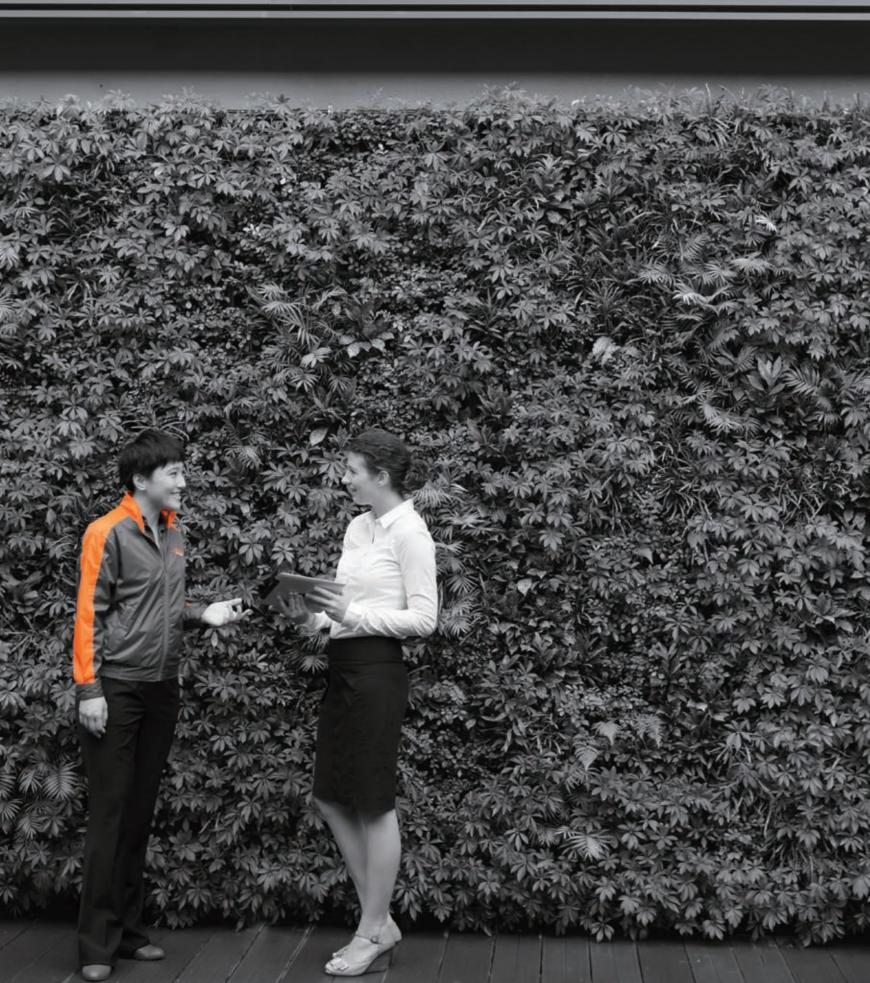
# SENIOR MANAGEMENT (CONTINUED)

# **SO Yiu Ming Gary**

aged 54, has been the Deputy Managing Director – Global Management Office since March 2015. He joined the Group in January 2000 and was responsible for developing the Group's logistics business in Hong Kong, China and Taiwan. He left the Group in June 2009 to pursue his personal interests and was the regional president of a Fortune 500 company prior to rejoining the Group in March 2015. Mr So has previously worked for a major airline, a logistics arm of an ocean carrier, a global integrator in express and logistics and a consultancy firm prior to joining the Group in 2000. Mr So obtained a bachelor of science degree from the Chinese University of Hong Kong in 1985 and a master of business administration degree from the University of Warwick, United Kingdom in 1994. He also completed the executive program at McGill University, Canada in 2013.

### **TAN Kai Whatt Robert**

aged 60, joined the Group in January 2004 as a director of a subsidiary of the Company. Mr Tan is the Managing Director – South & South East Asia and is responsible for the development and expansion of the Group's network in South and South East Asia, including Singapore, Malaysia, Indonesia, Thailand, Vietnam, Cambodia, India, Bangladesh, Pakistan, the Philippines, Sri Lanka, Myanmar and the Middle East. He has 22 years of experience in the logistics industry. Mr Tan obtained his master's degree from the Asian Institute of Management in the Philippines in 2003.



# 11 REPORT OF DIRECTORS

The Directors are pleased to present this annual report together with the Financial Statements.

#### PRINCIPAL ACTIVITIES

The Group operates as a leading logistics service provider in Asia principally engaged in IL and IFF businesses. The principal activities of the Company are as follows:

- (i) IL services, including storage and value-added services, trucking and distribution, returns management and various ancillary services, primarily in Asia;
- (ii) leasing of warehousing space in Hong Kong; and
- (iii) IFF services intra-Asia and between Asia and Europe to transport cargo using air freight, ocean freight and cross-border road freight forwarding services.

Details of the principal activities of the principal subsidiaries are set out in note 40 to the Financial Statements. There were no significant changes in the nature of the Group's principal activities during the year ended 31 December 2016.

#### **RESULTS**

The results of the Group for the year ended 31 December 2016 are set out in the section headed "Statement of Accounts" of this annual report.

#### **BUSINESS REVIEW**

# **OVERVIEW AND PERFORMANCE OF THE YEAR**

2016 was a year of exceptional challenges. The uncertainties over political and economic situations worldwide were unprecedented. Despite the tough operating environment, the Company continued to make steady progress and managed to achieve a growth in turnover, core operating profit, core net profit and profit attributable to the Shareholders.

The Company is of the view that core net profit is a key financial indicator of our operating performance and provides useful information regarding our ability to generate profit and cash from our principal business operations and related investments. We monitor core net profit, which is not a standard measure under HKFRSs, to provide additional information about our operating performance. Core net profit represents our profit attributable to the Shareholders before the after-tax effect of change in fair value of investment properties. We have chosen to subtract the after-tax effect of change in fair value of investment properties in our calculation of core net profit because our management does not take into account changes in fair value of investment properties when evaluating our operating performance, making planning decisions or allocating resources. The Company does not engage in selling investment properties during our normal course of business and, accordingly, management considers that changes in fair value of investment properties are unlikely to be realisable and therefore are less meaningful to our business operations.

Discussion on the Company's performance of the year is set out in the section headed "Management Discussion and Analysis – Results Overview" of this annual report.

#### **ENVIRONMENTAL POLICIES AND PERFORMANCE**

The Company strives to develop and operate an environmental management system that sets high standards on pollution prevention, preservation of natural resources and adherence to environmental laws and regulations. We require all our employees and contractors to adhere to this policy. We believe our high environmental standards can put us in better position to compete with other logistics service providers in light of the rising environmental initiatives of multinational corporations.

Our efforts in environmental protection have been well recognised. The Company has obtained the international certification of ISO14001, an internationally agreed standard that sets out the requirements for an environmental management system.

We care our environment and work to make our operations greener through managing emissions, optimizing the use of resources and protecting the natural environment and ecosystems that we rely on.

The Board has overall responsibility for our ESG strategy and reporting. In line with the CG Code, the Board is responsible for evaluating and determining our ESG related risks, and ensuring that appropriate and effective ESG risk management and internal control systems are in place. A confirmation regarding the effectiveness of these systems has been provided to the Board during the year ended 31 December 2016.

Further details are set out in the sections headed "Environmental, Social and Governance Report – Value Created for Our Environment" and "Corporate Governance Report – Risk Management and Internal Controls" of this annual report.

Discussion on our compliance with relevant environmental laws and regulations is set out in the section headed "Compliance with relevant Laws and Regulations" in this Report of Directors.

# COMPLIANCE WITH RELEVANT LAWS AND REGULATIONS REGULATORY COMPLIANCE

The Group has complied with the requirements under the Companies Ordinance, the Listing Rules, the SFO and the CG Code for, among other things, the disclosure of information and corporate governance. The Group has adopted the Model Code.

IL and IFF businesses are not heavily regulated in any of the countries and territories in which we operate. Unlike our suppliers (such as airlines and shipping lines) or customers (such as manufacturers and retailers in various industries), we do not own or operate any aircraft or vessels, nor are we principally engaged in the manufacture or sale of any industrial or consumer products. We are therefore not subject to any material legal or regulatory requirements which apply to the air transportation or shipping industries or any of our customers' industries.

During the year, there were no findings notified to us by any regulatory authority in the jurisdictions in which we operate of any material non-compliance with any law or regulation to which the businesses are subject.

# LICENSING REQUIREMENTS

The Group are required to comply with the regulatory requirements to obtain and maintain certain licences and permits in the jurisdictions in which we operate. Many of these licences and permits are subject to regular review, replacement or renewal.

Each of our local management teams performs its own function to ensure that we maintain the necessary licences and permits to operate our businesses in each jurisdiction. The Group has been able to renew our major licences and permits without significant difficulties during the year.

#### **ENVIRONMENTAL PROTECTION**

We have not been subject to any fines or legal action involving any material non-compliance with any relevant environmental regulations, nor are we aware of any threatened or pending action by any relevant environmental regulatory authority.

# KEY RELATIONSHIPS WITH STAKEHOLDERS EMPLOYEES

People are the backbone of our operations and the key to our success as the leader in providing exceptional services. We are committed to creating opportunities for our employees to develop their full potential by considering all aspects of their lives. We firmly believe in the power and possibility of the next generation and strives to nurture these talents through our comprehensive MT Programme.

Since 2001, we organised the MT Programme to attract bright young graduates worldwide. Over 170 undergraduate students from different majors of study and nationalities joined the MT Programme, 18 of them have reached managerial and executive level. Our MT Programme has spread from our head office in Hong Kong to regional offices including the Mainland China, Taiwan and South & Southeast Asia.

We are committed to creating real value for employees through rewarding careers, workplace quality and work-life balance. To echo our core values VOICE, we provide regular on-the-job trainings, reward schemes and job secondment/relocation opportunities for all employees to propel work excellence within the global scope. We believe these measures could further enhance employee involvement and engagement as part of a team.

#### **CUSTOMERS**

We currently serve more than 40 of the Top 100 Brands (ranked by Interbrand, a well-recognised global brand consultancy) across a wide spectrum of industries. By leveraging our experience in serving the supply chains in various industries, we have developed significant industry expertise and applied innovative processes across industries to better serve our customers. We have been successful in

offering industry-specific solutions, including the fashion and lifestyle, electronics and technology, food and beverage, fast-moving consumer goods, industrial and material sciences, automotive, and pharmaceutical and healthcare industries.

Within most of these industries, we manage outsourced supply chains that are sophisticated, regional in scale and critical to our customers' core business. This creates opportunities for us to become an integral part of our customers' operations. In addition, we have established long-standing relationships with many of our key customers, which are due in part to our ability to continually meet or exceed their requirements for quality and reliability of service. We believe our supply chain solutions have offered our customers compelling value propositions, making us their preferred logistics service provider.

#### **SUPPLIERS**

Our main suppliers include airlines and shipping lines from which we procure air or ocean cargo space in connection with our freight forwarding business. We do not enter into any long-term supply contracts or any firm commitment to purchase air or ocean cargo space for freight forwarding purposes.

Our suppliers also include landlords of leased logistics facilities that we manage in connection with our IL business, as well as suppliers of goods in connection with our trading business. We manage a large portfolio of leased logistics facilities located primarily in Asia.

### INDUSTRY AWARDS AND ACCREDITATIONS

We have received a number of industry awards and accreditations in recognition of our leading position and achievements in the logistics services industry in Asia. Details are set out in the section headed "Awards and Citations" of this annual report.

#### CORPORATE SOCIAL RESPONSIBILITY

Details of corporate social responsibility are set out in the section headed "Environmental, Social and Governance Report" of this annual report.

#### **KEY RISKS AND UNCERTAINTIES**

During the year, the Board identified several areas which are likely to pose more significant risks to the Company based on the results of the risk assessment interviews previously conducted by external auditor. The Company has implemented various measures to mitigate these risks or uncertainties. Further reviews are set out in the section headed "Corporate Governance Report – Risk Management and Internal Controls".

# UNCERTAINTIES IN THE GLOBAL BUSINESS ENVIRONMENT

Uncertainties over political and economic situations worldwide expose the Group to the risk of non-sustainable growth. The bearish market view triggered downward adjustments in sales and production targets resulting in a decline in cargo volume.

The Group has been mitigating this risk by diversifying its business portfolio, markets and customer pools in order to minimize the adverse impact on its business with quick response to market changes.

#### INTEGRATION OBSTACLES

The Group expands its network and global coverage mainly through mergers and acquisitions. Differences in operation models, culture and availability of resources may hinder the integration of the new member into the Group if not properly monitored.

To mitigate this, a robust due diligence process has been in place to ensure the target companies are the right acquires. Integration checklists in all aspects including human resources, finance, information technology, legal and compliance etc. have been set up. The Company has outsourced to develop a smart integration playbook to enhance the control of the integration progress. Our Internal

Audit will conduct independent check on the governance and performance of the acquired business.

# SUCCESSION PLANNING AND POTENTIAL LOSS OF TAIFNTS

The Group currently places heavy reliance on certain key managerial members. There has been succession planning prepared for certain divisions of the Company.

The Group has mitigated this by using the MT Programme to nurture staff with high potential to be future management, hiring remuneration consultant to benchmark salary level of management to the Company's competitors, re-organising the management structure with more short-term incentives to management, and implementing succession plan for areas in need, particularly for key management.

# CONCERNS OVER KEY INFORMATION SYSTEMS (BOTH OPERATIONAL AND FINANCIAL)

Due to the nature of the business, the Group cannot afford any information technology disruption. Therefore, efficient maintenance and recovery of information technology systems are very important to the Group. The ability to develop systems within a reasonable timeframe to support business needs is also critical.

To mitigate this, periodic disaster recovery plan and drill tests are performed. The Group will also outsource or relocate part of the development or maintenance of the systems to third parties in a cost-effective manner. System integration and automate data flows are performed to reduce human interference in order to reduce the risks of human error and time of data processing.

#### CREDIT RISK IN RELATION TO COUNTERPARTIES

Adverse performance of the Group's customers due to decline in the demand of their products will increase the Group's counterparties risk with these customers. Long credit period of top customers may lead to unsatisfactory cash flow of the Group.

The Group has mitigated this by tightening account receivables and setting up credit monitoring controls, for example, to produce a periodic credit report consisting of top 50 to 100 customers for management review. Tighten protective measures are implemented, for example, by the holding of customers' stocks stored in the Group's facilities before payments are settled, and requesting for deposit before provision of services.

#### OTHER FINANCIAL RISKS

Further discussion on financial risks are set out in the section headed "Management Discussion and Analysis – Financial Review" and note 3 to the Financial Statements of this annual report.

#### OUTLOOK

Discussion on outlook is set out in the section headed "Management Discussion and Analysis – Business Review" of this annual report.

# **SUBSEQUENT EVENTS**

Please refer to note 38 to the Financial Statements for details of the significant events after the reporting period of the Group.

### **FINAL DIVIDEND**

The Board resolved to propose to the Shareholders in the forthcoming AGM for the distribution of a final dividend of 12 HK cents per share for the year ended 31 December 2016 payable to the Shareholders whose names are listed in the Registers of Members on Monday, 5 June 2017. The proposal for the distribution of the final dividend above is subject to the consideration and approval of the Shareholders at the forthcoming AGM.

#### **SHARE CAPITAL**

Details of the share capital of the Company during the year ended 31 December 2016 are set out in note 26 to the Financial Statements.

#### **RESERVES**

Details of the movements in reserves of the Group during the year ended 31 December 2016 are set out in note 27 to the Financial Statements.

#### **DISTRIBUTABLE RESERVES**

As at 31 December 2016, the Company has distributable reserves of HK\$1,010 million in total available for distribution, of which HK\$203 million has been proposed as final dividend for the year.

#### **FINANCIAL SUMMARY**

A summary of the results and of the assets, liabilities and non-controlling interests of the Group for the last five financial years is set out in the section headed "2012-2016 Financial Summary" of this annual report.

#### **DONATIONS**

The Group made a donation of HK\$2.17 million to charity projects or organisations for the year.

#### RETIREMENT BENEFITS

Please refer to note 31 to the Financial Statements for details of the retirement benefits of the Group for the year ended 31 December 2016.

# PROPERTY, PLANT AND EQUIPMENT

Details of movements in the property, plant and equipment of the Group during the year ended 31 December 2016 are set out in note 16 to the Financial Statements.

### BANK LOANS AND OTHER BORROWINGS

Details of bank loans and other borrowings of the Group during the year ended 31 December 2016 are set out in notes 28 and 29 to the Financial Statements.

#### CONTINGENT LIABILITIES

As at 31 December 2016, the Group has no material contingent liabilities.

#### SUFFICIENCY OF PUBLIC FLOAT

Based on information that is publicly available to the Company and within the knowledge of the Directors, the Company has maintained the amount of public float as required under the Listing Rules as at the date of this annual report.

#### **PRE-EMPTIVE RIGHTS**

There is no provision for pre-emptive rights under the Byelaws or the laws of Bermuda.

#### **DIRECTORS**

The Directors during the year and up to the date of this annual report are:

#### **Executive Directors**

Mr YEO George Yong-boon (Chairman)
Mr MA Wing Kai William (Group Managing Director)
Mr ERNI Edwardo
Mr KUOK Khoon Hua

#### Non-executive Director

Mr CHIN Siu Wa Alfred

# **Independent Non-executive Directors**

Ms WONG Yu Pok Marina Mr WAN Kam To Mr YEO Philip Liat Kok

#### **DIRECTORS' AND SENIOR MANAGEMENT'S BIOGRAPHIES**

Biographical details of the Directors and the senior management of the Group are set out in the section headed "Directors and Senior Management" of this annual report.

#### **DIRECTORS' LETTER OF APPOINTMENT**

According to Article 99 of the Bye-laws, the number of Directors retiring at each annual general meeting shall not be less than one-third of the Directors for the time being, and any retiring Director shall be eligible for re-election at the same annual general meeting. Each of the Directors has signed an appointment letter with the Company for an initial term commencing from his/her respective date of appointment until the next general meeting of the Company, at which he/she will be eligible for re-election. Mr YEO George Yong-boon, Mr WAN Kam To and Mr YEO Philip Liat Kok will be retiring and be subject to re-election in forthcoming AGM.

None of the Directors proposed for re-election at the forthcoming AGM has an unexpired service contract which is not determinable by the Company or any of its subsidiaries within one year without payment of compensation, other than statutory compensation.

# CONFIRMATION OF INDEPENDENCE FROM THE INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received from each of the Independent Non-executive Directors, namely Ms WONG Yu Pok Marina, Mr WAN Kam To and Mr YEO Philip Liat Kok, the confirmation of their respective independence pursuant to Rule 3.13 of the Listing Rules. The Company has duly reviewed the confirmation of independence of each of these Directors. The Company considers that the Independent Non-executive Directors have been independent from the date of their appointment to 31 December 2016 and remain so as at the date of this annual report.

# DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES

As at 31 December 2016, the interests and short positions of the Directors and chief executive of the Company in the Shares, underlying Shares or debentures of the Company or any of the associated corporations of the Company (within the meaning of Part XV of the SFO), which were required (a) to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they were taken or deemed to have under such provisions of the SFO); or (b) pursuant to section 352 of the SFO, to be entered in the register referred to therein; or (c) to be notified to the Company and the Stock Exchange pursuant to the Model Code, were as follows:

#### SHARES AND UNDERLYING SHARES OF THE COMPANY AND ASSOCIATED CORPORATIONS

### (I) THE COMPANY(1)

|                                     | 0   | ordinary Shares  | in the Company   |                    |                    |   |
|-------------------------------------|---|--|--|--------------------|--------------------|---|
| Directors                           | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family<br>interests<br>(interests<br>of spouse<br>and child<br>under 18) | Corporate interests (interests of controlled corporations) | Other<br>interests | Total<br>interests | Approximate<br>percentage<br>of issued<br>share capital |
| YEO George Yong-boon <sup>(2)</sup> | 3,000,000   | 5,000  | _  | 1,000,000          | 4,005,000          | 0.24%   |
| MA Wing Kai William <sup>(3)</sup>  | 4,291,510   | _  | _  | 1,300,000          | 5,591,510          | 0.33%   |
| ERNI Edwardo <sup>(4)</sup>         | 2,500,500   | 8,000  | _  | _                  | 2,508,500          | 0.15%   |
| KUOK Khoon Hua <sup>(5)</sup>       | 1,101,000   | _  | _  | 5,110,155          | 6,211,155          | 0.37%   |
| CHIN Siu Wa Alfred <sup>(6)</sup>   | 200,000   | _  | _  | 1,300,000          | 1,500,000          | 0.09%   |
| WONG Yu Pok Marina <sup>(7)</sup>   | 200,000   | _  | _  | _                  | 200,000            | 0.01%   |
| WAN Kam To <sup>(8)</sup>           | 200,000   | _  | _  | _                  | 200,000            | 0.01%   |
| YEO Philip Liat Kok <sup>(9)</sup>  | 200,000   | _  | _  | _                  | 200,000            | 0.01%   |

#### Notes:

- (1) All interests in Ordinary Shares in the Company were as at 31 December 2016.
- (2) Mr Yeo is interested in (i) options granted under the Pre-IPO Share Option Scheme to subscribe for 2,000,000 Ordinary Shares; (ii) options granted under the Post-IPO Share Option Scheme to subscribe for 1,000,000 Ordinary Shares; (iii) 5,000 Ordinary Shares held by his spouse; and (iv) 1,000,000 Ordinary Shares held jointly with his spouse.
- (3) Mr Ma is interested in (i) 291,510 Ordinary Shares as beneficial owner; (ii) options granted under the Pre-IPO Share Option Scheme to subscribe for 3,000,000 Ordinary Shares; (iii) options granted under the Post-IPO Share Option Scheme to subscribe for 1,000,000 Ordinary Shares; and (iv) 1,300,000 Ordinary Shares held through a discretionary trust of which Mr Ma is a contingent beneficiary.
- (4) Mr Erni is interested in (i) 500 Ordinary Shares as beneficial owner; (ii) options granted under the Pre-IPO Share Option Scheme to subscribe for 2,000,000 Ordinary Shares; (iii) options granted under the Post-IPO Share Option Scheme to subscribe for 500,000 Ordinary Shares; and (iv) 8,000 Ordinary Shares held by his spouse.
- (5) Mr Kuok is interested in (i) 101,000 Ordinary Shares as beneficial owner; (ii) options granted under the Pre-IPO Share Option Scheme to subscribe for 800,000 Ordinary Shares; (iii) options granted under the Post-IPO Share Option Scheme to subscribe for 200,000 Ordinary Shares; and (iv) 5,110,155 Ordinary Shares held through discretionary trusts of which Mr Kuok is a contingent beneficiary.
- (6) Mr Chin is interested in (i) options granted under the Pre-IPO Share Option Scheme to subscribe for 200,000 Ordinary Shares; and (ii) 1,300,000 Ordinary Shares held through a discretionary trust of which Mr Chin is a contingent beneficiary.
- (7) Ms Wong is interested in the options granted under the Pre-IPO Share Option Scheme to subscribe for 200,000 Ordinary Shares.
- (8) Mr Wan is interested in the options granted under the Pre-IPO Share Option Scheme to subscribe for 200,000 Ordinary Shares.
- (9) Mr Philip Yeo is interested in the options granted under the Pre-IPO Share Option Scheme to subscribe for 200,000 Ordinary Shares.

#### (II) ASSOCIATED CORPORATIONS

# Kerry Group Limited(1)

|                                    |   | Ordinary shares in KGL   |  |                    |                    |        |
|------------------------------------|---|--|--|--------------------|--------------------|--------|
| Directors                          | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family<br>interests<br>(interests<br>of spouse<br>and child<br>under 18) | Corporate interests (interests of controlled corporations) | Other<br>interests | Total<br>interests |        |
| MA Wing Kai William <sup>(2)</sup> | 1,810,620   | _  | _  | _                  | 1,810,620          | 0.12%  |
| ERNI Edwardo <sup>(3)</sup>        | 650,000   | _  | _  | _                  | 650,000            | 0.04%  |
| KUOK Khoon Hua <sup>(4)</sup>      | 2,000,000   | _  | _  | 178,211,176        | 180,211,176        | 11.83% |
| CHIN Siu Wa Alfred <sup>(5)</sup>  | 1.500.000   | _  | 500.000  | _                  | 2.000.000          | 0.13%  |

#### Notes:

- (1) All interests in ordinary shares in KGL were as at 31 December 2016.
- (2) Mr Ma is interested in (i) 1,310,620 ordinary shares in KGL as beneficial owner; and (ii) options granted under the share option scheme of KGL to subscribe for 500,000 ordinary shares in KGL.
- (3) Mr Erni is interested in (i) 350,000 ordinary shares in KGL as beneficial owner; and (ii) options granted under the share option scheme of KGL to subscribe for 300,000 ordinary shares in KGL.
- (4) Mr Kuok is interested in (i) 5,000 ordinary shares in KGL as beneficial owner; (ii) options granted under the share option scheme of KGL to subscribe for 1,995,000 ordinary shares in KGL; and (iii) 178,211,176 ordinary shares in KGL held through discretionary trusts of which Mr Kuok is a contingent beneficiary.
- (5) Mr Chin is interested in (i) 500,000 ordinary shares in KGL as beneficial owner; (ii) options granted under the share option scheme of KGL to subscribe for 1,000,000 ordinary shares in KGL; and (iii) 500,000 ordinary shares in KGL held through his controlled corporation.

#### Kerry Properties Limited(1)

|                                     |   | Ordinary sh  | ares in KPL  |                    |                    |       |
|-------------------------------------|---|--|--|--------------------|--------------------|-------|
| Directors                           | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family<br>interests<br>(interests<br>of spouse<br>and child<br>under 18) | Corporate interests (interests of controlled corporations) | Other<br>interests | Total<br>interests |       |
| YEO George Yong-boon <sup>(2)</sup> | _   | 10,000   | _  | _                  | 10,000             | 0.00% |
| MA Wing Kai William <sup>(3)</sup>  | 1,701,020   | _  | _  | 50,000             | 1,751,020          | 0.12% |
| ERNI Edwardo <sup>(4)</sup>         | 630,000   | 16,000   | _  |                    | 646,000            | 0.04% |
| KUOK Khoon Hua <sup>(5)</sup>       | 359,000   | _  | _  | 7,670,310          | 8,029,310          | 0.56% |
| CHIN Siu Wa Alfred <sup>(6)</sup>   | 3,300,000   | _  | _  | 50,000             | 3,350,000          | 0.23% |

#### Notes:

- (1) All interests in ordinary shares in KPL were as at 31 December 2016.
- (2) Mr Yeo is interested in 10,000 ordinary shares in KPL held by his spouse.
- (3) Mr Ma is interested in (i) 401,020 ordinary shares in KPL as beneficial owner; (ii) options granted under the share option scheme of KPL to subscribe for 1,300,000 ordinary shares in KPL; and (iii) 50,000 ordinary shares in KPL held through a discretionary trust of which Mr Ma is a contingent beneficiary.
- (4) Mr Erni is interested in (i) options granted under the share option scheme of KPL to subscribe for 630,000 ordinary shares in KPL; and (ii) 16,000 ordinary shares in KPL held by his spouse.
- (5) Mr Kuok is interested in (i) 59,000 ordinary shares in KPL as beneficial owner; (ii) options granted under the share option scheme of KPL to subscribe for 300,000 ordinary shares in KPL; and (iii) 7,670,310 ordinary shares in KPL held through discretionary trusts of which Mr Kuok is a contingent beneficiary.
- (6) Mr Chin is interested in (i) options granted under the share option scheme of KPL to subscribe for 3,300,000 ordinary shares in KPL; and (ii) 50,000 ordinary shares in KPL held through a discretionary trust of which Mr Chin is a contingent beneficiary.

# Vencedor Investments Limited(1)

| Davaanal                         | Family                              |  |   |   |   |
|----------------------------------|-------------------------------------|--|---|---|---|
| Personal interests               | interests<br>(interests             | Corporate interests  |   |   | Approximate   |
| (held as<br>beneficial<br>owner) | of spouse<br>and child<br>under 18) | (interests of controlled corporations)                             | Other interests   | Total<br>interests  | percentage<br>of issued<br>share capital  |
|                                  | interests<br>(held as<br>beneficial | interests (interests<br>(held as of spouse<br>beneficial and child | interests (interests interests (held as of spouse (interests of beneficial and child controlled | interests (interests interests (held as of spouse (interests of beneficial and child controlled Other | interests (interests interests (held as of spouse (interests of beneficial and child controlled Other Total |

5

5.00%

#### Notes:

KUOK Khoon Hua

- (1) All interests in ordinary shares in Vencedor were as at 31 December 2016.
- (2) Mr Kuok is interested in 5 ordinary shares in Vencedor as beneficial owner.

# Medallion Corporate Limited(1)

|                |   | Ordinary share  | es in Medallion  |                    |                    |  |
|----------------|---|---|--|--------------------|--------------------|--|
| Director       | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family interests (interests of spouse and child under 18) | Corporate interests (interests of controlled corporations) | Other<br>interests | Total<br>interests | Approximate percentage of issued share capital |
| KUOK Khoon Hua | 48(2)   | _   | _  | _                  | 48                 | 4.80%  |

#### Notes:

- (1) All interests in ordinary shares in Medallion were as at 31 December 2016.
- (2) Mr Kuok is interested in 48 ordinary shares in Medallion as beneficial owner.

# Rubyhill Global Limited(1)

|                |   | Ordinary shar   | es in Rubyhill   |                    |                    |  |
|----------------|---|---|--|--------------------|--------------------|--|
| Director       | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family interests (interests of spouse and child under 18) | Corporate interests (interests of controlled corporations) | Other<br>interests | Total<br>interests | Approximate percentage of issued share capital |
| KUOK Khoon Hua | 1 <sup>(2)</sup>  | _   | _  | _                  | 1                  | 10.00%   |

### Notes:

- (1) All interests in ordinary shares in Rubyhill were as at 31 December 2016.
- (2) Mr Kuok is interested in 1 ordinary share in Rubyhill as beneficial owner.

#### INTEREST IN DEBENTURES OF ASSOCIATED CORPORATION

Wiseyear Holdings Limited(1)

| Amount c | f debentures | in Wisevear |
|----------|--------------|-------------|
|----------|--------------|-------------|

| Directors                          | Personal<br>interests<br>(held as<br>beneficial<br>owner) | Family<br>interests<br>(interests<br>of spouse<br>and child<br>under 18) | Corporate interests of controlled corporations) | Other interests | Total<br>amount of<br>debenture       | Approximate percentage of total debenture of Wiseyear |
|------------------------------------|---|--|---|-----------------|---------------------------------------|---|
| MA Wing Kai William <sup>(2)</sup> | -   | -  | US\$1,000,000<br>5% Notes due<br>2017           | -               | US\$1,000,000<br>5% Notes due<br>2017 | N/A   |
| CHIN Siu Wa Alfred <sup>(3)</sup>  | US\$1,000,000<br>5% Notes due<br>2017                     | _  | _   | -               | US\$1,000,000<br>5% Notes due<br>2017 | N/A   |

#### Notes:

- (1) All interests in amount of debentures in Wiseyear were as at 31 December 2016.
- (2) Mr Ma is interested in debentures in Wiseyear in the amount of US\$1,000,000 5% Notes due 2017, held through his controlled corporation.
- (3) Mr Chin is interested in debentures in Wiseyear in the amount of US\$1,000,000 5% Notes due 2017 as beneficial owner.

Save as disclosed above, none of the Directors or the chief executive of the Company has or is deemed to have any interests or short positions in the Shares, underlying Shares or debentures of the Company or any of its associated corporations as at 31 December 2016.

### SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN SHARES AND UNDERLYING SHARES

As at 31 December 2016, the following are the persons, other than the Directors or the chief executive of the Company, who had interests or short positions in the Shares and underlying Shares as recorded in the register of interests required to be kept by the Company pursuant to Section 336 of Part XV of the SFO:

| Name                        | Capacity/nature of interest         | Number of<br>Ordinary Shares | percentage of<br>shareholding in<br>the total issued<br>share capital |
|-----------------------------|-------------------------------------|------------------------------|---|
| Kerry Group Limited         | Interest of controlled corporations | 1,121,178,932(1)             | 66.13%  |
| Kerry Holdings Limited      | Interest of controlled corporations | 1,090,758,684(1)             | 64.34%  |
| Kerry Properties Limited    | Beneficial owner                    | 718,340,998(1)               | 42.37%  |
| Caninco Investments Limited | Beneficial owner                    | 156,124,097(1)               | 9.21%   |
| Darmex Holdings Limited     | Beneficial owner                    | 128,449,630(1)               | 7.58%   |
| GIC Private Limited         | Investment manager                  | 102,189,240                  | 6.03%   |

# Note:

Save as disclosed above, as at 31 December 2016, the Company is not aware of any other person (other than the Directors or the chief executive of the Company) who had an interest or short position in the Shares or underlying Shares as recorded in the register required to be kept by the Company pursuant to Section 336 of the SFO.

**Approximate** 

<sup>(1)</sup> KPL is a subsidiary of KHL. Caninco and Darmex are wholly-owned subsidiaries of KHL. KHL is a wholly-owned subsidiary of KGL. Accordingly, KHL is deemed to be interested in the shareholding interest of each of KPL, Caninco and Darmex in the Company and KGL is deemed to be interested in the shareholding interest of each of KHL, KPL, Caninco and Darmex in the Company pursuant to the disclosure requirements under the SFO.

# DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Save as disclosed in the section headed "Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures" above, at no time during the year ended 31 December 2016 was the Company or any of its subsidiaries or holding company or any subsidiary of the Company's holding company, a party to any arrangement that would enable the Directors to acquire benefits by means of acquisition of shares in, or debentures of, the Company or any other body corporate, and none of the Directors or any of their spouses or children under the age of 18 were granted any right to subscribe for the equity or debt securities of the Company or any other body corporate or had exercised any such right.

# DIRECTORS' AND CONTROLLING SHAREHOLDERS' INTERESTS IN COMPETING BUSINESS

Save for their respective interests in the Group, none of the Directors and controlling shareholders of the Company was interested in any business which competes or is likely to compete with the businesses of the Group for the year ended 31 December 2016 and up to the date of this annual report.

### **CONNECTED TRANSACTION**

The Company did not enter into any connected transactions required to be disclosed in this annual report in accordance with Chapter 14A of the Listing Rules.

# **CONTINUING CONNECTED TRANSACTIONS**

Among the related party transactions disclosed in note 37 to the Financial Statements, the following transactions constitute continuing connected transactions for the Company and is required to be disclosed in this annual report in accordance with Chapter 14A of the Listing Rules.

#### 1 FRAMEWORK AGREEMENT WITH KPL

On 28 July 2014, the Company entered into a framework agreement with KPL (the "Framework Agreement") pursuant to which (i) the Group agreed to provide services including delivery, local courier, freight, freight agency, insurance brokerage and related services, and services relating to management and operation of warehouse facilities to KPL and its subsidiaries; and (ii) KPL and its subsidiaries agreed to lease certain

properties to the Group (the "KPL Transactions"). KPL is a substantial shareholder and a controlling shareholder of the Company and is therefore a connected person of the Company under the Listing Rules. As such, the transactions contemplated under the KPL Transactions constitute continuing connected transactions of the Company under Chapter 14A of the Listing Rules. The Framework Agreement commenced on 1 August 2014 and expired on 31 December 2016. The Framework Agreement can be extended for a further term of three years with the mutual written agreement of the Company and KPL.

The annual caps payable by the Group under the KPL Transactions for the three years ended 31 December 2014, 2015 and 2016 are HK\$17.7 million, HK\$19.7 million and HK\$21.7 million, respectively. During the three years ended 31 December 2014, 2015 and 2016, the KPL Transactions payable amounted to HK\$12.5 million, HK\$10.6 million and HK\$9.1 million respectively.

The annual caps receivable by the Group under the KPL Transactions for the three years ended 31 December 2014, 2015 and 2016 are HK\$9.3 million, HK\$12.0 million and HK\$15.3 million, respectively. During the three years ended 31 December 2014, 2015 and 2016, the KPL Transactions receivable amounted to HK\$6.1 million, HK\$6.8 million and HK\$6.8 million respectively.

The Company renewed the Framework Agreement by entering into a new framework agreement with KPL on 9 December 2016 (the "New Framework Agreement") for a fixed term of three years, and to set new annual caps for the KPL Transactions for the years ending 31 December 2017, 2018 and 2019. The proposed new annual caps payable by the Group under the KPL Transactions for the three years ending 31 December 2017, 2018 and 2019 are HK\$11.6 million, HK\$12.0 million and HK\$12.4 million, respectively. The proposed new annual caps receivable by the Group under the KPL Transactions for the three years ending 31 December 2017, 2018 and 2019 are HK\$9.9 million, HK\$10.5 million and HK\$11.5 million, respectively. Please also refer to the announcement of the Company dated 9 December 2016 for details.

#### 2 TRANSACTIONS WITH KHK

KHK is an associate of KPL and is therefore a connected person of the Company under the Listing Rules. In the ordinary and usual course of business, the Group has entered into and continued to enter into transactions with KHK on normal commercial terms for KHK to provide leased premises to the Group (the "KHK Transactions") for use as warehouses and car parking spaces and to provide related building management services. The amounts paid by the Group to KHK were determined after arm's length negotiations between the parties with reference to prevailing market rates for similar types of premises and services. Please refer to the section headed "Connected Transactions" in the Prospectus for details.

The Group has entered into rental agreements and car parking spaces rental letters (the "KHK Agreements") with KHK in respect of the KHK Transactions, pursuant to the requirements under Rules 14A.34 and 14A.52 of the Listing Rules. Such KHK Agreements are for a fixed term of not more than three years and are on normal commercial terms. The annual caps on the rental payable under the KHK Transactions for the three years ended 31 December 2013, 2014 and 2015 are HK\$39.0 million, HK\$42.0 million and HK\$46.0 million, respectively. During the years ended 31 December 2013, 2014 and 2015, the rental paid by the Group under the KHK Transactions amounted to HK\$37.1 million, HK\$36.0 million and HK\$38.5 million respectively.

Upon the expiration of the annual caps for the KHK Transactions on 31 December 2015, the Group entered into new agreements with KHK for a fixed term of not more than three years from 1 January 2016 to 31 December 2018, and to set new annual caps for the KHK Transactions for the year ended 31 December 2016 and the two years ending 31 December 2017 and 2018. Please refer to the announcement of the Company dated 11 December 2015 for details.

The new annual caps payable by the Group under the KHK Transactions for the year ended 31 December 2016 and the two years ending 31 December 2017 and 2018 are HK\$44.5 million, HK\$48.5 million and HK\$50.0 million, respectively. During the year ended 31 December 2016, the KHK Transactions payable amounted to HK\$39.5 million.

The Independent Non-executive Directors, having considered the summary of continuing connected transactions of the Group as recorded during the year, have confirmed that the above continuing connected transactions for the year ended 31 December 2016 were entered into by the Group: (i) in the ordinary and usual course of its business; (ii) on normal commercial terms; and (iii) in accordance with the relevant agreements governing them and on terms that were fair and reasonable and in the interests of the Company and the Shareholders as a whole.

Our management has assigned the finance team of the Company to monitor the continuing connected transactions. They regularly communicate with the heads of all stations of the Group regarding the terms and pricing policies of the continuing connected transactions and collect monthly financial data together with underlying agreements for analysis. The finance team of the Company is also responsible for preparing monthly financial reports in order to monitor the annual caps of the continuing connected transactions. Policies and procedures have also been set up to ensure that the internal controls in relation to the above continuing connected transactions for the year ended 31 December 2016 were adequate.

The auditor of the Company has issued its unqualified letter containing its findings and conclusions in respect of the abovementioned continuing connected transactions in accordance with Rule 14A.56 of the Listing Rules, confirming that (i) nothing has come to their attention that causes the auditor to believe that the abovementioned continuing connected transactions have not been approved by the Company's board of directors, (ii) for transactions involving the provision of goods or services by the Group, nothing has come to their attention that causes the auditor to believe that the transactions were not, in all material respects, in accordance with the pricing policies of the Group, (iii) nothing has come to their attention that causes the auditor to believe that the transactions were not entered into, in all material respects, in accordance with the terms of the relevant agreements governing such transactions; and (iv) with respect to the aggregate amount of each of the KPL Transactions and the KHK Transactions, nothing has come to their attention that causes the auditor to believe that the amounts have exceeded the maximum aggregate annual value disclosed in the announcements dated 9 December 2016 and 11 December 2015 respectively. A copy of the auditor's letter has been provided by auditor to the Stock Exchange.

In addition, certain transactions disclosed in note 37 to the Financial Statements also constitute continuing connected transactions under the Listing Rules. The applicable percentage ratios (except profits ratio) for the transactions are under 0.1% and therefore the transaction is exempt from the reporting, annual review, announcement and independent shareholders' approval requirements under Rule 14A.76(1) of the Listing Rules. Save for the above, during the year ended 31 December 2016, the Company has not entered into any connected transaction or continuing connected transaction which should be disclosed pursuant to the Rules 14A.49 and 14A.71 of the Listing Rules. The Company confirmed that it has complied with the disclosure requirements in relation to each of the KPL Transactions and the KHK Transactions in accordance with Chapter 14A of the Listing Rules.

# DIRECTORS' INTERESTS IN TRANSACTIONS, ARRANGEMENTS OR CONTRACTS OF SIGNIFICANCE

None of the Directors or entities connected with the Directors is or was materially interested, either directly or indirectly, in any transaction, arrangement or contract which is significant in relation to the business of the Group to which the Company, its holding company, or any of its subsidiaries or fellow subsidiaries was a party during the year ended 31 December 2016 and up to the date of this annual report.

# CONTRACT OF SIGNIFICANCE WITH CONTROLLING SHAREHOLDERS

Save as disclosed in this report, during the year ended 31 December 2016, there is no other contract of significance entered into between the Group and our controlling shareholders.

#### **MANAGEMENT CONTRACTS**

No contracts other than the service contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the year ended 31 December 2016 and up to the date of this annual report.

#### **DIRECTORS' REMUNERATION**

The Group offers competitive remuneration packages to the Directors, and the Directors' fees are subject to the Shareholders' approval at general meeting. Other emoluments are determined by the Board with reference to Directors' duties, responsibilities and performance and the results of the Group.

Details of the Directors' remuneration during the year ended 31 December 2016 are set out in note 12 to the Financial Statements.

#### **DIRECTORS' PERMITTED INDEMNITY PROVISION**

Pursuant to the Company's Bye-laws, every Director or other officer of the Company shall be indemnified and secured harmless out of the assets of the Company from and against all actions, costs, charges, liabilities, losses, damages and expenses which they or any of them may sustain or incur in connection with their duties or the exercise of their powers. The Company has arranged appropriate directors' and officers' liability insurance coverage for the Directors and officers of the Group during the year ended 31 December 2016.

### **PRE-IPO SHARE OPTION SCHEME**

The Company has adopted the Pre-IPO Share Option Scheme by a resolution of its Shareholder on 25 November 2013 and an ordinary resolution of the shareholders of KPL on 1 November 2013. No further options will be granted under the Pre-IPO Share Option Scheme.

On 2 December 2013, pursuant to the Pre-IPO Share Option Scheme, the Company had granted options to subscribe for 42,770,000 Shares to directors, executives and employees of the Group, representing 2.58% of the issued share capital as at 19 December 2013.

As at 31 December 2016, a total of 35,830,500 options granted under the Pre-IPO Share Option Scheme were outstanding.

Movement of the options, which were granted under the Pre-IPO Share Option Scheme, during the year ended 31 December 2016 are listed below in accordance with Rule 17.07 of the Listing Rules:

|      |                      | Number of options         |         |                              |                           |           |                              |                        |                         |
|------|----------------------|---------------------------|---------|------------------------------|---------------------------|-----------|------------------------------|------------------------|-------------------------|
| Cate | gory                 | Date of grant<br>(Note c) | Tranche | Outstanding as at 01/01/2016 | Exercised (Notes a and b) | Lapsed    | Outstanding as at 31/12/2016 | Exercise price<br>HK\$ | Exercise period         |
| 1.   | Directors            |                           |         |                              |                           |           |                              |                        |                         |
|      | YEO George Yong-boon | 02/12/2013                |         | 1,000,000                    | -                         | _         | 1,000,000                    | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 1,000,000                    | -                         | -         | 1,000,000                    | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | MA Wing Kai William  | 02/12/2013                | 1       | 1,500,000                    | -                         | -         | 1,500,000                    | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 1,500,000                    | -                         | -         | 1,500,000                    | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | ERNI Edwardo         | 02/12/2013                | 1       | 1,000,000                    | -                         | -         | 1,000,000                    | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 1,000,000                    | -                         | -         | 1,000,000                    | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | KUOK Khoon Hua       | 02/12/2013                | 1       | 400,000                      | _                         | -         | 400,000                      | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 400,000                      | -                         | -         | 400,000                      | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | CHIN Siu Wa Alfred   | 02/12/2013                | I       | 100,000                      | _                         | _         | 100,000                      | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | WONG Yu Pok Marina   | 02/12/2013                | 1       | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | WAN Kam To           | 02/12/2013                | I       | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | YEO Philip Liat Kok  | 02/12/2013                | I       | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 100,000                      | -                         | -         | 100,000                      | 10.20                  | 02/12/2014 - 01/12/2023 |
| 2.   | Continuous Contract  | 02/12/2013                | I       | 13,792,000                   | (541,000)                 | (165,000) | 13,086,000                   | 10.20                  | 19/12/2013 - 01/12/2023 |
|      | Employees            | 02/12/2013                |         | 14,628,000                   | (465,500)                 | (168,000) | 13,994,500                   | 10.20                  | 02/12/2014 - 01/12/2023 |
| 3.   | Others               | 02/12/2013                | I       | 75,000                       | -                         | -         | 75,000                       | 10.20                  | 19/12/2013 - 01/12/2023 |
|      |                      | 02/12/2013                |         | 75,000                       | -                         | -         | 75,000                       | 10.20                  | 02/12/2014 - 01/12/2023 |
|      | Total:               |                           |         | 37,170,000                   | (1,006,500)               | (333,000) | 35,830,500                   |                        |                         |

#### Notes:

For further details of the Pre-IPO Share Option Scheme, please refer to note 36 to the Financial Statements.

a. The weighted average closing price of the Ordinary Shares of the Company immediately before the dates on which the options were exercised was HK\$10.93.

b. During the year, no option was granted/granted for adjustment, transferred from/to other category or cancelled under the Pre-IPO Share Option Scheme.

c. The vesting period of the options is from the date of grant until the commencement of the exercise period.

d. There are no participants with options granted in excess of the individual limit and no grants to suppliers of goods and services.

#### **POST-IPO SHARE OPTION SCHEME**

The Company has approved and adopted the Post-IPO Share Option Scheme by a resolution of its Shareholder on 25 November 2013 and an ordinary resolution of the shareholders of KPL on 1 November 2013. The Post-IPO Share Option Scheme is subject to the requirements under Chapter 17 of the Listing Rules.

On 9 January 2015, a total of 4,350,000 options were granted under the Post-IPO Share Option Scheme. As at 31 December 2016, a total of 4,150,000 options granted under the Post-IPO Share Option Scheme were outstanding.

Movement of the options, which were granted under the Post-IPO Share Option Scheme, during the year ended 31 December 2016 are listed below in accordance with Rule 17.07 of the Listing Rules:

|          |                      |                              |         | Number of options            |                         |                     |        |                              |                        |                         |
|----------|----------------------|------------------------------|---------|------------------------------|-------------------------|---------------------|--------|------------------------------|------------------------|-------------------------|
| Category |                      | Date of grant<br>(Note b) Tr | Tranche | Outstanding as at 01/01/2016 | Granted during the year | Exercised (Notes a) | Lapsed | Outstanding as at 31/12/2016 | Exercise price<br>HK\$ | Exercise period         |
| 1.       | Directors            |                              |         |                              |                         |                     |        |                              |                        |                         |
|          | YEO George Yong-boon | 09/01/2015                   |         | 500,000                      | -                       | -                   | -      | 500,000                      | 12.26                  | 09/01/2015 - 08/01/2020 |
|          |                      | 09/01/2015                   | II      | 500,000                      | -                       | -                   | -      | 500,000                      | 12.26                  | 09/01/2016 - 08/01/2020 |
|          | MA Wing Kai William  | 09/01/2015                   | 1       | 500,000                      | -                       | -                   | -      | 500,000                      | 12.26                  | 09/01/2015 - 08/01/2020 |
|          |                      | 09/01/2015                   | II      | 500,000                      | -                       | -                   | -      | 500,000                      | 12.26                  | 09/01/2016 - 08/01/2020 |
|          | ERNI Edwardo         | 09/01/2015                   | 1       | 250,000                      | -                       | -                   | -      | 250,000                      | 12.26                  | 09/01/2015 - 08/01/2020 |
|          |                      | 09/01/2015                   |         | 250,000                      | -                       | -                   | -      | 250,000                      | 12.26                  | 09/01/2016 - 08/01/2020 |
|          | KUOK Khoon Hua       | 09/01/2015                   | 1       | 100,000                      | -                       | -                   | -      | 100,000                      | 12.26                  | 09/01/2015 - 08/01/2020 |
|          |                      | 09/01/2015                   | II      | 100,000                      | -                       | -                   | -      | 100,000                      | 12.26                  | 09/01/2016 - 08/01/2020 |
| 2.       | Continuous Contract  | 09/01/2015                   | 1       | 725,000                      | -                       | -                   | -      | 725,000                      | 12.26                  | 09/01/2015 - 08/01/2020 |
|          | Employees            | 09/01/2015                   |         | 725,000                      | -                       | -                   | -      | 725,000                      | 12.26                  | 09/01/2016 - 08/01/2020 |
|          | Total:               |                              |         | 4,150,000                    | -                       | -                   | -      | 4,150,000                    |                        |                         |

#### Notes:

For further details of the Post-IPO Share Option Scheme and the value of options granted during the year ended 31 December 2016, please refer to note 36 to the Financial Statements.

a. During the year, no option was granted/granted for adjustment, transferred from/to other category, exercised, lapsed or cancelled under the Post-IPO Share Option Scheme.

b. The vesting period of the options is from the date of grant until the commencement of the exercise period.

c. There are no participants with options granted in excess of the individual limit and no grants to suppliers of goods and services.

#### **SUMMARY OF THE SHARE OPTION SCHEMES**

| Details         | Pre-IPO Share Option Scheme   | Post-IPO Share Option Scheme  |
|-----------------|---|---|
| 1. Purpose      | them for their past contributions, to attract   | their future contributions to the Group and/or to reward of and retain or otherwise maintain on-going relationships and/or whose contributions are or will be beneficial to the up  |
| 2. Participants | executive, managerial, supervisory or similary proposed Employee, any full-time or parto work full-time or part-time for any me (including an independent non-executive obusiness or joint venture partner, franchis the Group; (iv) a person or entity that prov | e director of, manager of, or other employee holding an ar position in, any member of the Group (an "Employee"), rt-time Employee, or a person for the time being seconded ember of the Group; (ii) a director or proposed director director) of any member of the Group; (iii) a consultant, ee, contractor, agent or representative of any member of ides research, development or other technological support I or other services to any member of the Group; (v) an es) of any of the foregoing persons |
| 2 M             |   | of As at 21 December 2016 a total of 4 150 000  |

Shares

3. Maximum number of As at 31 December 2016, a total of 35,830,500 options granted under the Pre-IPO Share Option Scheme were outstanding, representing approximately 2.11% and 2.11% of the issued share capital of the Company as at 31 December 2016 and the date of this annual report, respectively. No further option could be granted under the Pre-IPO Share Option Scheme

As at 31 December 2016, a total of 4,150,000 options granted under the Post-IPO Share Option Scheme were outstanding

As at 31 December 2016, the maximum number of Shares in respect of which options may be granted under the Post-IPO Share Option Scheme is 122,966,411 Shares, representing approximately 7.25% and 7.25% of the issued share capital of the Company as at 31 December 2016 and the date of this annual report, respectively

The maximum number of the Shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the Post-IPO Share Option Scheme and any other scheme of the Company must not in aggregate exceed 30% of the total number of Shares in issue from time to time

It shall be valid and effective for a period of ten

years commencing on 19 December 2013

8. Remaining life of the It expired on 19 December 2013

|                     | 1% of the issued share capital of the Company from time to time within any $12$ -month period up to the date of the latest grant   |   |  |  |  |  |
|---------------------|--|---|--|--|--|--|
| Option period       | The option period is determined by the Board provided that it is not longer than 10 years commencing on the date of grant. There is no minimum period for which an option must be held before it can be exercised  |   |  |  |  |  |
|                     | The Board may in its absolute discretion specify any conditions, restrictions or limitations, including continuing eligibility criteria, conditions, restrictions or limitations relating to the achievement of performance, operating or financial targets by the Company and/or the grantee, the satisfactory performance or maintenance by the grantee of certain conditions or obligations or the time or period when the right to exercise the option in respect of all or some of the Shares to which the option relates |   |  |  |  |  |
| Acceptance of offer | Options granted must be accepted within the period as stated in the offer of the grant, upon payment of HK\$1.0 per grant  |   |  |  |  |  |
| Exercise price      | Exercise price is HK\$10.2, the offer price of the Shares for the Global Offering  | The exercise price of the 4,350,000 options granted on 9 January 2015 is HK\$12.26  |  |  |  |  |
|                     |  | Exercise price shall be at least the highest of (i) the nominal value of Share; (ii) the closing price of the Shares as stated in the daily quotations sheet of the Stock Exchange on the date of the grant; and (iii) the average closing price of the Shares as stated in the daily quotations sheet of the Stock Exchange for the five trading days immediately preceding the date of the grant  |  |  |  |  |
|                     | of each participant  Option period  Acceptance of offer  | Option period  The option period is determined by the Boacommencing on the date of grant. There is no before it can be exercised  The Board may in its absolute discretion specify continuing eligibility criteria, conditions, restrict performance, operating or financial targets by performance or maintenance by the grantee of owhen the right to exercise the option in respect relates  Acceptance of offer  Options granted must be accepted within the periof HK\$1.0 per grant  Exercise price  Exercise price is HK\$10.2, the offer price of |  |  |  |  |

scheme

#### **RSU SCHEME**

The Company has approved and adopted the RSU Scheme by a resolution of its Shareholder on 25 November 2013 and a resolution of the Board on 25 November 2013. The RSU Scheme is not subject to the provisions of Chapter 17 of the Listing Rules as the RSU Scheme does not involve the grant of options by the Company to subscribe for new Shares.

The RSUs do not carry any right to vote at general meetings of the Company. No RSU grantee shall enjoy any of the rights of a Shareholder by virtue of the grant of an award of RSUs (the "Award") pursuant to the RSU Scheme. Notwithstanding the foregoing, if so specified by the Board in its entire discretion, the RSU may include rights to cash or non-cash income, scrip dividends or distributions and/or the sale proceeds of non-cash and non-scrip distributions from any Shares underlying the RSU from the date the Award is granted to the date of exercise of the RSU.

On 19 December 2013, the Company had allotted and issued an aggregate of 815,000 Shares to the RSU trustee, Lion Trust (Hong Kong) Limited. On 24 December 2013, 815,000 Awards representing 815,000 underlying Shares were granted to 815 grantees pursuant to the RSU Scheme. None of the RSU grantees are Directors or connected persons of the Company.

The RSU Scheme expired on 18 December 2016, leaving a total of 28,000 RSUs unexercised. On 30 December 2016, all the unexercised RSUs were sold by the RSU trustee pursuant to the rules of the RSU Scheme and the net proceeds of sale were returned to the Company. As at 31 December 2016, no RSUs remained in the RSU Scheme.

Movement of the RSUs under the RSU Scheme during the year ended 31 December 2016 are listed below:

| Date of grant | Outstanding as at 01/01/2016 | Exercised during the year | Cancelled during the year | Outstanding as at 31/12/2016 | Exercise period         |
|---------------|------------------------------|---------------------------|---------------------------|------------------------------|-------------------------|
| 24/12/2013    | 310,000                      | (292,000)                 | (18,000)                  | _                            | 24/12/2013 – 18/12/2016 |

For further details of the RSU Scheme, please refer to the section headed "Statutory and General Information" of the Prospectus.

#### **MAJOR CUSTOMERS AND SUPPLIERS**

During the year ended 31 December 2016, the aggregate sales attributable to the Group's five largest customers accounted for less than 30% of the Group's total sales, and the aggregate purchases attributable to the Group's five largest suppliers accounted for less than 30% of the Group's total purchases.

None of the Directors or any of their associates or any Shareholders (which to the best knowledge of the Directors owned more than 5% of the Company's issued share capital) had a material interest in the Group's five largest customers and suppliers.

#### **PROPERTY INTERESTS**

Details of the revaluation and movements of the investment properties of the Group during the year are set out in note 14 to the Financial Statements. As at 31 December 2016, the Group have three properties (namely Kerry Cargo Centre, Kerry Warehouse (Tsuen Wan) and Kerry TC Warehouse 2) held for investments where one or more of the percentage ratios (as defined under Rule 14.04(9) of the Listing Rules) exceed 5%. Such three properties are held on medium term leases, and the details of which are set out in the section headed "Logistics Facilities".

#### **EQUITY-LINKED AGREEMENT**

Save as disclosed in this annual report, there was no equity-linked agreement entered into by the Company during the year ended 31 December 2016.

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

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the year ended 31 December 2016.

#### **COMPLIANCE WITH THE CG CODE**

The Company has applied the principles and code provisions as set out in the CG Code. During the year ended 31 December 2016, the Company has complied with the code provisions as set out in the CG Code.

#### **AUDITOR**

The Financial Statements of the Group for the year ended 31 December 2016 have been audited by PricewaterhouseCoopers, certified public accountants.

PricewaterhouseCoopers shall retire and being eligible, offer itself for re-appointment, and a resolution to this effect shall be proposed at the forthcoming AGM.

#### **CLOSURE OF REGISTERS OF MEMBERS**

The Registers of Members will be closed from Wednesday, 24 May 2017 to Monday, 29 May 2017, and on Monday, 5 June 2017, during which periods no transfer of shares will be registered. In order to qualify for attending and voting at the forthcoming AGM, unregistered Shareholders shall lodge share transfer documents with the Company's branch share registrar and transfer office in Hong Kong, Tricor Investor Services Limited at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong for registration before 4:30 p.m. on Tuesday, 23 May 2017. In order to qualify for the proposed final dividend (subject to the approval by the Shareholders at the forthcoming AGM), unregistered holders of shares of the Company shall lodge share transfer documents with Tricor Investor Services Limited at the above mentioned address for registration before 4:30 p.m. on Friday, 2 June 2017.

By Order of the Board **YEO George Yong-boon** Chairman

Hong Kong, 23 March 2017

## 12 INDEPENDENT AUDITOR'S REPORT



### 羅兵咸永道

#### To the shareholders of Kerry Logistics Network Limited

(incorporated in British Virgin Islands and continued into Bermuda as an exempted company with limited liability)

#### **OPINION**

#### WHAT WE HAVE AUDITED

The consolidated financial statements of Kerry Logistics Network Limited (the "Company") and its subsidiaries (the "Group") set out on pages 80 to 146, which comprise:

- the consolidated statement of financial position as at 31 December 2016;
- the consolidated income statement for the year then ended:
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended: and
- the notes to the consolidated financial statements, which include a summary of significant accounting policies.

#### **OUR OPINION**

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2016, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRS") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the disclosure requirements of the Hong Kong Companies Ordinance.

#### **BASIS FOR OPINION**

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSAs") issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report.

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

#### **INDEPENDENCE**

We are independent of the Group in accordance with the HKICPA's Code of Ethics for Professional Accountants ("the Code"), and we have fulfilled our other ethical responsibilities in accordance with the Code.

#### **KEY AUDIT MATTERS**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matters identified in our audit are summarised as follows:

· Business combinations

- Assessment of carrying value of goodwill
- · Valuation of investment properties
- · Recoverability of accounts receivable

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#### HOW OUR AUDIT ADDRESSED THE KEY AUDIT MATTER

#### **BUSINESS COMBINATIONS**

### Refer to notes 2(b) and 33 to the consolidated financial statements

During the year ended 31 December 2016, the Group acquired a number of subsidiaries for a total consideration of HK\$1,124 million. The total identified net assets acquired amounted to HK\$668 million (including the intangible assets of customer relationships, non-compete agreements and trademarks of HK\$357 million) and the goodwill arising from the acquisition amounted to HK\$836 million. A significant portion of the balances are attributable to the acquisition of a 100% interest in KLN Investment (US) LLC, for the purpose of acquiring 51% of the shareholding in Apex Maritime and its affiliated companies ("APEX"), a group of companies incorporated in the United States which are engaged in the international freight forwarding business.

Accounting for the business combination of APEX is an area of focus because of the significance of the acquisition and the critical accounting estimates and judgements involved in the identification and valuation of intangible assets acquired and valuation of the assets and liabilities that are recognised. When determining the fair value of assets and liabilities recognised in the business combinations, different valuation methodologies including the discounted cash flow model and multi-period excess earnings model were used. Key assumptions used include discount rates, revenue growth rates and gross margins. Any significant changes in these key assumptions may give rise to material changes in the valuation of the acquired assets and liabilities including intangible assets, which directly impacts the valuation of the goodwill recognised.

Pursuant to the acquisition, the Group has granted a put option which entitles the non-controlling shareholders of APEX to sell the remaining 49% interests in APEX to the Group and the Group has been granted a call option to acquire the remaining 49% interests in APEX at the same exercise price, (collectively the "Apex options"). The exercise price is determined by the estimated post-acquisition financial performance of APEX. The Apex options are accounted for as a financial liability and recognised initially at the present value of the redemption amount and subsequently remeasured at fair value. Judgement is required to determine key assumptions (such as revenue growth rates, gross margins and discount rates) adopted in the estimation of the post-acquisition financial performance of APEX.

We performed the following procedures to assess the key assumptions used in assessing the fair value of the assets and liabilities of the acquired business (including the identification and valuation of intangible assets) and the present value of the redemption liability of the Apex options:

- inspected relevant contracts related to the business combinations and evaluated management's process to identify intangible assets;
- assessed the competence, capabilities and objectivity of management's external valuer;
- obtained the valuation reports and discussed with the external valuer the methodologies and key assumptions used;
- involved our internal valuation experts to evaluate the methodologies used to determine the fair values of assets and liabilities recognised (including the valuation of intangible assets acquired), and benchmarked the discount rates applied to other comparable companies in the same industry; and
- assessed the reasonableness of key assumptions such as revenue growth rates and gross margins applied by management by comparing them with economic and industry forecasts, as well as comparing the current year actual results with the prior year forecast to assess the reasonableness of management forecasts.

Based on the procedures performed above, we considered the key assumptions used in assessing the fair value of the assets and liabilities of the acquired business (including the identification and valuation of intangible assets) and valuation of the redemption liability of the Apex options recognised from the business combination to be supported by the evidence obtained.

#### **KEY AUDIT MATTER**

#### HOW OUR AUDIT ADDRESSED THE KEY AUDIT MATTER

#### **BUSINESS COMBINATIONS (CONTINUED)**

Management engaged an external valuer to value the assets and liabilities of the acquired business, including the identification and valuation of intangible assets and the present value of the redemption liability of the Apex options.

#### ASSESSMENT OF CARRYING VALUE OF GOODWILL

### Refer to notes 2(g), 4(a)(III) and 13 to the consolidated financial statements

As at 31 December 2016, the Group has a balance of goodwill of HK\$2,741 million.

Management tests whether goodwill has suffered any impairment in accordance with the accounting policy stated in note 2(g). The recoverable amounts of cash generating units ("CGUs") have been determined based on value-inuse calculations or fair value less costs of disposal. The value-in-use calculations use cash flow projections based on financial budgets approved by management which involve judgement by management such as determining the discount rates, revenue growth rates and gross margins. Changes in these assumptions may impact the recoverable amount of goodwill. The fair value less costs of disposal requires the selection of appropriate available market information by management.

This is our area of focus as the valuation is sensitive to the assumptions and judgements made by management. Adverse changes in the assumptions may lead to an impairment of goodwill. We performed the following procedures to assess the reasonableness of the key assumptions including discount rates, revenue growth rates and gross margins applied by management in the impairment assessment of goodwill based on value-in-use calculations and fair value less costs of disposal:

- involved our internal valuation experts to evaluate the valuation methodologies and assess the reasonableness of the discount rates in the impairment assessment applied by management and benchmarked the discount rates applied to other comparable companies in the same industry;
- agreed the input data used by management to supporting evidence such as actual results and financial budgets approved by management;
- assessed the reasonableness of key assumptions applied in the financial budgets such as revenue growth rates and gross margins applied by management by comparing them with economic and industry forecasts, as well as comparing the current year actual results with the prior year forecast to assess the reasonableness of management forecasts; and
- compared the fair value adopted by management in the fair value less costs of disposal calculations of Kerry TJ Logistics Company Limited ("Kerry TJ"), a subsidiary publicly listed in Taiwan to available market information, including the quoted share prices in active market.

Based on the procedures performed above, we considered the key assumptions used in the impairment assessment by management to be supported by the evidence obtained.

#### **KEY AUDIT MATTER**

#### HOW OUR AUDIT ADDRESSED THE KEY AUDIT MATTER

#### **VALUATION OF INVESTMENT PROPERTIES**

### Refer to notes 2(f), 4(a)(I) and 14 to the consolidated financial statements

As at 31 December 2016, investment properties were valued at HK\$8,837 million with a revaluation gain of HK\$771 million recognised in the consolidated income statement for the year ended 31 December 2016.

Management engaged an independent external valuer who adopted the income capitalisation approach to estimate the fair value of the Group's investment properties.

The valuation of investment properties is an area of our audit focus as the valuation involves significant assumptions including capitalisation rates and reversionary income used by the external valuer and management.

We performed the following procedures to assess the reasonableness of the key assumptions adopted in the valuation of investment properties:

- assessed the competence, capabilities and objectivity of management's external valuer;
- obtained the valuation reports and discussed with the external valuer the methodologies and key assumptions used;
- assessed the methodologies used and reasonableness of the key assumptions used by the external valuer and management, particularly the capitalisation rates and reversionary income by comparing prevailing market rents adopted by the valuer to recent lettings of the underlying investment properties or other comparable properties; and
- sample tested the accuracy of the input data used by the external valuer by agreeing the input data such as rental income and lease terms to the relevant contracts and correspondence held by the Group.

Based on the procedures performed above, we considered that the key assumptions used by management in the valuation of investment properties are supported by the evidence obtained.

#### **KEY AUDIT MATTER**

#### HOW OUR AUDIT ADDRESSED THE KEY AUDIT MATTER

#### RECOVERABILITY OF ACCOUNTS RECEIVABLE

### Refer to notes 2(k) and 22 to the consolidated financial statements

As at 31 December 2016, the Group had accounts receivable balances of HK\$4,542 million of which HK\$1,828 million were overdue. A provision of HK\$80 million has been made as at the year end. We focus on this area as the Group is exposed to the risk of recoverability of these overdue accounts receivables and a change in the provision for accounts receivable, which is subject to the management judgement, could have a significant impact on the financial result of the Group.

Significant judgement is exercised by management in assessing the recoverability of the accounts receivable from individual customers by reviewing the creditworthiness, historical repayment records, ageing analysis and subsequent settlement of the individual customers.

We performed the following procedures in relation to the management assessment of the recoverability of accounts receivable:

- tested on a sample basis the key controls over the customer's credit policies and the control over the collection of receivables;
- sent requests for confirmation of outstanding balances to individual customers on a sample basis, where a response to our confirmations was not received we performed alternative procedures by agreeing the balances to underlying correspondence;
- tested the ageing of accounts receivables at year end on a sample basis;
- identified the accounts receivable balances which are overdue from the debtor ageing analysis and evaluated their historical progress payment records, inspected relevant contracts and correspondence, and assessed their creditworthiness, including if the debtors are experiencing financial difficulties, default or delinquency in interest or principal payments to support the recoverability of material overdue balances;
- tested the subsequent settlements of the accounts receivable balance to cash/bank receipts on a sample basis;
- discussed with management on their assessment of the recoverability of accounts receivable in particular on the basis of recoverability assessment for accounts receivables that are overdue but not provided for; and
- evaluated the accuracy of management's estimates on the provision for accounts receivable by comparing the current year actual results with the prior year provision.

Based on the procedures above, we considered management's assessment of the recoverability of accounts receivables is supported by the evidence obtained.

#### OTHER INFORMATION

The directors of the Company are responsible for the other information. The other information comprises all of the information included in the annual report other than the consolidated financial statements and our auditor's report thereon.

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## RESPONSIBILITIES OF DIRECTORS AND THE AUDIT AND COMPLIANCE COMMITTEE FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with HKFRS issued by the HKICPA and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

The Audit and Compliance Committee is responsible for overseeing the Group's financial reporting process.

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. We report our opinion solely to you, as a body, in accordance with Section 90 of the Companies Act 1981 of Bermuda and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if. individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, 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 conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content
  of the consolidated financial statements, including the
  disclosures, and whether the consolidated financial
  statements represent the underlying transactions and
  events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Audit and Compliance Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Audit and Compliance Committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Audit and Compliance Committee, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Ip Koon Wing, Ernest.

#### **PricewaterhouseCoopers**

Certified Public Accountants

Hong Kong, 23 March 2017

### 13 STATEMENT OF ACCOUNTS

#### CONSOLIDATED INCOME STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2016

|  | Note  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|-------|------------------|------------------|
| Turnover   | 5     | 24,035,567       | 21,079,494       |
| Direct operating expenses  | 7     | (20,423,980)     | (17,658,619)     |
| Gross profit   |       | 3,611,587        | 3,420,875        |
| Other income and net gains   | 6     | 166,907          | 132,903          |
| Administrative expenses  | 7     | (1,871,749)      | (1,720,070)      |
| Operating profit before fair value change of investment properties |       | 1,906,745        | 1,833,708        |
| Change in fair value of investment properties                      | 14    | 770,615          | 744,306          |
| Operating profit   |       | 2,677,360        | 2,578,014        |
| Finance costs  | 8     | (145,209)        | (134,650)        |
| Share of results of associates                                     | 17(b) | 101,003          | 103,125          |
| Profit before taxation   |       | 2,633,154        | 2,546,489        |
| Taxation   | 9     | (397,596)        | (401,323)        |
| Profit for the year  |       | 2,235,558        | 2,145,166        |
| Profit attributable to:  |       |                  |                  |
| Company's shareholders   |       | 1,877,202        | 1,804,445        |
| Non-controlling interests  |       | 358,356          | 340,721          |
|  |       | 2,235,558        | 2,145,166        |
| Earnings per share   | 11    |                  |                  |
| - Basic  |       | HK\$1.11         | HK\$1.07         |
| - Diluted  |       | HK\$1.11         | HK\$1.06         |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2016

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| Profit for the year   | 2,235,558        | 2,145,166        |
| Other comprehensive (loss)/income   |                  |                  |
| Items that will not be reclassified subsequently to consolidated income statement |                  |                  |
| Defined benefit pension plans   |                  |                  |
| – Actuarial losses  | (15,114)         | (14,482)         |
| <ul> <li>Deferred income tax</li> </ul>   | 2,569            | 2,462            |
| Transfer from leasehold land and buildings to investment properties               |                  |                  |
| – Fair value gain   | -                | 34,080           |
| – Deferred income tax   | -                | (5,795)          |
| Items that may be reclassified to consolidated income statement                   |                  |                  |
| Net translation differences on foreign operations                                 | (458,108)        | (689,321)        |
| Fair value change on available-for-sale investments                               | (8,101)          | (5,534)          |
| Other comprehensive loss for the year (net of tax)                                | (478,754)        | (678,590)        |
| Total comprehensive income for the year   | 1,756,804        | 1,466,576        |
| Total comprehensive income attributable to:                                       |                  |                  |
| Company's shareholders  | 1,457,161        | 1,248,975        |
| Non-controlling interests   | 299,643          | 217,601          |
|   | 1,756,804        | 1,466,576        |

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2016

|   | Note  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|-------|------------------|------------------|
| ASSETS AND LIABILITIES  |       |                  |                  |
| Non-current assets  |       |                  |                  |
| Intangible assets   | 13    | 3,224,599        | 2,144,064        |
| Investment properties   | 14    | 8,836,851        | 8,118,602        |
| Leasehold land and land use rights                                | 15    | 560,983          | 538,443          |
| Property, plant and equipment                                     | 16    | 7,868,952        | 7,028,223        |
| Associates  | 17    | 1,185,520        | 1,136,543        |
| Available-for-sale investments                                    | 18    | 97,988           | 105,617          |
| Investment in convertible bonds                                   | 19    | 474,306          | 351,689          |
| Deferred taxation   | 30    | 118,527          | _                |
| Long-term receivables   |       | _                | 7,755            |
|   |       | 22,367,726       | 19,430,936       |
| Current assets  |       |                  |                  |
| Financial assets at fair value through profit or loss             | 21    | 112,708          | _                |
| Inventories   | 20    | 282,694          | 317,381          |
| Accounts receivable, prepayments and deposits                     | 22    | 5,802,531        | 4,891,331        |
| Tax recoverable   |       | 43,079           | 3,248            |
| Amounts due from fellow subsidiaries                              | 23    | 2,886            | 2,505            |
| Restricted and pledged bank deposits                              | 24(a) | 18,929           | 33,638           |
| Cash and bank balances  | 24(b) | 3,334,729        | 3,733,357        |
|   |       | 9,597,556        | 8,981,460        |
| Current liabilities   |       |                  |                  |
| Accounts payable, deposits received and accrued charges           | 25    | 4,366,493        | 3,814,011        |
| Amounts due to fellow subsidiaries                                | 23    | 641              | 12,272           |
| Amounts due to related companies                                  | 23    | 34,768           | 40,664           |
| Taxation  |       | 164,564          | 158,374          |
| Short-term bank loans and current portion of long-term bank loans | 29    | 1,427,399        | 2,368,773        |
| Bank overdrafts   | 24(b) | 21,595           | 46,613           |
|   |       | 6,015,460        | 6,440,707        |

|  | Note | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------|------------------|------------------|
| Non-current liabilities  |      |                  |                  |
| Loans from non-controlling interests                                   | 28   | 194,715          | 249,311          |
| Long-term bank loans   | 29   | 5,483,632        | 2,801,152        |
| Deferred taxation  | 30   | 635,192          | 560,369          |
| Retirement benefit obligations   | 31   | 142,853          | 265,265          |
| Other non-current liabilities  | 25   | 1,403,253        | 115,080          |
|  |      | 7,859,645        | 3,991,177        |
| ASSETS LESS LIABILITIES  |      | 18,090,177       | 17,980,512       |
| EQUITY Capital and reserves attributable to the Company's shareholders |      |                  |                  |
| Share capital  | 26   | 847,711          | 847,207          |
| Share premium and other reserves                                       | 27   | 2,012,832        | 2,566,845        |
| Retained profits   |      | 13,680,087       | 12,118,669       |
|  |      | 16,540,630       | 15,532,721       |
| Put options written on non-controlling interests                       |      | (1,240,727)      | (103,501)        |
|  |      | 15,299,903       | 15,429,220       |
| Non-controlling interests  |      | 2,790,274        | 2,551,292        |
| TOTAL EQUITY   |      | 18,090,177       | 17,980,512       |

On behalf of the Board

YEO George Yong-boon Director MA Wing Kai William

Director

### CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2016

|   | Note  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|-------|------------------|------------------|
| Operating activities  |       |                  |                  |
| Net cash generated from operations                                | 32(a) | 1,820,806        | 2,196,153        |
| Interest paid   | 8     | (145,209)        | (134,650)        |
| Income tax paid   |       | (366,822)        | (343,079)        |
| Net cash generated from operating activities                      |       | 1,308,775        | 1,718,424        |
| Investing activities  |       |                  |                  |
| Additions of property, plant and equipment                        | 16    | (1,497,998)      | (1,242,582)      |
| Additions of an investment property                               | 14    | _                | (944)            |
| Purchase of available-for-sale investments                        |       | -                | (21,744)         |
| Purchase of convertible bonds                                     | 19    | (126,720)        | (349,021)        |
| Purchase of financial assets at fair value through profit or loss |       | (104,544)        | -                |
| Purchase of leasehold land and land use rights                    | 15    | (42,687)         | (13,119)         |
| Proceeds from sale of property, plant and equipment               |       | 112,322          | 128,047          |
| Proceeds from sale of investment in an associate                  |       | -                | 12,993           |
| Proceeds from sale of subsidiaries, net of cash and cash          |       |                  |                  |
| equivalents disposed of   | 32(b) | 98,857           | 177,222          |
| Dividend income from available-for-sale investments               |       | 8,626            | 6,077            |
| Dividends received from associates                                |       | 74,194           | 211,541          |
| Net increase in balances with associates                          |       | (3,206)          | (44,449)         |
| Interest received   |       | 49,707           | 45,073           |
| Acquisition of subsidiaries                                       | 32(c) | (880,768)        | (427,084)        |
| Acquisition of associates   |       | (32,540)         | -                |
| Increase in investments in an associate                           |       | (56,055)         | (185,940)        |
| Decrease/(increase) in restricted and pledged bank deposits       |       | 14,709           | (8,216)          |
| Net cash used in investing activities                             |       | (2,386,103)      | (1,712,146)      |

| Not   | te | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|----|------------------|------------------|
| Financing activities  |    |                  |                  |
| Repayment of bank loans   |    | (3,203,350)      | (2,948,675)      |
| Drawdown of bank loans  |    | 4,931,481        | 3,777,787        |
| Dividends of subsidiaries paid to non-controlling interests       |    | (350,798)        | (249,160)        |
| Capital injection from non-controlling interests                  |    | 20,529           | 7,635            |
| Reduction of capital to non-controlling interests                 |    | (125,855)        | _                |
| Drawdown of loans from non-controlling interests                  |    | 17,961           | 33,866           |
| Repayments of loans from non-controlling interests                |    | (68,107)         | (27,984)         |
| Changes in ownership of interests in subsidiaries without         |    |                  |                  |
| change of control 32(   | d) | (115,153)        | (339,378)        |
| Dividends paid  |    | (288,144)        | (237,051)        |
| Proceeds from exercise of pre-IPO share option scheme allotments  |    | 10,268           | 31,360           |
| Proceeds from exercise of post-IPO share option scheme allotments |    | -                | 1,226            |
| Net cash from financing activities                                |    | 828,832          | 49,626           |
| (Decrease)/increase in cash and cash equivalents                  |    | (248,496)        | 55,904           |
| Effect of exchange rate changes                                   |    | (125,114)        | (137,501)        |
| Cash and cash equivalents at beginning of the year                |    | 3,686,744        | 3,768,341        |
| Cash and cash equivalents at end of the year 24(                  | b) | 3,313,134        | 3,686,744        |

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2016

|   |          | Attributable to shareholders of the Company |                              |                               |                                 |   |   |                             |  |                                     |
|---|----------|---|------------------------------|-------------------------------|---------------------------------|---|---|-----------------------------|--|-------------------------------------|
|   | Note     | Share<br>capital<br>HK\$'000                | Share<br>premium<br>HK\$'000 | Other<br>reserves<br>HK\$'000 | Retained<br>profits<br>HK\$'000 | Proposed<br>final<br>dividend<br>HK\$'000 | Put options<br>written<br>on non-<br>controlling<br>interests<br>HK\$'000 | Total<br>HK\$'000           | Non-<br>controlling<br>interests<br>HK\$'000 | Total<br>equity<br>HK\$'000         |
| Balance at 1 January 2016   |          | 847,207                                     | 2,990,408                    | (423,563)                     | 11,949,228                      | 169,441                                   | (103,501)   | 15,429,220                  | 2,551,292                                    | 17,980,512                          |
| Profit for the year<br>Defined benefit pension plans  |          | -   | -                            | -                             | 1,877,202                       | -   | -   | 1,877,202                   | 358,356                                      | 2,235,558                           |
| Actuarial losses     Deferred taxation  Net translation differences on  |          | -   | -                            | -                             | (7,511)<br>1,277                | -   | -   | (7,511)<br>1,277            | (7,603)<br>1,292                             | (15,114)<br>2,569                   |
| foreign operations Fair value change on available-for-sale investments  | 27<br>27 | -<br>-                                      | -                            | (407,834)<br>(5,973)          | -                               | -   | -   | (407,834)<br>(5,973)        | (50,274)<br>(2,128)                          | (458,108)<br>(8,101)                |
| Total comprehensive (loss)/income for the year  |          | -   | -                            | (413,807)                     | 1,870,968                       | -   | -   | 1,457,161                   | 299,643                                      | 1,756,804                           |
| Dividends paid 2015 final dividend paid 2016 interim dividend paid  |          | -<br>-<br>-                                 | -<br>-<br>-                  | -<br>-<br>-                   | (31)<br>(118,672)               | (169,441)<br>-                            | -   | -<br>(169,472)<br>(118,672) | (350,798)<br>-<br>-                          | (350,798)<br>(169,472)<br>(118,672) |
| 2016 proposed final dividend Transfers  | 27       | _   | _                            | 21,799                        | (203,451)<br>(21,799)           | 203,451                                   | _   | -                           | _  | -                                   |
| Acquisition of subsidiaries  Capital injection from non-controlling interests  Reduction of capital to non-controlling interest | 33       | -<br>-<br>-                                 | -<br>-<br>-                  | -                             |                                 | -   | -   | -<br>-<br>-                 | 380,215<br>20,529<br>(125,855)               | 380,215<br>20,529<br>(125,855)      |
| Changes in ownership of interests in subsidiaries without change of control  Put options written on non-controlling interests   | 32(d)    | -   | -                            | (171,376)                     | -                               | -   | 20,812  | (150,564)                   | 15,248                                       | (135,316)                           |
| related to acquisition of subsidiaries  |          | -   | -                            | -                             | -                               | -   | (1,158,038)   | (1,158,038)                 | -  | (1,158,038)                         |
| Exercise of pre-IPO share option scheme allotment<br>Share option lapsed  | 27<br>27 | 504<br>-                                    | 10,964<br>-                  | (1,200)<br>(393)              | 393                             | -   | -   | 10,268<br>-                 | -  | 10,268<br>-                         |
| Total transactions with owners  |          | 504   | 10,964                       | (151,170)                     | (343,560)                       | 34,010                                    | (1,137,226)   | (1,586,478)                 | (60,661)                                     | (1,647,139)                         |
| Balance at 31 December 2016   |          | 847,711                                     | 3,001,372                    | (988,540)                     | 13,476,636                      | 203,451                                   | (1,240,727)   | 15,299,903                  | 2,790,274                                    | 18,090,177                          |

#### Attributable to shareholders of the Company

|   | Note | Share<br>capital<br>HK\$'000 | Share<br>premium<br>HK\$'000 | Other<br>reserves<br>HK\$'000 | Retained<br>profits<br>HK\$'000 | Proposed<br>final<br>dividend<br>HK\$'000 | Put options<br>written<br>on non-<br>controlling<br>interests<br>HK\$'000 | Total<br>HK\$'000 | Non-<br>controlling<br>interests<br>HK\$'000 | Total<br>equity<br>HK\$'000 |
|---|------|------------------------------|------------------------------|-------------------------------|---------------------------------|---|---|-------------------|--|-----------------------------|
| Balance at 1 January 2015   |      | 845,620                      | 2,955,547                    | 311,401                       | 10,422,922                      | 135,299                                   | -   | 14,670,789        | 2,681,987                                    | 17,352,776                  |
| Profit for the year   |      | -                            | _                            | _                             | 1,804,445                       | -   | _   | 1,804,445         | 340,721                                      | 2,145,166                   |
| Defined benefit pension plans   |      |                              |                              |                               |                                 |   |   |                   |  |                             |
| – Actuarial losses  |      | -                            | -                            | -                             | (6,955)                         | -   | -   | (6,955)           | (7,527)                                      | (14,482)                    |
| <ul> <li>Deferred taxation</li> </ul>   |      | -                            | -                            | -                             | 1,182                           | -   | -   | 1,182             | 1,280  | 2,462                       |
| Transfer from leasehold land and  |      |                              |                              |                               |                                 |   |   |                   |  |                             |
| buildings to investment properties  |      |                              |                              |                               |                                 |   |   |                   |  |                             |
| – Fair value gain   |      | -                            | -                            | 34,080                        | -                               | -   | -   | 34,080            | -  | 34,080                      |
| - Deferred taxation   |      | -                            | -                            | (5,795)                       | -                               | -   | -   | (5,795)           | -  | (5,795)                     |
| Disposal of investment properties   | 27   | -                            | -                            | (13,993)                      | 13,993                          | -   | -   | -                 | -  | -                           |
| Net translation differences on  | 27   |                              |                              | (573,836)                     |                                 |   |   | (573,836)         | (115,485)                                    | (600 221)                   |
| foreign operations Fair value change on available-for-sale investments                  | 27   | _                            | _                            | (4,146)                       | -                               | -   | _   | (4,146)           | (1,388)                                      | (689,321)<br>(5,534)        |
|   | 21   | _                            |                              |                               |                                 |   |   |                   |  |                             |
| Total comprehensive (loss)/income for the year  |      | -                            |                              | (563,690)                     | 1,812,665                       |   | _   | 1,248,975         | 217,601                                      | 1,466,576                   |
| Dividends paid  |      | -                            | -                            | -                             | -                               | -   | -   | -                 | (249,160)                                    | (249,160)                   |
| 2014 final dividend paid  |      | -                            | -                            | -                             | (102)                           | (135,299)                                 | -   | (135,401)         | -  | (135,401)                   |
| 2015 interim dividend paid  |      | -                            | -                            | -                             | (101,650)                       | -   | -   | (101,650)         | -  | (101,650)                   |
| 2015 proposed final dividend  |      | -                            | -                            | -                             | (169,441)                       | 169,441                                   | -   | -                 | -  | -                           |
| Transfers   | 27   | -                            | -                            | 15,321                        | (15,321)                        | -   | -   | -                 | -  | -                           |
| Acquisition of subsidiaries   |      | -                            | -                            | -                             | -                               | -   | -   | -                 | 41,743                                       | 41,743                      |
| Capital injection from non-controlling interests  |      | -                            | -                            | -                             | -                               | -   | -   | -                 | 7,635  | 7,635                       |
| Acquisition of additional interest in subsidiaries                                      |      | -                            | -                            | (190,864)                     | -                               | -   | -   | (190,864)         | (148,514)                                    | (339,378)                   |
| Put options written on non-controlling interests related to acquisition of subsidiaries |      | -                            | -                            | -                             | -                               | -   | (103,501)   | (103,501)         | -  | (103,501)                   |
| Value of employee services under  |      |                              |                              |                               |                                 |   |   |                   |  |                             |
| post-IPO share option scheme  | 27   | -                            | -                            | 8,482                         | -                               | -   | -   | 8,482             | -  | 8,482                       |
| Exercise of pre-IPO share option scheme allotment                                       | 27   | 1,537                        | 33,490                       | (3,667)                       | -                               | -   | -   | 31,360            | -  | 31,360                      |
| Exercise of post-IPO share option scheme allotment                                      | 27   | 50                           | 1,371                        | (195)                         | 155                             | -   | -   | 1,226             | -  | 1,226                       |
| Share option lapsed   | 27   | -                            |                              | (351)                         | 155                             | -   | _   | (196)             | _  | (196)                       |
| Total transactions with owners  |      | 1,587                        | 34,861                       | (171,274)                     | (286,359)                       | 34,142                                    | (103,501)   | (490,544)         | (348,296)                                    | (838,840)                   |
| Balance at 31 December 2015   |      | 847,207                      | 2,990,408                    | (423,563)                     | 11,949,228                      | 169,441                                   | (103,501)   | 15,429,220        | 2,551,292                                    | 17,980,512                  |

#### NOTES TO THE FINANCIAL STATEMENTS

#### 1 GENERAL INFORMATION

Kerry Logistics Network Limited was incorporated in the British Virgin Islands in 1991 and migrated to Bermuda to become an exempted company with limited liability in 2000. The address of its registered office is Canon's Court. 22 Victoria Street. Hamilton HM12. Bermuda.

The Company is an investment holding company and its subsidiaries are principally engaged in the provision of logistics, freight and warehouse leasing and operations services. The Company's shares are listed on The Stock Exchange of Hong Kong Limited.

Kerry Group Limited, a private company incorporated in the Cook Islands, is the ultimate holding company.

The consolidated financial statements is presented in thousands of Hong Kong dollars (HK\$'000), unless otherwise stated. These financial statements have been approved for issue by the Board of Directors on 23 March 2017.

#### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies applied in the preparation of the consolidated financial statements are set out below. Except as described below, these policies have been consistently applied to all the years presented, unless otherwise stated.

#### (a) BASIS OF PREPARATION

The significant accounting policies applied in the preparation of the consolidated financial statements which are in accordance with HKFRS issued by HKICPA are set out below. The financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale investments, financial assets at fair value through profit or loss, investment properties and put options written on non-controlling interests, which are carried at fair value.

The preparation of financial statements in conformity with HKFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the accounting policies of the Group. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements, are disclosed in note 4.

#### (a) BASIS OF PREPARATION (CONTINUED)

### (I) ADOPTION OF STANDARD, AMENDMENTS AND IMPROVEMENTS TO EXISTING STANDARDS

The following standard, amendments and improvements to existing standards have been published that are effective for the Group's accounting period beginning on 1 January 2016:

- HKAS 1 (amendment), 'Disclosure initiative'
- HKAS 27 (amendment), 'Equity method in separate financial statements'
- Amendments to HKAS 16 and HKAS 38, 'Clarification of acceptable methods of depreciation and amortisation'
- Amendments to HKAS 16 and HKAS 41, 'Bearer plants'
- Amendments to HKAS 28 (2011), HKFRS 10 and HKFRS 12, 'Investment entities: applying the consolidation exception'
- Amendments to HKFRS 11, 'Accounting for acquisitions of interests in joint operations'
- HKFRS 14, 'Regulatory deferral accounts'
- Annual improvements to 2012-2014 cycle

The adoption of the above standard, amendments and improvements to existing standards had no material impact on the Group's results and financial position.

#### (II) NEW STANDARDS AND AMENDMENTS TO EXISTING STANDARDS WHICH ARE NOT YET EFFECTIVE

The following new standards and amendments to existing standards have been published and are mandatory for the Group's accounting periods beginning on or after 1 January 2017, but the Group has not early adopted them:

Applicable for

|                                     | accounting periods<br>beginning on/after |
|-------------------------------------|--|
| Amendments to HKAS 7,               |  |
| 'Disclosure initiative'             | 1 January 2017                           |
| Amendments to HKAS 12,              |  |
| 'Recognition of deferred tax assets |  |
| for unrealised loss'                | 1 January 2017                           |
| Amendments to HKFRS 2,              |  |
| 'Classification and measurement of  |  |
| share-based payment transactions'   | 1 January 2018                           |
| HKFRS 9, 'Financial instruments'    | 1 January 2018                           |
| HKFRS 15, 'Revenue from contracts   |  |
| with customers'                     | 1 January 2018                           |
| Amendments to HKFRS 15,             |  |
| 'Clarifications to HKFRS 15'        | 1 January 2018                           |
| HKFRS 16, 'Leases'                  | 1 January 2019                           |
| Amendments to HKAS 28 (2011) and    |  |
| HKFRS 10, 'Sales or contribution    |  |
| of assets between an investor and   |  |
| its associate or joint venture'     | To be determined                         |

The Group will adopt the above standards and amendments to existing standards as and when they become effective. None of the above is expected to have a significant effect on the consolidated financial statements of the Group, except the following set out below:

#### HKFRS 15, "Revenue from Contracts with Customers"

The application of HKFRS 15 may result in the identification of separate performance obligations which could affect the timing of the recognition of revenue. Certain costs incurred in fulfilling a contract which are currently expensed may need to be recognised as an asset under HKFRS 15. At this stage, the Group is in the process of assessing the impact of HKFRS 15 on the Group's financial statements.

#### (a) BASIS OF PREPARATION (CONTINUED)

## (II) NEW STANDARDS AND AMENDMENTS TO EXISTING STANDARDS WHICH ARE NOT YET EFFECTIVE (CONTINUED)

#### HKFRS 16, "Leases"

HKFRS 16 will affect primarily the accounting for Group's operating leases. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised in the consolidated statement of financial position. The Group is in the process of assessing to what extent the operating lease commitments will result in the recognition of an asset and a liability for future payments and how this will affect the Group's profit and classification of cash flows.

#### (b) CONSOLIDATION

#### (I) SUBSIDIARIES

A subsidiary is an entity (including a structured entity) over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The Group recognises any non-controlling interest in the acquiree on an acquisitionby-acquisition basis. Non-controlling interests in the acquiree that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation are measured at either fair value or the present ownership interests' proportionate share in the acquiree's identifiable net assets. All other components of non-controlling interests are measured at their acquisition date fair value, unless another measurement basis is required by HKFRS.

Investments in subsidiaries are accounted for at cost less impairment. Cost is adjusted to reflect changes in consideration arising from contingent consideration amendments. Cost also includes direct attributable costs of investment.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the identifiable net assets acquired is recorded as goodwill. If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the consolidated income statement.

Intercompany transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

In the Company's statement of financial position, the investments in subsidiaries are stated at cost less provision for impairment losses. The results of subsidiaries are accounted for by the Company on the basis of dividends received and receivable.

#### (II) TRANSACTIONS WITH NON-CONTROLLING INTERESTS

Transactions with non-controlling interests that do not result in a loss of control are accounted for as equity transactions – that is, as transactions with the owners of the subsidiary in their capacity as owners. The difference between fair value of any consideration paid and the relevant share acquired of the carrying amount of net assets of the subsidiary is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

The potential cash payments related to put options issued by the Group over the equity of a subsidiary are accounted for as financial liabilities when such options may only be settled other than by exchange of a fixed amount of cash or another financial asset for a fixed number of shares in the subsidiary. The amount that may become payable under the option on exercise is initially recognised at fair value as a written put option liability with a corresponding charge directly to equity. A written put option liability is subsequently remeasured at fair value as a result of the change in the expected performance at each balance sheet date, with any resulting gain or loss recognised in the consolidated income statement. In the event that the option is expired or unexercised, the written put option liability is derecognised with a corresponding adjustment to equity.

#### (b) CONSOLIDATION (CONTINUED)

#### (III) PARTIAL DISPOSAL

When the Group ceases to have control or significant influence, any retained interest in the entity is remeasured to its fair value, with the change in carrying amount recognised in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognised in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognised in other comprehensive income are reclassified to profit or loss.

#### (c) ASSOCIATES

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights or when significant influence is obtained by the Group through participation in the board of directors of the entity. Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investments in associates include goodwill identified on acquisition, net of any accumulated impairment loss.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognised in other comprehensive income are reclassified to profit or loss where appropriate.

The Group's share of its associates post-acquisition profits or losses is recognised in the consolidated income statement, and its share of post-acquisition movements in other comprehensive income is recognised in other comprehensive income. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the impairment loss in the income statement.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

Dilution gains and losses arising in investments in associates are recognised in the consolidated income statement.

#### (d) FOREIGN CURRENCY TRANSLATION

#### (I) FUNCTIONAL AND PRESENTATION CURRENCY

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the "functional currency"). The financial statements are presented in Hong Kong dollars (HK\$), which are the Company's functional and the Group's presentation currency.

#### (II) TRANSACTIONS AND BALANCES

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated income statement.

Changes in the fair value of monetary securities denominated in foreign currency classified as available-for-sale are analysed between translation differences resulting from changes in the amortised cost of the security, and other changes in the carrying amount of the security. Translation differences related to changes in amortised cost are recognised in profit or loss and other changes in carrying amount are recognised in other comprehensive income.

Translation differences on non-monetary financial assets such as equities classified as available-for-sale are included in the other comprehensive income.

#### (III) GROUP COMPANIES

The results and financial position of all the Group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

 assets and liabilities for each statement of financial position of the Group's entities are translated at the closing rate at the end of the reporting period;

### (d) FOREIGN CURRENCY TRANSLATION (CONTINUED) (III) GROUP COMPANIES (CONTINUED)

- income and expenses for each income statement of the Group's entities are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions); and
- all resulting exchange differences are recognised in other comprehensive income.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations are taken to other comprehensive income. When a foreign operation is partially disposed of or sold, exchange differences that were recorded in equity are recognised in the consolidated income statement as part of the gain or loss on sale.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate.

#### (e) PROPERTY, PLANT AND EQUIPMENT

Construction in progress represents logistics centres and warehouses under construction and is stated at cost less impairment losses. It will be reclassified to the relevant property, plant and equipment category upon completion and depreciation begins when the relevant assets are available for use.

Properties comprise mainly warehouses and logistics centres (including leasehold land classified as finance lease), staff quarters, freehold land and buildings and port facilities. All property, plant and equipment are stated at historical cost less aggregate depreciation and accumulated impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance costs are expensed in the consolidated income statement during the financial period in which they are incurred.

Depreciation of property, plant and equipment is calculated using the straight-line method to allocate their cost less their residual values over their estimated useful lives as follows:

Leasehold land Over their remaining lease term

ranging from 20 to 50 years

Port facilities 2.5% to 3.6%

Properties Shorter of remaining lease term

of 20 to 50 years or useful lives

Leasehold 5% to 33.33%

improvements

Warehouse 5% to 25%

operating equipment

Motor vehicles, 5% to 50%

furniture, fixtures and office equipment

No amortisation is provided for freehold land.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

The gain or loss on disposal of all property, plant and equipment is the difference between the net sales proceeds and the carrying amount of the relevant assets and is recognised in the consolidated income statement.

#### (f) INVESTMENT PROPERTIES

Property that is held for long-term rental yields or for capital appreciation or both, and that is not occupied by the companies in the Group, is classified as investment property.

Investment property comprises land held under operating leases, warehouse and office held for long-term rental yields.

Land held under operating leases are classified and accounted for as investment property when the rest of the definition of investment property is met. The operating lease is accounted for as if it was a finance lease.

Investment property is measured initially at cost, including related transaction costs and borrowing costs.

After initial recognition, investment property is carried at fair value. Fair value is based on valuations carried out by professional valuer. Investment property that is being redeveloped for continuing use as investment property, or for which the market has become less active, continues to be measured at fair value.

The fair value of investment property reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions.

Subsequent expenditure is capitalised to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are expensed in the consolidated income statement during the financial period in which they are incurred.

Changes in fair values of investment property are recognised in the consolidated income statement. Investment properties are derecognised either when they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment, except that the land portion is reclassified as leasehold land and land use right if it is operating lease in nature, and its fair value at the date of reclassification becomes its cost for accounting purposes.

If an item of owner-occupied property becomes an investment property because its use has changed, any increase from the carrying amount to the fair value of this item at the date of transfer is recognised in equity as a revaluation reserve of property, plant and equipment under HKAS 16, except any increase which reverses a previous impairment loss is recognised in the income statement. Any decrease in the carrying amount of the property is charged to the consolidated income statement. Upon the subsequent disposal of the investment property, any revaluation reserve balance of the property is transferred to retained profits and is shown as a movement in equity.

#### (g) INTANGIBLE ASSETS

#### (I) GOODWILL

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary or associate at the date of acquisition. Goodwill on acquisitions of subsidiaries is recognised separately as a non-current asset. Goodwill on acquisitions of associates is included in investments in associates and is tested for impairment as part of the overall balance. Separately recognised goodwill on acquisitions of subsidiaries is tested for impairment annually or more frequently if events or changes in circumstances indicate a potential impairment, and carried at cost less accumulated impairment losses. The carrying value of the CGU containing the goodwill is compared to the recoverable amount, which is the higher of value in use and the fair value less costs of disposal. Any impairment is recognised immediately and as expense and is not subsequently reversed. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose.

#### (g) INTANGIBLE ASSETS (CONTINUED)

#### (II) CUSTOMER RELATIONSHIPS

Customer relationships acquired in a business combination are recognised at fair value at the acquisition date. The customer relationships have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate its cost over the expected life of the customer relationships, which range from five to ten years.

#### (III) NON-COMPETE AGREEMENTS

Non-compete agreements acquired in a business combination are recognised at fair value at the acquisition date. The non-compete agreements have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate its cost over the term of the agreements, which range from three to ten years.

#### (IV) TRADEMARKS

Separately acquired trademarks are shown at historical cost. Trademarks acquired in a business combination are recognised at fair value at the acquisition date. Trademarks have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate the cost of trademarks over their estimated useful lives of five to eight years.

### (h) IMPAIRMENT OF INVESTMENTS IN SUBSIDIARIES AND NON-FINANCIAL ASSETS

Assets that have an indefinite useful life – for example, goodwill or intangible assets not ready to use - are not subject to amortisation and are tested annually for impairment. Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating unit). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

Impairment testing of the investments in subsidiaries is required upon receiving dividends from these investments if the dividend exceeds the total comprehensive income of the subsidiary in the year the dividend is declared or if the carrying amount of the investment in the separate financial statements exceeds the carrying amount in the consolidated financial statements of the investee's net assets including goodwill.

#### (i) FINANCIAL ASSETS

The Group classifies its financial assets in the following categories: loans and receivables and available-for-sale investments and financial assets at fair value through profit or loss. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

#### (I) LOANS AND RECEIVABLES

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for those with maturities greater than 12 months after the end of the reporting period, which are classified as non-current assets. Loans and receivables included accounts receivable, deposits, restricted and pledged bank deposits, cash and bank balances and amounts due from associates, fellow subsidiaries and subsidiaries.

#### (II) AVAILABLE-FOR-SALE INVESTMENTS

Available-for-sale investments are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management intends to dispose of the investment within 12 months of the end of the reporting period.

### (III) FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

Financial assets at fair value through profit or loss are financial assets held for trading. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Derivatives are also categorised as held for trading unless they are designated as hedges. Assets in this category are classified as current assets if expected to be settled within 12 months; otherwise, they are classified as non-current.

#### (i) FINANCIAL ASSETS (CONTINUED)

#### (IV) RECOGNITION AND MEASUREMENT

Regular way purchases and sales of financial assets are recognised on the trade-date - the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognised at fair value, and translation costs are expensed in the consolidated income statement. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the Group has transferred substantially all risks and rewards of ownership. Available-for-sale investments and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables are carried at amortised cost using the effective interest method.

Gains or losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are presented in the income statement within 'Other income and net gains' in the period in which they arise. Dividend income from financial assets at fair value through profit or loss is recognised in the income statement as part of other income when the Group's right to receive payments is established.

Changes in the fair value of monetary securities denominated in a foreign currency and classified as available-for-sale are analysed between translation differences resulting from changes in amortised cost of the security and other changes in the carrying amount of the security. The translation differences on monetary securities related to changes in amortised cost are recognised in the consolidated income statement and the other changes in fair value are recognised in other comprehensive income. Translation differences and other changes in fair value on non-monetary securities classified as available-for-sale are recognised in other comprehensive income.

When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments recognised in equity are included in the consolidated income statement as gains and losses from investment securities. Interest on available-for-sale securities calculated using the effective interest method is recognised in the consolidated income statement as part of other income and net gains. Dividends on available-for-sale equity instruments are recognised in the consolidated income statement as part of other income and net gains when the Group's right to receive payments is established.

The fair values of quoted investments are based on current bid prices. If the market for a financial asset is not active (and for unlisted securities), the Group establishes fair value by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis and option pricing models, making maximum use of market inputs and relying as little as possible on entity-specific inputs.

#### (V) IMPAIRMENT OF FINANCIAL ASSETS

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity securities classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its costs is considered as an indicator that the securities are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in the consolidated income statement – is removed from equity and recognised in the consolidated income statement. Impairment losses recognised in the consolidated income statement on equity instruments are not reversed through the consolidated income statement. Impairment testing of receivables is described in note 2(k).

#### (i) INVENTORIES

Inventories of finished goods are stated at the lower of cost and net realisable value. Cost is determined using the first-in, first-out (FIFO) method. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

### (k) ACCOUNTS RECEIVABLE AND AMOUNTS DUE FROM FELLOW SUBSIDIARIES AND ASSOCIATES

The receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments are considered indicators that the receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The carrying amount of the assets is reduced through the use of an allowance account, and the amount of the loss is recognised in the consolidated income statement within administrative expenses. When a receivable is uncollectible, it is written off against the allowance account for accounts receivable. Subsequent recoveries of amounts previously written off are credited against administrative expenses in the consolidated income statement.

#### (I) CASH AND CASH EQUIVALENTS

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown as a separate current liability in the consolidated statement of financial position.

Restricted and pledged bank deposits are not included in cash and cash equivalents.

#### (m) ACCOUNTS PAYABLE

Accounts payable are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Accounts payable are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

#### (n) BORROWINGS

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the consolidated income statement over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the end of the reporting period.

#### (o) CURRENT AND DEFERRED INCOME TAX

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the end of the reporting period in the countries where the Company and its subsidiaries and associates operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation and establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts. However, deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

# (o) CURRENT AND DEFERRED INCOME TAX (CONTINUED) Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax is provided on temporary difference arising on investments in subsidiaries and associates, except for deferred income tax liability where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority.

#### (p) PROVISIONS

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

#### (q) FINANCIAL GUARANTEES

A financial guarantee contract is a contract that requires the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due, in accordance with the original or modified terms of a debt instrument. The Group does not recognise liabilities for financial guarantees at inception, but perform a liability adequacy test at each reporting date by comparing its carrying amount of the net liability regarding the financial guarantee with its present legal or constructive obligation amount. If the carrying amount of the net liability is less than its present legal or constructive obligation amount, the entire difference is recognised in the consolidated income statement immediately.

#### (r) LEASES

#### (I) THE GROUP IS THE LESSEE

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

Payments made under operating leases (net of any incentives received from the lessor), including upfront prepayment made for leasehold land and land use rights are charged to the consolidated income statement in accordance with the pattern of benefit provided or on a straight-line basis over the period of the lease term.

#### (II) THE GROUP IS THE LESSOR

When assets are leased out under an operating lease, the assets are included in the consolidated statement of financial position based on the nature of the assets. Lease income from operating lease is recognised over the term of the lease on a straight-line basis.

#### (s) LEASEHOLD LAND AND LAND USE RIGHTS

The Group made upfront payments to obtain operating leases of leasehold land and land use rights on which properties will be developed. Other than those classified as finance lease, the upfront payments of the leasehold land and land use rights are recorded as separate assets and amortised over the lease term in accordance with the pattern of benefit provided or on a straight-line basis over the lease term. The amortisation during the period of construction of the properties is capitalised as the cost of construction in progress. The amortisation during the period before the commencement and after the completion of the construction of the properties is expensed in the consolidated income statement.

#### (t) EMPLOYEE BENEFITS

#### (I) EMPLOYEE LEAVE ENTITLEMENTS

Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the end of the reporting period.

Employee entitlements to sick leave and maternity leave are not recognised until the time of leave.

#### (II) DEFINED CONTRIBUTION PLAN

A defined contribution plan is a pension plan which the Group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expenses when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

#### (III) DEFINED BENEFIT PLAN

A defined benefit plan is a pension plan that is not a defined contribution plan. Typically defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

The liability recognised in the consolidated statement of financial position in respect of defined benefit pension plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. When there is significant change to the plan and key assumptions, the defined benefit obligation will be recalculated by independent actuaries. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using government bonds yield that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related pension obligation.

Remeasurements arising from experience adjustments and changes in actuarial assumptions are charged or credited to other comprehensive income and immediately recognised in retained profits in the year in which they arise.

The current service cost of the defined benefit plan, recognised in the income statement in employee benefit expense, except where included in the cost of an asset, reflects the increase in the defined benefit obligation results from employee service in the current year, benefit changes, curtailments and settlements.

Past-service costs are recognised immediately in income statements.

The net interest cost is calculated by applying the discount rate to the net balance of the defined benefit obligation and the fair value of plan assets. This cost is included in employee benefit expense in the income statement.

#### (IV) SHARE-BASED COMPENSATION

KPL operates an equity-settled, share-based compensation plan. Prior to the Global Offering, the fair value of the employee services received by the Group in exchange for the grant of the options is recharged by KPL and is recognised as an expense in the consolidated income statement of the Group.

#### (t) EMPLOYEE BENEFITS (CONTINUED)

#### (IV) SHARE-BASED COMPENSATION (CONTINUED)

Pursuant to the Global Offering, the Group has outstanding options granted under its pre-IPO share option schemes. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any service and nonmarket performance vesting conditions (for example, profitability and sales growth targets). Non-market vesting conditions are included in assumptions about the number of options that are expected to vest. At the end of each reporting period, the Group revises its estimates of the number of options that are expected to vest. It recognises the impact of the revision of original estimates, if any, in the consolidated income statement with a corresponding adjustment to equity.

When the options are exercised, the Company issues new shares, the proceeds received net of any directly attributable transaction costs are credited to share capital (nominal value) and share premium.

#### (V) TERMINATION BENEFITS

Termination benefits are payable when employment is terminated by the Group before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits at the earlier of the following dates: (a) when the Group can no longer withdraw the offer of those benefits; and (b) when the entity recognises costs for a restructuring that is within the scope of HKAS 37 and involves the payment of termination benefits. In the case of an offer made to encourage voluntary redundancy, the termination benefits are measured based on the number of employees expected to accept the offer. Benefits falling due more than 12 months after the end of the reporting period are discounted to present value.

#### (VI) BONUS PLANS

The Group recognises a liability and an expense for bonuses when the Group has a present legal or constructive obligation as a result of services rendered by employees and a reliable estimate of such obligation can be made.

#### (u) TURNOVER RECOGNITION

Turnover comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Turnover is shown net of value-added tax, returns and discounts and after eliminating sales within the Group.

The Group recognises turnover when the amount of turnover, cost incurred or to be incurred in respect of a transaction can be reliably measured, neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold are retained, it is probable that future economic benefits will flow to the Group and specific criteria have been met for each of the Group's activities as described below. The Group bases its estimates on historical results, taking into consideration the type of customer, the type of transaction and the specifics of each arrangement.

- (i) Turnover from the provision of logistics services, including freight forwarding services, is recognised in the accounting period in which the services rendered, by reference to stage of completion of specific transaction and assessed on the basis of actual services provided as a proportion of the total service to be provided.
- (ii) Turnover from general storage and other ancillary services is recognised when the services are rendered. Turnover from leased storage is recognised on a straight-line basis over the periods of the respective leases.
- (iii) Turnover from sale of goods is recognised on the transfer of risks and rewards of ownership, which generally coincides with the time when the goods are delivered to customers and the passing of title.

#### (u) TURNOVER RECOGNITION (CONTINUED)

- (iv) Dividend income is recognised when the right to receive payment is established.
- (v) Interest income is recognised on a time proportion basis, using the effective interest method.

#### (v) DIRECT OPERATING EXPENSES

Direct operating expenses mainly represent the freight and transportation costs and direct labour costs directly attributable to the business operations of the Group, and are charged to the income statement in the year in which they are incurred.

#### (w) BORROWING COSTS

Borrowing costs are accounted for on the accrual basis and charged to the consolidated income statement in the year in which they are incurred, except for costs related to funding of construction or acquisition of qualifying assets which are capitalised as part of the cost of that asset during the construction period and up to the date of completion of construction. Qualifying assets are assets that necessarily take a substantial period of time to get ready for their intended use or sale.

#### (x) CONTINGENT LIABILITIES AND CONTINGENT ASSETS

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group. It can also be a present obligation arising from past events that is not recognised because it is not probable that outflow of economic resource will be required or the amount of obligation cannot be measured reliably.

A contingent liability is not recognised but is disclosed in the notes to the financial statements. When a change in the probability of an outflow occurs so that outflow is probable and the amount can be reliably estimated, it will then be recognised as a provision.

A contingent asset is a possible asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain events not wholly within the control of the Group.

Contingent assets are not recognised but are disclosed in the notes to the consolidated financial statements when an inflow of economic benefits is probable. When inflow is virtually certain, an asset is recognised.

#### (y) SEGMENT REPORTING

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the executive directors that makes strategic decisions.

#### (z) DIVIDEND DISTRIBUTION

Dividend distribution to the Company's shareholders is recognised as a liability in the Group's consolidated financial statements in the year in which the dividends are declared by the Directors in the case of interim dividends or approved by the Company's shareholders in the case of final dividends.

#### **3 FINANCIAL RISK MANAGEMENT**

#### (a) FINANCIAL RISK FACTORS

The Group's major financial instruments include available for sale investments, investment in convertible bonds, financial assets at fair value through profit or loss, accounts and other receivables, cash and bank balances, restricted and pledged bank deposits, accounts payable, put options written on non-controlling interests, bank overdrafts, bank loans, balances with group companies and related companies, balances with associates and loans from non-controlling interests. Details of these financial instruments are disclosed in respective notes.

The Group's activities expose it to a variety of financial risks: market risk (including foreign exchange risk and interest rate risk), credit risk and liquidity risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance.

#### (a) FINANCIAL RISK FACTORS (CONTINUED)

Risk management is carried out by the Group's management under the supervision of the Board of Directors. The Group's management identifies, evaluates and manages significant financial risks in the Group's individual operating units. The Board of Directors provides guidance for overall risk management.

#### (I) MARKET RISK

#### (i) FOREIGN EXCHANGE RISK

Foreign exchange risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency that is not the Group entities' functional currency.

The Group has certain investments in foreign operations, whose net assets are exposed to foreign exchange risk. At 31 December 2016, if major currencies such as Renminbi, Taiwan dollar and Euro, to which the Group had exposure had strengthened/weakened by 5% (2015: 5%) against HK dollar with all variables held constant, equity would have been approximately 2% (2015: 2%) higher/lower. Income in foreign currencies are generated from the Group's investments outside Hong Kong and cash in these foreign currencies are maintained in the relevant foreign currencies for operational needs. The Group ensures that its exposure to fluctuations in foreign exchange rates is minimised. Accordingly, no sensitivity analysis is performed as the impact would not be significant to the profit for the year. Management monitors foreign exchange exposure and will consider hedging significant foreign currency exposure by using appropriate financial instruments when the need arises.

#### (ii) INTEREST RATE RISK

The Group is primarily exposed to cash flow interest rate risk due to the fluctuation of the prevailing market interest rate on bank deposits and bank borrowings which carry prevailing market interest rates. The Group has not entered into any interest rate swap contracts to hedge the exposure as the Board of Directors consider the risk is not significant.

#### Interest rate sensitivity

For the year ended 31 December 2016, if interest rates had increased/decreased by 25 basis points and all other variables were held constant, the profit of the Group would have decreased/increased by approximately HK\$14,430,000 (2015: HK\$12,925,000) resulting from the change in interest income on bank deposits and borrowing costs of bank borrowings.

#### (II) CREDIT RISK

The carrying amounts of cash and bank balances, restricted and pledged bank deposits, accounts receivable, amounts due from associates and fellow subsidiaries, investment in convertible bonds and financial assets at fair value through profit or loss represent the Group's maximum exposure to credit risk in relation to financial assets. The Group reviews the recoverable amount of accounts receivable and amounts due from associates and fellow subsidiaries on a regular basis and an allowance for doubtful debts is made when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables.

In order to minimise the credit risk, management of the Company has delegated a team in each business unit responsible for determination of credit limits, credit approvals and other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group reviews the recoverable amount of each debtor at the end of each reporting period to ensure that adequate impairment losses are made for irrecoverable amounts. In this regard, the Directors of the Company consider that the Group's credit risk is adequately covered.

There is no concentration of credit risk with respect to accounts receivable from third party customers as the Group has a large number of customers which are internationally dispersed.

The Group monitors the exposure to credit risk in respect of the financial assistance provided to associates through exercising influence over their financial and operating policy decisions and reviewing their financial positions on a regular basis.

#### (a) FINANCIAL RISK FACTORS (CONTINUED)

#### (II) CREDIT RISK (CONTINUED)

The credit risk on bank balances and restricted and pledged bank deposits is limited because the counterparties are banks with high credit rankings.

#### (III) LIQUIDITY RISK

Liquidity risk is the risk that the Group is unable to meet its current obligations when they fall due.

The Group measures and monitors its liquidity through the maintenance of prudent ratio regarding to the liquidity structure of the overall assets, liabilities, loans and commitments of the Group. Prudent liquidity risk management implies maintaining sufficient cash, the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions. The Group aims to maintain flexibility in funding by keeping committed credit lines available.

The following tables detail the contractual maturity of the Group for financial liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group can be required to pay.

| At 31 December 2016 Bank loans  1,556,413 2,072,635 3,522,366 104,652 7,256,066 Accounts payable, deposits received and accrued charges 4,366,493 4,366,493 Bank overdrafts 21,595 21,595 Loans from non-controlling interests - 194,715 194,715 Amounts due to fellow subsidiaries 641 641 Amounts due to related companies 34,768 - 9,074 1,322,627 71,552 1,403,253  At 31 December 2015 Bank loans 2,418,878 534,711 2,302,835 26,836 5,283,260 Accounts payable, deposits received and accrued charges 3,814,011 3,814,011 Bank overdrafts 46,613 46,613 Loans from non-controlling interests - 249,311 249,311 Amounts due to fellow subsidiaries 12,272 12,272 Amounts due to related companies 40,664 40,664 Other non-current liabilities - 16,198 - 98,882 115,080  |                                      | Less than<br>1 year<br>HK\$'000 | Between<br>1 and<br>2 years<br>HK\$'000 | Between<br>2 and<br>5 years<br>HK\$'000 | Over 5 years<br>HK\$'000 | Total<br>HK\$'000 |
|---|--------------------------------------|---------------------------------|---|---|--------------------------|-------------------|
| Accounts payable, deposits received and accrued charges 4,366,493 4,366,493  Bank overdrafts 21,595 21,595  Loans from non-controlling interests - 194,715 194,715  Amounts due to fellow subsidiaries 641 641  Amounts due to related companies 34,768 34,768  Other non-current liabilities - 9,074 1,322,627 71,552 1,403,253  At 31 December 2015  Bank loans 2,418,878 534,711 2,302,835 26,836 5,283,260  Accounts payable, deposits received and accrued charges 3,814,011 3,814,011  Bank overdrafts 46,613 46,613  Loans from non-controlling interests - 249,311 - 249,311  Amounts due to fellow subsidiaries 12,272 12,272  Amounts due to related companies 40,664 40,664  | At 31 December 2016                  |                                 |   |   |                          |                   |
| and accrued charges       4,366,493       -       -       -       4,366,493         Bank overdrafts       21,595       -       -       -       21,595         Loans from non-controlling interests       -       194,715       -       -       194,715         Amounts due to fellow subsidiaries       641       -       -       -       641         Amounts due to related companies       34,768       -       -       -       34,768         Other non-current liabilities       -       9,074       1,322,627       71,552       1,403,253    At 31 December 2015  Bank loans  Accounts payable, deposits received and accrued charges  3,814,011  | Bank loans                           | 1,556,413                       | 2,072,635                               | 3,522,366                               | 104,652                  | 7,256,066         |
| Bank overdrafts         21,595         -         -         -         21,595           Loans from non-controlling interests         -         194,715         -         -         194,715           Amounts due to fellow subsidiaries         641         -         -         -         641           Amounts due to related companies         34,768         -         -         -         34,768           Other non-current liabilities         -         9,074         1,322,627         71,552         1,403,253           At 31 December 2015         -         9,074         1,322,627         71,552         1,403,253           Accounts payable, deposits received and accrued charges         3,814,011         -         -         -         3,814,011           Bank overdrafts         46,613         -         -         -         46,613           Loans from non-controlling interests         -         249,311         -         -         249,311           Amounts due to fellow subsidiaries         12,272         -         -         -         12,272           Amounts due to related companies         40,664         -         -         -         40,664 | Accounts payable, deposits received  |                                 |   |   |                          |                   |
| Loans from non-controlling interests         -         194,715         -         -         194,715           Amounts due to fellow subsidiaries         641         -         -         -         641           Amounts due to related companies         34,768         -         -         -         34,768           Other non-current liabilities         -         9,074         1,322,627         71,552         1,403,253           At 31 December 2015         -         9,074         1,322,627         71,552         1,403,253           Accounts payable, deposits received and accrued charges         3,814,011         -         -         -         3,814,011           Bank overdrafts         46,613         -         -         -         46,613           Loans from non-controlling interests         -         249,311         -         -         249,311           Amounts due to fellow subsidiaries         12,272         -         -         -         12,272           Amounts due to related companies         40,664         -         -         -         40,664   | and accrued charges                  | 4,366,493                       | _                                       | _                                       | _                        | 4,366,493         |
| Amounts due to fellow subsidiaries       641       -       -       -       641         Amounts due to related companies       34,768       -       -       -       34,768         Other non-current liabilities       -       9,074       1,322,627       71,552       1,403,253         At 31 December 2015         Bank loans       2,418,878       534,711       2,302,835       26,836       5,283,260         Accounts payable, deposits received and accrued charges       3,814,011       -       -       -       3,814,011         Bank overdrafts       46,613       -       -       -       46,613         Loans from non-controlling interests       -       249,311       -       -       249,311         Amounts due to fellow subsidiaries       12,272       -       -       -       12,272         Amounts due to related companies       40,664       -       -       -       40,664   | Bank overdrafts                      | 21,595                          | _                                       | _                                       | _                        | 21,595            |
| Amounts due to related companies         34,768         -         -         -         34,768           Other non-current liabilities         -         9,074         1,322,627         71,552         1,403,253           At 31 December 2015           Bank loans         2,418,878         534,711         2,302,835         26,836         5,283,260           Accounts payable, deposits received and accrued charges         3,814,011         -         -         -         3,814,011           Bank overdrafts         46,613         -         -         -         46,613           Loans from non-controlling interests         -         249,311         -         -         249,311           Amounts due to fellow subsidiaries         12,272         -         -         -         12,272           Amounts due to related companies         40,664         -         -         -         40,664  | Loans from non-controlling interests | _                               | 194,715                                 | _                                       | _                        | 194,715           |
| Other non-current liabilities         -         9,074         1,322,627         71,552         1,403,253           At 31 December 2015         Bank loans         2,418,878         534,711         2,302,835         26,836         5,283,260           Accounts payable, deposits received and accrued charges         3,814,011         -         -         -         3,814,011           Bank overdrafts         46,613         -         -         -         46,613           Loans from non-controlling interests         -         249,311         -         -         249,311           Amounts due to fellow subsidiaries         12,272         -         -         -         12,272           Amounts due to related companies         40,664         -         -         -         40,664   | Amounts due to fellow subsidiaries   | 641                             | _                                       | _                                       | _                        | 641               |
| At 31 December 2015  Bank loans 2,418,878 534,711 2,302,835 26,836 5,283,260  Accounts payable, deposits received and accrued charges 3,814,011 3,814,011  Bank overdrafts 46,613 46,613  Loans from non-controlling interests - 249,311 249,311  Amounts due to fellow subsidiaries 12,272 12,272  Amounts due to related companies 40,664 40,664  | Amounts due to related companies     | 34,768                          | _                                       | _                                       | _                        | 34,768            |
| Bank loans       2,418,878       534,711       2,302,835       26,836       5,283,260         Accounts payable, deposits received and accrued charges       3,814,011       –       –       –       3,814,011         Bank overdrafts       46,613       –       –       –       46,613         Loans from non-controlling interests       –       249,311       –       –       249,311         Amounts due to fellow subsidiaries       12,272       –       –       –       12,272         Amounts due to related companies       40,664       –       –       –       40,664  | Other non-current liabilities        | -                               | 9,074                                   | 1,322,627                               | 71,552                   | 1,403,253         |
| Accounts payable, deposits received and accrued charges       3,814,011       -       -       -       3,814,011         Bank overdrafts       46,613       -       -       -       46,613         Loans from non-controlling interests       -       249,311       -       -       249,311         Amounts due to fellow subsidiaries       12,272       -       -       -       12,272         Amounts due to related companies       40,664       -       -       -       40,664  | At 31 December 2015                  |                                 |   |   |                          |                   |
| and accrued charges       3,814,011       -       -       -       3,814,011         Bank overdrafts       46,613       -       -       -       46,613         Loans from non-controlling interests       -       249,311       -       -       249,311         Amounts due to fellow subsidiaries       12,272       -       -       -       12,272         Amounts due to related companies       40,664       -       -       -       40,664  | Bank loans                           | 2,418,878                       | 534,711                                 | 2,302,835                               | 26,836                   | 5,283,260         |
| and accrued charges       3,814,011       -       -       -       3,814,011         Bank overdrafts       46,613       -       -       -       46,613         Loans from non-controlling interests       -       249,311       -       -       249,311         Amounts due to fellow subsidiaries       12,272       -       -       -       12,272         Amounts due to related companies       40,664       -       -       -       40,664  | Accounts payable, deposits received  |                                 |   |   |                          |                   |
| Loans from non-controlling interests-249,311249,311Amounts due to fellow subsidiaries12,27212,272Amounts due to related companies40,66440,664   |                                      | 3,814,011                       | _                                       | _                                       | _                        | 3,814,011         |
| Amounts due to fellow subsidiaries 12,272 12,272  Amounts due to related companies 40,664 40,664  | Bank overdrafts                      | 46,613                          | _                                       | _                                       | _                        | 46,613            |
| Amounts due to related companies 40,664 – 40,664  | Loans from non-controlling interests | _                               | 249,311                                 | _                                       | _                        | 249,311           |
|   | Amounts due to fellow subsidiaries   | 12,272                          | -                                       | _                                       | _                        | 12,272            |
| Other non-current liabilities – 16,198 – 98,882 115,080   | Amounts due to related companies     | 40,664                          | -                                       | -                                       | _                        | 40,664            |
| ,   | Other non-current liabilities        | _                               | 16,198                                  | _                                       | 98,882                   | 115,080           |

#### (b) CAPITAL RISK MANAGEMENT

The Group manages its capital to ensure that entities in the Group will be able to continue as a going concern while maximising the return to shareholders through the optimisation of the loan and equity balance.

The Directors of the Company regularly monitor the capital structure, which consists of the equity attributable to the Company's shareholders as disclosed in the statement of financial position. The Directors of the Company could balance its overall capital structure through the payment of dividends, new share issues as well as the issue of new debt or the redemption of existing debt.

The Group monitors capital by maintaining prudent gearing ratio based on prevailing market environment and economic condition. This ratio is calculated as total bank loans and overdrafts, divided by equity attributable to the Company's shareholders excluding put option written on non-controlling interests.

The gearing ratios at 31 December 2016 and 2015 were as follows:

|  | 2016<br>HK\$ million | 2015<br>HK\$ million |
|--|----------------------|----------------------|
| Bank loans and overdrafts  | 6,933                | 5,217                |
| Equity attributable to the<br>Company's shareholders<br>excluding put option written<br>on non-controlling interests | 16,541               | 15,533               |
| Gearing ratio  | 41.9%                | 33.6%                |

The Group's overall strategy remains unchanged throughout the year. The increase was mainly attributable to the increase in new bank loans raised for settlement of consideration in respect of the acquisition of subsidiaries.

#### (c) FAIR VALUE ESTIMATION

The table below analyses financial instruments carried at fair value by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The following table presents the Group's financial investments that are measured at fair value as at 31 December 2016 and 2015:

| At 31 December 2016                              | Level 1<br>HK\$'000 | Level 2<br>HK\$'000 | Level 3<br>HK\$'000 | Total<br>HK\$'000 |
|--|---------------------|---------------------|---------------------|-------------------|
| Assets   |                     |                     |                     |                   |
| Investment in convertible bonds                  | -                   | -                   | 474,306             | 474,306           |
| Available-for-sale investments                   | 50,485              | _                   | 47,503              | 97,988            |
| Financial assets at fair value through           |                     |                     |                     |                   |
| profit or loss                                   | -                   | 112,708             | -                   | 112,708           |
| Total assets                                     | 50,485              | 112,708             | 521,809             | 685,002           |
| Liability  |                     |                     |                     |                   |
| Put options written on non-controlling interests | -                   | -                   | 1,236,262           | 1,236,262         |

#### (c) FAIR VALUE ESTIMATION (CONTINUED)

| At 31 December 2015                                | Level 1<br>HK\$'000 | Level 2<br>HK\$'000 | Level 3<br>HK\$'000 | Total<br>HK\$'000 |
|--|---------------------|---------------------|---------------------|-------------------|
| Assets   |                     |                     |                     |                   |
| Investment in convertible bond  Available-for-sale | -                   | -                   | 351,689             | 351,689           |
| investments  | 57,467              | _                   | 48,150              | 105,617           |
| Total assets                                       | 57,467              | -                   | 399,839             | 457,306           |
| Liability  |                     |                     |                     |                   |
| Put options written on non-controlling interests   | -                   | -                   | 98,882              | 98,882            |

There were no transfers between levels during the year (2015: nil).

#### LEVEL 3 FINANCIAL INSTRUMENTS

The following table presents the changes in level 3 instruments.

| As at 31 December 2016                       | Available-<br>for-sale<br>investments<br>HK\$'000 | Investment in<br>convertible<br>bonds<br>HK\$'000 | Put options<br>written on<br>non-controlling<br>interests<br>HK\$'000 |
|--|---|---|---|
| At beginning of year                         | 48,150  | 351,689   | 98,882  |
| Additions                                    | -   | 126,720   | 1,158,038   |
| Exchange adjustment                          | (647)   | (4,103)   | 154   |
| Settlement                                   | -   | -   | (20,812)  |
| At end of year                               | 47,503  | 474,306   | 1,236,262   |
| As at 31 December 2015  At beginning of year | Available-<br>for-sale<br>investments<br>HK\$'000 | Investment in<br>convertible<br>bonds<br>HK\$'000 | Put options<br>written on<br>non-controlling<br>interests<br>HK\$'000 |
| Additions                                    | 1,819   | 349,021   | 103,501   |
| Exchange adjustment                          | (2,567)   | 2,668   | (4,619)   |
| At end of year                               | 48,150  | 351,689   | 98,882  |

The Group's policy is to recognise transfers into and transfers out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer.

There were no changes in valuation techniques during the year (2015: nil).

#### **VALUATION PROCESSES OF THE GROUP**

The Group's finance department includes a team that performs the valuation of financial assets required for financial reporting purposes, including level 2 and level 3 fair values. Discussions of valuation processes and results are held between the management and the valuation team at each reporting date. Reasons for the fair value movements are explained during the discussions.

The following summarise the major methods and assumptions used in estimating the fair values of the significant assets and liabilities classified as level 2 and 3 and the valuation process for assets and liabilities classified as level 2 and 3.

#### INVESTMENT IN CONVERTIBLE BONDS

The Group established fair value of investment in convertible bonds by using binomial method. The unobservable inputs of the valuation include fair value of the equity interest, historical volatility and effective discount rate by reference to other investments that are substantially the same.

#### **AVAILABLE-FOR-SALE INVESTMENTS**

The Group established fair value of unlisted available-forsale investments by using valuation techniques. These include the use of recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis and option pricing models, making maximum use of market inputs and relying as little as possible on entity-specific inputs.

#### (c) FAIR VALUE ESTIMATION (CONTINUED)

### PUT OPTIONS WRITTEN ON NON-CONTROLLING INTERESTS

The Group established fair value of written put option liabilities by using valuation techniques. These include the use of assumptions of estimated exercise price determined by the estimated performance of the newly acquired subsidiaries, estimated time to exercise, discount rate and volatility.

### FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

The Group established fair value of "financial assets at fair value through profit or loss" by using valuation techniques. These valuation techniques maximise the use of observable market data including quoted prices where available, and rely as little as possible on entity-specific estimates.

### FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES MEASURED AT AMORTISED COST

The fair value of the following financial assets and liabilities approximate their carrying amount as at 31 December 2016 and 2015:

- Accounts receivable, deposits, other receivables, long-term receivables and amounts due from fellow subsidiaries
- Cash and bank balances
- Accounts payable, accrued charges and amounts due to fellow subsidiaries and related companies
- Bank loans and overdrafts

#### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

### (a) CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial period are discussed below.

#### (I) ESTIMATE OF FAIR VALUE OF INVESTMENT PROPERTIES

The valuation of investment properties is performed in accordance with the 'The HKIS Valuation Standards on Properties ((First Edition 2005) and (2012 Edition))' published by the Hong Kong Institute of Surveyors and the 'International Valuation Standards' published by the International Valuation Standards Committee. The valuation is performed by qualified valuer by adopting the investment approach of valuation by considering the capitalised rental income derived from the existing tenancies with due provision for any reversionary income potential of the property interests at appropriate capitalisation rates or wherever appropriate the direct comparison approach by making reference to comparable sales evidence as available in the relevant market subject to suitable adjustments between the subject properties and the comparable properties including but not limited to location, time, size, age and maintenance standard etc.

For certain investment properties in Vietnam, due to the specific nature and restricted use of the buildings and structures, and absence of relevant market evidence, the qualified valuer has valued the property interests by reference to the Depreciated Replacement Cost ("DRC"). DRC is based on an estimate of the market value for the existing use of the land (which is by reference to relevant land sales comparables subject to appropriate adjustments including but not limited to location, time, size etc.), plus the current gross replacement (reproduction) costs of the improvements, less allowances for physical deterioration and all relevant forms of obsolescence and optimisation. The values are subject to service potential of the entity from the use of assets as a whole.

#### (II) INCOME TAXES

The Group is subject to income taxes in numerous jurisdictions. Significant judgement is required in determining the worldwide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain. The Group recognises liabilities for anticipated tax issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the year in which such determination is made.

Deferred tax assets relating to certain temporary differences and tax losses are recognised when management considers it probable that future taxable profit will be available against which the temporary differences or tax losses can be utilised. The outcome of their actual utilisation may be different.

### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

### (a) CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS (CONTINUED)

#### (III) ESTIMATED IMPAIRMENT OF GOODWILL

The Group tests whether goodwill (note 13) has suffered any impairment, in accordance with the accounting policy stated in note 2(g)(l). The recoverable amounts of cash-generating units have been determined based on value-in-use calculations or fair value less costs of disposal. These calculations require the use of estimates. The key assumptions and sensitivity test was disclosed in note 13.

### (IV) USEFUL LIVES OF PROPERTY, PLANT AND EQUIPMENT

The Group's management determines the estimated useful lives and related depreciation charges for its property, plant and equipment. This estimate is based on the historical experience of the actual useful lives of the property, plant and equipment of similar nature and functions. Management will change the depreciation charge where useful lives are different from the previously estimated lives. It will also write-off or write down technically obsolete or non-strategic assets that have been abandoned or sold.

#### (V) IMPAIRMENT OF NON-FINANCIAL ASSETS

Management regularly reviews whether there are any indications of impairment and will recognise an impairment loss if the carrying amount of an asset, including property, plant and equipment, leasehold land and land use rights, is lower than its recoverable amount which is the greater of its fair value less costs of disposal or its value in use. In determining the value in use, management assesses the present value of the estimated future cash flows expected to arise from the continuing use of the asset and from its disposal at the end of its useful life. Estimates and judgements are applied in determining these future cash flows and the discount rate. Management estimates the future cash flows based on certain assumptions, such as market competition and development and the expected growth in business.

### (VI) IMPAIRMENT OF INTANGIBLE ASSETS WITH A DEFINITE USEFUL LIFE

Intangible assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. Intangible assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

#### (VII) IMPAIRMENT OF ASSOCIATES

The Group determines whether an investment in associates is impaired by evaluating the duration and extent to which the recoverable amount of the investment is less than its carrying amount. This evaluation is subject to changes in factors, such as industry and sector performance and operational cash flows.

#### (VIII) RETIREMENT BENEFIT OBLIGATIONS

The present value of the retirement benefit obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. The assumptions used in determining the net cost or income for pensions include the discount rate and future salary. Any changes in these assumptions will impact the carrying amount of retirement benefit obligations.

The Group determines the appropriate discount rate at the end of each reporting period. This is the interest rate that should be used to determine the present value of estimated future cash outflows expected to be required to settle the defined benefit obligations. In determining the appropriate discount rate, the Group considers the interest rates of government bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating the terms of the related retirement benefit liability.

# 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (CONTINUED)

## (b) CRITICAL JUDGEMENTS IN APPLYING THE GROUP'S ACCOUNTING POLICIES

## (I) DISTINCTION BETWEEN INVESTMENT PROPERTIES AND OWNER-OCCUPIED PROPERTIES

The Group determines whether a property qualifies as investment property. In making its judgement, the Group considers whether the property generates cash flows largely independently of the other assets. Owner-occupied properties generate cash flows that are attributable to the property and other assets used in the production or supply process.

Some properties comprise a portion that is held to earn rentals or for capital appreciation and another portion that is held for use in the supply of goods or services or for administrative purposes. If these portions can be sold separately (or leased out separately under a finance lease), the Group accounts for the portions separately. If the portions cannot be sold separately, the property is accounted for as investment property only if an insignificant portion is held for use in the supply of goods or services or for administrative purposes. Judgement is applied in determining whether ancillary services are so significant that a property does not qualify as investment property. The Group considers each property separately in making its judgement at the end of each reporting period.

# (II) CONTROL OF KERRY TJ LOGISTICS COMPANY LIMITED ("KERRY TJ")

The Group has obtained de facto control over Kerry TJ since mid 2010 and the Group's effective interest in Kerry TJ as at 31 December 2016 (49.67%) is accounted for and consolidated into the consolidated financial statements of the Group as a subsidiary. Key judgements adopted in concluding the Group has obtained de facto control in Kerry TJ are as follows:

 The Group has consistently and regularly held a majority of the voting rights exercised at Kerry TJ's board of directors meetings by appointed four out of seven board seats since mid 2010.  The shareholding of other non-controlling interests is dispersed, no other single shareholder directly or indirectly controls more than the Group and the chance of all other shareholders getting together to vote against the Group is remote.

# 5 PRINCIPAL ACTIVITIES AND SEGMENTAL ANALYSIS OF OPERATIONS

(a) Turnover recognised during the year is as follows:

|                                  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|----------------------------------|------------------|------------------|
| Integrated Logistics             |                  |                  |
| Logistics Operations             | 10,819,433       | 10,009,514       |
| Hong Kong Warehouse              | 538,167          | 553,260          |
| International Freight Forwarding | 12,677,967       | 10,516,720       |
|                                  | 24,035,567       | 21,079,494       |

### 5 PRINCIPAL ACTIVITIES AND SEGMENTAL ANALYSIS OF OPERATIONS (CONTINUED)

(b) An analysis of the Group's financial results by operating segment and geographical area for the year ended 31 December:

For the year ended 31 December

|  |  |  |                    |                        | of the year ent   | nen 31 Decellir  | )CI   |  |   |   |
|--|--|--|--------------------|------------------------|---|--|---|--|---|---|
|  |  | Integrated logistics International               |                    |                        |   |  |   |  |   |   |
|  | Logistics  | operations                                       | Hong Kong          | warehouse              | freight f   | orwarding  | Elimi   | nation   | Conso   | lidation  |
|  | 2016<br>HK\$'000                                 | 2015<br>HK\$'000                                 | 2016<br>HK\$'000   | 2015<br>HK\$'000       | 2016<br>HK\$'000  | 2015<br>HK\$'000   | 2016<br>HK\$'000  | 2015<br>HK\$'000   | 2016<br>HK\$'000  | 2015<br>HK\$'000  |
| Turnover   |  |  |                    |                        |   |  |   |  |   |   |
| Turnover   | 10,819,433                                       | 10,009,514                                       | 538,167            | 553,260                | 12,677,967  | 10,516,720   | (1.617.020)   | (1 470 200)  | 24,035,567  | 21,079,494  |
| Inter-segment turnover   | 202,485  | 237,798  | 361,960<br>900,127 | 305,955<br>859,215     | 1,053,493   | 928,553<br>11,445,273                                    | (1,617,938)   | (1,472,306)  | 24,035,567  | 21,079,494  |
| Turnover by geographical area:   | 11,021,910                                       | 10,247,312                                       | 900,127            | 039,213                | 13,731,400  | 11,443,273   | (1,017,930)   | (1,472,300)  | 24,033,307  | 21,079,494  |
| Hong Kong Mainland China Taiwan South & South East Asia Europe   | 2,446,009<br>3,919,314<br>2,265,812<br>2,242,463 | 2,475,122<br>3,554,860<br>2,208,736<br>1,865,228 | 900,127            | 859,215<br>-<br>-<br>- | 751,252<br>4,826,242<br>156,876<br>1,865,228<br>2,207,707 | 615,775<br>5,205,949<br>47,560<br>1,665,474<br>2,364,920 | (418,849)<br>(700,313)<br>(11,039)<br>(193,741)<br>(71,015) | (346,549)<br>(755,732)<br>(3,356)<br>(160,540)<br>(54,324) | 3,678,539<br>8,045,243<br>2,411,649<br>3,913,950<br>2,136,692 | 3,603,563<br>8,005,077<br>2,252,940<br>3,370,162<br>2,310,596 |
| Others   | 148,320  | 143,366  | _                  | _                      | 3,924,155   | 1,545,595  | (222,981)   | (151,805)  | 3,849,494   | 1,537,156   |
|  | 11,021,918                                       | 10,247,312                                       | 900,127            | 859,215                | 13,731,460  | 11,445,273   | (1,617,938)   | (1,472,306)  | 24,035,567  | 21,079,494  |
| Segment profit by geographical area:<br>Hong Kong  | 195,381  | 175,667  | 521,784            | 511,127                | 23,704  | 28,191   | -   | -  | 740,869   | 714,985   |
| Mainland China<br>Taiwan   | 265,425<br>386,316                               | 251,898<br>390,120                               | -                  | -                      | 201,740<br>7,899  | 193,241<br>2,644   | -   | -  | 467,165<br>394,215  | 445,139<br>392,764  |
| South & South East Asia  | 274,103  | 293,444  | _                  | _                      | 70,915  | 48,255   | _   | _  | 345,018   | 341,699   |
| Europe   | _  | , -  | -                  | -                      | 23,576  | 45,180   | -   | -  | 23,576  | 45,180  |
| Others   | 10,118   | 14,032   | -                  | -                      | 120,344   | 43,497   | -   | -  | 130,462   | 57,529  |
| Less: Unallocated administrative expenses  | 1,131,343  | 1,125,161  | 521,784            | 511,127                | 448,178   | 361,008  | -   | -  | 2,101,305<br>(223,401)  | 1,997,296<br>(192,014)  |
| Core operating profit Finance income Finance costs Share of results of associates  |  |  |                    |                        |   |  |   |  | 1,877,904<br>28,841<br>(145,209)<br>101,003                   | 1,805,282<br>28,426<br>(134,650)<br>103,125                   |
| Profit before taxation* Taxation*  |  |  |                    |                        |   |  |   |  | 1,862,539<br>(400,982)  | 1,802,183<br>(400,900)  |
| Profit for the year* Non-controlling interests*  |  |  |                    |                        |   |  |   |  | 1,461,557<br>(357,533)  | 1,401,283<br>(340,605)  |
| Core net profit Change in fair value of investment   |  |  |                    |                        |   |  |   |  | 1,104,024   | 1,060,678   |
| properties  Deferred tax on change in fair value of investment properties  Less: Non-controlling interests' share of after-tax change in fair value of investment properties |  |  |                    |                        |   |  |   |  | 770,615<br>3,386<br>(823)                                     | 744,306<br>(423)<br>(116)                                     |
| Profit attributable to the Company's shareholders  |  |  |                    |                        |   |  |   |  | 1,877,202   | 1,804,445   |
| Depreciation and amortisation  | 388,594  | 354,172  | 47,312             | 38,175                 | 119,978   | 95,106   |   |  | 555,884   | 487,453   |

<sup>\*</sup> Excluding the change in fair value of investment properties and its related deferred tax

# 5 PRINCIPAL ACTIVITIES AND SEGMENTAL ANALYSIS OF OPERATIONS (CONTINUED)

(c) Management has determined the operating segments based on the reports reviewed by the executive directors. The executive directors assess the performance of the three principal activities of the Group, namely logistics operations, Hong Kong warehouse and international freight forwarding, in each geographical area.

Logistics operations segment derives turnover from provision of logistics services and sales of goods.

Hong Kong warehouse segment derives turnover from provision of warehouse leasing, general storage and other ancillary services.

International freight forwarding segment derives turnover primarily from provision of freight forwarding services.

Segment turnover and profit derived from geographical areas are based on the geographical location of the operation.

The executive directors assess the performance of the operating segments by geographical area based on segment profit.

The executive directors also assess the performance of the Group based on core operating profit, which is the profit before taxation excluding interest income, finance costs, share of results of associates, and also core net profit, which is the profit attributable to the Company's shareholders before the after-tax effect of change in fair value of investment properties.

(d) An analysis of the Group's non-current assets by geographical area is as follows:

|                         | Segment non-current assets# |            |  |
|-------------------------|-----------------------------|------------|--|
|                         | 2016                        | 2015       |  |
|                         | HK\$'000                    | HK\$'000   |  |
| Hong Kong               | 8,729,968                   | 7,929,859  |  |
| 0 0                     |                             |            |  |
| Mainland China          | 4,201,069                   | 4,077,344  |  |
| Taiwan                  | 2,786,552                   | 2,592,104  |  |
| South & South East Asia | 3,945,201                   | 3,277,902  |  |
| Europe                  | 464,393                     | 431,422    |  |
| Others                  | 1,549,722                   | 657,244    |  |
|                         | 21,676,905                  | 18,965,875 |  |

<sup>#</sup> Other than available-for-sale investments, investment in convertible bonds, deferred taxation and long-term receivables.

### **6 OTHER INCOME AND NET GAINS**

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Interest income from banks                                       | 27,367           | 28,369           |
| Interest income from associates Interest income from convertible | 1,474            | 57               |
| bonds  | 20,866           | 16,647           |
| Dividend income from available-for-sale investments              | 8,626            | 6,077            |
| Gain on disposal of property, plant and equipment                | 37,729           | 59,420           |
| Loss on disposal of<br>an associate                              | (11,608)         | (6,496)          |
| Gain on disposal of subsidiaries                                 | 75,487           | 28,829           |
| Fair value change of financial assets at fair value through      |                  |                  |
| profit or loss   | 6,966            | _                |
|  | 166,907          | 132,903          |

### **7 EXPENSES BY NATURE**

Expenses included in direct operating expenses and administrative expenses are analysed as follows:

|   | 2016       | 2015       |
|---|------------|------------|
|   | HK\$'000   | HK\$'000   |
|   |            |            |
| Auditors' remuneration                  | 21,669     | 20,232     |
| Business tax and other taxes            | 8,725      | 4,263      |
| Cost of goods sold                      | 1,446,515  | 1,212,232  |
| Freight and transportation costs        | 15,440,645 | 13,190,855 |
| Depreciation of property,               |            |            |
| plant and equipment (note 16)           | 490,276    | 457,615    |
| Amortisation of leasehold land          |            |            |
| and land use rights (note 15)           | 8,188      | 7,684      |
| Amortisation of intangible assets       |            |            |
| (note 13)                               | 57,420     | 22,154     |
| Provision for impairment of receivables | 31,957     | 32,012     |
| Reversal of provision for impairment    |            |            |
| of receivables                          | (23,259)   | (5,384)    |
| Operating leases charges on land        |            |            |
| and buildings                           | 558,608    | 523,223    |
| Employee benefit expenses (note 12)     | 3,640,782  | 3,293,429  |
|   |            |            |

### **8 FINANCE COSTS**

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Interest expenses on bank loans and overdrafts | 145,209          | 134,650          |

### 9 TAXATION

### HONG KONG AND OVERSEAS PROFITS TAX

Hong Kong profits tax has been provided at the rate of 16.5% (2015:16.5%) for the year ended 31 December 2016 on the estimated assessable profit for the year. Income tax on the overseas profits has been calculated on the estimated assessable profit for the year at the rates of taxation prevailing in the overseas countries in which the Group operates.

### PRC ENTERPRISE INCOME TAX

PRC enterprise income tax has been provided at the rate of 25% (2015: 25%) on the estimated assessable profit for the year.

### WITHHOLDING TAX ON DISTRIBUTED/ UNDISTRIBUTED PROFITS

Withholding tax in the Group's subsidiaries and associates is levied on profit distribution upon declaration/remittance and in respect of the undistributed earnings for the year at the rates of taxation prevailing in the PRC and overseas countries.

|  | 2016<br>HK\$'000            | 2015<br>HK\$'000            |
|--|-----------------------------|-----------------------------|
| Hong Kong profits tax  – Current  – (Over)/underprovision in prior years  – Deferred | 91,449<br>(947)<br>11,171   | 85,220<br>38<br>15,366      |
|  | 101,673                     | 100,624                     |
| PRC taxation  - Current  - Overprovision in prior years  - Deferred                  | 92,946<br>(2,910)<br>22,475 | 92,965<br>(2,341)<br>15,512 |
|  | 112,511                     | 106,136                     |
| Overseas taxation  – Current  – Underprovision in prior years  – Deferred            | 175,920<br>5,102<br>2,390   | 175,965<br>4,074<br>14,524  |
|  | 183,412                     | 194,563                     |
|  | 397,596                     | 401,323                     |

The Group's share of associates' taxation for the year ended 31 December 2016 are HK\$19,050,000 (2015: HK\$14,168,000) and included in the share of results of associates in the consolidated income statement.

### 9 TAXATION (CONTINUED)

The taxation on the Group's profit before taxation differs from the theoretical amount that would arise using the taxation rate of Hong Kong as follows:

|   | 2016      | 2015      |
|---|-----------|-----------|
|   | HK\$'000  | HK\$'000  |
| Profit before taxation  | 2,633,154 | 2,546,489 |
| Less: Share of results of associates                            | (101,003) | (103,125) |
|   | 2,532,151 | 2,443,364 |
| Calculated at Hong Kong profits tax rate of 16.5% (2015: 16.5%) | 417,805   | 403,155   |
| Tax effect of different taxation rates in                       | 417,003   | 403,133   |
| other countries   | 69,597    | 58,194    |
| Income not subject to taxation                                  | (131,380) | (125,982) |
| Expenses not deductible in determining taxable profit           | 21,302    | 24,994    |
| Tax losses not recognised                                       | 25,474    | 17,490    |
| Utilisation of previously unrecognised                          |           |           |
| tax losses  | (1,210)   | (2,930)   |
| Underprovision in prior years                                   | 1,245     | 1,771     |
| Withholding tax on undistributed profits                        | (5,237)   | 24,631    |
| Taxation charge   | 397,596   | 401,323   |

#### 10 DIVIDENDS

A final dividend in respect of the year ended 31 December 2016 of 12 HK cents per share, amounting to a total dividend of HK\$203,451,000 is to be proposed at the annual general meeting on 29 May 2017. These financial statements do not reflect this dividend payable.

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Interim dividend paid of 7 HK cents<br>(2015: 6 HK cents) per<br>ordinary share<br>Proposed final dividend of<br>12 HK cents (2015: 10 HK cents) | 118,672          | 101,650          |
| per ordinary share   | 203,451          | 169,441          |
|  | 322,123          | 271,091          |

The proposed final dividend for the year ended 31 December 2016, as referred to above, is calculated on the basis of 1,695,421,112 ordinary shares in issue as at 31 December 2016, and at a final dividend of 12 HK cents per ordinary share. The actual amount of final dividend payable in respect of the year ended 31 December 2016 will be subject to the actual number of ordinary shares in issue on the record date, which is expected to be on or about 31 May 2017.

### 11 EARNINGS PER SHARE

#### **BASIC**

Basic earnings per share is calculated by dividing the profit attributable to the Company's shareholders by the adjusted weighted average number of ordinary shares in issue during the year.

|  | 2016          | 2015          |
|--|---------------|---------------|
| Adjusted weighted average number of ordinary shares in issue | 1,694,966,122 | 1,693,102,091 |
| Profit attributable to the Company's shareholders (HK\$'000) | 1,877,202     | 1,804,445     |
| Basic earnings per share (HK\$)                              | 1.11          | 1.07          |

### **DILUTED**

Diluted earnings per share is calculated by adjusting the profit attributable to the Company's shareholders and the weighted average number of shares outstanding for the effects of all dilutive potential shares.

|   | 2016                       | 2015                       |
|---|----------------------------|----------------------------|
| Adjusted weighted average number of ordinary shares in issue Adjustment for share options   | 1,694,966,122<br>1,664,895 | 1,693,102,091<br>5,480,088 |
| Weighted average number of shares for the purpose of calculating diluted earnings per share | 1,696,631,017              | 1,698,582,179              |
| Profit attributable to the Company's shareholders (HK\$'000)                                | 1,877,202                  | 1,804,445                  |
| Diluted earnings per share (HK\$)   | 1.11                       | 1.06                       |

### 12 EMPLOYEE BENEFIT EXPENSES

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000   |
|--|------------------|--------------------|
| Staff costs, including directors'<br>emoluments<br>Share option expense<br>Pension costs | 3,387,049        | 3,052,762<br>8,286 |
| <ul><li>defined contribution plans</li><li>defined benefit plans (note 31(b))</li></ul>  | 245,290<br>8,443 | 222,051<br>10,330  |
|  | 3,640,782        | 3,293,429          |

Out of the total employee benefit expenses for the year ended 31 December 2016 of HK\$3,640,782,000 (2015: HK\$3,293,429,000), HK\$2,380,562,000 (2015: HK\$2,169,376,000) was included in direct operating expenses.

### 12 EMPLOYEE BENEFIT EXPENSES (CONTINUED)

### (a) DIRECTORS' EMOLUMENTS

The remuneration of the Directors for the year ended 31 December 2016, excluding share option benefits, is set out below:

| Name of Director     | Fees<br>HK\$'000 | Salary<br>HK\$'000 | Discretionary<br>bonuses (i)<br>HK\$'000 | Housing<br>allowance<br>HK\$'000 | Estimating<br>money value<br>of other<br>benefits<br>HK\$'000 | Employer's contribution to a retirement benefit scheme HK\$'000 | Total<br>HK\$'000 |
|----------------------|------------------|--------------------|--|----------------------------------|---|---|-------------------|
| YEO George Yong-boon | _                | 4,200              | 8,000                                    | 3,010                            | _   | 18  | 15,228            |
| MA Wing Kai William  | _                | 5,280              | 16,510                                   | _                                | _   | 120   | 21,910            |
| ERNI Edwardo         | -                | 3,624              | 5,220                                    | 645                              | -   | 120   | 9,609             |
| KUOK Khoon Hua       | 1,200            | _                  | _  | _                                | -   | -   | 1,200             |
| CHIN Siu Wa Alfred   | 445              | _                  | -  | _                                | -   | -   | 445               |
| WONG Yu Pok Marina   | 590              | _                  | -  | _                                | -   | -   | 590               |
| WAN Kam To           | 545              | _                  | -  | _                                | _   | -   | 545               |
| YEO Philip Liat Kok  | 415              | -                  | _  | _                                | -   | -   | 415               |

The remuneration of the Directors for the year ended 31 December 2015, excluding share option benefits, is set out below:

| Name of Director     | Fees<br>HK\$'000 | Salary<br>HK\$'000 | Discretionary<br>bonuses (i)<br>HK\$'000 | Housing allowance HK\$'000 | money value<br>of other<br>benefits<br>HK\$'000 | contribution to<br>a retirement<br>benefit scheme<br>HK\$'000 | Total<br>HK\$'000 |
|----------------------|------------------|--------------------|--|----------------------------|---|---|-------------------|
| YEO George Yong-boon | _                | 3,960              | 8,000                                    | 3,120                      | -   | 18  | 15,098            |
| MA Wing Kai William  | _                | 4,920              | 16,028                                   | _                          | -   | 120   | 21,068            |
| ERNI Edwardo         | _                | 3,393              | 5,605                                    | 645                        | _   | 120   | 9,763             |
| KUOK Khoon Hua       | 1,200            | _                  | _  | -                          | -   | -   | 1,200             |
| CHIN Siu Wa Alfred   | 440              | _                  | _  | _                          | _   | _   | 440               |
| WONG Yu Pok Marina   | 590              | _                  | _  | _                          | _   | _   | 590               |
| WAN Kam To           | 545              | _                  | _  | _                          | _   | _   | 545               |
| YEO Philip Liat Kok  | 410              | -                  | -  | -                          | _   | _   | 410               |

Note:

### (b) SENIOR MANAGEMENT'S EMOLUMENTS

The Group considers a team of nine (2015: ten) senior executives who report to the Board of Directors as senior management. The emoluments of these nine (2015: ten) individuals, excluding share option benefits, are as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Salaries and other short-term benefits | 39,493           | 34,317           |

# (c) SHARE OPTIONS GRANTED BY KPL TO THE DIRECTORS OF THE COMPANY

Certain directors of the Company held share options of KPL during the year presented as follows:

During the year ended 31 December 2016, no share was issued to director of the Company pursuant to exercise of the share options (2015: nil).

<sup>(</sup>i) Discretionary bonuses are determined based on the overall performance of the individual and the Group.

#### 12 EMPLOYEE BENEFIT EXPENSES (CONTINUED)

### (c) SHARE OPTIONS GRANTED BY KPL TO THE DIRECTORS OF THE COMPANY (CONTINUED)

As at both 31 December 2015 and 31 December 2016, certain directors held the following share options to acquire shares of KPL:

| No. of share options held | Exercise price | Exercise period         |
|---------------------------|----------------|-------------------------|
| 525,000                   | HK\$47.70      | 02/04/2009 - 01/04/2018 |
| 525,000                   | HK\$47.70      | 02/04/2010 - 01/04/2018 |
| 1,050,000                 | HK\$47.70      | 02/04/2011 - 01/04/2018 |
| 965,000                   | HK\$35.45      | 31/10/2012 - 29/04/2022 |
| 965,000                   | HK\$35.45      | 31/10/2013 - 29/04/2022 |
| 750,000                   | HK\$26.88      | 08/07/2014 - 07/01/2024 |
| 750,000                   | HK\$26.88      | 08/01/2015 - 07/01/2024 |

The closing market price of the KPL shares as at 31 December 2016 was HK\$21.05 (2015: HK\$21.15).

### (d) SHARE OPTIONS GRANTED BY THE COMPANY TO THE DIRECTORS OF THE COMPANY

Certain directors of the Company held pre-IPO share options of the Company and post-IPO share options of the Company during the year presented as follows:

During the year ended 31 December 2016, no shares were issued to a director of the Company pursuant to exercise of the share options (2015: nil).

As at 31 December 2016, certain directors held the following share options to acquire shares of the Company:

| No. of share options held | Exercise price | Exercise period       |
|---------------------------|----------------|-----------------------|
| Pre-IPO share options     |                |                       |
| 4,300,000                 | HK\$10.20      | 19/12/2013-01/12/2023 |
| 4,300,000                 | HK\$10.20      | 02/12/2014-01/12/2023 |
| Post-IPO share options    |                |                       |
| 1,350,000                 | HK\$12.26      | 09/01/2015-08/01/2020 |
| 1,350,000                 | HK\$12.26      | 09/01/2016-08/01/2020 |
|                           |                |                       |

As at 31 December 2015, certain directors held the following share options to acquire shares of the Company:

| No. of share options held | Exercise price | Exercise period         |
|---------------------------|----------------|-------------------------|
| Pre-IPO share options     |                |                         |
| 4,300,000                 | HK\$10.20      | 19/12/2013 - 01/12/2023 |
| 4,300,000                 | HK\$10.20      | 02/12/2014 - 01/12/2023 |
| Post-IPO share options    |                |                         |
| 1,350,000                 | HK\$12.26      | 09/01/2015 - 08/01/2020 |
| 1,350,000                 | HK\$12.26      | 09/01/2016 - 08/01/2020 |

The closing market price of the Company's shares as at 31 December 2016 was HK\$9.78 (2015: HK\$11.30).

### (e) FIVE HIGHEST PAID INDIVIDUALS

The five individuals whose emoluments were the highest in the Group for the year ended 31 December 2016 included three Directors (2015: three). The emoluments payable to the remaining 2 highest paid individuals during the years are as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Basic salaries, housing allowances,<br>share options, other allowances<br>and benefits in kind | 7.440            | 6,960            |
| Discretionary bonuses Pension contributions  | 7,780<br>120     | 7,951<br>120     |
| - I onsidir contributions  | 15,340           | 15,031           |

The emoluments fell within the following bands:

|  | Number of individuals |      |  |
|--|-----------------------|------|--|
|  | 2016                  | 2015 |  |
| HK\$7,000,001 – HK\$7,500,000<br>HK\$7,500,001 – HK\$8,000,000 | 1 –                   | 1    |  |
| HK\$8,000,001 – HK\$8,500,000                                  | 1                     | -    |  |
|  | 2                     | 2    |  |

### (f) REMUNERATION PAYABLE TO SENIOR MANAGEMENT

The remuneration payable to the senior management during the year fall within the following bands:

|                               | Number of individuals |      |
|-------------------------------|-----------------------|------|
|                               | 2016                  | 2015 |
| HK\$1,000,001 - HK\$1,500,000 | -                     | 1    |
| HK\$1,500,001 - HK\$2,000,000 | -                     | -    |
| HK\$2,000,001 - HK\$2,500,000 | 1                     | 3    |
| HK\$2,500,001 - HK\$3,000,000 | 1                     | 1    |
| HK\$3,000,001 - HK\$3,500,000 | 1                     | 1    |
| HK\$3,500,001 - HK\$4,000,000 | 2                     | 1    |
| HK\$4,000,001 - HK\$4,500,000 | 2                     | 1    |
| HK\$4,500,001 - HK\$5,000,000 | _                     | -    |
| HK\$5,000,001 - HK\$5,500,000 | _                     | -    |
| HK\$5,500,001 - HK\$6,000,000 | _                     | -    |
| HK\$6,000,001 - HK\$6,500,000 | _                     | -    |
| HK\$6,500,001 - HK\$7,000,000 | _                     | -    |
| HK\$7,000,001 - HK\$7,500,000 | 1                     | 1    |
| HK\$7,500,001 - HK\$8,000,000 | _                     | 1    |
| HK\$8,000,001 - HK\$8,500,000 | 1                     | -    |
|                               | 9                     | 10   |

### 13 INTANGIBLE ASSETS

|   | Group                |                                       |                                       |                        |                   |
|---|----------------------|---------------------------------------|---------------------------------------|------------------------|-------------------|
|   | Goodwill<br>HK\$'000 | Customer<br>relationships<br>HK\$'000 | Non-compete<br>agreements<br>HK\$'000 | Trademarks<br>HK\$'000 | Total<br>HK\$'000 |
| At 1 January 2015                       | 1,734,049            | 59,689                                | 23,954                                | 17,084                 | 1,834,776         |
| Acquisition of subsidiaries             | 327,765              | 106,910                               | 8,784                                 | _                      | 443,459           |
| Amortisation (note 7)                   | _                    | (12,392)                              | (6,507)                               | (3,255)                | (22,154)          |
| Exchange adjustment                     | (104,912)            | (4,658)                               | (1,662)                               | (785)                  | (112,017)         |
| At 31 December 2015                     | 1,956,902            | 149,549                               | 24,569                                | 13,044                 | 2,144,064         |
| At 31 December 2015                     |                      |                                       |                                       |                        |                   |
| Cost                                    | 2,049,759            | 248,725                               | 48,560                                | 25,185                 | 2,372,229         |
| Accumulated amortisation and impairment | (92,857)             | (99,176)                              | (23,991)                              | (12,141)               | (228,165)         |
|   | 1,956,902            | 149,549                               | 24,569                                | 13,044                 | 2,144,064         |
| At 1 January 2016                       | 1,956,902            | 149,549                               | 24,569                                | 13,044                 | 2,144,064         |
| Acquisition of subsidiaries (note 33)   | 836,333              | 297,987                               | 27,629                                | 31,521                 | 1,193,470         |
| Amortisation (note 7)                   | _                    | (40,173)                              | (10,044)                              | (7,203)                | (57,420)          |
| Exchange adjustment                     | (52,475)             | (1,512)                               | (711)                                 | (817)                  | (55,515)          |
| At 31 December 2016                     | 2,740,760            | 405,851                               | 41,443                                | 36,545                 | 3,224,599         |
| At 31 December 2016                     |                      |                                       |                                       |                        |                   |
| Cost                                    | 2,831,873            | 539,043                               | 74,073                                | 55,240                 | 3,500,229         |
| Accumulated amortisation and impairment | (91,113)             | (133,192)                             | (32,630)                              | (18,695)               | (275,630)         |
|   | 2,740,760            | 405,851                               | 41,443                                | 36,545                 | 3,224,599         |

The amortisation of intangible assets was charged to direct operating expenses.

### 13 INTANGIBLE ASSETS (CONTINUED)

### IMPAIRMENT TESTS FOR GOODWILL

Goodwill is allocated to the Group's cash-generating units (CGUs) that are expected to benefit from business combination and impairment testing is performed annually on goodwill allocated to their operating segments and CGUs.

A segment-level summary of the goodwill allocation based on geographical regions is presented below:

|   | 2016<br>HK\$'000                                     | 2015<br>HK\$'000                                   |
|---|--|--|
| Logistics operations Hong Kong PRC Taiwan South and South East Asia Others              | 61,583<br>195,609<br>322,150<br>166,503<br>9,930     | 52,302<br>199,301<br>317,433<br>168,423<br>10,024  |
|   | 755,775  | 747,483  |
| International freight forwarding Hong Kong PRC South and South East Asia Europe Others# | 16,894<br>371,230<br>225,425<br>294,713<br>1,076,723 | 16,894<br>393,893<br>155,631<br>296,840<br>346,161 |
|   | 1,984,985  | 1,209,419  |
|   | 2,740,760  | 1,956,902  |

The recoverable amount of a CGU is determined based on higher of its fair value less costs of disposal and value-in-use calculations. The recoverable amounts of all CGUs were determined based on value-in-use calculation except for Taiwan which was determined based on fair value less costs of disposal with reference to the market share price of the subsidiary which is listed in Taiwan. The value-in-use calculations use cash flow projections based on financial budgets approved by management covering a five-year period. Cash flows beyond the five-year period are extrapolated using the estimated growth rates stated below:

## KEY ASSUMPTIONS USED FOR VALUE-IN-USE CALCULATIONS

For the year ended 31 December 2016

### Logistics operations

|               | Hong Kong | PRC     | South and<br>South East Asia |
|---------------|-----------|---------|------------------------------|
| Gross margin  | 7% – 13%  | 5% – 6% | 5% - 36%                     |
| Growth rate   | 2% – 3%   | 3%      | 2% - 5%                      |
| Discount rate | 12%       | 12%     | 11% – 18%                    |

### International freight forwarding

|               | South and |     |                 |          |           |
|---------------|-----------|-----|-----------------|----------|-----------|
|               | Hong Kong | PRC | South East Asia | Europe   | Others#   |
| Gross margin  | 8%        | 2%  | 6% – 14%        | 4% – 5%  | 4% – 20%  |
| Growth rate   | 2%        | 3%  | 3% - 5%         | 2% - 5%  | 2% - 5%   |
| Discount rate | 12%       | 12% | 15% – 18%       | 9% – 10% | 10% – 13% |

For the year ended 31 December 2015

### Logistics operations

|               | Hong Kong | PRC     | South and<br>South East Asia |
|---------------|-----------|---------|------------------------------|
| Gross margin  | 1% – 13%  | 3% - 5% | 1% - 36%                     |
| Growth rate   | 2% – 3%   | 3%      | 2% – 5%                      |
| Discount rate | 12%       | 12.5%   | 11% – 20%                    |

### International freight forwarding

|               | Hong Kong | PRC     | South and<br>South East Asia | Europe     | Others#     |
|---------------|-----------|---------|------------------------------|------------|-------------|
| Gross margin  | 9%        | 3% – 4% | 3% - 7%                      | 3% – 4%    | 3% – 10%    |
| Growth rate   | 2%        | 3%      | 3% - 5%                      | 2% - 5%    | 2% - 5%     |
| Discount rate | 12%       | 12.5%   | 15% – 20%                    | 9% – 12.5% | 10% - 13.8% |

### 13 INTANGIBLE ASSETS (CONTINUED)

# KEY ASSUMPTIONS USED FOR VALUE-IN-USE CALCULATIONS (CONTINUED)

Management determined budgeted gross margin and growth rates based on past performance and its expectations of the market development. The discount rates used are pre-tax and reflect specific risks relating to the relevant segments. Assuming growth rate decreased by 50 basis points and discount rate increased by 50 basis points, impairment charge of HK\$12,745,000 (2015: HK\$9,420,000) would be required for the goodwill in the South and South East Asia at 31 December 2016.

### 14 INVESTMENT PROPERTIES

|                               | 2016      | 2015      |
|-------------------------------|-----------|-----------|
|                               | HK\$'000  | HK\$'000  |
|                               |           |           |
| At beginning of year          | 8,118,602 | 7,456,242 |
| Additions                     | _         | 944       |
| Change in fair value          | 770,615   | 744,306   |
| Disposal of subsidiaries      | _         | (163,414) |
| Transfer from leasehold land  |           |           |
| and land use rights and       |           |           |
| property, plant and equipment | -         | 142,058   |
| Exchange adjustment           | (52,366)  | (61,534)  |
| At end of year                | 8,836,851 | 8,118,602 |
|                               |           |           |

(a) Investment properties were valued by independent professional valuer, namely DTZ Debenham Tie Leung Limited as at 31 December 2016 and 31 December 2015, by mainly adopting the investment approach of valuation. (b) The Group's investment properties at their net book values are analysed as follows:

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| In Hong Kong, held on:<br>Leases of between 10 to 50 years      | 7,538,700        | 6,750,800        |
| Outside Hong Kong, held on:<br>Leases of between 10 to 50 years | 1,298,151        | 1,367,802        |
|   | 8,836,851        | 8,118,602        |

As at 31 December 2016, investment properties amounting to HK\$523,985,000 (2015: HK\$554,990,000) were pledged as securities for bank loan facilities and bank overdrafts granted to the Group (note 35).

(c) Amounts recognised in profit and loss for investment properties:

|  | 2016      | 2015      |
|--|-----------|-----------|
|  | HK\$'000  | HK\$'000  |
| Rental income Direct operating expenses from property that generated | 541,166   | 547,789   |
| rental income  | (144,758) | (138,880) |
|  | 396,408   | 408,909   |

(d) Valuation of investment properties

Fair value measurement using significant inputs

|                      | Hong Kong | PRC      | Overseas | Total     |
|----------------------|-----------|----------|----------|-----------|
|                      | HK\$'000  | HK\$'000 | HK\$'000 | HK\$'000  |
| At 1 January 2016    | 6,750,800 | 815,293  | 552,509  | 8,118,602 |
| Change in fair value | 787,900   | 8,658    | (25,943) | 770,615   |
| Exchange adjustment  | -         | (47,012) | (5,354)  | (52,366)  |
| At 31 December 2016  | 7,538,700 | 776,939  | 521,212  | 8,836,851 |

### **14 INVESTMENT PROPERTIES (CONTINUED)**

(d) Valuation of investment properties (Continued) *Valuation processes of the Group* 

The Group measures its investment properties at fair value. The investment properties were revalued by DTZ Debenham Tie Leung Limited, independent qualified valuer not related to the Group, who hold a recognised relevant professional qualification and has recent experience in the locations and segments of the investment properties valued at 31 December 2016. For all investment properties, their current use equates to the highest and best use.

The Group's finance department includes a team that review the valuations performed by the independent valuer for financial reporting purposes. This team reports directly to the senior management and the Audit and Compliance Committee. Discussions of valuation processes and results are held between the management and valuer at least once every six months, in line with the Group's interim and annual reporting dates.

At each financial year end, the finance department:

- verifies all major inputs to the independent valuation report;
- assesses property valuations movements when compared to the prior year valuation report; and
- holds discussions with the independent valuer.

### Valuation techniques

Fair value of investment properties in Hong Kong, PRC and overseas are generally derived using the income capitalisation method and wherever appropriate, by direct comparison method. Income capitalisation method is based on the capitalisation of the net income and reversionary income potential by adopting appropriate capitalisation rates, which are derived from

analysis of sale transactions and valuer's interpretation of prevailing investor requirements or expectations. The prevailing market rents adopted in the valuation have reference to recent lettings, within the subject properties and other comparable properties. Direct comparison method is based on comparing the property to be valued directly with other comparable properties, which have recently transacted.

### Significant unobservable inputs used to determine fair value

Capitalisation rates are estimated by valuer based on the risk profile of the investment properties being valued. The higher the rates, the lower the fair value.

Prevailing market rents are estimated based on recent lettings for Hong Kong, PRC and overseas investment properties, within the subject properties and other comparable properties. The lower the rents, the lower the fair value.

The capitalisation rates used are as follows:

|                     | 2016      | 2015      |
|---------------------|-----------|-----------|
|                     | HK\$'000  | HK\$'000  |
|                     |           |           |
| Capitalisation rate | 6% – 9.5% | 6% – 9.5% |

The following tables show the increase/(decrease) of the fair value of the investment properties if the capitalisation rate was to increase or decrease by 10%.

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Decrease of capitalisation rate by 10% | 837,700          | 757,300          |
| Increase of capitalisation rate by 10% | (684,700)        | (614,100)        |

### **14 INVESTMENT PROPERTIES** (CONTINUED)

# (d) Valuation of investment properties (Continued) Significant unobservable inputs used to determine fair value (Continued)

The following tables show the (decrease)/increase of the fair value of the investment properties if the reversionary income was to increase or decrease by 10%.

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Decrease of reversionary income by 10% | (695,800)        | (628,200)        |
| Increase of reversionary income by 10% | 690,300          | 620,000          |

### (e) Leasing arrangements:

The Group leases various offices and warehouses to tenants under non-cancellable operating lease agreements with rentals receivable monthly. The lease terms are mainly between 1 year and 5 years, and the majority of lease agreements are renewable at the end of the lease period at market rates. No contingent rents are recognised during the year (2015: nil).

Minimum lease payments receivable on leases of investment properties are as follows:

|  | 2016<br>HK\$'000   | 2015<br>HK\$'000   |
|--|--------------------|--------------------|
| Land and buildings: Within one year In the second to fifth year, | 471,432            | 404,681            |
| inclusive  Over five years                                       | 229,959<br>149.604 | 285,268<br>148,777 |
|  | 850,995            | 838,726            |

### 15 LEASEHOLD LAND AND LAND USE RIGHTS

|                             | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|-----------------------------|------------------|------------------|
| At beginning of year        | 538,443          | 580,941          |
| Additions                   | 42,687           | 13,119           |
| Acquisition of subsidiaries | _                | 4,937            |
| Amortisation                | (8,188)          | (7,684)          |
| Transfer                    | 15,906           | (53,651)         |
| Revaluation surplus         | -                | 34,080           |
| Disposal of subsidiaries    |                  |                  |
| (note 32(b))                | (292)            | (1,545)          |
| Exchange adjustment         | (27,573)         | (31,754)         |
| At end of year              | 560,983          | 538,443          |

As at 31 December 2016, leasehold land and land use rights amounting to HK\$155,662,000 (2015: HK\$139,894,000) were pledged as securities for bank loan facilities and bank overdrafts granted to the Group (note 35).

### 16 PROPERTY, PLANT AND EQUIPMENT

|  | Warehouse<br>and<br>logistics<br>centres<br>HK\$'000 | Staff<br>quarters<br>HK\$'000 | Freehold<br>land and<br>buildings<br>HK\$'000 | Port<br>facilities<br>HK\$'000 | Leasehold<br>improvements<br>HK\$'000 | Warehouse<br>operating<br>equipment<br>HK\$'000 | Motor<br>vehicles,<br>furniture,<br>fixtures<br>and office<br>equipment<br>HK\$'000 | Construction<br>in progress<br>HK\$'000 | Total<br>HK\$'000 |
|--|--|-------------------------------|---|--------------------------------|---------------------------------------|---|---|---|-------------------|
| Cost   |  |                               |   |                                |                                       |   |   |   |                   |
| At 1 January 2016                              | 2,068,091  | 8,471                         | 3,144,337                                     | 344,540                        | 614,872                               | 1,784,447                                       | 748,552   | 174,943                                 | 8,888,253         |
| Additions, at cost Acquisition of subsidiaries | 24,139   | 44                            | 159,653                                       | -                              | 76,607                                | 304,414   | 148,640   | 784,501                                 | 1,497,998         |
| (note 33)                                      | -  | -                             | -   | -                              | 5,306                                 | 8,412   | 3,362   | -                                       | 17,080            |
| Disposals                                      | (614)  | (3,777)                       | (21,780)                                      | -                              | (7,294)                               | (112,542)                                       | (42,475)  | -                                       | (188,482)         |
| Disposal of subsidiaries                       |  |                               |   |                                |                                       |   |   |   |                   |
| (note 32(b))                                   | (42,609)   | _                             | _   | _                              | (1,662)                               | (921)   | (472)   | _                                       | (45,664)          |
| Transfer/                                      | , ,  |                               |   |                                | <b>,</b> ,                            | , ,   | ,   |   | , ,               |
| reclassification                               | 58,401   | -                             | 88,630  | -                              | (23,203)                              | 16,301  | 2,984   | (159,019)                               | (15,906)          |
| Exchange adjustment                            | (83,179)   | (301)                         | 20,213  | 14,604                         | (4,507)                               | (9,362)   | (35,800)  | (3,178)                                 | (101,510)         |
| At 31 December 2016                            | 2,024,229  | 4,437                         | 3,391,053                                     | 359,144                        | 660,119                               | 1,990,749                                       | 824,791   | 797,247                                 | 10,051,769        |
| Accumulated depreciation                       |  |                               |   |                                |                                       |   |   |   |                   |
| At 1 January 2016                              | 300,572  | 5,191                         | 252,962                                       | 102,095                        | 255,846                               | 546,616   | 396,748   | -                                       | 1,860,030         |
| Charge for the year                            | 55,995   | 409                           | 48,147  | 6,602                          | 84,614                                | 176,325   | 118,184   | -                                       | 490,276           |
| Disposals                                      | (345)  | (3,374)                       | (649)   | -                              | (3,216)                               | (70,494)  | (35,811)  | -                                       | (113,889)         |
| Disposal of subsidiaries                       |  |                               |   |                                |                                       |   |   |   |                   |
| (note 32(b))                                   | (9,528)  | _                             | _   | _                              | (1,662)                               | (921)   | (472)   | _                                       | (12,583)          |
| Transfer/                                      |  |                               |   |                                |                                       |   |   |   |                   |
| reclassification                               | _  | -                             | 1,171   | _                              | (4,182)                               | 1,465   | 1,546   | -                                       | -                 |
| Exchange adjustment                            | (10,967)   | (254)                         | (490)   | 13,132                         | (3,725)                               | (10,357)  | (28,356)  | _                                       | (41,017)          |
| At 31 December 2016                            | 335,727  | 1,972                         | 301,141                                       | 121,829                        | 327,675                               | 642,634   | 451,839   | _                                       | 2,182,817         |
| Net book value As at 31 December               |  |                               |   |                                |                                       |   |   |   |                   |
| 2016   | 1,688,502  | 2,465                         | 3,089,912                                     | 237,315                        | 332,444                               | 1,348,115                                       | 372,952   | 797,247                                 | 7,868,952         |
|  |  |                               |   |                                |                                       |   |   |   |                   |

### 16 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

| Net book value<br>As at 31 December<br>2015                             | 1,767,519  | 3,280                         | 2,891,375                                     | 242,445                        | 359,026                         | 1,237,831                                       | 351,804  | 174,943                                 | 7,028,223              |
|---|--|-------------------------------|---|--------------------------------|---------------------------------|---|--|---|------------------------|
| At 31 December 2015   | 300,572  | 5,191                         | 252,962                                       | 102,095                        | 255,846                         | 546,616   | 396,748  | _                                       | 1,860,030              |
| Exchange adjustment   | (10,770)   | (330)                         | (17,728)                                      | (9,427)                        | (18,517)                        | (75,973)  | (28,954)   | -                                       | (161,699)              |
| Transfer/<br>reclassification   | 705  | -                             | -   | -                              | 2,731                           | (2,354)   | (377)  | -                                       | 705                    |
| Disposal of subsidiaries  | (820)  | _                             | _   | _                              | _                               | (2,292)   | (360)  | _                                       | (3,472                 |
| Disposals   | -  | -                             | (2,008)                                       | -                              | (7,490)                         | (80,690)  | (13,519)   | -                                       | (103,707               |
| Accumulated<br>depreciation<br>At 1 January 2015<br>Charge for the year | 258,898<br>52,559                                    | 5,033<br>488                  | 227,973<br>44,725                             | 104,761<br>6,761               | 200,408<br>78,714               | 543,092<br>164,833                              | 330,423<br>109,535   | -<br>-                                  | 1,670,588<br>457,615   |
| At 31 December 2015   | 2,068,091  | 8,471                         | 3,144,337                                     | 344,540                        | 614,872                         | 1,784,447                                       | 748,552  | 174,943                                 | 8,888,253              |
| Transfer/<br>reclassification<br>Exchange adjustment                    | (21,145)<br>(80,464)                                 | -<br>(496)                    | 68,603<br>(192,854)                           | -<br>(32,821)                  | 8,510<br>(26,062)               | 13,950<br>(130,758)                             | (363)<br>(41,751)  | (157,257)<br>(4,049)                    | (87,702<br>(509,255    |
| Disposal of subsidiaries  | (6,940)  | _                             | -   | -                              | -                               | (12,976)  | (1,358)  | -                                       | (21,274                |
| Acquisition of<br>subsidiaries<br>Disposals                             | 63,920   | -                             | -<br>(40,432)                                 | -                              | 2,499<br>(9,802)                | 26,759<br>(93,112)                              | 19,581<br>(28,988)   | -                                       | 112,759<br>(172,334    |
| Cost<br>At 1 January 2015<br>Additions, at cost                         | 1,905,188<br>207,532                                 | 8,967<br>-                    | 3,229,518<br>79,502                           | 377,361<br>-                   | 483,305<br>156,422              | 1,590,380<br>390,204                            | 670,680<br>130,751   | 58,078<br>278,171                       | 8,323,477<br>1,242,582 |
|   | Warehouse<br>and<br>logistics<br>centres<br>HK\$'000 | Staff<br>quarters<br>HK\$'000 | Freehold<br>land and<br>buildings<br>HK\$'000 | Port<br>facilities<br>HK\$'000 | Leasehold improvements HK\$'000 | Warehouse<br>operating<br>equipment<br>HK\$'000 | vehicles,<br>furniture,<br>fixtures<br>and office<br>equipment<br>HK\$'000 | Construction<br>in progress<br>HK\$'000 | Total<br>HK\$'000      |

<sup>(</sup>a) As at 31 December 2016 and 2015, freehold land and buildings, warehouse and logistics centres and port facilities were pledged as securities for bank loan facilities and bank overdrafts granted to the Group (note 35) with aggregate net book values as follows:

|   | 2016<br>HK\$'000                | 2015<br>HK\$'000                |
|---|---------------------------------|---------------------------------|
| Freehold land and buildings<br>Warehouse and logistics centres<br>Port facilities | 1,396,865<br>288,527<br>237,315 | 1,351,978<br>317,026<br>242,445 |
|   | 1,922,707                       | 1,911,449                       |

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### 17 ASSOCIATES

|  | 2016      | 2015      |
|--|-----------|-----------|
|  | HK\$'000  | HK\$'000  |
| Share of net assets (note (b)) Amounts due from associates | 1,136,318 | 1,027,857 |
| (note (c), (d))  | 49,202    | 108,686   |
|  | 1,185,520 | 1,136,543 |

<sup>(</sup>b) The Group's freehold land and buildings and port facilities are located outside Hong Kong.

### 17 ASSOCIATES (CONTINUED)

(a) The Group held interests in the following principal associates:

|        | Name   | Place of incorporation/ establishment | Principal activities | Class of shares/<br>registered capital | Interest held | l indirectly |
|--------|--|---------------------------------------|----------------------|--|---------------|--------------|
|        |  |                                       |                      |  | 2016          | 2015         |
| (3)(4) | Asia Airfreight<br>Terminal Company<br>Limited                     | Hong Kong                             | Air cargo terminal   | Ordinary                               | 15%           | 15%          |
| (1)(2) | Beijing Bei Jian Tong<br>Cheng International<br>Logistics Co., Ltd | PRC                                   | Logistics business   | RMB810,000,000                         | 24%           | 24%          |
| (2)    | Chiwan Container<br>Terminal Co., Ltd.                             | PRC                                   | Port operation       | US\$95,300,000                         | 25%           | 25%          |
| (4)    | PT Puninar Saranaraya  | Indonesia                             | Logistics business   | Ordinary                               | 15%           | 15%          |

#### Notes:

(b) The Group's share of results of its associates and its aggregate assets and liabilities are as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Aggregate attributable amounts of total assets         | 1,380,413        | 1,343,560        |
| Aggregate attributable amounts of total liabilities    | 244,095          | 315,703          |
| Aggregate attributable amounts of total turnover       | 466,006          | 512,636          |
| Aggregate attributable amounts of net profit after tax | 101,003          | 103,125          |

(c) The amounts due from associates are unsecured, and not expected to be received within twelve months for the respective end of the reporting periods. Except for the amounts of HK\$38,563,000 (2015: HK\$1,318,000) which bear interests at 4% – 4.6% per annum, all the amounts due from associates are interest-free.

(d) The carrying amounts of the amounts due from associates are denominated in the following currencies:

|  | 2016<br>HK\$'000                 | 2015<br>HK\$'000                 |
|--|----------------------------------|----------------------------------|
| United States dollar<br>Renminbi<br>Hong Kong dollar<br>Other currencies | 1,148<br>37,415<br>10,201<br>438 | 1,318<br>102,400<br>4,779<br>189 |
|  | 49,202                           | 108,686                          |

(e) There is no associate that is individually significant to the Group.

### 18 AVAILABLE-FOR-SALE INVESTMENTS

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| Listed equity securities, at fair value Unlisted equity securities, | 50,485           | 57,467           |
| at fair value   | 47,503           | 48,150           |
|   | 97,988           | 105,617          |

<sup>(1)</sup> English translation of name only

<sup>(2)</sup> Sino-foreign equity joint venture enterprise

<sup>(3)</sup> Companies having a financial accounting period which is not conterminous with the Group

<sup>(4)</sup> Significant influence is obtained by the Group through participation in the board of directors of the associate

### 19 INVESTMENT IN CONVERTIBLE BONDS

On 16 January 2015, KLN (Singapore) Pte. Ltd. ("KLN Singapore"), a wholly owned subsidiary of the Company, entered into a convertible bond subscription deed with PT Puninar Saranaraya ("PT Puninar") currently an associate to the Group and the ultimate beneficial owner of one of the shareholders of PT Puninar, whereby KLN Singapore would subscribe for the convertible bond with 6% coupon rate per annum due on 30 April 2017 ("Maturity Date") issued by the ultimate beneficial owner of one of the shareholders of PT Puninar in the amount of US\$45,000,000 (approximately HK\$349,021,000) ("Principal Amount"). The maturity date has been extended to 30 April 2018. KLN Singapore may at any time up to the date which is one month prior to 30 April 2018, convert all of the Principal Amount of the convertible bond it holds into issued shares in the ultimate beneficial owner of one of the shareholders of PT Puninar. The issuers have the right to serve a mandatory conversion notice on KLN Singapore to convert the Principal Amount of the convertible bond to issued shares in the ultimate beneficial owner of one of the shareholders, which is subject to the achievement of certain key performance indicators by PT Puninar. Upon completion of the conversion of the convertible bond, KLN Singapore will own an aggregate of 40% indirect interest in the total issued share capital of PT Puninar, including the 15% indirect interest acquired in 2015 for a consideration of US\$16,000,000.

On 12 August 2016, Kerry Logistics (China) Investment Limited ("KL China"), a wholly owned subsidiary of the Company, entered into a convertible bond subscription deed with UC Logistics Company Limited ("UC Express"), whereby KL China would subscribe for the convertible bond with 4.9% coupon rate per annum due on 11 August 2026 ("Maturity Date") issued by UC Express in the amount of RMB112,500,000 (approximately HK\$126,720,000) ("Principal Amount"). KL China may at any time up to the date which is one month prior to the Maturity Date, convert all of the Principal Amount of the convertible bond it holds into newly issued shares of UC Express in the form of capital injection. Upon completion of the conversion of the convertible bond, KL China will own 10.39% in the total issued share capital of UC Express.

The convertible bonds contain embedded derivatives which are not closely related to the host contract. The entire combined contract has been designated as financial assets at fair value through profit or loss on initial recognition which were determined in accordance with the binomial model. The fair value of the convertible bonds are determined by reference to the valuation carried out on 31 December 2016 by independent qualified professional valuers not connected with the Group and has appropriate qualifications and recent experience in the valuation of similar convertible bonds.

#### **20 INVENTORIES**

|                | 2016     | 2015     |
|----------------|----------|----------|
|                | HK\$'000 | HK\$'000 |
|                |          |          |
| Finished goods | 282,694  | 317,381  |

The cost of inventories recognised as expense and included in direct operating expenses for the year ended 31 December 2016 amounted to HK\$1,446,515,000 (2015: HK\$1,212,232,000).

# 21 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| Unlisted equity securities, at fair value designated as financial assets at fair value through profit or loss | 112,708          | -                |

Financial assets at fair value through profit or loss are presented within "investing activities" in the statement of cash flows.

Changes in fair value of financial assets at fair value through profit or loss are recorded in 'other income and net gains' in the consolidated income statement (note 6).

### 22 ACCOUNTS RECEIVABLE, PREPAYMENTS AND DEPOSITS

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| Trade receivables Less: Provision for impairment of | 4,622,383        | 3,744,357        |
| receivables (note (b))                              | (80,284)         | (76,066)         |
| Trade receivables – net                             | 4,542,099        | 3,668,291        |
| Prepayments (note (c))                              | 396,079          | 363,106          |
| Deposits (note (d))                                 | 141,389          | 121,831          |
| Others (note (e))                                   | 722,964          | 738,103          |
|   | 5,802,531        | 4,891,331        |

#### Notes:

(a) The ageing analysis of the trade receivables based on date of the invoice and net of provision for impairment is as follows:

|  | 2016<br>HK\$'000                  | 2015<br>HK\$'000                  |
|--|-----------------------------------|-----------------------------------|
| Below 1 month Between 1 month and 3 months Over 3 months | 2,516,351<br>1,598,844<br>426,904 | 2,173,408<br>1,186,080<br>308,803 |
|  | 4,542,099                         | 3,668,291                         |

There is no concentration of credit risk with respect to trade receivables, as the Group has a large number of customers. Trade receivables that were neither past due nor impaired represents those due from counterparties with good credit history and low default rate.

Trade receivables that are less than three months past due are not considered impaired. As of 31 December 2016, trade receivables of HK\$1,828,193,000 (2015: HK\$1,378,731,000) were past due but not impaired. These relate to a number of independent customers of whom there is no recent history of default. The ageing analysis of these trade receivables based on due date is as follows:

|                                 | 2016<br>HK\$'000     | 2015<br>HK\$'000     |
|---------------------------------|----------------------|----------------------|
| Up to 3 months<br>Over 3 months | 1,627,002<br>201,191 | 1,235,927<br>142,804 |
|                                 | 1,828,193            | 1,378,731            |

(b) As of 31 December 2016, trade receivables of HK\$80,284,000 (2015: HK\$76,066,000) were impaired and fully provided. The individually impaired receivables mainly relate to those customers which are in unexpected difficult financial situations. Movements on the provision for impairment of receivables are as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| At beginning of year   | 76,066           | 56,206           |
| Provision for impairment of receivables  | 31,957           | 32,012           |
| Reversal of provision  | (23,259)         | (5,384)          |
| Receivables written off during<br>the year as uncollectible<br>Acquisition of subsidiaries | (8,704)          | (3,545)          |
| Exchange adjustment  | 7,618<br>(3,394) | (3,223)          |
| Excuange adjustment  | (3,394)          | (3,223)          |
| At end of year   | 80,284           | 76,066           |

- (c) The balances of the Group mainly comprise prepaid rent and freight and transportation costs.
- (d) The balances of the Group mainly comprise rental deposits and deposits to suppliers.
- (e) The balances of the Group mainly comprise temporary payment made on behalf of the customers.
- (f) The carrying amounts of the accounts receivable, prepayments and deposits are denominated in the following currencies:

|                      | <i>2016</i> | 2015      |
|----------------------|-------------|-----------|
|                      | HK\$'000    | HK\$'000  |
| Renminbi             | 1,856,882   | 2,067,884 |
| Hong Kong dollar     | 984,089     | 835,638   |
| Taiwan dollar        | 541,122     | 409,396   |
| Thai Baht            | 189,460     | 191,829   |
| United States dollar | 1,000,576   | 205,633   |
| Euro                 | 176,513     | 162,620   |
| Pound sterling       | 106,250     | 112,474   |
| Indian Rupee         | 249,823     | 251,635   |
| Malaysian Ringgit    | 107,144     | 81,912    |
| Australian dollar    | 54,326      | 50,916    |
| Vietnamese Dong      | 97,962      | 61,334    |
| Other currencies     | 438,384     | 460,060   |
|                      | 5,802,531   | 4,891,331 |

(g) The carrying amount of accounts receivable approximates the fair value of these balances. The provision and reversal of provision for impairment of receivables have been included in direct operating expenses in the consolidated income statement. Amounts charged to the allowance account are written off when there is no expectation of recovery.

The maximum exposure to credit risk at the reporting date is the fair value of each class of receivables mentioned above.

### 23 BALANCES WITH GROUP COMPANIES

The balances with group companies are unsecured, interest-free and have no fixed terms of repayment. They are denominated mainly in Hong Kong dollars.

Note:

Amounts due to non-controlling interests of HK\$29,376,000 was included in the amounts due to related companies. The balance are denominated in United States dollar.

# 24 RESTRICTED AND PLEDGED BANK DEPOSITS AND CASH AND CASH EQUIVALENTS

### (a) RESTRICTED AND PLEDGED BANK DEPOSITS

As at 31 December 2016, the Group's bank balances amounting to approximately HK\$18,929,000 (2015: HK\$33,638,000) represented deposits pledged to secure general banking facilities granted to the Group.

### (b) CASH AND CASH EQUIVALENTS

|  | 2016<br>HK\$'000    | 2015<br>HK\$'000     |
|--|---------------------|----------------------|
| Cash at bank and in hand<br>Short-term bank deposits | 3,269,143<br>65,586 | 3,545,704<br>187,653 |
| Cash and bank balances                               | 3,334,729           | 3,733,357            |

Cash and cash equivalents include the following for the purposes of the consolidated statement of cash flows:

|  | 2016<br>HK\$'000                 | 2015<br>HK\$'000                 |
|--|----------------------------------|----------------------------------|
| Cash and bank balances<br>Secured bank overdrafts<br>Unsecured bank overdrafts | 3,334,729<br>(14,024)<br>(7,571) | 3,733,357<br>(44,878)<br>(1,735) |
|  | 3,313,134                        | 3,686,744                        |

Cash and cash equivalents are denominated in the following currencies:

|                      | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|----------------------|------------------|------------------|
| Renminbi             | 1,073,694        | 1,468,792        |
| Hong Kong dollar     | 537,011          | 582,502          |
| United States dollar | 706,786          | 672,527          |
| Taiwan dollar        | 221,370          | 269,983          |
| Pound sterling       | 57,176           | 82,560           |
| Euro                 | 100,901          | 112,106          |
| Vietnamese Dong      | 97,001           | 128,370          |
| Singapore dollar     | 93,745           | 187,428          |
| Other currencies     | 425,450          | 182,476          |
|                      | 3,313,134        | 3,686,744        |

For the Group's subsidiaries incorporated in the PRC, conversion of RMB into foreign currencies is subject to the PRC's Foreign Exchange Control Regulations.

### 25 ACCOUNTS PAYABLE, DEPOSITS RECEIVED AND ACCRUED CHARGES

|   | 2016<br>HK\$'000                | 2015<br>HK\$'000                |
|---|---------------------------------|---------------------------------|
| Trade payables Accrued charges (note (c)) Customer deposits Consideration payable for | 2,239,028<br>871,584<br>121,187 | 1,877,458<br>928,701<br>122,568 |
| business combinations Others (note (d))   | 219,670<br>2,318,277            | 113,900<br>886,464              |
| Less: Non-current consideration payable for business                                  | 5,769,746                       | 3,929,091                       |
| combinations Written put option liabilities (note (e))                                | (166,991) (1,236,262)           | (16,198)<br>(98,882)            |
|   | 4,366,493                       | 3,814,011                       |

(a) The ageing analysis of trade payables based on the date of the invoice of the Group is as follows:

|  | 2016<br>HK\$'000                | 2015<br>HK\$'000              |
|--|---------------------------------|-------------------------------|
| Below 1 month Between 1 month and 3 months Over 3 months | 1,034,815<br>653,173<br>551,040 | 797,217<br>617,413<br>462,828 |
|  | 2,239,028                       | 1,877,458                     |

# 25 ACCOUNTS PAYABLE, DEPOSITS RECEIVED AND ACCRUED CHARGES (CONTINUED)

(b) The carrying amounts of the Group's trade payable, deposits received and accrued charges are denominated in the following currencies:

|                      | 2016      | 2015      |
|----------------------|-----------|-----------|
|                      | HK\$'000  | HK\$'000  |
|                      |           |           |
| Renminbi             | 1,476,475 | 1,690,719 |
| Hong Kong dollar     | 643,492   | 798,541   |
| Taiwan dollar        | 418,364   | 361,865   |
| United States dollar | 1,897,704 | 111,608   |
| Euro                 | 264,413   | 114,699   |
| Pound sterling       | 100,837   | 110,854   |
| Thai baht            | 359,229   | 186,844   |
| Indian Rupee         | 114,967   | 102,038   |
| Malaysian Ringgit    | 137,397   | 101,699   |
| Other currencies     | 356,868   | 350,224   |
|                      | 5,769,746 | 3,929,091 |

- (c) The balances of the Group mainly comprise accrued employee benefit expenses and freight and transportation costs.
- (d) The balances of the Group mainly comprise written put option liabilities, freight charges received in advance and value added tax payables.
- (e) Pursuant to agreements entered into between the Group with Transpeed and APEX respectively in 2016, the Group has granted put options which entitle the non-controlling interests of Transpeed and APEX to sell the remaining interests to the Group. And the Group has been granted call options to acquire the remaining interests in the acquired entities at the same exercise prices, (the "Transpeed options" and "Apex options" respectively). The exercise prices are determined by the estimated post-acquisition financial performance of the acquired entities. The Transpeed options will be exercisable between 2018 and 2020 and the Apex options will be exercisable between 2019

and 2021. As at 30 June 2016, the present value of the options liabilities of APEX and Transpeed was estimated and provisionally recognised at HK\$926 million based on financial information available at that time. Subsequently, the provisional amount has been adjusted to reflect the new financial information provided by APEX's and Transpeed's management that existed as of the acquisition dates and the amount was revised to HK\$1,158 million. The revised amount is also supported by valuations performed by an independent valuer. The options are initially recognised at fair value within other non-current liabilities with a corresponding charge directly to equity, as a put option written on noncontrolling interest. The options liability shall be remeasured at its fair value resulting from the change in the expected performance of Transpeed and APEX at the end of each reporting date, with any resulting gain or loss recognised in the consolidated income statement. In the event that the options lapse unexercised, the liability will be derecognised with a corresponding adjustment to equity.

#### **26 SHARE CAPITAL**

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Authorised, issued and fully paid: 1,695,421,112 ordinary shares of HK\$0.5 each (2015: 1,694,414,612 ordinary shares of HK\$0.5 each) | 847,711          | 847,207          |

|  | 2016          |          | 2015          |          |  |
|--|---------------|----------|---------------|----------|--|
|  | No. of shares | HK\$'000 | No. of shares | HK\$'000 |  |
| At 1 January Exercise of pre-IPO share option      | 1,694,414,612 | 847,207  | 1,691,240,112 | 845,620  |  |
| scheme allotment Exercise of post-IPO share option | 1,006,500     | 504      | 3,074,500     | 1,537    |  |
| scheme allotment                                   | -             | -        | 100,000       | 50       |  |
| At 31 December                                     | 1,695,421,112 | 847,711  | 1,694,414,612 | 847,207  |  |

### 27 SHARE PREMIUM AND OTHER RESERVES

|                                  | Share<br>premium<br>HK\$'000 | Other<br>properties<br>revaluation<br>reserve<br>HK\$'000 | Share options reserve HK\$'000 | Capital<br>reserve<br>(note (a))<br>HK\$'000 | Enterprise<br>expansion<br>and<br>general<br>reserve<br>funds<br>(note (b))<br>HK\$'000 | Exchange<br>fluctuation<br>reserve<br>HK\$'000 | Acquisition<br>reserve<br>(note (c))<br>HK\$'000 | Available-<br>for-sale<br>investments<br>reserve<br>HK\$'000 | Total<br>HK\$'000 |
|----------------------------------|------------------------------|---|--------------------------------|--|---|--|--|--|-------------------|
| At 1 January 2016                | 2,990,408                    | 142,934   | 52,385                         | 577,746                                      | 51,131  | (271,397)                                      | (972,216)  | (4,146)  | 2,566,845         |
| Net translation differences      |                              |   |                                |  |   |  |  |  |                   |
| on foreign operations            | -                            | -   | -                              | -  | -   | (407,834)                                      | -  | -  | (407,834)         |
| Exercise of pre-IPO share option |                              |   |                                |  |   |  |  |  |                   |
| scheme allotment                 | 10,964                       | -   | (1,200)                        | -  | -   | -  | -  | -  | 9,764             |
| Acquisition of additional        |                              |   |                                |  |   |  |  |  |                   |
| interests in subsidiaries        | -                            | -   | -                              | -  | -   | -  | (171,376)  | -  | (171,376)         |
| Transfers from retained          |                              |   |                                |  |   |  |  |  |                   |
| profits                          | -                            | -   | -                              | -  | 21,799  | -  | -  | -  | 21,799            |
| Fair value change on             |                              |   |                                |  |   |  |  |  |                   |
| available-for-sale               |                              |   |                                |  |   |  |  | /F 072\  | (F.072)           |
| investments                      | -                            | -   | _                              | -  | -   | _  | -  | (5,973)  | (5,973)           |
| Share option lapsed              | -                            | _   | (393)                          | _  | _   | -  | _  | -  | (393)             |
| At 31 December 2016              | 3,001,372                    | 142,934   | 50,792                         | 577,746                                      | 72,930  | (679,231)                                      | (1,143,592)                                      | (10,119)   | 2,012,832         |

### 27 SHARE PREMIUM AND OTHER RESERVES (CONTINUED)

|  | Share<br>premium<br>HK\$'000 | Other<br>properties<br>revaluation<br>reserve<br>HK\$'000 | Share options reserve HK\$'000 | Capital<br>reserve<br>(note (a))<br>HK\$'000 | Enterprise<br>expansion<br>and<br>general<br>reserve<br>funds<br>(note (b))<br>HK\$'000 | Exchange<br>fluctuation<br>reserve<br>HK\$'000 | Acquisition<br>reserve<br>(note (c))<br>HK\$'000 | Available-<br>for-sale<br>investments<br>reserve<br>HK\$'000 | Total<br>HK\$'000 |
|--|------------------------------|---|--------------------------------|--|---|--|--|--|-------------------|
| At 1 January 2015  | 2,955,547                    | 128,642   | 48,116                         | 577,746                                      | 35,810  | 302,439  | (781,352)  | -  | 3,266,948         |
| Net translation differences<br>on foreign operations<br>Value of employee services | -                            | -   | -                              | -  | -   | (573,836)                                      | -  | -  | (573,836)         |
| under post-IPO share option scheme   | -                            | -   | 8,482                          | -  | -   | -  | -  | -  | 8,482             |
| Exercise of pre-IPO share option scheme allotment                                  | 33,490                       | _   | (3,667)                        | -  | _   | _  | _  | _  | 29,823            |
| Exercise of post-IPO share Option scheme allotment                                 | 1,371                        | -   | (195)                          | -  | -   | -  | -  | -  | 1,176             |
| Acquisition of additional interest in subsidiaries                                 | -                            | -   | -                              | -  | -   | -  | (190,864)  | -  | (190,864)         |
| Transfers from retained profits  | -                            | -   | -                              | -  | 15,321  | -  | -  | -  | 15,321            |
| Transfer to retained profits upon disposal of investment properties                | -                            | (13,993)  | -                              | -  | -   | -  | -  | _  | (13,993)          |
| Fair value gain recognised upon<br>the transfer from<br>leasehold land and         |                              |   |                                |  |   |  |  |  |                   |
| buildings to investment properties, net of tax                                     | -                            | 28,285  | _                              | _  | _   | _  | _  | _  | 28,285            |
| Fair value change on available-for-sale  |                              |   |                                |  |   |  |  |  |                   |
| investments  | -                            | -   | -                              | -  | _   | -  | -  | (4,146)  | (4,146)           |
| Share option lapsed  | - 0.000 400                  | 140,004   | (351)                          | -  |   | (071 207)                                      | (070.016)  | - (4.1.45)   | (351)             |
| At 31 December 2015  | 2,990,408                    | 142,934   | 52,385                         | 577,746                                      | 51,131  | (271,397)                                      | (972,216)  | (4,146)  | 2,566,845         |

### Notes:

<sup>(</sup>a) Capital reserve of the Group arose from the Group's reorganisation in preparation for the listing of Kerry Properties Limited, its fellow subsidiary, on the Stock Exchange of Hong Kong Limited in August 1996, adjusted by the excess or deficit of the fair values of the net assets of subsidiaries and associates subsequently acquired over the cost of investment at the date of acquisition before 1 January 2001.

<sup>(</sup>b) Enterprise expansion and general reserve funds are set up by a subsidiary established and operating in the PRC. According to the PRC Foreign Enterprise Accounting Standards, upon approval, the enterprise expansion reserve fund may be used for increasing capital while the general reserve fund may be used for making up losses and increasing capital.

<sup>(</sup>c) The acquisition reserve arose from the acquisition of additional interest or disposal of interest in subsidiaries that do not result in a change of control by the Group, and represents any differences between the amount by which the non-controlling interests are adjusted (to reflect the changes in the interests in the subsidiaries) and the fair value of the consideration paid or received.

### 28 LOANS FROM NON-CONTROLLING INTERESTS

Loans from non-controlling interests of certain subsidiaries are unsecured, interest-free and not repayable within twelve months from the end of each reporting period.

The carrying amounts of the loans from non-controlling interests are denominated in the following currencies:

|  | 2016<br>HK\$'000           | 2015<br>HK\$'000            |
|--|----------------------------|-----------------------------|
| Renminbi<br>Hong Kong dollar<br>Other currencies | 46,657<br>3,211<br>144,847 | 90,845<br>19,405<br>139,061 |
|  | 194,715                    | 249,311                     |

### **29 BANK LOANS**

|                             | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|-----------------------------|------------------|------------------|
| Non-current  - unsecured    | 4,717,700        | 2,616,084        |
| - secured (note 35)         | 765,932          | 185,068          |
|                             | 5,483,632        | 2,801,152        |
| Current                     |                  |                  |
| <ul><li>unsecured</li></ul> | 1,263,411        | 2,114,499        |
| - secured (note 35)         | 163,988          | 254,274          |
|                             | 1,427,399        | 2,368,773        |
| Total bank loans            | 6,911,031        | 5,169,925        |

(a) The maturity of bank loans is as follows:

|                          | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--------------------------|------------------|------------------|
| Within 1 year            | 1,427,399        | 2,368,773        |
| Between 1 and 2 years    | 1,975,307        | 493,841          |
| Between 2 and 5 years    | 3,406,604        | 2,281,202        |
| Repayable within 5 years | 6,809,310        | 5,143,816        |
| Over 5 years             | 101,721          | 26,109           |
|                          | 6,911,031        | 5,169,925        |

(b) The effective annual interest rates of the major bank borrowings at the end of the reporting period were as follows:

|            |       |                     | 2016     |           |                  |
|------------|-------|---------------------|----------|-----------|------------------|
|            | нк\$  | Singapore<br>dollar | Renminbi | Thai baht | Taiwan<br>dollar |
| Bank loans | 1.49% | 2.99%               | 5.41%    | 3.19%     | 1.41%            |
|            |       |                     | 2015     |           |                  |
|            | HK\$  | Singapore<br>dollar | Renminbi | Thai baht | Taiwan<br>dollar |
| Bank loans | 1.46% | 2.94%               | 5.94%    | 3.62%     | 1.84%            |

### 29 BANK LOANS (CONTINUED)

- (c) The carrying amounts of the bank loans approximate their fair values.
- (d) The carrying amounts of the bank loans are denominated in the following currencies:

|                  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|------------------|------------------|------------------|
| Hong Kong dollar | 3,563,000        | 3,207,000        |
| Taiwan dollar    | 2,137,486        | 1,366,731        |
| Thai baht        | 473,591          | 275,348          |
| Singapore dollar | 132,664          | 159,325          |
| Renminbi         | 175,690          | 85,111           |
| Other currencies | 428,600          | 76,410           |
|                  | 6,911,031        | 5,169,925        |

### **30 DEFERRED TAXATION**

The analysis of deferred tax assets and deferred tax liabilities is as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Deferred tax assets  - Deferred tax asset to be recovered after more than 12 months        | (118,527)        | -                |
| Deferred tax liabilities  - Deferred tax liability to be settled after more than 12 months | 635,192          | 560,369          |
| Deferred tax liabilities (net)   | 516,665          | 560,369          |

The movement on the deferred income tax account is as follows:

|   | 2016     | 2015     |
|---|----------|----------|
|   | HK\$'000 | HK\$'000 |
| At beginning of year                                      | 560,369  | 541,527  |
| Acquisition of subsidiaries (note 33)                     | (63,275) | 9,143    |
| Disposal of subsidiaries (note 32(b))                     | (547)    | (5,924)  |
| Deferred taxation charged to income statement (note 9)    | 36,036   | 45,402   |
| Deferred taxation charged to other comprehensive income   | (2,569)  | 3,333    |
| Transfer to current tax liabilities upon the distribution |          |          |
| of dividends  | (11,583) | (18,117) |
| Exchange adjustment                                       | (1,766)  | (14,995) |
| At end of year  | 516,665  | 560,369  |

Deferred income tax assets are recognised for tax losses carried forward to the extent that the realisation of the related tax benefit through future taxable profits is probable. As at 31 December 2016, the Group has unrecognised tax losses of HK\$356,226,000 (2015: HK\$322,768,000). These tax losses have no expiry dates except for the tax losses of HK\$208,109,000 (2015: HK\$163,907,000) which can be carried forward up to a maximum period of 9 years.

As at 31 December 2016, the aggregate amount of unrecognised deferred tax liabilities associated with undistributed earnings in subsidiaries totalled approximately HK\$70,738,000 (2015: HK\$58,922,000), as the Directors consider that the timing of reversal of the related temporary differences can be controlled and the temporary differences will not reverse in the foreseeable future.

### **30 DEFERRED TAXATION** (CONTINUED)

The movements in deferred tax (assets) and liabilities during the year were as follows:

Group

|   |                                    |  |                         | ·P                     |  |                   |
|---|------------------------------------|--|-------------------------|------------------------|--|-------------------|
|   | Pension<br>obligations<br>HK\$'000 | Accelerated depreciation allowances HK\$'000 | Revaluation<br>HK\$'000 | Tax losses<br>HK\$'000 | Withholding<br>tax on<br>distributed<br>profits of<br>subsidiaries<br>and associates<br>HK\$'000 | Total<br>HK\$'000 |
| At 1 January 2015   | (50,999)                           | 230,801                                      | 332,041                 | (7,995)                | 37,679   | 541,527           |
| Deferred taxation charged/(credited) to                   | 2 (02                              | 20,005                                       | 400                     | (10.240)               | 04.621   | 45.400            |
| income statement  Deferred taxation (credited)/charged to | 3,693                              | 26,995                                       | 423                     | (10,340)               | 24,631   | 45,402            |
| other comprehensive income                                | (2,462)                            | -  | 5,795                   | _                      | _  | 3,333             |
| Transfer to current tax liabilities upon                  |                                    |  |                         |                        |  |                   |
| the distribution of dividends                             | -                                  | -  | -                       | -                      | (18,117)   | (18,117)          |
| Acquisition of subsidiaries                               | -                                  | 9,143  | _                       | -                      | _  | 9,143             |
| Disposal of subsidiaries                                  | -                                  | _  | (5,924)                 | _                      | _  | (5,924)           |
| Exchange adjustment                                       | 4,672                              | (19,667)                                     | _                       | -                      | _  | (14,995)          |
| At 31 December 2015                                       | (45,096)                           | 247,272                                      | 332,335                 | (18,335)               | 44,193   | 560,369           |
| At 1 January 2016   | (45,096)                           | 247,272                                      | 332,335                 | (18,335)               | 44,193   | 560,369           |
| Deferred taxation charged/(credited) to                   |                                    |  |                         |                        |  |                   |
| income statement  | 24,246                             | 8,051  | (3,386)                 | 12,362                 | (5,237)  | 36,036            |
| Deferred taxation credited to                             |                                    |  |                         |                        |  |                   |
| other comprehensive income                                | (2,569)                            | -  | -                       | -                      | -  | (2,569)           |
| Transfer to current tax liabilities upon                  |                                    |  |                         |                        |  |                   |
| the distribution of dividends                             | -                                  | -  | -                       | -                      | (11,583)   | (11,583)          |
| Acquisition of subsidiaries (note 33)                     | -                                  | 124,655                                      | -                       | (187,930)              | -  | (63,275)          |
| Disposal of subsidiaries (note 32(b))                     | -                                  | (547)  | -                       | -                      | -  | (547)             |
| Exchange adjustment                                       | (863)                              | (903)  | -                       | -                      | _  | (1,766)           |
| At 31 December 2016                                       | (24,282)                           | 378,528                                      | 328,949                 | (193,903)              | 27,373   | 516,665           |
|   |                                    |  |                         |                        |  |                   |

### 31 RETIREMENT BENEFITS

The Group operates various pension schemes. The schemes are funded through payments to independent trustee-administered funds. The Group has both defined contribution and defined benefit plans during the year.

### (a) DEFINED CONTRIBUTION PLANS

Pursuant to the Mandatory Provident Fund Schemes Ordinance (Chapter 485 of the Laws of Hong Kong) (the "MPF Ordinance"), companies within the Group in Hong Kong have enrolled all employees in Hong Kong aged between 18 and 65 into a mandatory provident fund scheme (the "MPF Scheme") from 1 December 2000.

The MPF Scheme is a master trust scheme established under a trust arrangement and governed by laws in Hong Kong. The assets of the MPF Scheme are held separately from the assets of the employer, the trustees and other service providers. Contributions are made to the MPF Scheme by the employers at 5% of the employees' relevant income as defined in the MPF Ordinance up to a maximum of HK\$1,500 (prior to 1 June 2014: HK\$1,250) per employee per month (the "MPF Contribution"). The employees also contribute a corresponding amount to the MPF Scheme if their relevant income is HK\$7,100 (prior to 1 June 2014: HK\$6,500) per month or more. The MPF Contributions are fully and immediately vested in the employees as accrued benefits once they are paid to the approved trustees of the MPF Scheme. Investment income or profit derived from the investment of accrued benefits (after taking into account any loss arising from such investment) is also immediately vested in the employees.

Certain companies within the Group are also participants of the Kerry Trading Co. Limited -Provident Fund Scheme (the "Fund") which is a defined contribution scheme as defined in the Occupational Retirement Schemes Ordinance (Chapter 426 of the Laws of Hong Kong). The Fund is for certain salaried persons (the "Fund Members") under the employment of the companies participating in the Fund. The assets of the Fund are managed by the trustees of the Fund. Contributions are made to the Fund by companies participating in the Fund at 10% of the Fund Members' monthly basic salaries up to a maximum of HK\$10,000 (2015: HK\$10,000) per Fund Member per month (the "Basic Contribution") less the MPF Contribution if the Basic Contribution is higher than the MPF Contribution. Fund Members are entitled to 100% of the employers' contributions to the Fund plus investment earnings upon leaving employment after completing ten years of service or more, or upon retirement after attaining the retirement age after any number of years of service, or upon retirement due to ill health. Fund Members are also entitled to the employers' contributions to the Fund plus investment earnings calculated at a reduced scale of between 20% and 90% after completing a period of service of at least two but less than ten years. The unvested benefits of employees terminating employment forfeited in accordance with the terms of the Fund can be utilised by the companies participating in the Fund to reduce future contributions. Such forfeited contributions utilised during the year as well as the unutilised forfeited contributions available at the year end to reduce future contributions are minimal.

The subsidiaries operating in the PRC and overseas participate in the defined contribution retirement schemes as required by the relevant local government authorities. The Group is required to make contributions at a certain percentage of employees' salary in accordance with the schemes set up by the PRC and overseas subsidiaries and/or under statutory requirements.

### **31 RETIREMENT BENEFITS** (CONTINUED)

### (b) DEFINED BENEFIT PLANS

The Group operates defined benefit pension plans in Taiwan which are final salary defined benefit plans. The assets of the funded plans are held independently of the Group's assets. The contributions are placed with a government institution. The plans are valued by an independent qualified actuary, Hsu Mao-Chin Actuary, annually using the projected unit credit method.

The amounts recognised in the consolidated income statement were as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Current service cost<br>Interest cost, net | 3,732<br>4,711   | 4,253<br>6,077   |
| Total, included in staff costs (note 12)   | 8,443            | 10,330           |

Out of the total charge, for the year ended 31 December 2016, HK\$8,203,000 (2015: HK\$9,954,000) were included in direct operating expenses, and HK\$240,000 (2015: HK\$376,000) were included in administrative expenses, respectively.

The amounts recognised in the consolidated statement of financial position are as follows:

|  | 2016<br>HK\$'000     | 2015<br>HK\$'000   |
|--|----------------------|--------------------|
| Fair value of plan assets<br>Present value of funded obligations | 117,823<br>(260,676) | 4,877<br>(270,142) |
| Total pension liabilities  | (142,853)            | (265,265)          |

The movements in the fair value of plan assets for the year are as follows:

|                        | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|------------------------|------------------|------------------|
| At beginning of year   | 4,877            | 6,147            |
| Remeasurements         | 87               | 133              |
| Employer contributions | 149,953          | 31,183           |
| Benefits paid          | (37,075)         | (32,350)         |
| Exchange adjustment    | (19)             | (236)            |
| At end of year         | 117,823          | 4,877            |

The movements in the present value of defined benefit obligations recognised in the consolidated statement of financial position are as follows:

|  | 2016<br>HK\$'000   | 2015<br>HK\$'000  |
|--|--|---|
| At beginning of year Current service cost Interest cost Remeasurements Benefits paid Exchange adjustment | 270,142<br>3,732<br>4,798<br>15,065<br>(37,075)<br>4,014 | 289,179<br>4,253<br>6,210<br>14,517<br>(32,350)<br>(11,667) |
| At end of year   | 260,676  | 270,142   |
|  | 2016<br>HK\$'000   | 2015<br>HK\$'000  |
| Actual return on plan assets in the year   | (48)   | 12  |

### **31 RETIREMENT BENEFITS (CONTINUED)**

### (b) **DEFINED BENEFIT PLANS** (CONTINUED)

The principal actuarial assumptions used are as follows:

|                                  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|----------------------------------|------------------|------------------|
| Discount rate applied to pension |                  |                  |
| obligations                      | 1.80%            | 1.75%            |
| Future salary increases          | 1.00%            | 1.00%            |

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

|                                  | Unfavourable change |          |
|----------------------------------|---------------------|----------|
| _                                | 2016                | 2015     |
|                                  | HK\$'000            | HK\$'000 |
| Discount rate applied to pension |                     |          |
| obligations decreases by 0.5%    | 14,174              | 17,167   |
| Future salary increases by 0.5%  | 14,215              | 17,209   |
|                                  |                     |          |
|                                  | Favourable change   |          |
|                                  |                     |          |

|                                  |          | _        |
|----------------------------------|----------|----------|
|                                  | 2016     | 2015     |
|                                  | HK\$'000 | HK\$'000 |
|                                  |          |          |
| Discount rate applied to pension |          |          |
| obligations increases by 0.5%    | (12,884) | (15,597) |
| Future salary decreases by 0.5%  | (13,040) | (15,779) |

The fair value of plan assets comprised as follows.

|   | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|---|------------------|------------------|
| Cash and cash equivalents  Debt instruments | 26,932<br>14,615 | 953<br>609       |
| Equity instruments                          | 76,276           | 3,315            |
|   | 117,823          | 4,877            |

The history of defined benefit plans as at 31 December 2016 and 2015 are as follows:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Fair value of plan assets Present value of pension | 117,823          | 4,877            |
| obligations  | (260,676)        | (270,142)        |
| Deficit  | (142,853)        | (265,265)        |

The Group will make additional cash contributions towards the deficit when needed.

Expected employer contribution to the plans of the Group for the year ending 31 December 2017 is HK\$149,952,000.

### 32 NOTES TO THE CONSOLIDATED STATEMENT OF CASH FLOWS

(a) Reconciliation of profit before taxation to net cash generated from operations:

|   | 2016               | 2015               |
|---|--------------------|--------------------|
|   | HK\$'000           | HK\$'000           |
| Profit before taxation  | 2,633,154          | 2,546,489          |
| Share of results of associates  | (101,003)          | (103,125)          |
| Interest income   | (28,841)           | (28,426)           |
| Interest income from convertible bonds Dividend income from available-for-sale investments                    | (20,866)           | (16,647)           |
| Finance costs   | (8,626)<br>145,209 | (6,077)<br>134,650 |
| Fair value change of financial assets at fair value through profit or loss Change in fair value of investment | (6,966)            | 134,030            |
| properties  | (770,615)          | (744,306)          |
| Loss on disposal of an associate  | 11,608             | 6,496              |
| Gain on disposal of subsidiaries Gain on disposal of property,  | (75,487)           | (28,829)           |
| plant and equipment   | (37,729)           | (59,420)           |
| Provision for impairment of receivables<br>Reversal of provision for impairment                               | 31,957             | 32,012             |
| of receivables  | (23,259)           | (5,384)            |
| Share options expenses  | -                  | 8,286              |
| Amortisation of intangible assets Depreciation of property, plant and equipment and amortisation of           | 57,420             | 22,154             |
| leasehold land and land use rights  | 498,464            | 465,299            |
| Operating cash flow before working capital changes (Increase)/decrease in inventories,                        | 2,304,420          | 2,223,172          |
| long-term receivables, accounts receivable, prepayments and deposits and amounts due from fellow subsidiaries |                    |                    |
| and related companies   | (543,984)          | 126,931            |
| Increase/(decrease) in current  | (0-0,50-)          | 120,331            |
| liabilities, excluding taxation,  | 001.000            | (100.00=)          |
| bank loans and bank overdrafts  | 201,880            | (133,097)          |
| Change in net pension liabilities   | (141,510)          | (20,853)           |
| Net cash generated from operations  | 1,820,806          | 2,196,153          |

### (b) Disposal of subsidiaries

During 2016, the Group has disposed interests in subsidiaries which engage in integrated logistics business.

Details of net assets of disposed subsidiaries at date of disposal are set out below:

|   | HK\$'000 |
|---|----------|
| Net assets disposed                           |          |
| Property, plant and equipment (note 16)       | 33,081   |
| Leasehold land and land use rights (note 15)  | 292      |
| Accounts receivable, prepayments and deposits | 36       |
| Accounts payable, deposits received and       |          |
| accrued charges                               | (9,492)  |
| Deferred taxation (note 30)                   | (547)    |
| Book value of net assets disposed             | 23,370   |
|   |          |
| Analysis of gain on disposal of subsidiaries: |          |
|   |          |

|   | HK\$'000           |
|---|--------------------|
| Consideration net of expenses incurred<br>Less: Net assets disposed | 98,857<br>(23,370) |
| Gain on disposal of subsidiaries (note 6)                           | 75,487             |

(c) Analysis of the net cash outflow in respect of the acquisition of subsidiaries treated as business combinations:

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |
|--|------------------|------------------|
| Cash consideration paid  | (924,361)        | (384,519)        |
| Cash consideration paid for prior year's acquisitions Cash and bank/(overdrafts) | (94,462)         | (16,279)         |
| balances acquired  | 138,055          | (26,286)         |
| Net cash outflow in respect of the acquisition of subsidiaries                   | (880,768)        | (427,084)        |

# 32 NOTES TO THE CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

### (d) Transactions with non-controlling interests

During the year ended 31 December 2016, the Group completed the following transactions with non-controlling interests:

During the year, the Group acquired additional effective interests of 20% in Kerry Indev Logistics Private Limited and 14.64% in Saison Food Service Limited.

The Group's effective interests in Kerry TJ Logistics Company Limited increased from 48.04% to 49.67% during the year.

HK\$'000

|   | φ σσσ                             |
|---|-----------------------------------|
| Net consideration paid to non-controlling interests<br>Consideration to be paid<br>Increase in non-controlling interests                              | (115,153)<br>(40,975)<br>(15,248) |
| Changes in equity attributable to the Company's shareholders arising from changes in ownership of interests in subsidiaries without change of control | (171,376)                         |

#### 33 BUSINESS COMBINATIONS

In January 2016, the Group acquired 75% interest in Transpeed which is engaged in freight forwarding, warehousing and trucking services in Singapore.

In March 2016, the Group acquired the business of a group of freight forwarding companies which is focused on the trade between Hong Kong, Taiwan and Mainland China. The business was integrated into the Group's subsidiaries, namely, Kerry Speedy Logistics Co., Ltd. and Kerry Speedy Logistics (Hong Kong) Limited where the Group has interest of 55.47% upon integration.

In May 2016, the Group acquired 51% interest of APEX which is engaged in international freight forwarding in the US.

In December 2016, the Group acquired the business of Bofill & Arnan which is engaged in providing sea and air freight forwarding services.

Aggregate consideration of the above transaction is as follows:

|                          | HK\$'000  |
|--------------------------|-----------|
| Cash consideration paid  | 924,361   |
| Consideration to be paid | 199,914   |
|                          | 1,124,275 |

The recognised amounts of identifiable assets acquired and liabilities assumed as at the respective dates of such acquisitions are as follow:

|   | HK\$'000  |
|---|-----------|
| Property, plant and equipment (note 16) Intangible assets | 17,080    |
| - Customer relationships (note 13)                        | 297,987   |
| - Non-compete agreements (note 13)                        | 27,629    |
| - Trademark (note 13)                                     | 31,521    |
| Deferred taxation (note 30)                               | 63,275    |
| Accounts receivable, prepayments and deposits             | 340,084   |
| Cash and bank balances                                    | 138,055   |
| Inventories   | 3,219     |
| Tax recoverable   | 21,118    |
| Accounts payable, deposits received and                   |           |
| accrued charges   | (270,635) |
| Taxation  | (1,176)   |
| Total identifiable net assets                             | 668,157   |
| Goodwill (note 13)  | 836,333   |
| Non-controlling interests                                 | (380,215) |
| Total   | 1,124,275 |
|   |           |

The goodwill of HK\$836,333,000 arising from these acquisitions is attributable to the future profitability of the acquired businesses.

The acquired businesses contributed turnover of HK\$2,679,378,000 and net profit of HK\$35,566,000 to the Company's shareholders for the period from their respective acquisition dates up to 31 December 2016. If the acquisitions had occurred on 1 January 2016, the contributed turnover and profit attributable to Company's shareholders for the year ended 31 December 2016 would have been HK\$4,054,075,000 and HK\$59,273,000 respectively.

### **34 COMMITMENTS**

(a) At 31 December 2016, the Group had capital commitments in respect of property, plant and equipment and acquisition of subsidiaries not provided for in these financial statements as follows:

|                                 | 2016     | 2015      |
|---------------------------------|----------|-----------|
|                                 | HK\$'000 | HK\$'000  |
|                                 |          |           |
| Contracted but not provided for | 833,527  | 1,092,942 |

(b) At 31 December 2016, the Group had future aggregate minimum lease payments under non-cancellable operating leases as follows:

|  | 2016<br>HK\$'000   | 2015<br>HK\$'000   |
|--|--------------------|--------------------|
| Land and buildings: Within one year In the second to fifth year, | 329,464            | 359,041            |
| inclusive  Over five years                                       | 607,537<br>291,872 | 355,172<br>198,962 |
|  | 1,228,873          | 913,175            |

The Group leases various offices and warehouses under non-cancellable operating lease agreements. The lease terms are mainly between 1 year and 10 years, and the majority of lease agreements are renewable at the end of the lease period at market rate.

(c) The Group's future aggregate minimum lease payments receivable on leases of investment properties are disclosed in note 14(e).

### 35 PLEDGE OF ASSETS

At 31 December 2016, the Group's total bank loans of HK\$6,911,031,000 (2015: HK\$5,169,925,000) included an aggregate amount of HK\$929,920,000 (2015: HK\$439,342,000) which is secured. The Group's total bank overdrafts of HK\$21,595,000 (2015: HK\$46,613,000) included an aggregate amount of HK\$14,024,000 (2015: HK\$44,878,000) which is secured. The securities provided for the secured banking facilities available to the Group are as follows:

- (i) legal charges over certain investment properties, leasehold land and land use rights, construction in progress and buildings and port facilities with an aggregate net book value of HK\$2,602,354,000 (2015: HK\$2,606,333,000) (notes 14, 15 and 16);
- (ii) assignments of insurance proceeds of certain properties; and
- (iii) certain balances of restricted and pledged deposits.

### **36 SHARE OPTIONS**

### **KPL SHARE OPTIONS SCHEMES**

The fair value of share options granted to the Directors and employees of the Group were recharged to the Group by KPL. There are 2 share option schemes of KPL as follows:

### (a) 2002 SHARE OPTION SCHEME

The 2002 Share Option Scheme was terminated on 5 May 2011 such that no further share options shall be offered but the share options which had been granted during its life shall continue to be valid and exercisable in accordance with their terms of issue and in all other respects its provisions shall remain in full force and effect.

Details of the movement of the share options granted to the Directors and employees of the Group under the 2002 Share Option Scheme are as follows:

|   | 2016  |                               | 201   | 15                      |
|---|---|-------------------------------|---|-------------------------|
|   | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number<br>of share<br>options | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number of share options |
| At 1 January Exercised during the         | 46.88   | 2,570,000                     | 46.24   | 2,630,000               |
| year (note (i))<br>Lapsed during the year | -<br>47.70  | -<br>(150,000)                | 18.74<br>-  | (60,000)                |
| At 31 December<br>(note (ii))             | 46.83   | 2,420,000                     | 46.88   | 2,570,000               |

Since no share option was exercised during the year ended 31 December 2016, there was no weighted average share price (2015: HK\$25.54), and no proceeds (2015: HK\$1,124,400). No share option was granted, granted for adjustment or cancelled during the year (2015: nil).

#### Notes:

(i) Details of share options exercised:

| Exercise price per share | Number of sl | Number of share options |  |  |
|--------------------------|--------------|-------------------------|--|--|
| (HK\$)                   | 2016         | 2015                    |  |  |
| 18.74                    | _            | 60,000                  |  |  |
| 17.58                    | -            | _                       |  |  |
|                          | -            | 60,000                  |  |  |

(ii) Terms of share options at the end of the reporting period were as follows:

|                       | Exercise<br>price<br>per share | Number of si | hare options |
|-----------------------|--------------------------------|--------------|--------------|
| Exercise period       | (HK\$)                         | 2016         | 2015         |
| 02/04/2009-01/04/2018 | 47.70                          | 587,500      | 625,000      |
| 02/04/2010-01/04/2018 | 47.70                          | 587,500      | 625,000      |
| 02/04/2011-01/04/2018 | 47.70                          | 1,175,000    | 1,250,000    |
| 06/02/2010-05/02/2019 | 17.58                          | 20,000       | 20,000       |
| 06/02/2011-05/02/2019 | 17.58                          | 50,000       | 50,000       |
|                       |                                | 2,420,000    | 2,570,000    |

### (b) 2011 SHARE OPTION SCHEME

The 2011 Share Option Scheme was adopted by KPL on 5 May 2011. Under the 2011 Share Option Scheme, the directors of KPL may, at their discretion, grant share options to executives and key employees and other persons who may make a contribution to KPL and its subsidiaries. The exercise price for any particular share options shall be such price as the board of directors of KPL may in its absolute discretion determine at the time of grant of the relevant share option subject to the compliance with the Listing Rules.

#### **36 SHARE OPTIONS (CONTINUED)**

### KPL SHARE OPTIONS SCHEMES (CONTINUED)

### (b) 2011 SHARE OPTION SCHEME (CONTINUED)

Details of the movement of the share options granted to the Directors and employees of the Group under the 2011 Share Option Scheme are as follows:

|                               | 20:   | 16                            | 20  | 15                      |
|-------------------------------|---|-------------------------------|---|-------------------------|
|                               | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number<br>of share<br>options | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number of share options |
| At 1 January<br>Lapsed during | 33.91   | 8,370,000                     | 33.93   | 8,470,000               |
| the year                      | -   | -                             | 35.45   | (100,000)               |
| At 31 December (note (i))     | 33.91   | 8,370,000                     | 33.91   | 8,370,000               |

No share option was exercised, granted, granted for adjustment or cancelled during the year (2015: nil).

#### Note:

(i) Terms of share options at the end of the reporting period were as follows:

|  | Exercise price per share         | Number of sl                                 | hare options                                 |
|--|----------------------------------|--|--|
| Exercise period  | (HK\$)                           | 2016   | 2015   |
| 31/10/2012-29/04/2022<br>31/10/2013-29/04/2022<br>08/07/2014-07/01/2024<br>08/01/2015-07/01/2024 | 35.45<br>35.45<br>26.88<br>26.88 | 3,435,000<br>3,435,000<br>750,000<br>750,000 | 3,435,000<br>3,435,000<br>750,000<br>750,000 |
|  |                                  | 8,370,000                                    | 8,370,000                                    |

<sup>\*</sup> Outstanding options that were not yet exercisable at the end of the reporting period.

### KLN SHARE OPTIONS SCHEMES

### (a) 2013 PRE-IPO SHARE OPTION SCHEME

The 2013 Pre-IPO Share Option Scheme was adopted by KLN on 25 November 2013. Under the 2013 Pre-IPO Share Option Scheme, the Directors of KLN may, at their absolute discretion, grant share options to motivate executives and key employees and other persons who may make a contribution to the Group, and enables KLN to attract and retain individuals with experience and ability and to reward them for their contributions. The exercise price of the options granted under the Pre-IPO Share Option Scheme is the offer price pursuant the Global Offering of the shares of KLN.

Details of the movement of the share options granted to the Directors and employees of the Group under the 2013 Pre-IPO Share Option Scheme are as follows:

|                                      | 2016  |             | 20  | )15         |
|--------------------------------------|---|-------------|---|-------------|
|                                      | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number      | Weighted<br>average<br>exercise<br>price in HK\$<br>per share | Number      |
| At 1 January                         | HK\$10.2  | 37,170,000  | HK\$10.20   | 40,374,500  |
| Granted during the year (note (iv))  | _   | -           | _   | _           |
| Exercised during the year (note (i)) | HK\$10.2  | (1,006,500) | HK\$10.20   | (3,074,500) |
| Lapsed during the year (note (ii))   | -   | (333,000)   | -   | (130,000)   |
| At 31 December (note (iii))          | HK\$10.2  | 35,830,500  | HK\$10.20   | 37,170,000  |

For the share options exercised during the year ended 31 December 2016, the related weighted average share price at the time of exercise was HK\$11.05 (2015: HK\$12.10), and the total amount of proceeds received was approximately HK\$10,266,000 (2015: HK\$31,360,000).

### Notes:

(i) Details of share options exercised:

|                                 | Number of s | hare options |
|---------------------------------|-------------|--------------|
| Exercise price per share (HK\$) | 2016        | 2015         |
| 10.20                           | 1,006,500   | 3,074,500    |
|                                 | 1,006,500   | 3,074,500    |

(ii) Details of share options lapsed:

|                                 | Number of si | hare options |
|---------------------------------|--------------|--------------|
| Exercise price per share (HK\$) | 2016         | 2015         |
| 10.20                           | 333,000      | 130,000      |
|                                 | 333,000      | 130,000      |

(iii) Terms of share options at the end of the reporting period were as follows:

|  | Exercise price per share | Number of s              | hare options             |
|--|--------------------------|--------------------------|--------------------------|
| Exercise period                                    | (HK\$)                   | 2016                     | 2015                     |
| 19/12/2013 - 01/12/2023<br>02/12/2014 - 01/12/2023 |                          | 17,461,000<br>18,369,500 | 18,167,000<br>19,003,000 |
|  |                          | 35,830,500               | 37,170,000               |

#### **36 SHARE OPTIONS (CONTINUED)**

### KLN SHARE OPTIONS SCHEMES (CONTINUED)

### (a) 2013 PRE-IPO SHARE OPTION SCHEME (CONTINUED)

Notes: (Continued)

(iv) The weighted average fair value of the share options granted on 2 December 2013 to the directors and employees of the Group was HK\$1.19 per share. The valuation was based on a Binomial Model with the following data and assumptions:

Share price at grant date: HK\$8.16 Exercise price: HK\$10.2 Expected volatility1: 30% per annum Share options life: 10 years Average risk-free interests rate": 2.11% per annum Expected dividend yield: 3.35% per annum

#### Notes:

- It was determined based on historical share price movement.
- It is taken to be equal to the yield of Hong Kong government bonds over the exercise period.

The valuation has also taken into account the assumed rate of leaving service of 10% per annum and the assumption of early exercise of the share options by the optionholders when the share price is at least 180%of the exercise price.

The value of the share options varies with different values of certain subjective assumptions. Any change in the variables so adopted may materially affect the estimation of the fair value of the share options.

### (b) 2013 POST-IPO SHARE OPTION SCHEME

The 2013 Post-IPO Share Option Scheme was adopted by the Company on 25 November 2013 and became effective on 19 December 2013 and, unless otherwise cancelled or amended will remain in force for 10 years from that date.

Under the 2013 Post-IPO Share Option Scheme, the Directors of the Company may, at their absolute discretion, grant share options to motivate executives and key employees and other persons who may make a contribution to the Group, and enables the Company to attract and retain individuals with experience and ability and to reward them for their contributions.

The maximum number of the Company's shares which may be issued upon exercise of all options to be granted under the Post-IPO Share Option Scheme and any other scheme of the Company shall not in aggregate exceed 30% of the total number of shares in issue.

The exercise period of the share options granted is determinable and notified by the directors, and may commerce after the date of grant but shall not be later than 10 years from the date of grant.

The exercise price of the share options must be at least the highest of (i) the nominal value of an ordinary share on the date of grant; (ii) the closing price of the Company's shares on the date of the offer of the share options; and (iii) the average closing price of the Company's shares for the five trading days immediately preceding the date of the offer.

Share options do not confer rights on the holders to dividends or to vote at shareholders' meetings.

On 9 January 2015, a total of 4,350,000 share options were granted under the Post-IPO Share Option Scheme. Out of which, 2,175,000 share options are exercisable during the period from 9 January 2015 to 8 January 2020 and 2,175,000 share options are exercisable during the period from 9 January 2016 to 8 January 2020.

As at 31 December 2016, a total of 4,150,000 share options were outstanding.

The weighted average fair value of share options granted on 9 January 2015 to the directors and employees of the Group was HK\$1.95 per share. The valuation was based on a Binomial Model with the following data and assumptions:

Share price at grant date: HK\$12.18 HK\$12.26 Exercise price: Expected volatility: 20% per annum Share options life:

5 years

Average risk free interests rate: 1.24% per annum Expected dividend yield: 1.40% per annum

#### 37 RELATED PARTY TRANSACTIONS

Except for the related party transactions disclosed in notes 17, 23 and 28 in the consolidated financial statements, the Group had the following material related party transactions carried out in the normal course of business during the year:

### (a) SALES/(PURCHASES) OF SERVICES

|  | 2016<br>HK\$'000  | 2015<br>HK\$'000 |
|--|-------------------|------------------|
| Fellow subsidiaries Logistics services income                                | 14,827            | 14,590           |
| Rental expense   | (9,050)           | (10,551)         |
| Associates of the Group/<br>Kerry Properties Limited/<br>Kerry Group Limited |                   |                  |
| Rental expense<br>Interest income  | (42,293)<br>1,474 | (40,979)<br>57   |

These transactions were conducted at terms in accordance with the terms as agreed between the Group and the respective related parties.

### 37 RELATED PARTY TRANSACTIONS (CONTINUED)

### (b) KEY MANAGEMENT COMPENSATION

The key management compensation includes the salaries and other short-term benefits, excluding share option benefits, of the Board of Directors and nine (2015: ten) senior executives who report to the Board of Directors.

|  | 2016<br>HK\$'000 | 2015<br>HK\$'000 |  |
|--|------------------|------------------|--|
| Salaries and other short-term benefits | 89,435           | 86,771           |  |

### (c) OTHER TRANSACTIONS WITH A FELLOW SUBSIDIARY

|                           | 2016     | 2015     |
|---------------------------|----------|----------|
|                           | HK\$'000 | HK\$'000 |
|                           |          |          |
| Consideration paid for    |          |          |
| acquisition of properties | -        | 39,217   |

### **38 SUBSEQUENT EVENTS**

On 17 March 2017, the Group entered into a share purchase agreement to dispose its 15% interests in Asia Airfreight Terminal Company Limited at a consideration of HK\$375,000,000 with an estimated gain on disposal, subject to post-completion adjustments in accordance with the share purchase agreement. The disposal will be completed upon satisfaction of the various conditions precedent under the share purchase agreement. The financial impact of the disposal shall depend on the adjustments in accordance with the share purchase agreement.

## 39 STATEMENT OF FINANCIAL POSITION AND RESERVE MOVEMENT OF THE COMPANY

# STATEMENT OF FINANCIAL POSITION OF THE COMPANY

|   | 2016<br>HK\$'000   | 2015<br>HK\$'000   |  |
|---|--------------------|--------------------|--|
|   | пкэтооо            | ПУФ 000            |  |
| ASSETS AND LIABILITIES Non-current asset  |                    |                    |  |
| Subsidiaries                              | 3,169,519          | 3,165,205          |  |
| Current assets                            |                    |                    |  |
| Financial assets at fair value            | 440 700            |                    |  |
| through profit or loss                    | 112,708            | 4 200              |  |
| Prepayments Amounts due from subsidiaries | 5,777<br>4,888,295 | 4,389<br>4,882,394 |  |
| Cash and bank balances                    | 197.917            | 13.099             |  |
| Cash and Dank Dalances                    | - ,-               | -,                 |  |
|   | 5,204,697          | 4,899,882          |  |
| Current liabilities                       |                    |                    |  |
| Accrued charges                           | 27,251             | 24,995             |  |
| Amounts due to subsidiaries               | 2,437,203          | 1,639,673          |  |
| Current portion of long-term bank loans   | -                  | 200,000            |  |
|   | 2,464,454          | 1,864,668          |  |
| Non-current liability                     |                    |                    |  |
| Long-term bank loans                      | 1,000,000          | 1,390,000          |  |
| ASSETS LESS LIABILITIES                   | 4,909,762          | 4,810,419          |  |
| EQUITY                                    |                    |                    |  |
| Share capital                             | 847,711            | 847,207            |  |
| Share premium                             | 3,001,372          | 2,990,408          |  |
| Retained profits                          | 1,009,887          | 920,419            |  |
| Share options reserve                     | 50,792             | 52,385             |  |
| TOTAL EQUITY                              | 4,909,762          | 4,810,419          |  |

The statement of financial position of the Company was approved by the Board of Directors on 23 March 2017 and was signed on its behalf.

YEO George Yong-boon

Director

Director

Director

### 39 STATEMENT OF FINANCIAL POSITION AND RESERVE MOVEMENT OF THE COMPANY (CONTINUED)

STATEMENT OF FINANCIAL POSITION OF THE COMPANY (CONTINUED)

|   | Share               | Share     | Retained  | Share option | Total     |
|---|---------------------|-----------|-----------|--------------|-----------|
|   | capital<br>HK\$'000 | premium   | profits   | reserve      |           |
|   | ΠΚΦ 000             | HK\$'000  | HK\$'000  | HK\$'000     | HK\$'000  |
| At 1 January 2015   | 845,620             | 2,955,547 | 1,189,657 | 48,116       | 5,038,940 |
| Loss for the year   | _                   | -         | (32,342)  | _            | (32,342)  |
| 2014 final dividend paid                                      | _                   | -         | (135,401) | _            | (135,401) |
| 2015 interim dividend paid                                    | _                   | _         | (101,650) | _            | (101,650) |
| Value of employee services under post-IPO share option scheme | _                   | _         | _         | 8,482        | 8,482     |
| Exercise of pre-IPO share option scheme allotment             | 1,537               | 33,490    | _         | (3,667)      | 31,360    |
| Exercise of post-IPO share option scheme allotment            | 50                  | 1,371     | _         | (195)        | 1,226     |
| Share option lapsed   | _                   | _         | 155       | (351)        | (196)     |
| At 31 December 2015   | 847,207             | 2,990,408 | 920,419   | 52,385       | 4,810,419 |
| At 1 January 2016   | 847,207             | 2,990,408 | 920,419   | 52,385       | 4,810,419 |
| Profit for the year   | _                   | -         | 377,219   | _            | 377,219   |
| 2015 final dividend paid                                      | _                   | -         | (169,472) | _            | (169,472) |
| 2016 interim dividend paid                                    | _                   | _         | (118,672) | -            | (118,672) |
| Exercise of pre-IPO share option scheme allotment             | 504                 | 10,964    | _         | (1,200)      | 10,268    |
| Share option lapsed   | _                   | -         | 393       | (393)        | _         |
| At 31 December 2016   | 847,711             | 3,001,372 | 1,009,887 | 50,792       | 4,909,762 |

### 40 GROUP STRUCTURE – PRINCIPAL SUBSIDIARIES

At 31 December 2016, the Company held interests in the following principal subsidiaries:

|            | Name  | Place of incorporation and principal place of operation | Principal activities                     | Issued<br>share capital <sup>(8)</sup> /<br>registered capital | Interest held indirectly |        |
|------------|---|---|--|--|--------------------------|--------|
|            |   |   |  |  | 2016                     | 2015   |
| (13)       | Able Logistics Group FZCO   | UAE   | Freight forwarding                       | AED10,000,000  | 70%                      | 70%    |
| (13)       | APEX Maritime Co., Inc.   | US  | Freight forwarding                       | US\$238,203  | 51%                      | -      |
| (13)       | APEX Maritime Co. (LAX), Inc.                                       | US  | Freight forwarding                       | US\$100,000  | 51%                      | -      |
| (13)       | ABX Express (M) Sdn. Bhd.   | Malaysia  | Express business                         | MYR2,500,000   | 51%                      | 51%    |
| (1)(3)(13) | Beijing Kerry Logistics Ltd.  | PRC   | Logistics business                       | US\$12,000,000   | 100%                     | 100%   |
| (1)(4)     | Beijing Tengchang International Transportation<br>Service Co., Ltd. | PRC   | Freight forwarding                       | RMB30,000,000  | 51%                      | 51%    |
| (1)(3)(13) | Chengdu Kerry Shudu Logistics Co., Ltd.                             | PRC   | Logistics business                       | RMB50,000,000  | 100%                     | 100%   |
| (1)(3)(13) | CV Global Logistics (Beijing) Limited                               | PRC   | Logistics business                       | RMB50,000,000  | 100%                     | 100%   |
| (13)       | E.A.E. Freight & Forwarding Sdn. Bhd.                               | Malaysia  | Road freight                             | MYR500,000   | 100%                     | 100%   |
| (13)       | F.D.I CO.,LTD   | Vietnam   | Freight forwarding                       | VND3,333,330,000   | 70%                      | 70%    |
|            | International Enterprise Co. Limited                                | HK  | Investment holding                       | HK\$10   | 100%                     | 100%   |
|            |   |   |  | HK\$10,000 <sup>(10)</sup>                                     |                          |        |
| (1)(2)(13) | KART (China) Co., Ltd   | PRC   | Road freight                             | RMB11,000,000  | 100%                     | 100%   |
| (1)(13)    | KART (Thailand) Limited   | Thailand  | Road freight                             | THB40,000,000  | 100%                     | 100%   |
| (13)       | KART (Viet Nam) Company Limited                                     | Vietnam   | Road freight                             | VND4,173,000,000   | 100%                     | 100%   |
| (13)       | Kerry Adco Logistics B.V.   | Netherlands   | Freight forwarding                       | EUR227,000   | 89.55%                   | 89.55% |
|            | Kerry Business Outsourcing Solutions Limited                        | HK  | Documents storage                        | HK\$2  | 100%                     | 100%   |
|            | Kerry Cargo Centre Limited  | HK  | Warehouse ownership                      | HK\$2  | 100%                     | 100%   |
|            | Kerry Cold Store (Hong Kong) Limited                                | HK  | Warehouse operator                       | HK\$20   | 100%                     | 100%   |
|            | Kerry Distribution (Hong Kong) Limited                              | HK  | Transportation and distribution services | HK\$500,000  | 100%                     | 100%   |
| (1)(13)    | Kerry Distribution (Thailand) Limited                               | Thailand  | Transportation and distribution services | THB25,000,000 <sup>(9)</sup>                                   | 80%                      | 80%    |
|            | Kerry Distribution Services (Hong Kong) Limited                     | НК  | Transportation and distribution services | HK\$10,000   | 100%                     | 100%   |

|            | Name   | Place of incorporation and principal   | Principal activities           | Issued<br>share capital <sup>(8)</sup> /<br>registered capital | Interest held | indirectly |
|------------|--|--|--------------------------------|--|---------------|------------|
|            | Traine   | place of operation                     | Timorpal activities            | rogistorou cupitai   | 2016          | 2015       |
|            |  |  |                                |  |               | 2010       |
| (4)(13)    | Kerry EAS Logistics Limited  | PRC                                    | Logistics business             | RMB270,000,000   | 70%           | 70%        |
|            | Kerry Express (Hong Kong) Limited (Formerly known as<br>Top Gun Express Centre (Asia) Limited) | HK                                     | Courier services and logistics | HK\$5,000,000  | 80%           | 100%       |
| (1)(13)    | Kerry Express (Thailand) Limited   | Thailand                               | Express business               | THB120,000,000   | 80%           | 80%        |
| (13)       | Kerry Express (Viet Nam) Company Limited   | Vietnam                                | Express services               | VND206,000,000,000   | 100%          | 100%       |
| (13)       | Kerry Far East Logistics (Bangladesh) Limited  | Bangladesh                             | Freight forwarding             | BDT10,000,000  | 70%           | 70%        |
|            | Kerry Far East Logistics (Hong Kong) Limited   | HK                                     | Freight forwarding             | HK\$100  | 100%          | 100%       |
| (1)(3)(13) | Kerry FFTZ Warehouse (Shenzhen) Ltd.   | PRC                                    | Logistics business             | HK\$70,000,000   | 100%          | 100%       |
|            | Kerry Freight (Australia) Pty Ltd  | Australia                              | Freight forwarding             | AUD500,000   | 100%          | 100%       |
|            | Kerry Freight (Hong Kong) Limited  | HK                                     | Freight forwarding             | HK\$10,000   | 100%          | 100%       |
|            |  |  |                                | HK\$2,750,000 <sup>(10)</sup>                                  |               |            |
| (1)        | Kerry Freight (Korea) Inc.   | South Korea                            | Freight forwarding             | KRW500,000,000 <sup>(9)</sup>                                  | 50.99%        | 50.99%     |
| (7)        | Kerry Freight (Lao) Co.,Ltd  | Lao Peoples'<br>Democratic<br>Republic | Freight forwarding             | LAK6,000,000,000,000   | 49%           | -          |
| (13)       | Kerry Freight (Senegal) Sarl   | Senegal                                | Freight forwarding             | XOF1,000,000   | 100%          | 100%       |
| (13)       | Kerry Freight (Singapore) Pte. Ltd.  | Singapore                              | Freight forwarding             | SGD500,000   | 75%           | 100%       |
| (1)(13)    | Kerry Freight (Thailand) Limited   | Thailand                               | Freight forwarding             | THB11,500,000 <sup>(9)</sup>                                   | 100%          | 100%       |
| (13)       | Kerry Freight (USA) Incorporated   | United States                          | Freight forwarding             | US\$1,000,000  | 51%           | 100%       |
| (13)       | Kerry Freight Myanmar Limited  | Myanmar                                | Freight forwarding             | US\$50,000   | 60%           | 60%        |
| (6)(7)(13) | Kerry Indev Logistics Private Limited (Formerly known as Indev Logistics Private Limited)      | India                                  | Freight forwarding             | INR14,212,400  | 50%           | 30%        |
| (13)       | Kerry Integrated Logistics (Viet Nam) Co., Ltd   | Vietnam                                | Logistics business             | US\$7,900,000  | 100%          | 100%       |
|            | Kerry Logistics (Australia) Pty Ltd  | Australia                              | Logistics business             | AUD2,000,000   | 100%          | 100%       |
| (1)(13)    | Kerry Logistics (Bangna) Limited   | Thailand                               | Logistics business             | THB500,000,000   | 100%          | 100%       |
|            | Kerry Logistics (Belgium) BVBA   | Belgium                                | Freight forwarding             | EUR36,751,798.81   | 100%          | 100%       |
| (13)       | Kerry Logistics (Cambodia) Pte. Ltd.   | Cambodia                               | Freight forwarding             | KHR96,960,000  | 100%          | 100%       |
| (14)       | Kerry Logistics (Canada) Inc.  | Canada                                 | Freight forwarding             | CAD301   | 75%           | -          |
| (1)(3)(13) | Kerry Logistics (Chengdu) Ltd  | PRC                                    | Logistics business             | RMB27,000,000  | 100%          | 100%       |
| (1)(3)(13) | Kerry Logistics (China) Investment Limited   | PRC                                    | Investment holding             | US\$167,500,000  | 100%          | 100%       |
|            | Kerry Logistics (Germany) GmbH   | Germany                                | Freight forwarding             | EUR50,000  | 100%          | 100%       |

|            |  | Place of incorporation and principal | B                                 | Issued share capital <sup>(8)</sup> /                    |               |            |
|------------|--|--------------------------------------|-----------------------------------|--|---------------|------------|
|            | Name   | place of operation                   | Principal activities              | registered capital                                       | Interest held | indirectly |
|            |  |                                      |                                   |  | 2016          | 2015       |
|            | Kerry Logistics (Hong Kong) Limited  | НК                                   | Logistics business                | HK\$10,000,000   | 100%          | 100%       |
| (6)(13)    | Kerry Logistics (India) Private Limited  | India                                | Freight forwarding                | INR200,000   | 100%          | 100%       |
| (1)(13)    | Kerry Logistics (Japan) Limited  | Japan                                | Freight forwarding                | JPY100,000,000   | 100%          | 100%       |
| (1)(3)(13) | Kerry Logistics (Kunshan) Ltd.   | PRC                                  | Logistics business                | HK\$128,000,000  | 100%          | 100%       |
| (13)       | Kerry Logistics (Macau) Limited  | Macau                                | Logistics business                | MOP100,000   | 51%           | 51%        |
|            | Kerry Logistics (Oceania) Limited  | New Zealand                          | Freight forwarding                | NZD250,000   | 51%           | 51%        |
|            | Kerry Logistics (Oceania) Pty. Ltd.  | Australia                            | Freight forwarding                | AUD1,000,000   | 51%           | 51%        |
| (13)       | Kerry Logistics (Phils.), Inc.   | Philippines                          | Freight forwarding                | PHP16,000,000  | 51%           | 51%        |
| (1)(3)(13) | Kerry Logistics (Shanghai Waigaoqiao) Co., Ltd.  | PRC                                  | Logistics business                | HK\$44,000,000   | 100%          | 100%       |
| (13)       | Kerry Logistics (Spain), S.A.U.  | Spain                                | Freight forwarding                | EUR120,202   | 100%          | 100%       |
| (13)       | Kerry Logistics (Sweden) AB (Formerly known as Albini & Pitigliani Sverige AB)         | Sweden                               | Freight forwarding                | SEK500,000   | 87.52%        | 75.04%     |
| (1)(13)    | Kerry Logistics (Thailand) Limited   | Thailand                             | Logistics business                | THB160,000,000   | 100%          | 100%       |
|            | Kerry Logistics (UK) Limited   | United Kingdom                       | Freight forwarding                | GBP20,000  | 100%          | 100%       |
| (3)(13)    | Kerry Logistics (Wuxi) Co., Ltd  | PRC                                  | Logistics business                | HK\$125,000,000  | 100%          | 100%       |
| (3)(13)    | Kerry Logistics (Xiamen) Co., Ltd.   | PRC                                  | Logistics business                | RMB78,000,000  | 100%          | 100%       |
| (3)(13)    | Kerry Logistics (Zhengzhou) Limited  | PRC                                  | Logistics business                | RMB50,000,000  | 100%          | 100%       |
| (1)(3)(13) | Kerry Logistics Anhui Co., Ltd.  | PRC                                  | Logistics business                | RMB36,000,000  | 100%          | 100%       |
| (13)       | Kerry Logistics Centre (Tampines) Pte. Ltd.  | Singapore                            | Logistics business                | SGD400,000   | 100%          | 100%       |
|            | Kerry Logistics Do Brasil – Transportes<br>Internacionais Ltda                         | Brazil                               | Freight forwarding                | BRL288,487   | 51%           | 51%        |
| (13)       | Kerry Logistics Management (Asia) Pte. Ltd.  | Singapore                            | Management services               | SGD1,000,000   | 100%          | 100%       |
|            | Kerry Logistics Mexico S.A. de C.V.  | Mexico                               | Freight forwarding                | MXN150,000 <sup>(11)</sup><br>MXN100,000 <sup>(12)</sup> | 70%           | 70%        |
| (13)       | Kerry Malship Logistics Lanka (Private) Limited  | Sri Lanka                            | Freight forwarding                | LKR32,775,000  | 51%           | 51%        |
|            | Kerry PC3 Limited  | HK                                   | Logistics business                | HK\$1  | 100%          | 100%       |
|            | Kerry Pharma (Hong Kong) Limited   | НК                                   | Pharmaceutical logistics business | HK\$500,000  | 100%          | 100%       |
| (1)        | Kerry Siam Seaport Limited   | Thailand                             | Seaport operation                 | THB650,000,000   | 79.92%        | 79.92%     |
|            | Kerry Speedy Logistics Co., Ltd. (Formerly known as<br>Kerry Freight (Taiwan) Limited) | Taiwan                               | Freight forwarding                | NTD100,000,000   | 55.47%        | 50.65%     |

|               |  | Place of incorporation and principal |                                 | Issued share capital(8)/ |               |            |
|---------------|--|--------------------------------------|---------------------------------|--------------------------|---------------|------------|
|               | Name   |                                      | Principal activities            | registered capital       | Interest held | indirectly |
|               |  |                                      |                                 |                          | 2016          | 2015       |
| (15)          | Kerry TC Warehouse 1 (Block A) Limited                   | BVI, HK                              | Warehouse ownership             | US\$1                    | 100%          | 100%       |
| (15)          | Kerry TC Warehouse 1 (Block B) Limited                   | BVI, HK                              | Warehouse ownership             | US\$1                    | 100%          | 100%       |
|               | Kerry TC Warehouse 2 Limited                             | HK                                   | Warehouse ownership             | HK\$10,000               | 100%          | 100%       |
| (1)(5)(7)(13) | Kerry TJ Logistics Company Limited                       | Taiwan                               | Logistics business              | NTD4,835,824,980         | 49.67%        | 48.04%     |
|               | Kerry Warehouse (Chai Wan) Limited                       | HK                                   | Warehouse ownership             | HK\$10,000,000           | 100%          | 100%       |
|               | Kerry Warehouse (Fanling 1) Limited                      | HK                                   | Warehouse ownership             | HK\$2                    | 100%          | 100%       |
|               | Kerry Warehouse (Hong Kong) Limited                      | HK                                   | Warehouse operator              | HK\$25,000,000           | 100%          | 100%       |
|               | Kerry Warehouse (Kwai Chung) Limited                     | HK                                   | Warehouse ownership             | HK\$30,000               | 100%          | 100%       |
|               | Kerry Warehouse (Shatin) Limited                         | HK                                   | Warehouse ownership             | HK\$10,000,000           | 100%          | 100%       |
|               | Kerry Warehouse (Sheung Shui) Limited                    | HK                                   | Warehouse ownership             | HK\$5,000,000            | 100%          | 100%       |
|               | Kerry Warehouse (Tsuen Wan) Limited                      | HK                                   | Warehouse ownership             | HK\$2                    | 100%          | 100%       |
|               | KerryFlex Supply Chain Solutions Limited                 | НК                                   | Supply chain solutions          | HK\$5,000,000            | 100%          | 100%       |
| (13)          | Kerry-ITS Terminal Pte. Ltd.                             | Singapore                            | ISO tank cleaning and repairing | SGD1,800,000             | 60%           | 60%        |
| (13)          | PT. Kerry Logistics Indonesia                            | Indonesia                            | Freight forwarding              | US\$50,000               | 90%           | 90%        |
|               | Saison Food Service Limited                              | HK                                   | Trading business                | HK\$300,000              | 65.64%        | 51%        |
| (1)(3)(13)    | Shanghai Fengjia Warehouse Services Co., Ltd.            | PRC                                  | Logistics business              | US\$40,000,000           | 100%          | 100%       |
| (1)(2)(13)    | Shanghai Hui Cheng Logistics Co., Ltd.                   | PRC                                  | Logistics business              | RMB10,500,000            | 100%          | 100%       |
| (1)(4)        | Shanghai TCI Freight Forwarding Co., Ltd.                | PRC                                  | Freight forwarding              | RMB70,000,000            | 51%           | 51%        |
| (1)(2)        | Shanghai Wisdom Global Logistics Co., Ltd.               | PRC                                  | Freight forwarding              | RMB23,000,000            | 70%           | 70%        |
| (1)(4)(13)    | Shenzhen Kerry Yantian Port Logistics<br>Company Limited | PRC                                  | Logistics business              | RMB88,000,000            | 55%           | 55%        |
|               | Taishan Insurance Brokers Limited                        | HK                                   | Insurance brokers               | HK\$1,000,000            | 100%          | 100%       |
| (13)          | Taiwan Kerry Investment Company Limited                  | Taiwan                               | Investment holding              | TWD200,000,000           | 100%          | 100%       |
| (14)          | Total Logistics Partner (TLP) Air Express Inc.           | Canada                               | Freight forwarding              | CAD100                   | -             | 75%        |
| (14)          | Total Logistics Partner (TLP) Ocean Consolidators Inc.   | Canada                               | Freight forwarding              | CAD201                   | -             | 75%        |
|               | Transpeed Cargo (S) Pte. Ltd.                            | Singapore                            | Freight forwarding              | SGD100,000               | 75%           | _          |
| (13)          | UTS Logistic Sdn.Bhd.                                    | Malaysia                             | Express business                | MYR500,000               | 51%           | 51%        |
|               | Wah Cheong Company, Limited                              | HK                                   | General merchants               | HK\$15,000,000           | 100%          | 100%       |

There is no non-controlling interest that is individually significant to the Group.

#### Notes:

- (1) English translation of name only
- (2) Domestic corporation
- (3) Wholly foreign-owned enterprise
- (4) Sino-foreign equity joint venture enterprise
- (5) Listed company in Taiwan Stock Exchange Corporation. The market value of the Group's investment in Kerry TJ amounted to HK\$2,472,531,000 as at 31 December 2016.
- (6) Companies having a financial accounting period which is not coterminous with the Group
- (7) Control is obtained by the Group through obtaining power over the investee, exposure or rights, to variable returns from its involvement with the investee, and the ability to use its power over the investee to affect the amount of the investor's returns.
- (8) All being ordinary shares and fully paid up except otherwise stated
- (9) Common shares
- (10) Non-voting deferred shares
- (11) Fixed capital shares
- (12) Variable capital shares
- (13) Companies not audited by PricewaterhouseCoopers
- (14) Kerry Logistics (Canada) Inc. was formed after amalgamation of Total Logistics Partner (TLP) Air Express Inc. and Total Logistics Partner (TLP) Ocean Consolidators Inc. in January 2016.
- (15) Companies incorporated in BVI and operating in HK
- HK Hong Kong Special Administrative Region
- BVI British Virgin Islands
- UAE United Arab Emirates



# 14 DEFINITIONS

"3PL" third party logistics

"AGM" annual general meeting of the Company on Monday, 29 May 2017

"APEX" a group of 51%-owned US subsidiaries of KLN Investment (US) LLC, an indirect wholly-owned

subsidiary of the Company

"ASEAN" the Association of Southeast Asia Nations

"B2B" business-to-business

"B2C" business-to-consumer

"Belt and Road" a development strategy and framework primarily between Mainland China and the rest of

Eurasia

"Board" the board of Directors

"Bye-laws" the bye-laws of the Company, as amended from time to time

"C2C" consumer-to-consumer

"Caninco" Caninco Investments Limited, a wholly-owned subsidiary of KHL

"CAPEX" capital expenditure

"CG Code" the Corporate Governance Code contained in Appendix 14 to the Listing Rules

"CIS" the Commonwealth of Independent States

"Companies Ordinance" the Companies Ordinance of Hong Kong (Chapter 622 of the Laws of Hong Kong), as amended,

supplemented or otherwise modified from time to time

"Company" Kerry Logistics Network Limited, incorporated in the British Virgin Islands and continued into

Bermuda to become an exempted company with limited liability, the Shares of which are listed

on the Main Board of the Stock Exchange

"Controlling Shareholder(s)" shall have the meaning ascribed to it under the Listing Rules

"Darmex" Darmex Holdings Limited, a wholly-owned subsidiary of KHL

"Directors" directors of the Company

"Dividend Payout Ratio" the percentage of the Group's core net profit paid to Shareholders as dividends

"ED" Executive Director

"EMS" environmental management systems

"ESG" environmental, social and governance

"Financial Statements" the audited consolidated financial statements of the Group for the year ended 31 December

2016

"GDP" gross domestic product

"GFA" gross floor area

"GHG" greenhouse gas

"Global Offering" the initial public offering of the Shares whereby the Shares were listed on the Main Board of

the Stock Exchange on 19 December 2013

"GMR" the Greater Mekong Region

"Greater China" Mainland China, Hong Kong, Macau and Taiwan

"Group" or "Kerry Logistics" the Company and its subsidiaries

"HK\$" of "HKD" Hong Kong dollars, the lawful currency of Hong Kong

"HKAS" Hong Kong Accounting Standards

"HKFRS" Hong Kong Financial Reporting Standards

"HKICPA" Hong Kong Institute of Certified Public Accountants

"Hong Kong" Hong Kong Special Administrative Region of Mainland China

"IFF" international freight forwarding

"IL" integrated logistics

"INED" Independent Non-executive Director

"Kerry TJ" Kerry TJ Logistics Company Limited, incorporated under the laws of Taiwan and listed on

Taiwan Stock Exchange (stock code: 2608), is a deemed subsidiary of the Company

"KGL" Kerry Group Limited, one of the Controlling Shareholders

"KHK" Kerry Hung Kai Warehouse (Cheung Sha Wan) Limited

"KHL" Kerry Holdings Limited, a wholly-owned subsidiary of KGL

"KPL" Kerry Properties Limited, incorporated under the laws of Bermuda as an exempted company

with limited liability, the shares of which are listed on the Main Board of the Stock Exchange

(stock code: 683), and is one of the Controlling Shareholders

"Listing Rules" the Rules Governing the Listing of Securities on the Stock Exchange, as amended from time to

time

"Macau" Macao Special Administrative Region of Mainland China

"Mainland China" or "PRC" the People's Republic of China and, for the purpose of this annual report only, excludes Hong

Kong, Macau and Taiwan

"Medallion" Medallion Corporate Limited, a subsidiary of KHL

"Model Code" the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix

10 to the Listing Rules

"MT Programme" Management Trainee Programme

"NED" Non-executive Director

"OHS" Occupational Health and Safety

"Ordinary Share(s)" or

"Share(s)"

share(s) of nominal value of HK\$0.50 each of the Company, or, if there has been a subdivision, consolidation, reclassification or reconstruction of the share capital of the Company, shares

forming part of the ordinary share capital of the Company

| "PC³"                             | Tai Po Product Customisation and Consolidation Centre   |
|-----------------------------------|---|
| "Post-IPO Share Option<br>Scheme" | post-IPO share option scheme of the Company   |
| "PPE"                             | property, plant and equipment   |
| "Pre-IPO Share Option<br>Scheme"  | pre-IPO share option scheme of the Company  |
| "Prospectus"                      | prospectus of the Company dated 6 December 2013   |
| "Q1", "Q2", "Q3" or "Q4"          | first quarter, second quarter, third quarter or fourth quarter  |
| "Registers of Members"            | registers of members of the Company   |
| "Renminbi" or "RMB"               | Renminbi, the lawful currency of Mainland China   |
| "RSU(s)"                          | restricted share unit(s)  |
| "RSU Scheme"                      | restricted share unit scheme of the Company   |
| "Rubyhill"                        | Rubyhill Global Limited, a subsidiary of KHL  |
| "SFO"                             | Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong)   |
| "Shareholders"                    | the holders of the Shares   |
| "Stock Exchange"                  | The Stock Exchange of Hong Kong Limited   |
| "United States" or "US"           | the United States of America, its territories and possessions, any State of the United States, and the District of Columbia |
| "Vencedor"                        | Vencedor Investments Limited, a subsidiary of KHL   |
| "Wiseyear"                        | Wiseyear Holdings Limited, a wholly-owned subsidiary of KPL   |



VOICE

VALUE CREATION WE CREATE REAL VALUE FOR OUR CLIENTS, EMPLOYEES AND SHAREHOLDERS THROUGH INNOVATIVE SOLUTIONS, REWARDING CAREERS AND FINANCIAL GROWTH. OPENNESS WE BELIEVE IN TRUE OPENNESS AND TRANSPARENCY THROUGHOUT OUR COMPANY. OUR MANAGEMENT ACTIVELY ENCOURAGES OPEN COMMUNICATION AND DIALOGUE AT EVERY LEVEL OF THE ORGANISATION. INTEGRITY OUR BUSINESS IS BUILT ON INTEGRITY. WE FOLLOW CLEAR ETHICAL GUIDELINES AND STRICTLY ENFORCE THEM THROUGHOUT THE COMPANY. COMMITMENT AS A SERVICE PROVIDER WE ARE COMMITTED TO THE SUCCESS OF OUR CLIENTS. WE ARE FULLY DEDICATED TO ALL PROJECTS AND ASSIGNMENTS WE TAKE ON. WE ARE ALSO COMMITTED TO OUR EMPLOYEES' CAREER DEVELOPMENT AND TO MEETING SHAREHOLDERS' EXPECTATIONS. EXCELLENCE WE BELIEVE IN EXCELLENCE AND PRACTISE A CONTINUOUS PROCESS OF IMPROVEMENT AND INNOVATION.

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