



懷智匡業有限公司
WAI JI HONG YIP COMPANY LIMITED



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成立背景、使命、目標

成立背景

懷智匡業有限公司是一間社會企業，由基督教懷智服務處管理，於二零零二年五月成立，以關懷及匡扶智障及其他殘疾人士的就業發展，協助他們達致職業康復為宗旨。

使命

以分享及實踐神的愛為使命，透過商業營運為智障及其他殘疾人士創造就業機會，建立傷健共融的工作環境及系統。

目標

- ◆ 經營商業與社會目標兼備的服務，為智障及其他殘疾人士提供公開就業機會，使他們能享有一般就業人士的待遇及福利。
- ◆ 建立傷健共融的工作環境及系統，提高社會對智障及其他殘疾人士的接納程度。
- ◆ 賺取合理利潤回報，以維持及發展公司的業務，確保智障及其他殘疾人士的就業機會。
- ◆ 向顧客提供優質可靠的產品或服務。

業務簡介

汽車清潔服務

為大小停車場提供洗車、內外清潔及打蠟等服務。

清潔服務

為顧客提供一站式到戶清潔服務，包括打掃、抹窗、地板打蠟、吸塵、清洗地氈等。

直銷服務

為客戶提供手工藝宴會禮品、貨品包裝及派遞等服務。



智快髮

於屯門醫院開設了全港首間快速剪髮專門店，為醫護人員及病人提供快速剪髮服務及銷售專業理髮產品。



匡業點

銷售日韓零食優質食品及各類飲品並提供送貨服務，此外亦銷售由殘疾人士親手製作之手工藝禮品。



董事局成員名單



主席
李文基先生



副主席
鍾志煒先生



董事
鍾建強工程師



董事
梁佳樂先生

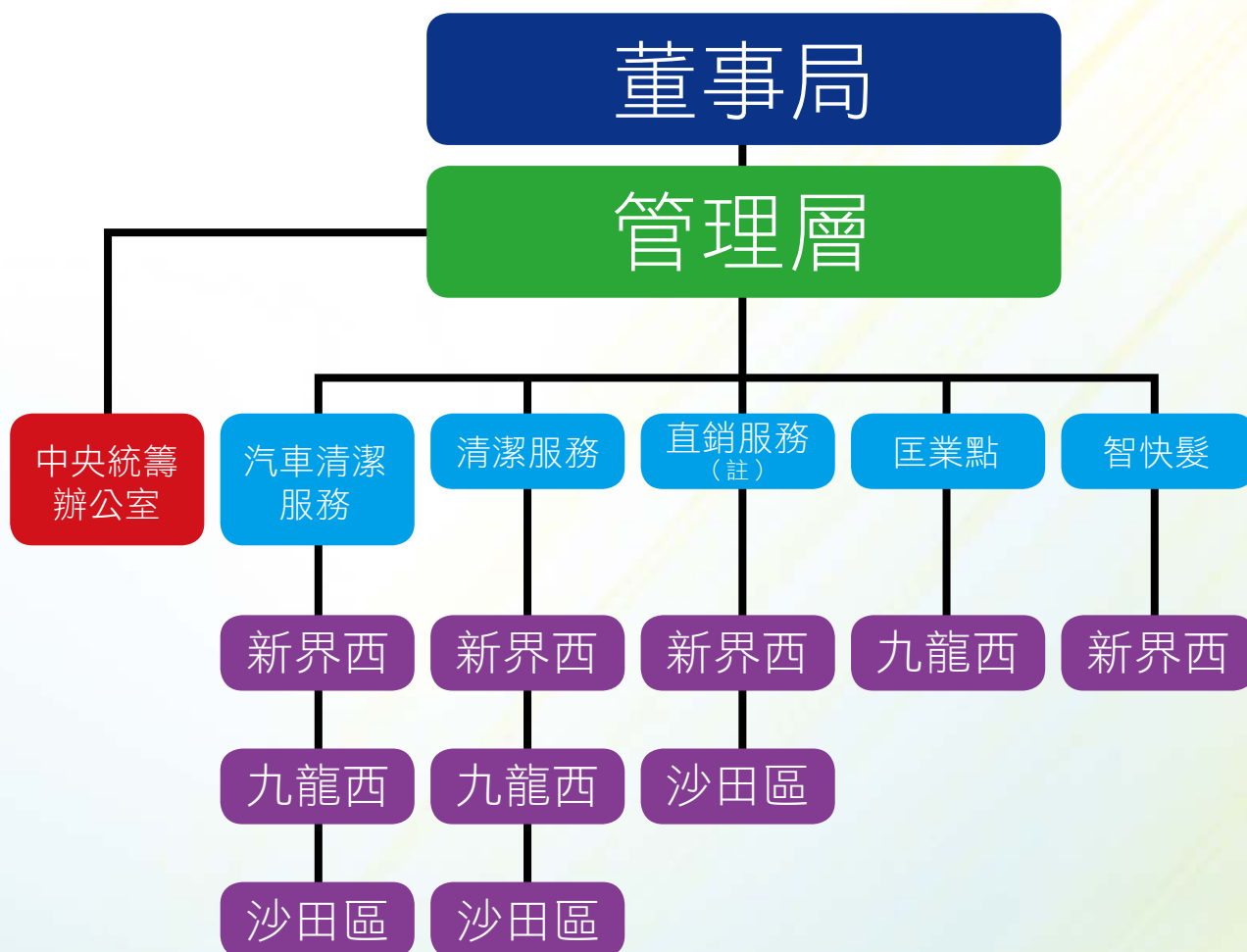


董事
梁耀發先生



董事
李曾慧平教授

組織架構圖



註：直銷服務包括手工藝宴會禮品製作及派遞服務

職員名單



項目主任

關子卓

行政助理

林麗玲

營運助理

霍轉好 張偉英 許桂娟 林春嬌 吳華麗 羅春雷 陳勇潮

服務員

陳麗娟	陳 英	馮瑞林	李靜雯	林建倫	李耀華	凌肖基
蕭志和	蔡國基	伍震宇	梁志鵬	陳智民	陳賴文彩	林國強
羅玉英	崔樹芬	黃雪雲	陳浩恩	李佩珍	張國耀	劉國明
趙素英	黃國強	黃惠儀	曾炳權			

手工藝導師

吳懿殷

(截至2015年3月31日)

主席報告

感謝神，帶領我們渡過充滿挑戰的一年。作為社會企業，一直以來，本公司致力推動殘疾人士就業發展，因此在考慮業務發展方向的同時，亦會協助殘疾員工解決工作上的困難，為他們安排合適的工作崗位及訓練，讓他們發揮所長。

公司於本年度僱用了35位員工，當中有25位為殘疾人士。此外，我們為基督教懷智服務處(下稱「懷智」)的庇護工場及輔助就業服務使用者提供了共36,270多小時(706人次)的工作訓練，以提升他們的工作技能，加強他們出外工作時的信心，為日後能達致公開就業作好準備。

本公司致力開拓新業務，是年度於屯門醫院主大樓大堂開設【智快髮】剪髮店，成為全港首間於公立醫院開設理髮服務的社企，邀請到15M Plus Limited髮型連鎖集團作出技術支援及寄售資生堂香港有限公司名下代理的專業護髮產品，為市民大眾、醫院病人、探病家屬及院方職員提供優質「快剪」服務及專業護髮產品。另外，【智快髮】亦獲「奇妙愛心基金」捐出假髮免費贈予基層的癌症病人。

本公司的另一項新業務【匡業點】，主要銷售日本、韓國零食和手工藝產品等及提供訓練崗位予庇護工場及輔助就業服務之服務使用者，發揮他們在零售、派遞及送貨等方面的潛能，並繼續建構傷健共融的工作平台。在此特別鳴謝信和集團黃廷方慈善基金有限公司贊助本公司十萬元作為【匡業點】業務發展之用。

在手工藝業務方面，公司繼續發展【喜善】品牌手工藝宴會禮品服務，以“喜事行善”

這個概念推廣由殘疾人士製作的手工藝品。公司繼續與「拉斐特」婚禮統籌公司、「香港教育專業人員協會」旺角服務中心及「三聯書店」等企業合作，寄賣及展銷不同的手工藝禮品。此外，公司每年均參與社會福利署轄下的不同展銷計劃，各地區性展銷會及工展會，透過不同平台向公眾人士展示公司的產品，藉此讓更多公眾人士透過【喜善】品牌，認識殘疾人士的藝術才能。

本年度，各清潔及汽車美容的業務，均有穩健的發展，為客戶提供優質的服務及維持良好的水平。

展望未來，我們會繼續積極探討各業務的發展及擴充，使員工及殘疾人士有更多的發展機會。我們於未來亦會重組本公司的網站，加設網上商店，發展網絡銷售平台，提供更方便的途徑讓客戶選購我們的產品，宣傳公司之各業務，在推廣之餘亦令更多人認識殘疾人士的能力。

藉此機會，本人謹代表【懷智匡業有限公司】衷心感謝「懷智」及一直以來支持本公司的各位董事、委員、基金會、義工、企業及有關的政府部門，亦借此機會感謝各客戶及合作伙伴對本公司的信任和支持。最後，更要感謝各位同工一直以來的努力，讓公司克服不同的困難，但願我們繼續同心努力，邁步向前。願一切榮耀歸於天父上帝。



李文基先生

業務報告

新界西

林小燕經理、蔡啟然經理

懷智匡業有限公司(下稱匡業)一直堅持本著「發揮自己所長，為客戶做到最好」的宗旨，為客戶提供最優質的服務。

智快髮

本年度於屯門醫院地開設了首間快剪店「智快髮」，為醫院的員工、訪客以及社區人士提供快速、價廉物美的剪髮服務及髮型護理用品。在開業當天，得到地區不同團體到賀支持。開業半年，業務漸見增長中。此業務不但能開拓員工的工作種類，學習和親身體驗到髮型行業的知識和技巧，更重要的是能為員工提供有別於傳統體力勞動為主的工作。近年來，不少員工面對老化情況，體力開始下降，難以再長時間擔任體力處理工作，因此「智快髮」正好為匡業員工提供工作轉型。

汽車清潔業務

本公司為客戶提供優質的汽車清潔服務，在過往十多年的營運期間，大部份客戶均對我們有很正面的評價之餘，亦為一班殘疾人士創造了不少就業和訓練機會；由於我們的服務遍佈不同地方，因此同時亦讓市民有更多機會見證到殘疾人士的才能。

現時我們集中到元朗及屯門區兩間醫院、警署進行各種宣傳活動，希望從中取得均衡發展，從而為服務建立「能力展示，關懷社區」的正面形象。綜觀過去一年，汽車清潔業務客戶有穩定增長，能有如此業績，實在有賴一班員工不辭勞苦地為提供各優質的汽車美容，過程中也特別感謝各汽車清潔場所提供的協助，當然更重要的是一班客戶的支持。

隨著匡業員工漸踏入退休年齡，我們亦會協助部份有需要的員工作出退休或轉行的準備，例如參加一些日間服務或嘗試其他業務等，讓一班員工得到適合自己生活模式。而業務發展會較著重工作技巧訓練及職業安全上，藉以繼續保持業務的水準，與此同時，亦會邀請新力軍加入，以保持汽車清潔美容服務的質素。從每年客戶服務意見問卷調查得悉，客戶對所提供的服務大部份均有理想的評價，對我們服務質素是有信心和支持的。

清潔業務

清潔業務於2014-2015年度的全年總營業額接近預期目標。在同業市場競爭下，能保持穩定營業額，成績不錯，體現團隊合作成果，達到預期成效。當中以教會清潔服務的收入較為理想，佔總收入44%，其次是學校恆常清潔服務佔總收入20%，餘下尚有中西醫療中心、國際義工服務團體、復康機構及散戶等。本業務會繼續開拓復康服務團體、商業辦公室、教會清潔及打蠟服務工作，亦會持續在單位內提供清潔實習場地，給予服務使用者於就業輔導服務前作準備，嘗試參與實地清潔工作，發掘有興趣及具備潛質的服務使用者，未來能受聘於匡業。



匡業一直支持聘用殘疾人士，為他們提供就業機會。本年度我們共僱用了1名健全人士、1名全職及3名兼職時薪殘疾人士。除直接聘用殘疾人士外，我們亦透過恆常清潔訓練，為有興趣及具工作動機的服務使用者提供培訓機會，如辦公室清潔技巧、吸塵、打蠟技巧等，藉以提升他們的工作技能。去年共有139名人次，服務使用者參與我們的清潔訓練，總訓練時數達5,792小時。

未來仍維持現有清潔客戶數量，繼續挑選新加入的服務使用者，為業務注入新血，加強推廣清潔服務工作。我們會檢視現有的工作點，分上下午節安排工作，模式更適合耐力不足的服務使用者。另外，我們每年會定期舉辦職業安全培訓課程，讓員工鞏固強化職安健工作意識。

直銷代購業務

直銷代購業務主要為客戶提供訂購科技教材套、手工藝製作、利是封設計、迷你盆栽製作、派遞服務。2014-2015年度，業務僱用了2名殘疾人士工作，協助處理新學年教材套訂購、酒店及補習社宣傳單張派遞服務及手工藝宴會禮品(喜善)推廣。

手工藝禮品製作、包裝及派遞服務

過去一年，手工藝製作發展穩健，增長理想，主要是今年工展會收入可觀，比去年增加40%銷售額。另外全年外出展銷次數亦增加，主要由社會福利署康復服務市場顧問辦事處及外間團體提供，分別有第49屆維園工展會、旺角政府合署、Let Them Shine Gala沙田新城市廣場、長沙灣政府合署、拉斐特、西貢海濱公園、浸會大學、元朗三聯書局及中環天星碼頭等。亦透過機構的交流活動如：交流團、開放日、家屬會等進行推廣。

手工藝產品款式包括：日式麵粉輕黏土、節日賀卡、布藝製作、水晶飾物、黏土筆、相架、紀念品、襪子娃娃、陶瓷飾物及淡水珍珠飾物。我們亦曾嘗試於教會及客戶的店舖內寄賣，期望創造多元化的培訓及就業機會予殘疾人士。

派遞服務與科技教材包裝都是利潤較平穩的項目，科技教材套包裝是連工包料形式與客戶協作，提供超過23款科技教材套予中小學生製作。

手工藝及派遞，每月平均有11名服務使用者參與我們的訓練，總訓練時數達6,039小時。

前瞻

智快髮

展望未來，本公司預計提供流動到戶「快剪」業務，為不同的院舍、中心等，提供髮型師上門剪髮服務，同時回應醫院內病人的需要，也會開設假髮銷售和假髮護理產品的業務，期望不同群體客戶也可以享用到本店的髮型服務。



汽車清潔業務

為提供更多元化的服務，我們將提供車廂內龐清潔服務，購買專業清潔機器，同時也會添購不同的汽車清潔輔助工具，減少各員工的職業勞損，同時提升工作效率和安全。

清潔業務

匡業員工的健康狀況，仍被受關注，定期檢視工作流程，加添輔助工具，盡量減低體力勞損。定期舉辦職安健培訓課程，強化員工的職安健工作意識，保障員工的職業安全。我們將繼續為有興趣及潛質的服務使用者，提供工作培訓，期望能夠為清潔業務增添新成員，協助拓展業務。

直銷業務

未來重點仍以「喜善同行」手工藝品牌為發展及其他新設計手工藝，繼續嘗試聯絡不同類型的客戶、大專院校、中小學、基督教團體及商場格子店舖，安排手工藝產品於客戶的店舖內寄賣，租借場地展銷，即席示範及教授製作手工藝品，持續提供手工藝培訓班，讓殘疾人士參與，發掘當中有潛質者加以培訓。

九龍西

湛麗翔經理

九龍西區本年度的清潔業務、汽車清潔業務及匡業點零售業務保持平穩的發展，為殘疾人士提供工作、訓練及發揮潛能的機會，向社區人士展現他們工作能力，客戶對本區服務具正面評價，讚賞殘疾人士的努力表現。

清潔業務

本年度九龍西區清潔服務客戶包括學校、教會、社會服務單位及公司等，為客戶持續提供定期或單次式的清潔服務。本區與客戶建立良好合作伙伴關係，本年度繼續為聖公會基福小學、扶康會麗瑤成人訓練中心及麗瑤之家、東方基督教會恩光堂及以馬內利浸信會提供清潔服務，服務質素維持優質水平，有效鞏固服務口碑，客戶對本區清潔服務質素表示滿意。

本區不定期為學校、教會、院舍、非牟利機構等提供單次式地板打蠟及清潔服務，以有效運用人手使能增加殘疾人士工作及訓練機會。另持續安排工場服務使用者接受清潔工作訓練，加強他們工作動機及技能，邁向於公開市場就業。

汽車清潔業務

九龍西區的汽車清潔服務於本年度保持穩定的客戶人數。客戶對員工及服務均有正面評價。面對部份殘疾員工、訓練服務使用者機能衰退情況，本區將持續檢視各場地運作流程及調配人手，添置輔助工具以減少勞損。另持續安排員工及服務使用者參加職安健培訓，強化職安健意識及工作技巧。

匡業點零售業務

本區增設匡業點零售業務，售賣日、韓零食、手工藝及節日性禮品等，提供訓練崗位予庇護工場服務使用者，教導他們零售、點貨、清潔、送貨等技巧。匡業點於節日期間推出節日性禮品及禮物籃作銷售，如賀年禮物袋及賀年食品等。除於店舖銷售及單位內銷外，亦擺放攤位作推廣銷售，以增加服務使用者接受訓練機會及宣傳之效。

匡業點於本年度曾提供實習崗位予花旗-社聯大學生社責實踐計劃，實習生協助匡業點推廣及銷售工作。

前瞻

九龍西區的業務保持平穩的發展，為殘疾人士持續提供工作及訓練機會。為保障員工、服務使用者的職業安全及健康，本區持續檢視各業務運作流程及人手安排，推行職安健培訓，加強他們職安健知識及工作技巧，並添置輔助工具，使能於安全及健康的環境工作。另本區正積極探討發展其他業務的可行性，為員工及服務使用者提供多元化工作及訓練機會，推動殘疾人士潛能發展。

沙田區

廖少冰經理

汽車清潔業務

沙田區的汽車清潔業務於本年度平穩發展，並持續累積穩定之客戶。本年度使用汽車清潔服務的客戶共有12位。

手工藝製作

本區於本年度有7位服務使用者接受手工藝製作的訓練，學習進度理想，全年訓練時間達4,359小時。本年度本區除了繼續十字繡、磁石貼、不織布及拼貼的產品外，亦會按節日的需求制作節日及時令的產品，且增加拼貼之產品。參與的服務使用者均能夠掌握有關的技巧，推出市場後亦有不俗的表現。本年度本區繼續協助「喜善同行-手工藝宴會禮品」的業務發展，並將相關產品在展銷場上售賣，讓市場對相關產品有更多的認識。

清潔業務

本年度本區繼續為大有行及東華三院提供清潔服務。本年度共有4位服務使用者接受清潔工作訓練，全年的訓練時間達680小時，服務使用者的清潔技巧經過密集式的訓練後均有所提升。

前瞻

未來的目標以鞏固現有客戶為主，並會致力於提升服務使用者的整體技巧及加強職安健培訓，以協助有潛質的服務使用者投入市場。此外，本區會繼續透過參與不同的展銷活動及寄售商店的銷售方式推廣手工藝貨品。

本區未來將積極探討及開拓新業務，讓服務使用者能接受多元化的訓練，以便迎合職場需要。



項目發展報告

智快髮

本公司於2014年11月於屯門醫院主大樓大堂開設【智快髮】剪髮店，成為全港首間於公立醫院開設理髮服務的社企，讓我們為市民大眾、醫院病人及院方職員提供優質「快剪」服務及專業護髮產品。在發展創新業務之同時，亦為殘疾人士及弱勢社群製造更多就業及工作訓練機會。



開幕禮當日榮幸地邀請勞工及福利局常任秘書長譚贛蘭太平紳士(左起第八)、屯門醫院副行政總監董煜醫生(左起第七)、屯門醫院福利設施委員會主席李海根醫生(左起第六)為主禮嘉賓。

【智快髮】致力於培訓殘疾人士，讓他們於店內實踐及累積經驗，服務亦得到客戶認同及讚賞。項目獲多個傳媒訪問，並於2014年11月19日刊登在頭條日報港聞版上及2014年11月20日接受TVB「東張西望」之採訪。



員工及訓練員心聲



林麗玲 (行政助理，中央統籌辦公室)

我在2014年7月14日到匡業工作，過去一年多的時間過得很開心、很充實。第一次工作上接觸殘疾人士、第一次可以一面工作，一面聽到由單位工場傳來的周杰倫歌聲、第一次拿著大型購物袋去購貨，等等…雖然只是短短的一年，但美好的常存心中，感激我遇見的所有同事！謝謝。



崔樹芬 (清潔服務員，九龍西)

過去一年都滿意工作表現，特別是清潔工作，有開心有擔心，開心的是職員耐心的對待，教導及關懷，她們還經常請吃東西，擔心的是拍擋年紀漸大，已步入退休年齡，在體能上下降及可能在未來日子轉變工作環境等等，總結是開心。



羅玉英 (清潔服務員，九龍西)

在工作上有辛酸有開心，本人特別喜歡現時的工作地點(扶康會)工作，因為他們職員的關心，教導及帶領使我在工作上學習很多，他們還經常請我吃東西。工作上有時給拍擋埋怨時，都有想過不做，但我不做還有誰人做，很多時經導師解釋事件經過就解決問題。本人已年紀漸大了即將步入退休年齡，擔心未來日子如何，如有機會都希望能夠繼續工作。



李靜雯 (手工藝，新界西)

我是李靜雯，最初由加工生產到手工藝組，跟隨導師到不同地方做展銷，其他時間就在工場做手工藝產品。後來我跟熊Sir外出做清潔，其實我一向都不喜歡清潔的工作，尤其是洗馬桶，不喜歡它的臭味，但是熊Sir跟我說只要戴上口罩就可以了，我聽他說，現在已習慣了。很多謝熊Sir對我的提點、教導，讓我對清潔工作漸漸提昇自信心。



馮瑞林 (汽車清潔服務員，新界西)

大家好！我叫做亞「LAM」加入匡業已有5年之多，現時主要是負責汽車清潔，我在這裡工作非常開心，因為認識到一班好好的工友，又得到很多客戶的讚賞，令我感到很有成功感，所以在此我要感謝一直悉心教導我的每位導師，她們教了我很多工作上的技巧，我會繼續用心工作，希望得更多讚賞和認同。



黃國強 (汽車清潔服務員，新界西)

Hi !!我係「亞強」，大家好！我在匡業做汽車清潔已有10年喇！記起第一天上班時，因為自己什麼都不懂、記性不好，但又要記很多車牌，真的很驚訝！好彩有一班耐心教我的導師，在多番訓練和鼓勵下，現在我已克服這個弱點，記性還比其他工友好，但10年已過，明年將要退休的我，心情很難捨難離，每當想起將要離開一班好好的工友和導師時，就很不開心，現在我會繼續努力完成每天的工作。

在此我衷心感謝懷智匡業多年來給我的工作機會，及教導過我的導師，希望我退休後仍有機會和你們相聚。



鍾惠勤 (清潔訓練員，新界西)

我加入朗藝坊清潔工作已有5年多，對於清潔慢慢有興趣，我對外出清潔工作非常熱衷，朗藝坊和清潔工作讓我懂得儲蓄金錢和結交朋友，我在朗藝坊工作非常開心。

宣傳活動（手工藝銷售及推廣）



活動 / 展銷日期	名稱	
08-12/04/2014	旺角政府合署展銷推廣	
07-10/05/2014		
10-14/06/2014		
05-09/08/2014		
02-06/09/2014		
23-27/09/2014		
16-20/12/2014		
10-14/02/2015		
24-28/03/2015		
23-25/05/2014	西貢市集 展銷推廣	
14-17/04/2014	長沙灣政府合署展銷推廣	
26/05/2014	南京交流團到訪朗藝坊展銷推廣	
31/05/2014	朗藝坊家屬會 - 愛心曲奇推廣	
20-21/09/2014	元朗三聯書局 展銷	
22-23/11/2014		
03-07/11/2014	浸會大學展銷	
06/02/2015		
12-16/11/2014	Let Them Shine Gala 沙田展銷	
25/12/2014-05/01/2015	第49屆工展會展銷推廣	
07/02/2015	朗藝坊 25週年開放日展銷推廣	
21/03/2015	天星碼頭展銷推廣	

週年聚餐活動

一年一度的週年聚餐活動於2015年2月28日於天水圍嘉湖海逸酒店舉行，是年度共有130人參加，除了慶祝農曆新年外，本公司當日亦頒贈長期服務獎以感謝公司員工付出的努力及加以鼓勵。一如既往，本公司亦邀請了業務的合作伙伴及社聯天使等作嘉賓，還有表演及抽獎，當天氣氛融洽，各人都非常歡暢，員工亦滿載而歸。

週年聚餐活動花絮：



大合照：



董事及管理層團隊



新界西團隊



九龍西團隊



沙田區團隊



中央統籌辦公室團隊

與商界合作

資生堂（香港）有限公司

本公司於2014年10月14日參加由資生堂（香港）有限公司舉辦之培訓環節，從頭髮的認識、產品銷售技巧，以至同事親身體驗，均令我們對頭髮及相關產品的知識增加不少，為投身頭髮護理市場作好準備。



15M Plus Limited 髮型連鎖集團

本公司位於屯門醫院之新項目【智快髮】邀請到15M Plus Limited 髮型連鎖集團主席區志偉先生作為顧問，為項目提供專業意見。



圖為香港電台第一台節目「非常人物生活雜誌」到【智快髮】店內採訪，區志偉先生（右二）與主持人郭立樁先生（右一）、髮型師KIM（左一）及顧客一同合照。

「快樂工作間」頒獎典禮暨 「創業展才能社企」嘉許禮

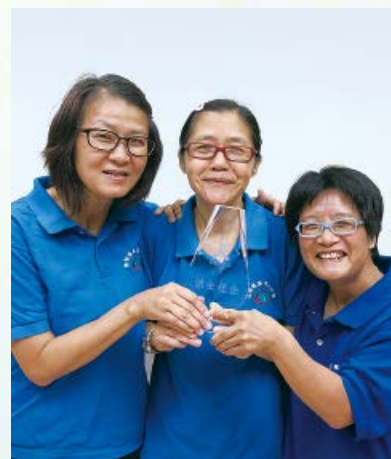
本公司屬下兩個業務 -- 『汽車清潔服務』及『清潔服務』於社會福利署 - 康復服務市場顧問辦事處舉辦之「快樂工作間」頒獎典禮暨「創業展才能社企」嘉許禮，分別獲頒「傑出社企」及「愛心社企」獎項。典禮當日由本公司督導主任盧家華先生代表領獎。



主辦單位頒發「愛心社企」獎項予汽車清潔服務，以嘉許聘請殘疾人士。



另外，主辦單位亦頒發了「傑出社企」獎項予汽車清潔服務及清潔服務，以表揚本公司多年來經營業務的努力。



客戶贈言



林志華先生 電視廣播有限公司
(九龍西汽車清潔客戶)

工作細心，
態度認真！
有禮貌，有熱誠！

TVB 林志華



李添勝先生 電視廣播有限公司
(九龍西汽車清潔客戶)

我上落班所駕的車子，能夠每日都潔淨如新，實有賴“懷智匡業”的兄弟們辛勤工作所至。清潔汽車仍是簡單工作，卻也感受到他們的敬業精神。

李添勝



楊先生 屯門醫院醫生

(新界西汽車清潔客戶)

衷心感謝懷智匡業洗車團隊的專業服務態度，令我的座架時常保持清潔，尤其是多謝和仔的敬業樂業精神。

祝大家身體健康，生活愉快！



郭立椿先生 香港電台第一台節目主持

(智快髮客戶)

郭先生持續親身支持本快髮店，不定時會到智快髮惠顧。郭先生表示很開心見到殘疾人士可以嘗試髮型助理工作，每次踏進智快髮也感覺環境很清潔舒適。郭先生希望社會給予殘疾人士更多平等機會，並祝福本店可早日開設分店，把快剪業務擴展至其他醫院。





陳翠儀牧師 信義會靈暉堂
(新界西清潔客戶)

我係信義會靈暉堂陳翠儀牧師，以下是我們對你們(懷智匡業有限公司)服務的回應～

欣賞學員的投入，包括工作態度及勇於與人建立關係。感謝帶隊的鄧姑娘和督導周姑娘，悉心指導學員，引導他們發揮所長，團隊合作，令我們的場地保持整潔。我們看到機構服務的果效，不但訓練學員有工作的技能，更培養學員做人處事的素質。



特別鳴謝



公司 / 機構 / 團體 (排名不分先後)

九龍佑寧堂

信和集團 - 黃廷方慈善基金

屯門醫院

15M Plus Limited 髮型連鎖集團

759 阿信屋

電視廣播有限公司

資生堂香港有限公司

嘉湖海逸酒店

Medicare Wig Center

名樂坊

Dakebestore

三聯書店

大有行有限公司

香港理工大學

傑成系統有限公司

麵之家

零食大王

高雅線圈製品有限公司

鄰舍輔導會屯門/元朗鄉交中心

朱靜華律師 - 退休長者協會有限公司

拉斐特

國際十字路會

基督教宣道會徐澤林小學

仁愛堂蕭梁詠筠綜合醫療中心

香港教育專業人員協會

聖公會基福小學

扶康會麗瑤之家

以馬內利浸信會

長沙灣政府合署

何文田香港房屋委員會

億豐環球實業有限公司

基督教香港信義會靈暉堂

桌遊天地 - 桌上遊戲 Café

基督教宣道會錦繡堂

宣道會宣德堂

東方基督教會恩光堂

仁濟醫院廿四屆董事局社會服務中心

核數報告

WAI JI HONG YIP COMPANY LIMITED

懷智匡業有限公司

DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

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范陳會計師行
FAN, CHAN & CO.
CERTIFIED PUBLIC ACCOUNTANTS
HONG KONG

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

DIRECTORS' REPORT

The directors present herewith their report and the audited financial statements for the year ended 31 March, 2015.

Principal activities

The principal activities of the Company is creating employment opportunities for people with disabilities through its provision of cleansing services and the operation of a snack shop and a hair salon.

Financial statements

The results of the Company for the year ended 31 March, 2015 and the state of affairs of the Company as at that date are set out in the financial statements on pages 5 to 20.

Funds

Details of movements in the funds of the Company for 2015 are set out in the statement of changes in funds.

Fixed assets

Details of movements in plant and equipment of the Company for 2015 are set out in note 9 attached to the financial statements.

Company status

The Company is incorporated in Hong Kong with liability limited by guarantee.

Directors

The directors who held office during the year and up to the date of this report were:

Chung Chi Wai	鍾志煒	
Chung Kin Keung, Lawrence	鍾建強	
Tsang Wai Ping, Cecilia	曾慧平	
Leung Kai Lok, Peter	梁佳樂	
Leung Yiu Fat, Allen	梁耀發	(Appointed on 6 December, 2014)
Lee Man Key	李文基	(Resigned on 22 July, 2015)
Chow Kin Yung, Nellie	鄒健容	(Resigned on 2 September, 2014)

In accordance with the Company's Articles of Association, all directors retire, and being eligible, offer themselves for re-election.

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

DIRECTORS' REPORT

Business review

The Company falls within reporting exemption for the financial year. Accordingly, the Company is exempted from preparing a business review.

Permitted indemnity provisions

At no time during the financial year and up to the date of this Directors' Report, there was or is, any permitted indemnity provision being in force for the benefit of any of the directors of the Company (whether made by the Company or otherwise).

Auditor

The financial statements have been audited by Messrs. Fan, Chan & Co. who retire and being eligible, offer themselves for reappointment.

For and on behalf of the Board



Chung Chi Wai
Chairperson
Dated, 27 NOV 2015

范陳會計師行
FAN, CHAN & CO.
CERTIFIED PUBLIC ACCOUNTANTS



INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

(incorporated in Hong Kong and limited by guarantee)

We have audited the financial statements of Wai Ji Hong Yip Company Limited ("the Company") set out on pages 5 to 20, which comprise the statement of financial position as at 31 March, 2015, and the statement of profit or loss and other comprehensive income, statement of cash flows and statement of changes in funds for the year then ended, and a summary of significant accounting policies and other explanatory information.

Directors' Responsibility for the Financial Statements

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the Hong Kong Companies Ordinance and the requirements set out in the agreements signed between the Company and the Environment and Conservation Fund of the HKSAR on 19 May, 2011 together with the relevant section of the "Guide to Application" (collectively, the Agreement), and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

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

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH, 2015

	Note	2015 HK\$	2014 HK\$
Revenue	(5)	2,855,281	2,748,879
Cost of sales		(52,929)	-
Gross surplus		2,802,352	2,748,879
Other income	(5)	212,872	436,557
Selling and distribution costs		(707,905)	(637,563)
Administrative expenses		(2,069,464)	(2,200,372)
Surplus and total comprehensive income for the year	(6)	237,855	347,501

INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

Opinion

In our opinion, the financial statements give a true and fair view of the state of the Company's affairs as at 31 March, 2015 and of its financial performance and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in compliance with the Hong Kong Companies Ordinance and has complied with, in all material respect, the terms and conditions of the Agreement.

Fan Chan & Co.
Certified Public Accountants
Hong Kong, 27 NOV 2015

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH, 2015

	2015 HK\$	2014 HK\$
Operating activities		
Surplus for the year	237,955	347,501
Adjustments for:		
Depreciation	129,124	36,582
Interest income	(38,136)	(24,716)
Operating surplus before changes in working capital	328,943	359,367
Increase in inventories	(13,914)	-
Decrease in trade and other receivables	99,827	26,625
Increase in other payables	145,297	147,479
Decrease in amounts due to Wai Ji Christian Service	(18,984)	(1,732)
Decrease in deferred income	(169,105)	(50,947)
Cash flow generated from operating activities	371,964	480,792
Investing activities		
Interest received	38,136	24,716
Increase in deposits held for more than 6 months	(1,901,361)	-
Purchases of plant and equipment	(258,248)	-
Cash flow (used in) / generated from investing activities	(2,121,473)	24,716
Net (decrease) / increase in cash and cash equivalents	(1,749,509)	505,508
Cash and cash equivalents at the beginning of the year	5,255,900	4,750,392
Cash and cash equivalents at the end of the year	3,506,391	5,255,900
Analysis of balances of cash and cash equivalents		
Cash and bank balances	3,506,391	5,255,900

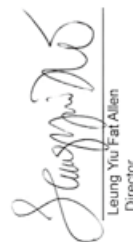
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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

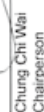
STATEMENT OF FINANCIAL POSITION
AS AT 31 MARCH, 2015

Note	2015 HK\$	2014 HK\$
Non-current assets		
Plant and equipment	129,124	-
Current assets		
Inventories	13,914	-
Trade and other receivables	428,191	528,018
Deposits held for more than 6 months	1,901,361	-
Cash and cash equivalents	3,506,391	5,255,900
	5,849,857	5,783,918
Current liabilities		
Other payables	371,133	225,836
Amounts due to Wai Ji Christian Service	111,504	130,488
Deferred income – Environment and Conservation Fund	-	-
Deferred income – Social Welfare Department grants	-	169,105
	482,637	525,429
Net current assets	5,367,220	5,258,489
Net assets	5,496,344	5,258,489
Funds		
Accumulated funds	5,496,344	5,258,489

The financial statements were approved and authorised for issue by the Board of Directors on **27 NOV 2015** and are signed on its behalf by:



Leung Yiu Fat Allen
Director



Chung Chi Wai
Chairperson

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

STATEMENT OF CHANGES IN FUNDS
FOR THE YEAR ENDED 31 MARCH, 2015

	Accumulated funds HK\$
As at 1 April, 2013	4,910,988
Surplus and total comprehensive income for the year	347,501
As at 31 March, 2014 and at 1 April, 2014	5,258,489
Surplus and total comprehensive income for the year	237,855
As at 31 March, 2015	5,496,344

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

1. General information

The Company is a private company limited by guarantee incorporated in Hong Kong. The address of Company's registered office and principal place of operation is located at G/F., 9-15 Tung Hoi House, Tai Hang Tung Estate, Shek Kip Mei, Kowloon, Hong Kong.

The financial statements are presented in Hong Kong dollars, which is also the functional currency of the Company.

During the year, the principal activities of the Company is creating employment opportunities for people with disabilities through its provision of cleansing services and the operation of a snack shop and a hair salon.

2. Application of new and revised Hong Kong Financial Reporting Standards

These financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collectively includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the requirements of the Hong Kong Companies Ordinance.

The HKICPA has issued the following amendments to HKFRSs and one new interpretation that are first effective for the current accounting period of the Company.

- Amendments to HKFRS 10, HKFRS 12 and HKAS 27, *Investment entities*
- Amendments to HKAS 32, *Offsetting financial assets and financial liabilities*
- Amendments to HKAS 36, *Recoverable amount disclosures for non-financial assets*
- Amendments to HKAS 39, *Novation of derivatives and continuation of hedge accounting*
- HK(IFRIC) 21, *Leases*

The application of the amendments to HKFRSs and the new interpretation in the current year has had no material effect on the Company's financial performance and positions for the current and prior year and/or on the disclosures set out in these financial statements.

The Company has not applied the new, revised and amendments to HKFRSs that have been issued but are not yet effective for the current accounting period. The Company has already commenced an assessment of the impact of these new, revised and amendments to HKFRSs but is not yet in a position to state whether these new, revised and amendments to HKFRSs would have a material impact on its results of operations and financial position.

New Hong Kong Companies Ordinance (Cap. 622)

In addition, the requirements of Part 9 "Accounts and Audit" of the new Hong Kong Companies Ordinance (Cap. 622) come into operation during the financial year, as a result, there are changes to presentation and disclosures of certain information in the financial statements.

3. Significant accounting policies

Basis of preparation

The financial statements have been prepared on the historical cost basis.

The preparation of the financial statements in conformity with HKFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of HKFRSs that have significant effect on the financial statements and estimates with significant risk of material adjustments in the next year are discussed in note 4.

Revenue

Revenue is recognised when it is probable that the economic benefits will flow to the Company and when the revenue can be measured reliably, on the following basis:

- (i) Sale of goods is recognised when the goods are delivered and the risks and title have been passed;
- (ii) Service income is recognised when services are rendered;
- (iii) Interest income is recognised as it accrues using the effective interest method; and
- (iv) Subvention income is recognised when the right to receive payment is established.

Plant and equipment

Plant and equipment are stated at cost less subsequent accumulated depreciation and accumulated impairment losses.

Depreciation is provided to write off the cost of items of plant and equipment over their estimated useful lives and after taking into account of their estimated residual value, using the straight line method.

An item of plant and equipment is de-recognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on de-recognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the item) is included in surplus or deficit in the year in which the item is de-recognised.

3. Significant accounting policies (continued)

Impairment of non-financial assets

At the end of each reporting period, the Company reviews internal and external sources of information to determine whether its furniture and equipment have suffered an impairment loss or impairment loss previously recognised no longer exists or may be reduced. If any such indication exists, the recoverable amount of the asset is estimated, based on the higher of its fair value less cost to sell and value in use. Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the smallest group of assets that generates cash flows independently (i.e. cash-generating unit). If the recoverable amount of an asset or a cash-generating unit is estimated to be less than its carrying amount, the carrying amount of the asset or cash-generating unit is reduced to its recoverable amount. Impairment losses are recognised as an expense immediately. A reversal of impairment loss is limited to the carrying amount of the asset or cash-generating unit that would have been determined had no impairment loss been recognised in prior years. Reversal of impairment loss is recognised as income immediately.

Trade and other receivables

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less allowance of impairment. Allowance of impairment on trade and other receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivables. The amount of the allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original 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 profit or loss. When a trade receivable is uncollectible, it is written off against the trade and other receivables directly and the amount previously charged to the allowance account is reversed. Subsequent recoveries of amounts previously written off are credited directly in profit or loss and of amounts previously charged to the allowance account are reversed.

Cash and cash equivalents

For the purpose of the statement of cash flows, cash and cash equivalents represent cash at bank and on hand.

Other payables

Other payables are initially stated at their fair value and subsequently measured at amortised cost using the effective interest method unless the effect of discounting would be immaterial, in which case they are stated at cost.

Operating leases

Leases where substantially all the rewards and risks of ownership of assets remain with the lessor are accounted for as operating leases. Where the Company is the lessee, rentals payable under operating leases are charged to surplus or deficit on the straight-line basis over the lease terms.

Social Welfare Department grants

Social Welfare Department grants are recognised when there is reasonable assurance that the grants will be received and all attaching conditions will be complied with. When the grant relates to an expense item, it is recognised as income over the periods necessary to match the grant on a systematic basis to the costs that it is intended to compensate.

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

3. Significant accounting policies (continued)

Related parties

A person or an entity is related to the Company if:

- (a) A person, or a close member of that person's family, is related to the Company if that person:
 - (i) has control or joint control over the Company;
 - (ii) has significant influence over the Company; or
 - (iii) is a member of the key management personnel of the Company or the Company's parent.
- (b) An entity is related to the Company if any of the following conditions applies:
 - (i) The entity and the Company are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others);
 - (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member);
 - (iii) Both entities are joint ventures of the same third party;
 - (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity;
 - (v) The entity is a post-employment benefit plan for the benefit of employees of either the Company or an entity related to the Company;
 - (vi) The entity is controlled or jointly controlled by a person identified in (a);
 - (vii) A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

Close members of the family of a person are those family members who may be expected to influence, or be influenced by, that person in their dealings with the entity.

Employee benefits

Salaries, paid annual leave, and the cost to the Company of non-monetary benefits are accrued in the year in which the associated services are rendered by the employees of the Company.

Contributions to the Mandatory Provident Fund Scheme (the "MPF Scheme") are charged as an expense as they fall due.

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

4. Critical accounting estimates and judgements

The Company makes estimates and assumptions concerning the future. The estimate and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

Allowance for impairment of trade receivables

Allowance for impairment of trade receivables are assessed and provided based on the Company's regular review of aging analysis and evaluation of collectibility. A considerable level of judgement is exercised by the Company when assessing the creditworthiness and past collection history of each individual customer. Any increase or decrease in the allowance for impairment of trade receivables would affect profit or loss in future years.

5. Revenue and other income

	2015 HK\$	2014 HK\$
Revenue:		
Sale of goods	549,000	417,220
Service income	2,306,281	2,331,659
	<u>2,855,281</u>	<u>2,748,879</u>
Other income:		
Interest income	38,136	24,716
Subvention income	169,105	410,312
Sundry income	5,631	1,529
	<u>212,872</u>	<u>436,557</u>

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

	2015 HK\$	2014 HK\$
6. Surplus for the year		
Surplus for the year is arrived at after charging the following items:		
Staff salaries and allowances	1,515,360	1,787,016
Contributions to the Mandatory Provident Fund	71,831	69,780
Total staff costs	1,587,191	1,856,796
Auditor's remuneration	19,000	21,500
Depreciation	129,124	36,582
Operating lease – warehouse	180,000	180,000

7. Taxation

No provision for Hong Kong profits tax has been made in the financial statements as the Company, being a non-profit-making organization by character, is exempt from Hong Kong taxation under Section 88 of the Inland Revenue Ordinance.

8. Directors' remuneration

The directors received no remuneration for their services to the Company during the year (2014: Nil).

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

9. Plant and equipment	Leasehold improvement HK\$	Furniture and equipment HK\$	Total HK\$
Cost			
At 1 April, 2013 and at 31 March, 2014	-	102,910	102,910
At 31 March, 2014	-	102,910	102,910
Additions	258,248	-	258,248
Written off	-	(40,000)	(40,000)
At 31 March, 2015	258,248	62,910	321,158
Accumulated depreciation			
At 1 April, 2013	-	66,328	66,328
Charge for the year	-	36,582	36,582
At 31 March, 2014	-	102,910	102,910
Charge for the year	129,124	-	129,124
Written off	-	(40,000)	(40,000)
At 31 March, 2015	129,124	62,910	192,034
Net book value			
At 31 March, 2015	129,124	-	129,124
At 31 March, 2014	-	-	-

The above items of plant and equipment are depreciated using the straight-line method over their estimated useful lives as follows:

Furniture and equipment
Leasehold improvement

5 years
Over the unexpired lease term or 10 years whichever is shorter

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

10. Inventories

Inventories comprise entirely of stock in trade (2014: HK\$Nil).

11. Trade and other receivables

	2015 HK\$	2014 HK\$
Trade receivables	163,275	119,235
Other receivables	197,636	333,883
Prepayments	32,000	42,100
Rental and utilities deposit	35,280	32,800
	428,191	528,018

The Company allows a credit period of 30 days from the date of billing to its customers.

The aging analysis of the carrying amounts of trade receivables that are neither individually nor collectively considered to be impaired is as follows:

	2015 HK\$	2014 HK\$
Neither past due nor impaired	130,123	77,642
Past due but not impaired:		
One to six months	30,618	41,593
Six months to one year	2,534	-
	163,275	119,235

Receivables that were neither past due nor impaired relate to customers that have no recent history of default. Receivables that were past due but not impaired relate to customers that have a good track record with the Company. Based on past experience, management believes that no impairment allowance is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are expected to be fully recoverable.

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

12. Cash and cash equivalents

	2015 HK\$	2014 HK\$
- Time deposits (matured over 6 months)	1,901,361	-
Cash and cash equivalents		
- Time deposits (matured within 6 months)	2,145,967	4,009,191
- Current and saving accounts	1,328,467	1,217,243
	3,474,434	5,226,434
Cash in hand	31,957	29,466
	3,506,391	5,255,900

Cash and cash equivalents comprise cash held by the Company and short-term bank deposits with an original maturity of six months or less.

13. Other payables

	2015 HK\$	2014 HK\$
Accruals and other payables	268,133	122,836
Receipt in advance	103,000	103,000
	371,133	225,836

14. Amounts due to Wai Ji Christian Service

The amounts are unsecured, non-interest bearing and without fixed repayment terms.

15. Deferred income – Environment and Conservation Fund ("ECF")

	2015 HK\$	2014 HK\$
Balance brought forward	-	24,000
Less: Released to income and expenditure	-	(24,000)
Balance carried forward	-	-

The deferred income was the amount received from the ECF for acquiring furniture and equipment to launch the community waste recovery project and provide employment opportunities for people with disabilities.

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

16. Deferred income – Social Welfare Department (“SWD”) grants

	2015 HK\$	2014 HK\$
Balance brought forward	169,105	196,052
Amount released to income and expenditure	(169,105)	(14,365)
- Recurrent cost	-	(12,582)
- Capital expenditure	(169,105)	(26,947)
Balance carried forward	-	169,105

The deferred income was the seed money from the SWD to launch projects to provide employment opportunities for people with disabilities. The surplus of the unused funds is refundable to the SWD and repayable on demand.

17. Operating lease arrangements

The Company entered into operating lease on its warehouse. This lease has an average life of one year.

At 31 March, 2015, the Company had total future minimum lease payments under noncancellable operating lease falling due as follows:

	2015 HK\$	2014 HK\$
Within one year	120,000	120,000
In the second to fifth years, inclusive	-	-
	120,000	120,000

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

18. Related party transactions

In addition to the transactions and balances disclosed elsewhere in these financial statements, the Company had the following transactions with related parties during the year:

Related party	Nature of transactions	2015 HK\$	2014 HK\$
Related company: Wai Ji Christian Service	Sales of goods	36,452	28,180
	Purchases of goods and services	422,270	408,011
	Including: Sub-contracting fee paid	422,270	408,011

19. Financial risk management objectives and policies

Exposure to credit and liquidity risks arise in the normal course of the Company's business. These risks are limited by the Company's financial management policies and practices described below.

Credit risk

The Company's credit risk is primarily attributable to trade receivables. The Company has policies in place to ensure that sales of products are made to customers with an appropriate credit history. The Company does not obtain collateral from customers. The exposure to these credit risks are monitored on an ongoing basis.

The percentage of trade receivables due from the Company's largest trade debtor and due from the Company's five largest trade debtors in aggregate to the Company's total trade receivables are as follows:

	2015 %	2014 %
Due from the Company's largest trade debtor	21	26
Due from the Company's largest five trade debtors	56	49

Further quantitative disclosures in respect of the Company's exposure to credit risk arising from trade receivables are set out in note 11 to the financial statements.

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH, 2015

19. Financial risk management objectives and policies (continued)

Liquidity risk

In the management of the liquidity risk, the Company monitors and maintains a level of cash and cash equivalents deemed adequate by management to finance the Company's operations and mitigate the effects of fluctuations in cash flows. The following table details the Company's remaining contractual maturity for its financial liabilities. For non-derivatives financial liabilities, the table has been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Company can be required to pay. The table includes both interest and principal cash flows.

	Carrying amount HK\$	Total contractual undiscounted cash flow HK\$	Less than one year HK\$
As at 31 March, 2015			
Other payables	371,133	371,133	371,133
Amounts due to Wai Ji Christian Service	111,504	111,504	111,504
	482,637	482,637	482,637
As at 31 March, 2014			
Other payables	225,836	225,836	225,836
Amounts due to Wai Ji Christian Service	130,488	130,488	130,488
Deferred income – SWD grants	169,105	169,105	169,105
	525,429	525,429	525,429

20. Capital management

The Company's financial account includes the account on the accumulated surplus of the Company as described on page 8 of the financial statements. It is the Company's objective to maintain sufficient funds to safeguard the Company's ability to continue as a going concern and to support its current and future operating expenditure requirements.

Appendices

The following pages are for internal management purposes and do not form part of the audited financial statements

WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司
DETAILED STATEMENT OF FINANCIAL POSITION
AT 31 MARCH 2015
(FOR MANAGEMENT PURPOSE ONLY)

	Direct sales HK\$	Car cleaning HK\$	Cleaning Services HK\$	管理費 HK\$	Miscellaneous Services HK\$	2015 HK\$	2014 HK\$
Non Current assets	-	-	-	-	-	-	-
Plant & Equipment	-	-	-	-	-	129,124	-
Current assets							
Inventories	45,889	83,703	87,190	-	5,188	8,728	13,914
Accounts receivable	-	-	-	-	-	778	260,811
Amounts due to/from Central Unit	861,850	2,809,178	1,929,324	(274,280)	(204,463)	32,707	4,860,018
Amounts due to/from other services	(172,373)	308,878	(135,700)	-	(800)	-	(4,860,018)
Deposits and prepayments	94,340	48,374	53,284	62,800	4,480	2,480	87,280
Cash and bank	829,796	3,248,131	1,934,075	(194,827)	(188,797)	32,707	88,862
Current liabilities							
Trade and other payable	55,234	10,682	5,964	71,255	6,389	117,789	103,820
Amounts due to/from Wai Ji	86,517	8,815	29,130	-	-	-	(14,858)
Charity Service Department grants	-	-	-	-	-	-	-
Net current assets	143,751	19,497	38,094	71,255	6,389	117,789	482,037
Net assets	785,945	3,228,624	1,998,981	(71,255)	(201,216)	(5,367,220)	5,298,489
Represented by:							
Accumulated funds	785,945	3,228,624	1,998,981	(71,255)	(201,216)	(177,462)	5,496,344
						32,707	5,298,489

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WAI JI HONG YIP COMPANY LIMITED
懷智匡業有限公司
DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH, 2015
(FOR MANAGEMENT PURPOSE ONLY)

	Direct sales HK\$	Car cleaning HK\$	Cleaning Services HK\$	管理費 HK\$	Miscellaneous Services HK\$	2015 HK\$	2014 HK\$
Sales of goods	468,527	1,408,660	824,081	56,946	25,527	549,000	417,220
Service income	468,527	1,408,660	824,081	56,946	99,067	2,331,659	2,148,879
Cost of sales	-	-	-	43,161	9,768	52,929	-
Gross profit	468,527	1,408,660	824,081	13,785	89,290	2,802,352	2,148,879
Other income	169,105	-	-	-	-	169,105	410,312
Subvention income	6,483	19,569	13,515	1,200	3,000	43,767	26,245
Other income	175,588	19,569	13,515	1,200	3,000	212,872	436,557
Selling and distribution expenses	5,260	-	-	-	-	5,260	9,309
Mandatory provident fund	-	-	-	-	-	56,988	1,520
Repairs and maintenance	99,023	-	-	14,883	42,125	156,332	105,202
Sub-contracting fee	119,161	-	-	-	57,359	119,161	252,547
Salaries and allowances	-	-	-	9,026	12,339	21,365	28,027
Sundry expenses	255	764	479	1,295	12,953	15,746	13,117
Promotion materials	-	-	-	180,000	7,000	187,000	180,000
Warehouse rental	-	-	-	-	7,000	7,000	-
License fee	-	-	-	-	1,892	1,892	-
Utilities	-	-	-	8,650	-	10,542	-
Depreciation	-	-	-	1,592	129,124	130,716	24,000
Printing and stationery	-	-	-	775	175	950	837
Production costs	-	-	-	-	3,795	4,570	22,404
	223,069	764	479	216,201	266,763	707,995	637,583
Administrative expenses	3,748	8,788	6,464	-	-	19,000	21,500
Auditors' remuneration	2,229	21,827	12,406	-	-	36,462	12,582
Insurance premium	34	44,594	22,007	-	-	66,571	26,513
Mandatory provident fund	-	-	-	-	-	12,465	12,465
Office supplies	1,728	-	3,661	-	-	5,389	4,444
Printing and stationery	144,447	10,820	10,749	-	-	174,016	125,050
Salaries and allowances	-	928,443	464,798	-	3,000	1,396,199	1,534,469
Staff training	75	224	141	-	-	440	1,540
Sub-contracting fee	-	98,320	167,568	-	-	265,888	302,809
Sundry expenses	6,885	31,395	14,753	-	-	53,033	60,651
Telecommunication charge	686	2,056	1,290	-	-	4,032	4,033
Traveling expenses	21,064	13,290	6,431	-	-	40,785	38,365
	180,698	1,175,342	710,220	-	3,000	2,069,464	2,200,372
Surplus and total comprehensive income for the year	237,520	252,123	126,891	(201,216)	(177,463)	237,855	347,501

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中央統籌辦公室



中央統籌辦公室

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