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ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 DECEMBER 2023, RECOMMENDATION FOR DECLARATION OF FINAL DIVIDEND AND CLOSURE OF REGISTER OF MEMBERS

HIGHLIGHTS

- ☆ The Group achieved solid organic growth of 14.1% in revenue for the year ended 31 December 2023 ("2023" or the "Year"), reaching HK\$718.0 million, supported by a 20.0% growth in the imaging disposable products segment and a 9.6% growth in the respiratory products segment.
- ☆ The Group achieved a financial turnaround in 2023, from a consolidated net loss attributable to owners of the Company of HK\$17.4 million for the year ended 31 December 2022 ("2022"), to a consolidated net profit attributable to owners of the Company of HK\$57.3 million for the Year.
- ♦ Concrete long-term development plans focusing on profitability enhancement, through higher production efficiency, increasing capacity and automation, along with the "In China, For China" strategy.
- ♦ Continued investment in research and development ("**R&D**"), regulatory and quality assurance to expand its product portfolio and support its long-term growth strategy.
- ♦ Despite the expected capital expenditure for the new integrated production facility, the Board has resolved to declare a final dividend of HK1.5 cents (2022: Nil) per share for the Year. Together with an interim dividend of HK1.25 cents (2022: a special dividend of HK2.5 cents) per share, the total dividend for 2023 reached HK2.75 cents (2022: HK2.5 cents) per share, or a dividend payout ratio of 31.4%.

ANNUAL RESULTS

The board (the "**Board**") of directors (the "**Directors**") of Vincent Medical Holdings Limited (the "**Company**") is pleased to announce the audited consolidated annual results of the Company and its subsidiaries (collectively the "**Group**" or "**Vincent Medical**") for the year ended 31 December 2023, together with the comparative figures for the year ended 31 December 2022 as follows:

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	2023 HK\$'000	2022 HK\$'000
Revenue Cost of sales	4	717,973 (477,586)	629,242 (463,889)
Gross profit		240,387	165,353
Other income, other gains and losses	5	(548)	(6,020)
Selling and distribution expenses		(38,928)	(31,973)
Administrative expenses		(99,068)	(101,678)
Research and development expenses		(36,063)	(36,682)
Profit/(loss) from operations		65,780	(11,000)
Finance costs	7	(1,682)	(2,852)
Share of profits/(losses) of associates		2,701	(1,414)
Share of profits/(losses) of joint ventures		116	(250)
Profit/(loss) before tax		66,915	(15,516)
Income tax expense	8	(8,707)	(2,874)
Profit/(loss) for the year	9	58,208	(18,390)
Attributable to:			
Owners of the Company		57,275	(17,398)
Non-controlling interests		933	(992)
		58,208	(18,390)
Earnings/(loss) per share Basic	11	HK8.87 cents	(HK2.66 cents)
Diluted		n/a	n/a

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2023

	2023 HK\$'000	2022 HK\$'000
Profit/(loss) for the year	58,208	(18,390)
Other comprehensive income:		
Item that will not be reclassified to profit or loss: Fair value changes of equity investments at fair value through other comprehensive income (" FVTOCI ")	2,327	(19,157)
Item that may be reclassified to profit or loss: Exchange differences on translating foreign operations	(6,539)	(32,090)
Other comprehensive income for the year, net of tax	(4,212)	(51,247)
Total comprehensive income for the year	53,996	(69,637)
Attributable to: Owners of the Company Non-controlling interests	53,287 709	(68,167) (1,470)
	53,996	(69,637)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AT 31 DECEMBER 2023

	Note	2023 HK\$'000	2022 HK\$'000
ASSETS			
Non-current assets			
Property, plant and equipment		101,200	100,825
Right-of-use assets		47,816	21,283
Other intangible assets		4,826	7,712
Investments in associates		2,701	_
Investments in joint ventures		3,317	5,718
Equity investments at FVTOCI		26,802	24,475
Non-current deposits		26,002	16,086
Deferred tax assets	-	1,295	1,342
Total non-current assets	-	213,959	177,441
Current assets			
Inventories		173,848	174,032
Trade receivables	12	172,394	159,304
Contract assets		14,820	16,438
Prepayments, deposits and other receivables		35,804	40,143
Bank and cash balances	-	175,784	159,341
Total current assets	_	572,650	549,258
TOTAL ASSETS	=	786,609	726,699
EQUITY AND LIABILITIES			
Share capital		6,533	6,533
Reserves	_	535,310	491,478
Equity attributable to owners of the Company		541,843	498,011
Non-controlling interests	_	1,248	602
Total equity	-	543,091	498,613

		2023	2022
	Note	HK\$'000	HK\$'000
Non opposed lightlifting			
Non-current liabilities			
Lease liabilities		1,839	5,100
Deferred tax liabilities	-	5,052	6,415
Total non-current liabilities	-	6,891	11,515
Current liabilities			
Trade payables	13	59,858	42,491
Other payables and accruals		115,725	97,244
Lease liabilities		14,500	16,792
Borrowings		21,046	38,500
Current tax liabilities	-	25,498	21,544
Total current liabilities	-	236,627	216,571
TOTAL EQUITY AND LIABILITIES	-	786,609	726,699
Net current assets	-	336,023	332,687
Total assets less current liabilities	-	549,982	510,128

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

1. GENERAL INFORMATION

The Company was incorporated as an exempted company in the Cayman Islands with limited liability on 19 November 2015. The address of its registered office is Cricket Square, Hutchins Drive, P.O. Box 2681, Grand Cayman, KY1-1111, the Cayman Islands. The address of its principal place of business in Hong Kong is Units 1604-07A, 16/F., Two Harbourfront, 22 Tak Fung Street, Hung Hom, Kowloon, Hong Kong. The Company's shares are listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "**Stock Exchange**").

The Company is an investment holding company. The principal activities of its subsidiaries are manufacturing, trading and R&D of medical devices.

Vincent Raya International Limited, a company incorporated in the British Virgin Islands, is the ultimate parent of the Company. Mr. Choi Man Shing and Ms. Liu Pui Ching are the ultimate controlling parties of the Company.

2. BASIS OF PREPARATION

These consolidated financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("**HKFRSs**") issued by the Hong Kong Institute of Certified Public Accountants (the "**HKICPA**"). HKFRSs comprise Hong Kong Financial Reporting Standards ("**HKFRS**"); Hong Kong Accounting Standards ("**HKAS**"); and Interpretations. These consolidated financial statements also comply with the applicable disclosure provisions of the Rules Governing the Listing of Securities on the Stock Exchange (the "**Listing Rules**") and with the disclosure requirements of the Companies Ordinance (Cap. 622).

The HKICPA has issued certain revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Group. Note 3 provides information on any changes in accounting policies resulting from initial application of these developments to the extent that they are relevant to the Group for the current and prior accounting periods reflected in these consolidated financial statements.

3. ADOPTION OF REVISED HONG KONG FINANCIAL REPORTING STANDARDS

(a) Application of revised HKFRSs

The Group has applied the following amendments to HKFRSs issued by the HKICPA for the first time, which are mandatorily effective for the annual period beginning on or after 1 January 2023 for the preparation of the consolidated financial statements:

Amendments to HKAS 8	Definition of Accounting Estimates
Amendments to HKAS 12	Deferred Tax related to Assets and Liabilities
	arising from a Single Transaction
Amendments to HKAS 1 and HKFRS	Disclosure of Accounting Policies
Practice Statement 2	

Except as described below, the application of the amendments to HKFRSs in the current year has had no material impact on the Group's financial positions and performance for the current and prior years and/or on the disclosures set out in these consolidated financial statements.

Impact on application of Amendments to HKAS 1 and HKFRS Practice Statement 2 "Disclosure of Accounting Policies"

The Group has adopted Amendments to HKAS 1 and HKFRS Practice Statement 2 "Disclosure of Accounting Policies" for the first time in the current year. HKAS 1 "Presentation of Financial Statements" is amended to replace all instances of the term "significant accounting policies" with "material accounting policy information". Accounting policy information is material if, when considered together with other information included in an entity's financial statements, it can reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements.

The amendments also clarify that accounting policy information may be material because of the nature of the related transactions, other events or conditions, even if the amounts are immaterial. However, not all accounting policy information relating to material transactions, other events or conditions is itself material. If an entity chooses to disclose immaterial accounting policy information, such information must not obscure material accounting policy information.

HKFRS Practice Statement 2 "Making Materiality Judgements" (the "**Practice Statement**") is also amended to illustrate how an entity applies the "four-step materiality process" to accounting policy disclosures and to judge whether information about an accounting policy is material to its financial statements. Guidance and examples are added to the Practice Statement.

The application of the amendments has had no material impact on the Group's financial positions and performance but has affected the disclosure of the Group's accounting policies set out in the consolidated financial statements.

Impact on application of Amendments to HKAS 12 "Deferred Tax related to Assets and Liabilities arising from a Single Transaction"

The Group has adopted Amendments to HKAS 12 "Deferred Tax related to Assets and Liabilities arising from a Single Transaction" for the first time in the Year. The amendments narrow the scope of the initial recognition exemption to exclude transactions that give rise to equal and offsetting temporary differences – e.g. leases.

The Group previously accounted for deferred tax on leases applying the "integrally linked" approach, resulting in a similar outcome to the amendments, except that the deferred tax asset or liability was recognised on a net basis. Following the amendments, the Group has recognised a separate deferred tax asset in relation to its lease liabilities and a deferred tax liability in relation to its right-of-use assets. The change primarily impacts disclosures of components of deferred tax assets and liabilities in notes to the consolidated financial statements, but does not impact the overall deferred tax balances presented on the consolidated statement of financial position as the related deferred tax balances qualify for offset under HKAS 12.

(b) Revised HKFRSs in issue but not yet effective

The Group has not early applied the following amendments to standards and interpretation that have been issued but are not yet effective:

	Effective for accounting periods beginning on or after
Amendments to HKAS 1 – Classification of Liabilities as Current or Non-current	1 January 2024
Amendments to HKAS 1 – Non-current Liabilities with Covenants	1 January 2024
Amendments to HKFRS 16 – Lease Liability in a Sale and Leaseback	1 January 2024
Hong Kong Interpretation 5 (Revised) Presentation of Financial Statements – Classification by the Borrower of a Term Loan that Contains a Repayment on Demand Clause	1 January 2024
Amendments to HKAS 7 and HKFRS 7 – Supplier Finance Arrangements	1 January 2024
Amendments to HKAS 21 – Lack of Exchangeability	1 January 2025
Amendments to HKFRS 10 and HKAS 28 – Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	To be determined by the HKICPA

The Group is in the process of making an assessment of what the impact of these amendments is expected to be in the period of initial application. So far it has concluded that the adoption of them is unlikely to have a significant impact on the consolidated financial statements.

4. **REVENUE**

The Group's revenue is derived from contracts with customers.

In the following table, revenue is disaggregated by product category, geographical market and timing of revenue recognition.

	OEM		OBM		OBM		Total	
	2023	2022	2023	2022	2023	2022		
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000		
By product category								
Respiratory products	72,209	66,992	202,644	183,810	274,853	250,802		
Imaging disposable products	285,570	238,021	-	-	285,570	238,021		
Orthopaedic and rehabilitation								
products	48,895	59,234	9,809	9,830	58,704	69,064		
Other products	98,846	71,355			98,846	71,355		
	505 530	425 (02	212 452	102 (40	515 052	(20.242		
	505,520	435,602	212,453	193,640	717,973	629,242		
By geographical market								
The United States (the "US")	251,987	350,320	7,732	4,245	259,719	354,565		
Spain	167,660	7,044	1,078	1,131	168,738	8,175		
The People's Republic of China								
(the " PRC ")	292	120	116,697	89,482	116,989	89,602		
Japan	13,782	11,418	33,480	39,022	47,262	50,440		
The Netherlands	19,694	16,134	1,771	1,067	21,465	17,201		
Costa Rica	13,455	31,443	-	-	13,455	31,443		
Australia	8,681	2,593	1,088	1,661	9,769	4,254		
Sweden	8,811	4,517	-	-	8,811	4,517		
Israel	7,542	825	1,186	1,424	8,728	2,249		
Others	13,616	11,188	49,421	55,608	63,037	66,796		
	505,520	435,602	212,453	193,640	717,973	629,242		
By timing of revenue								
recognition								
Products transferred at								
a point in time	219,950	197,581	212,453	193,640	432,403	391,221		
Products transferred over time	285,570	238,021	_	· _	285,570	238,021		
						.,		
	505,520	435,602	212,453	193,640	717,973	629,242		
			,•		,			

The following table provides information about receivables and contract assets from contracts with customers:

	2023	2022
	HK\$'000	HK\$'000
Receivables, which are included in "trade receivables"	172,394	159,304
Contract assets	14,820	16,438

Contract assets primarily consist of unbilled amount resulting from sales of OEM products transferred over time. Contract assets are transferred to receivables when the rights become unconditional. This usually occurs when the Group issues an invoice to the customer.

There were no significant changes in the contract assets balances during the reporting period.

5. OTHER INCOME, OTHER GAINS AND LOSSES

	2023 HK\$'000	2022 HK\$'000
Other income		
Government subsidies	927	2,895
Interest income	697	510
Sundry income	527	3,070
	2,151	6,475
Other gains and losses		
Exchange gains/(losses), net	483	(5,767)
Gain on derecognition of a lease contract	4	_
Gain on disposal of other intangible assets	_	621
Gain on disposal of property, plant and equipment	453	_
Impairment of investment in a joint venture	(1,660)	(3,820)
Impairment of trade receivables	(1,087)	_
Write off of prepayments and deposits	(817)	(2,524)
Write off of property, plant and equipment	(75)	(1,005)
	(2,699)	(12,495)
Total	(548)	(6,020)

6. SEGMENT INFORMATION

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 directors of the Group that make strategic and operating decisions.

Directors of the Group review the internal reporting of the Group in order to assess performance and allocate resources. From business model perspective, management assesses the performance of two operating segments, which are original equipment manufacturing ("**OEM**") and original brand manufacturing ("**OBM**").

- OEM represents "original equipment manufacturing", whereby products are manufactured in accordance with the customer's specification for sale under the customer's or third party's brand.
- OBM represents "original brand manufacturing", comprising research, development, manufacturing, marketing and sales of medical devices under "Inspired Medical", "inspiredTM" and "Hand of Hope" brands.

Segment profits or losses do not include interest income, interest expenses, exchange gains/losses, equity-settled share-based payments, share of profits/losses of associates, share of profits/losses of joint ventures, impairment of investment in a joint venture, corporate income and corporate expenses.

Segment assets and liabilities of the Group are not reported to the directors of the Group regularly. As a result, reportable segment assets and liabilities have not been presented in the consolidated financial statements.

Information about reportable segment profit or loss:

	OEM <i>HK\$'000</i>	OBM <i>HK\$'000</i>	Total <i>HK\$'000</i>
Year ended 31 December 2023			
Revenue from external customers	505,520	212,453	717,973
Segment profit	84,871	5,677	90,548
Depreciation and amortisation	24,875	13,456	38,331
Allowance for inventories	_	4,678	4,678
Gain on disposal of property, plant and equipment	_	453	453
Impairment of trade receivables	-	1,087	1,087
Provision of warranties	_	176	176
Reversal of provision of warranties	_	1,886	1,886
Write off of inventories	_	787	787
Write off of prepayments and deposits	817	_	817
Write off of property, plant and equipment	32	43	75
Year ended 31 December 2022			
Revenue from external customers	435,602	193,640	629,242
Segment profit/(loss)	62,292	(48,496)	13,796
Depreciation and amortisation	23,837	17,115	40,952
Allowance for inventories	10,912	24,001	34,913
Gain on disposal of other intangible assets	_	621	621
Provision for warranties	_	321	321
Write off of deposits	_	2,524	2,524
Write off of property, plant and equipment	714	291	1,005

Reconciliation of reportable segment revenue and profit or loss:

	2023 HK\$'000	2022 HK\$'000
Revenue		
Total revenue of reportable segments	717,973	629,242
Profit or loss		
Total profit or loss of reportable segments	90,548	13,796
Interest income	697	510
Interest expenses	(1,682)	(2,852)
Exchange gains/(losses), net	483	(5,767)
Equity-settled share-based payments	(1,877)	(2,939)
Share of profits/(losses) of associates	2,701	(1,414)
Share of profits/(losses) of joint ventures	116	(250)
Impairment of investment in a joint venture	(1,660)	(3,820)
Corporate income	1,060	4,491
Corporate expenses	(23,471)	(17,271)
Consolidated profit/(loss) before tax	66,915	(15,516)

Geographical information

The Group's revenue from external customers by location of operations and information about its non-current assets (excluding equity investments at FVTOCI and deferred tax assets) by location of assets are detailed below:

2023 2022 HK\$'000 HK\$'000 The US 259,719 354,565 Spain 168,738 8,175 The PRC 116,989 89,602 Japan 47,262 50,440 Othe Netherlands 21,465 17,201 Costa Rica 13,455 31,443 Australia 9,769 4,254 Sweden 8,811 4,517 Israel 63,037 66,796 Others 63,037 66,796 717,973 629,242 16,796 Non-current assets 2023 2022 HK\$'000 HK\$'000 HK\$'000 Hong Kong 14,416 17,045 The PRC 170,783 133,232 Spain 43 - Japan 620 1,347 Japan 620 1,347 Japan 2023 2022 HK\$'000 HK\$'000 HK\$'000 Otem segment 2023 2022 Otem segment 295,789 251,368 <t< th=""><th></th><th colspan="2">Revenue</th></t<>		Revenue	
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The PRC 116,989 89,602 Japan 47,262 50,440 The Netherlands 21,465 17,201 Costa Rica 13,455 31,443 Australia 9,769 4,254 Sweden 8,811 4,517 Israel 8,728 2,249 Others 63,037 66,796 717,973 629,242			
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$\begin{array}{ccccc} 2023 & 2022 \\ HK\$'000 & HK\$'000 \\ \end{array}$ Hong Kong 14,416 17,045 \\ 170,783 & 133,232 \\ Spain & 43 & - \\ Japan & 620 & 1,347 \\ \hline 185,862 & 151,624 \\ \hline \end{array} Revenue from major customers: $\begin{array}{cccccccccccccccccccccccccccccccccccc$			
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The PRC 170,783 133,232 Spain 43 - Japan 620 1,347 185,862 151,624 Revenue from major customers: 2023 2022 HK\$'000 HK\$'000 OEM segment 295,789 251,368		HK\$'000	HK\$'000
The PRC 170,783 133,232 Spain 43 - Japan 620 1,347 185,862 151,624 Revenue from major customers: 2023 2022 HK\$'000 HK\$'000 OEM segment 295,789 251,368	Hong Kong	14.416	17 045
Spain 43 – Japan 620 1,347 185,862 151,624 Revenue from major customers: 2023 2022 HK\$'000 HK\$'000 OEM segment 295,789 251,368			
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185,862 151,624 Revenue from major customers: 2023 2022 HK\$'000 HK\$'000 OEM segment 295,789 251,368			1 347
Revenue from major customers: 2023 2022 <i>LK\$'000 HK\$'000 HK\$'000</i> OEM segment 295,789 251,368	Jupun		
2023 2022 HK\$'000 HK\$'000 OEM segment 295,789 251,368		185,862	151,624
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OEM segment Customer A 295,789 251,368			
Customer A 295,789 251,368		HK\$'000	HK\$'000
Customer A 295,789 251,368	OEM segment		
		295.789	251.368

Note:

Revenue from customer B represented less than 10% of the Group's revenue for the Year.

7. FINANCE COSTS

Interest expenses on lease liabilities506Interest on borrowings1,176	4K\$'000 1,288 1,564
1	
	1,564
1,682	2,852
8. INCOME TAX EXPENSE	
2023	2022
HK\$'000 E	HK\$'000
Current tax – Hong Kong Profits Tax	
Provision for the year 5,891	1,676
Over-provision in prior years (25)	(58)
5,866	1,618
Current tax – the PRC	
Provision for the year 2,880	1,000
Over-provision in prior years (134)	(85)
2,746	915
Current tax – Others	
Provision for the year 1,340	1,856
Under-provision in prior years 2	901
1,342	2,757
Deferred tax (1,247)	(2,416)
Income tax expense 8,707	2,874

Under the two-tiered profits tax regime, the first HK\$2 million of profits of the qualifying group entity established in Hong Kong will be taxed at 8.25%, and profits above that amount will be subject to the tax rate of 16.5%. The profits of the group entities not qualifying for the two-tiered profits tax rate regime will continue to be taxed at a rate of 16.5%.

Under the Corporate Income Tax Law of the PRC which became effective from 1 January 2008, the standard corporate income tax rate is 25% except for Vincent Medical (Dongguan) Mfg. Co. Ltd. (東莞永勝醫療製品有限公司) and Vincent Medical (Dongguan) Technology Company Limited (東 莞永昇醫療科技有限公司) which are qualified as High and New Tech Enterprise and would be entitled to a reduced corporate income tax rate of 15%. The relevant tax rates of the Company's PRC subsidiaries range from 15% to 25%.

Tax charge on profits assessable elsewhere have been calculated at the rates of tax prevailing in the countries in which the Group operates, based on existing legislation, interpretation and practices in respect thereof.

9. PROFIT/(LOSS) FOR THE YEAR

The Group's profit/(loss) for the Year is stated after charging/(crediting) the followings:

	2023 HK\$'000	2022 HK\$'000
Allowance for inventories (included in cost of sales)	4,678	34,913
Amortisation	2,870	3,312
Auditor's remuneration		
– Audit services	2,083	2,100
– Non-audit services	466	649
	2,549	2,749
-		
Cost of inventories sold (Note)	472,121	428,976
Depreciation of property, plant and equipment	19,315	20,629
Depreciation expenses of right-of-use assets		
– Depreciation of right-of-use assets	16,467	17,011
– Amount capitalised	(321)	
-	16,146	17,011
Equity-settled share-based payments	1,877	2,939
Gain on disposal of other intangible assets (included in other gains and losses)	_	(621)
Gain on disposal of property, plant and equipment (included in		
other gains and losses)	(453)	_
Impairment of investment in a joint venture (included in other gains		
and losses)	1,660	3,820
Impairment of trade receivables (included in other gains and losses)	1,087	_
Provision for warranties (included in cost of sales)	176	321
Reversal of provision for warranties (included in cost of sales)	(1,886)	_
Write off of inventories (included in cost of sales)	787	_
Write off of prepayments and deposits (included in other gains and		
losses)	817	2,524
Write off of property, plant and equipment (included in other gains		
and losses)	75	1,005
=		

Note:

Cost of inventories sold include staff costs of approximately HK\$103,791,000 (2022: HK\$108,588,000), depreciation of property, plant and equipment of approximately HK\$12,162,000 (2022: HK\$13,887,000) and depreciation expenses of right-of-use assets of approximately HK\$8,694,000 (2022: HK\$9,543,000), which are included in the amounts disclosed separately.

10. DIVIDEND

	2023	2022
	HK\$'000	HK\$'000
Special dividend of HK2.5 cents per ordinary share	-	16,333
2023 interim dividend of HK1.25 cents (2022: HK Nil cents)		
per ordinary share	8,042	_
2021 final dividend of HK2.5 cents per ordinary share		16,353
	8,042	32,686

Subsequent to the end of the reporting period, a final dividend in respect of the Year of HK1.5 cents per share has been proposed by the Directors and is subject to approval by the shareholders at the forthcoming annual general meeting to be held on 22 May 2024 (the "AGM").

11. EARNINGS/(LOSS) PER SHARE

The calculation of basic and diluted earnings/(loss) per share attributable to owners of the Company is based on the following data.

	2023 HK\$'000	2022 HK\$'000
Earnings/(loss)		
Profit/(loss) attributable to owners of the Company	57,275	(17,398)
Number of shares	'000'	'000
Weighted average number of ordinary shares for the purpose of calculating basic earnings/(loss) per shareEffect of dilutive potential ordinary shares arising from share options issued by the Company (<i>Note</i>)	645,661 n/a	653,741 n/a
Weighted average number of ordinary shares for the purpose of calculating diluted earnings/(loss) per share	n/a	n/a

Note:

During the Year, the computation of diluted earnings per share does not assume the exercise of the Company's outstanding share options as the exercise prices of those options were higher than the average market price for shares. The effects of all potential ordinary shares are anti-dilutive for 2022.

12. TRADE RECEIVABLES

	2023	2022
	HK\$'000	HK\$'000
Trade receivables	173,536	159,359
Less: allowance for doubtful debts	(1,142)	(55)
	172,394	159,304

The general credit terms of the Group granted to its customers range from 30 to 90 days. The Group seeks to maintain strict control over its outstanding receivables. Overdue balances are reviewed regularly by the Directors.

The ageing analysis of trade receivables, based on the invoice date, and net of allowance, is as follows:

	2023 HK\$'000	2022 HK\$'000
0 to 30 days	64,091	63,197
31 to 60 days	54,048	41,475
61 to 90 days	31,315	23,273
Over 90 days	22,940	31,359
	172,394	159,304

13. TRADE PAYABLES

The ageing analysis of trade payables, based on the date of receipt of goods, is as follows:

	2023 HK\$'000	2022 HK\$'000
0 to 30 days	37,275	24,012
31 to 60 days	12,676	8,170
Over 60 days	9,907	10,309
	59,858	42,491

MANAGEMENT DISCUSSION AND ANALYSIS

In 2023, the growing complexity of the macroeconomic landscape, geopolitical upheaval, sustained supply chain disruption, slow business recovery and a shifting regulatory environment have all hindered the growth of the medical technology industry. Although there were recovering orders from medical systems around the world, there was also reduced investment in R&D, signified by the slow adoption of new products and technologies from medical institutions.

Vincent Medical has nonetheless continued to demonstrate its operational resilience, reporting incredible double-digit revenue growth from its imaging disposable products segment. The Group also built on its expertise in medical device manufacturing and tapped into the healthcare and wellness market, with the new category generating meaningful financial contributions during the Year.

To support business growth in the future, the Group announced the acquisition of land use rights of a land parcel in Kaiping City, Jiangmen City, Guangdong Province, the PRC in June 2023. The Group has recently commenced the construction of a new production facility on such land parcel, and the expanded capacity to be brought about by the new production facility is expected to enhance operational efficiency and margins through automation, as well as support the Group's venture into new product categories and potential contract development and manufacturing services.

	Year ended 31 December			
	2023	2022	Change	
	HK'000	HK'000		
O2FLO high flow respiratory humidifier				
(" O2FLO ")	10,732	7,919	+35.5%	
O2FLO disposables	6,905	10,551	-34.6%	
VHB series respiratory humidifier				
("VHB Humidifier")	24,730	16,852	+46.7%	
VHB Humidifier disposables	70,464	57,029	+23.6%	
Other respiratory products	89,813	91,459	-1.8%	
OEM respiratory products	72,209	66,992	+7.8%	
Total	274,853	250,802	+9.6%	

RESPIRATORY PRODUCTS SEGMENT

The respiratory products segment remains an integral part of the Group's growth strategy and has returned to its growth trajectory in 2023, reporting a 9.6% year-on-year growth in revenue to HK\$274.9 million (2022: HK\$250.8 million), accounting for 38.3% of the Group's revenue. The increase is primarily attributable to the growing adoption of the Group's inspiredTM respiratory devices and disposables, which reported a 10.2% increase in sales.

Segment gross profit margin significantly improved from 20.6% to 38.6%, primarily due to the decrease in allowance for inventories, increase in capacity utilisation and operating efficiency and depreciation of Renminbi ("**RMB**"). Margin improvement also highlights the Group's commitment to further optimising its production flow and sharp focus on profitability.

The Group strived to accelerate product adoption through participation in clinical studies, and is encouraged by the positive clinical evidence on its products. Riding on the positive reviews for its VHB20 humidifier and HMEF2000/1000 filters, the Group continued to participate in global and regional trade fairs and clinical symposiums on respiratory clinical care. During the Year, the Group also launched O2FLO PRO as an upgrade to its O2FLO, capable of providing patient support across a wider scenario.

IMAGING DISPOSABLE PRODUCTS SEGMENT

The Group manufactures and sells imaging disposable products on an OEM basis to one of the world's leading solutions providers of diagnostic imaging. As a trusted partner, the Group supports its customer in the design and manufacturing of various contrast media injectors and disposable components, and remains an integral part of its growth strategy worldwide.

Driven by the deepening collaboration, as well as the strong underlying global demand for medical imaging diagnostic services, the Group was able to capture the increase in demand for imaging disposable products. During the Year, revenue of the imaging disposable products segment reached HK\$285.6 million (2022: HK\$238.0 million), accounting for 39.8% of the Group's revenue and representing a 20.0% increase as compared to 2022. Segment gross profit margin slightly decreased to 30.5% (2022: 33.9%) due to changes in product mix.

ORTHOPAEDIC AND REHABILITATION PRODUCTS SEGMENT

Due to the delay in orders from certain customers in the US, revenue of the orthopaedic and rehabilitation products segment decreased from HK\$69.1 million to HK\$58.7 million, accounting for 8.2% of the Group's revenue. Yet, segment gross profit margin strengthened from 31.2% to 35.2%, primarily attributable to increase in selling prices and favourable movement in foreign exchange rates.

OTHER PRODUCTS

As an attempt to leverage the Group's manufacturing excellence and medical know-how, and further diversify its business portfolio, the Group recently tapped into the healthcare and wellness products business, designing and manufacturing a range of healthcare and wellness devices and solutions for its customers. During the Year, revenue from healthcare and wellness products increased by 195.6% year-on-year, from HK\$9.1 million to HK\$26.9 million. Gross margin decreased from 34.9% to 28.2%, as a result of the expanding product mix and rising manufacturing-related costs.

Other products also include moulds, surgical disposables, surgical patient warming devices and related disposables, as well as plastic disposable products. During the Year, revenue from these products increased by 15.4% year-on-year, from HK\$62.3 million to HK\$71.9 million, primarily attributable to the increase in sales volume of surgical patient warming devices and related disposables.

INVESTMENT AND COLLABORATION

During the Year, Inovytec Medical Solutions Limited ("**Inovytec**") recorded significant sales growth, mainly attributable to the sales of the Ventway Sparrow Robust ventilator. The Group remains optimistic about its business prospects and future sales performance.

Going forward, the Group will continue to invest in R&D, look for opportunities to acquire technologies and strive to maximise the values of its investments.

OUTLOOK

Moving forward, the Group is committed to pursuing a diversified growth strategy, which involves respiratory products and imaging disposable products at its core, along with other new developments that can efficiently utilise its medical expertise and manufacturing excellence. On the respiratory front, facing the steady recovery in market demand, the Group will focus on product development, client relationship management, and clinical education, in an attempt to improve product competitiveness, raise order book visibility, and drive product adoption. Additionally, the Group will also allocate more resources to support the registration of its inspiredTM products in different geographies, allowing it to venture into new markets and generate new income streams.

As for imaging disposable products, the Group will continue to support its key customer's growth strategy with its new product pipeline and excellent manufacturing capabilities. The Group will also explore other niche markets, such as healthcare and wellness products, in order to bring further growth impetus to the Group.

As the Group eagerly anticipates the completion of its new production facility in Kaiping City, Jiangmen City, a key city in the Greater Bay Area, by the end of 2025, the new facility is expected to bring additional capacity, an advanced production layout, and higher degree of automation to the Group. The move will not only allow the Group to expand its PRC market presence and explore new initiatives, but also open the possibility of contract development and manufacturing services, effectively expanding the Group's business scope and revenue base.

FINANCIAL REVIEW

REVENUE

Total revenue for the Year amounted to HK\$718.0 million (2022: HK\$629.2 million), representing an increase of 14.1% year-on-year. The increase is mainly attributable to the increase in orders from the imaging disposable products segment, along with the recovering performance from the respiratory products segment.

The Group's geographic revenue distribution became increasingly diversified. The US remains as the biggest market but with a reduced share of 36.2% (2022: 56.3%) of total revenue, while sales to Spain increased significantly by 19.6 times and accounted for 23.5% (2022: 1.3%) of total revenue, primarily attributable to the shift of customers' supply chain and increased sales of surgical patient warming devices and related disposables to the Group's partner in Spain. Sales to the PRC also increased by 30.6% to HK\$117.0 million and accounted for 16.3% (2022: 14.2%) of total revenue, attributable to increased demand for the Group's respiratory and anesthesia products.

GROSS PROFIT AND GROSS PROFIT MARGIN

Gross profit increased by 45.4% to HK\$240.4 million (2022: HK\$165.4 million). Gross profit margin increased from 26.3% to 33.5%, as a result of higher revenue, increase in capacity utilisation and operating efficiency, along with the favourable movement in foreign exchange rates and the decrease in allowance for inventories.

OTHER INCOME, OTHER GAINS AND LOSSES

Other net losses decreased to HK\$0.5 million (2022: HK\$6.0 million), as the exchange gain recognised has fully offset by the impairment losses and write-offs incurred during the Year.

SELLING AND DISTRIBUTION EXPENSES

Selling and distribution expenses increased by 21.8% to HK\$38.9 million (2022: HK\$32.0 million), attributable to higher revenue. As a percentage of revenue, such expenses remained stable at 5.4% (2022: 5.1%).

ADMINISTRATIVE EXPENSES

Administrative expenses decreased by 2.6% to HK\$99.1 million (2022: HK\$101.7 million), accounting for 13.8% of total revenue (2022: 16.2%). The decrease was primarily attributable to the decrease in remuneration for administrative personnel and equity-settled share-based payments.

RESEARCH AND DEVELOPMENT EXPENSES

During the Year, the Group continued to invest in its R&D capabilities, in order to support technology advancement and product innovation. Hence, R&D expenses for the Year was HK\$36.1 million (2022: HK\$36.7 million), corresponding to 5.0% (2022: 5.8%) of the Group's revenue.

INCOME TAX EXPENSE

During the Year, the Group recorded an income tax expense of HK\$8.7 million (2022: HK\$2.9 million). The increase was due to the increase in profit before tax for the Year.

PROFIT ATTRIBUTABLE TO OWNERS OF THE COMPANY

As a result of the foregoing, the Group recorded a profit attributable to owners of the Company of HK\$57.3 million (2022: a loss attributable to owners of the Company of HK\$17.4 million).

PROPERTY, PLANT AND EQUIPMENT

The Group incurred capital expenditure of HK\$21.3 million (2022: HK\$16.3 million) during the Year, which mainly included the purchase of additional machineries, tooling and equipment, as well as the construction of the new production facility in Kaiping City, Jiangmen City, Guangdong Province, the PRC. As at 31 December 2023, property, plant and equipment was HK\$101.2 million (2022: HK\$100.8 million).

RIGHT-OF-USE ASSETS AND LEASE LIABILITIES

As at 31 December 2023, right-of-use assets and lease liabilities amounted to HK\$47.8 million (2022: HK\$21.3 million) and HK\$16.3 million (2022: HK\$21.9 million), respectively. The change was primarily attributable to additions and modification (including acquisition of land use rights of a land parcel in Kaiping City, Jiangmen City, Guangdong Province, the PRC), depreciation of right-of-use assets and lease rental paid for the Year.

INVENTORIES

Inventories as at 31 December 2023 was HK\$173.8 million (2022: HK\$174.0 million). The inventory level remained stable as a result of stringent inventory policy despite the increase in revenue.

TRADE RECEIVABLES

Trade receivables as at 31 December 2023 was HK\$172.4 million (2022: HK\$159.3 million). The Group is comfortable with the quality of the receivables, and will continue to exercise due care in managing its credit exposure.

PREPAYMENTS, DEPOSITS AND OTHER RECEIVABLES

As at 31 December 2023, prepayments, deposits and other receivables (including non-current deposits) slightly increased to HK\$61.8 million (2022: HK\$56.2 million), primarily due to the increase in deposits for construction of the new production facility in Kaiping City, Jiangmen City, Guangdong Province, the PRC.

OTHER PAYABLES AND ACCRUALS

As at 31 December 2023, other payables and accruals increased to HK\$115.7 million (2022: HK\$97.2 million), mainly due to the increase in provision for staff costs.

LIQUIDITY AND FINANCIAL RESOURCES AND BORROWINGS

During the Year, the Group continued to maintain a healthy financial position amid the fluctuating macroenvironment. Bank and cash balances as at 31 December 2023 was HK\$175.8 million (2022: HK\$159.3 million). This was a result of the net cash inflow from operating activities of HK\$125.0 million, net cash outflow from investing activities of HK\$62.3 million, net cash outflow from financing activities of HK\$45.4 million, and the negative effect of foreign exchange rate changes of HK\$0.8 million. Most of the bank and cash balances were denominated in Hong Kong dollars, US dollars ("USD") and RMB.

As at 31 December 2023, total borrowings amounted to HK\$21.0 million (2022: HK\$38.5 million). The decrease in borrowings mainly represented net repayment during the Year. The net gearing ratio, which was calculated based on the amount of total borrowings divided by the total equity attributable to owners of the Company, was 0.04 (2022: 0.08). As at 31 December 2023, the Group had unutilised bank facilities of HK\$93.9 million (2022: HK\$41.5 million).

HUMAN RESOURCES

As at 31 December 2023, the total number of full-time employees of the Group was 1,264 (2022: 1,226). The remuneration of employees was determined according to their experience, qualifications, result of operations of the Group and market condition. We offered senior management performance-based bonus and share options to reward and retain a high-calibre management team. We also adopted commission and incentive plans to motivate and reward our sales and marketing team.

During the Year, staff costs including Directors' emoluments amounted to HK\$194.3 million (2022: HK\$192.7 million), representing 27.1% (2022: 30.6%) of the Group's revenue.

CAPITAL STRUCTURE

As at 31 December 2023, the issued share capital of the Company was approximately HK\$6.5 million (2022: approximately HK\$6.5 million), comprising 653,336,332 shares of the Company (the "**Shares**") (2022: 653,336,332 Shares) of nominal value of HK\$0.01 per Share.

SIGNIFICANT INVESTMENT

As at 31 December 2023, the Company considered that the following equity investment at FVTOCI is significant in nature:

Name of company	Approxima percentage Principal business shareholdi		Total investment	Fair value of the equity investment		Assets ratio defined under the Listing Rules	
				2023	2022	2023	2022
Inovytec	An Israeli company that develops medical devices with a focus on routine and emergency respiratory and cardiac failures.	13.68%	US\$3.0 million (equivalent to HK\$23.4 million)	US\$3.4 million (equivalent to HK\$26.8 million)	US\$3.1 million (equivalent to HK\$24.5 million)	3.4%	3.4%

For additional information regarding the performance during the Year and prospects of the above significant investment, please refer to the paragraph headed "Investment and Collaboration" above.

MATERIAL ACQUISITIONS AND DISPOSALS

During the Year, the Group had no material acquisitions or disposals of subsidiaries and associated companies.

EVENTS AFTER THE REPORTING PERIOD

There were no significant events after the reporting period up to the date of this announcement.

CHARGES ON THE GROUP'S ASSETS

As at 31 December 2023, none of the assets of the Group were pledged.

FOREIGN EXCHANGE EXPOSURE

While some of the Group's costs and expenses are denominated in RMB, there was a substantial amount of sales denominated in USD and Japanese Yen ("JPY") given the export-oriented nature of the Group's business. Thus, any appreciation of RMB against USD and JPY may subject the Group to increased costs and lower profitability. The Directors have assessed the impact of such foreign currency risk and considered that it may materially affect the Group's profitability. The Group currently does not have a foreign currency hedging policy in respect of foreign currency transactions, assets and liabilities. The Group monitors its foreign currency exposure closely and will consider hedging significant foreign currency exposure should the need arise.

CONTINGENT LIABILITIES

As at 31 December 2023, the Group did not have contingent liabilities.

ANNUAL GENERAL MEETING

The AGM is scheduled to be held on Wednesday, 22 May 2024. A notice convening the AGM, which constitutes part of the circular to the shareholders of the Company (the "**Shareholders**"), will be issued and disseminated to the Shareholders in due course.

FINAL DIVIDEND

Despite the expected capital expenditure for the new integrated production facility, the Board has resolved to declare a final dividend of HK1.5 cents (2022: Nil) per Share for the Year to the Shareholders whose names appear on the register of members of the Company on Monday, 3 June 2024. Together with an interim dividend of HK1.25 cents per Share paid to the Shareholders on 29 September 2023 (2022: a special dividend of HK2.5 cents per Share paid to the Shareholders on 30 September 2022), the total dividend for 2023 reached HK2.75 cents (2022: HK2.5 cents) per Share, or a dividend payout ratio of 31.4%, in line with the dividend policy of the Company. Subject to the passing of the relevant resolution at the AGM, it is expected that the proposed final dividend will be paid to the Shareholders on or around Friday, 21 June 2024.

CLOSURE OF REGISTER OF MEMBERS

- (1) For determining the entitlement to attend and vote at the AGM to be held on Wednesday, 22 May 2024, the register of members of the Company will be closed from Friday, 17 May 2024 to Wednesday, 22 May 2024, both days inclusive, during which period no transfer of the Shares will be registered. In order to be eligible to attend and vote at the AGM, the Shareholders must lodge all transfer forms accompanied by the relevant share certificates (together the "Share Transfer Documents") for registration no later than 4:30 p.m. on Thursday, 16 May 2024.
- (2) The record date for ascertaining the Shareholders' entitlement to the proposed final dividend (subject to the approval of the Shareholders at the AGM) will be Monday, 3 June 2024. The register of members of the Company will be closed from Thursday, 30 May 2024 to Monday, 3 June 2024, both days inclusive, during which period no transfer of the Shares will be registered. In order to establish entitlements to the proposed final dividend, the Shareholders must lodge the Share Transfer Documents for registration no later than 4:30 p.m. on Wednesday, 29 May 2024.
- (3) The Share Transfer Documents shall be lodged for registration with the Company's branch share registrar and transfer office in Hong Kong, Tricor Investor Services Limited, at 17/F., Far East Finance Centre, 16 Harcourt Road, Hong Kong.

CORPORATE GOVERNANCE PRACTICES

The Board and the management of the Company are committed to achieving and maintaining the highest possible standards of corporate governance, and strives to maintain transparent, responsible and value-driven management practices that will enhance and safeguard the interests of the Shareholders. The Board believes that effective and good corporate governance is an essential platform for creating value for the Shareholders. The Board is committed to continuously reviewing and improving the Group's corporate governance practices, and maintaining the highest standards of ethical corporate behaviour across the organisation.

The Company has adopted the principles and code provisions set out in Corporate Governance Code (the "CG Code") as contained in Part 2 of Appendix C1 to the Listing Rules and its subsequent amendments from time to time as its own code of corporate governance. The corporate governance principles of the Company emphasise a quality Board, sound internal controls and risk management, and transparency and accountability to all Shareholders. In the opinion of the Directors, the Company has complied with the code provisions set out in the CG Code throughout the Year.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE ("ESG") RESPONSIBILITY

The Group is committed to the long-term sustainability of its businesses and the communities in which it conducts business, and attaches great importance to reducing energy consumption. The Group is also continually improving its business practices and employee training in such best practices. It has adopted a proactive approach to ESG responsibility and has established a working group chaired by an executive Director and comprising representatives from key departments of the Company to spearhead the ESG initiatives and activities of the Group and to enhance the Group's ESG efforts.

MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuer (the "**Model Code**") as set out in Appendix C3 to the Listing Rules as its own code of conduct for dealing in securities of the Company by the Directors. Having made specific enquiries with all Directors, all Directors confirmed that they have complied with the required standard set out in the Model Code regarding their transactions throughout the Year.

AUDIT COMMITTEE

The Company established the audit committee of the Company (the "Audit Committee") with written terms of reference which deal clearly with its authority and duties. The Audit Committee currently consists of three independent non-executive Directors, namely Mr. Au Yu Chiu Steven, Mr. Mok Kwok Cheung Rupert and Prof. Yung Kai Leung. Mr. Au Yu Chiu Steven is the chairman of the Audit Committee.

The Group's audited consolidated annual results for the Year have been reviewed by the Audit Committee.

The figures in respect of the Group's consolidated statement of profit or loss, consolidated statement of profit or loss and other comprehensive income, consolidated statement of financial position and the related notes thereto for the Year as set out in this announcement have been agreed by the Group's auditor, RSM Hong Kong, to the amounts set out in the Group's audited consolidated financial statements for the year ended 31 December 2023. The work performed by RSM Hong Kong in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance Engagements issued by the HKICPA and consequently no assurance has been expressed by RSM Hong Kong on this announcement.

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

Neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities during the Year.

PUBLICATION OF ANNUAL RESULTS ANNOUNCEMENT AND ANNUAL REPORT

This announcement is published on the websites of the Stock Exchange (www.hkexnews.hk) and the Company (www.vincentmedical.com), respectively.

The annual report of the Company for the year ended 31 December 2023 containing all the relevant information required by the Listing Rules and the relevant laws and regulations will be despatched to the Shareholders and available on above websites in due course.

APPRECIATION

The Board would like to thank all our stakeholders and business partners for their ongoing support, and our management and employees for their dedication and contributions to our progress.

By Order of the Board Vincent Medical Holdings Limited Choi Man Shing Chairman and Executive Director

Hong Kong, 20 March 2024

As at the date of this announcement, the Board comprises Mr. Choi Man Shing, Mr. Choi Cheung Tai Raymond, Mr. Koh Ming Fai and Mr. Fu Kwok Fu as executive Directors, Dr. Leung Ming Chu as a non-executive Director, and Mr. Mok Kwok Cheung Rupert, Mr. Au Yu Chiu Steven and Prof. Yung Kai Leung as independent non-executive Directors.