## **ORIX Asia Limited**

## Announcement of 2017/18 Final Results

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6

HIROYUKI SAKAI MANAGING DIRECTOR

## Statement of profit or loss for the year ended 31 March 2018 (Expressed in United States dollars)

	Note	2018 US\$	2017 US\$
Interest income Interest expense	4(a) 4(b)	32,407,110 (9,879,516)	29,988,115 (7,319,963)
Net interest income		22,527,594	22,668,152
Fee and commission income Fee and commission expense	5(a) 5(b)	3,108,590 (2,703,713)	2,461,828 (2,877,156)
Net fee and commission income/(expense)		404,877	(415,328)
Net trading gain Other operating income	6 7	4,211,048 60,595	487,145 1,507,204
		4,271,643	1,994,349
Operating income		27,204,114	24,247,173
Operating expenses	8	(17,247,747)	(16,189,108)
		9,956,367	8,058,065
Net release for impairment losses on loans and advances Impairment of other assets	9	660,931 (2,554)	37,630 (10,177)
Profit before taxation		10,614,744	8,085,518
Income tax	11	(1,424,703)	(1,333,164)
Profit for the year		9,190,041	6,752,354

The notes on pages 7 to 64 form part of these financial statements.

## Statement of profit or loss and other comprehensive income for the year ended 31 March 2018 (Expressed in United States dollars)

	Note	2018 US\$	2017 US\$
Profit for the year		9,190,041	6,752,354
Other comprehensive income for the year (after tax and reclassification adjustments)	12		
Item that may be reclassified subsequently to profit or loss:			
Available-for-sale financial assets: Net movement in the revaluation reserve for available-for-sale financial assets		(50,921)	6,108
Total comprehensive income for the year		9,139,120	6,758,462

The notes on pages 7 to 64 form part of these financial statements.

## Statement of financial position at 31 March 2018 (Expressed in United States dollars)

	Note	2018 US\$	2017 US\$
Assets			
Cash and balances with banks and other financial institutions Trading assets Loans and advances to banks and other financial institutions Loans and advances to customers	13 14 15(a) 15(b)	31,007,670 764,888 - 749,631,822	26,734,660 156,379 27,590 840,647,392
Available-for-sale financial assets Property, plant and equipment Deferred tax assets Other assets	16 17 18(b) 19	30,406,301 2,373,931 412,749 15,832,979	20,591,037 2,909,804 - 13,927,090
Total assets		830,430,340	904,993,952
Equity and liabilities			
Deposits and balances from banks and other financial institutions Deposits from customers Deposits from fellow subsidiaries Loans from ultimate holding company Trading liabilities Current taxation Deferred tax liabilities Other liabilities	20 21 22 18(a) 18(b) 23	269,518,505 102,620,243 121,877,128 38,234,095 - 938,166 - 23,221,357	422,625,943 35,558,291 133,620,615 38,613,020 131,279 518,527 2,207 9,042,344
Total liabilities		556,409,494	640,112,226
Equity			
Share capital Reserves	24 25(b)	32,000,000 242,020,846	32,000,000 232,881,726
Total equity		274,020,846	264,881,726
Total equity and liabilities		830,430,340	904,993,952

Approved and authorised for issue by the board of directors on 20 July 2018

Hiroyuki SAKAI	)
	) Directors
LIU Guoping	)

The notes on pages 7 to 64 form part of these financial statements.

## Statement of changes in equity for the year ended 31 March 2018 (Expressed in United States dollars)

	Note	Share capital US\$	Revaluation reserve for available-for- sale financial assets US\$	Retained profits US\$	Total US\$
Balance at 1 April 2016		32,000,000	238	226,123,026	258,123,264
<b>Change in equity for 2017</b> Profit for the year Other comprehensive income			6,108	6,752,354	6,752,354 6,108
Total comprehensive income for the year		<u></u>	6,108	6,752,354	6,758,462
Balance at 31 March 2017 and 1 April 2017		32,000,000	6,346	232,875,380	264,881,726
Change in equity for 2018 Profit for the year Other comprehensive income		- -	(50,921)	9,190,041	9,190,041 (50,921)
Total comprehensive income for the year		<u></u>	(50,921)	9,190,041	9,139,120
Balance at 31 March 2018		32,000,000	(44,575)	242,065,421	274,020,846

The notes on pages 7 to 64 form part of these financial statements.

## Cash flow statement for the year ended 31 March 2018 (Expressed in United States dollars)

	Note	2018 US\$	2017 US\$
Operating activities		000	000
Operating profit		10,614,744	8,085,518
Adjustments for: Interest income on unlisted debt securities Net release for impairment losses on		(138,779)	(42,670)
loans and advances Depreciation Amortisation of discounts on purchased		(660,931) 836,730	(37,630) 485,258
lease and loan contracts Impairment of other assets Unrealised exchange loss		(16,767) 2,554 2,786,462	(24,581) 10,177 <u>556,913</u>
Operating profit before changes in working capital		13,424,013	9,032,985
Decrease/(increase) in operating assets: Trading assets Gross loans and advances to banks and		(608,509)	(94,743)
other financial institutions Gross loans and advances of customers Other assets		27,675 84,956,146 (1,968,036)	79,464 (193,341,068) (7,004,857)
Increase/(decrease) in operating liabilities: Trading liabilities Deposits and balances of banks and other		(131,279)	(333,538)
financial institutions Deposits from customers Amounts due to fellow subsidiaries Other liabilities		(149,654,818) 67,632,117 (11,524,717) 13,975,507	134,796,642 9,973,119 48,165,134 3,208,654
Cash generated from operations		16,128,099	4,481,792
Hong Kong profits tax paid		(1,413,194)	(378,379)
Net cash flows generated from operating activities		14,714,905	4,103,413

## Cash flow statement for the year ended 31 March 2018 (continued) (Expressed in United States dollars)

	Note	2018 US\$	2017 US\$
Investing activities			
Payment for purchase of property, plant and equipment Payment for purchase of available-for-sale		(300,857)	(2,919,410)
financial assets		(66,383,965)	(46,365,017)
Proceeds from disposal of available-for-sale financial assets		56,401,211	36,097,962
Net cash flows used in investing activities		(10,283,611)	(13,186,465)
Net increase/(decrease) in cash and cash equivalents		4,431,294	(9,083,052)
Cash and cash equivalents at 1 April		26,734,660	35,557,003
Effect of foreign exchange rate changes		(158,284)	260,709
Cash and cash equivalents at 31 March	26	31,007,670	26,734,660
Cash flows from operating activities include:			
Interest received Interest paid		32,253,982 (9,263,826)	29,720,020 (7,289,629)

The notes on pages 7 to 64 form part of these financial statements.

## Notes to the financial statements

(Expressed in United States dollars unless otherwise stated)

## 1 Principal activities

The Company primarily provides lease financing and instalment loans to industrial, commercial and personal customers. It also engages in debt and equity investment activities.

The Company is registered as a restricted license bank under the Hong Kong Banking Ordinance and is an approved seller/servicer of the Hong Kong Mortgage Corporation Limited.

## 2 Significant accounting policies

### (a) Statement of compliance

These financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term 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") and accounting principles generally accepted in Hong Kong and the requirements of the Hong Kong Companies Ordinance. A summary of the significant accounting policies adopted by the Company is set out below:

The HKICPA has issued certain new and revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Company. 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 Company for the current and prior accounting periods reflected in these financial statements.

### (b) Basis of preparation of the financial statements

The measurement basis used in the preparation of the financial statements is historical cost except for financial instruments classified as fair value through profit or loss and available-for-sale which are stated at their fair values (see note 2(c)).

The preparation of 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 ongoing 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 major sources of estimation uncertainty are discussed in note 33.

#### (c) Financial instruments

#### (i) Initial recognition

The Company classifies its financial instruments into different categories at inception, depending on the purpose for which the assets were acquired or the liabilities were incurred. The categories are: fair value through profit or loss, loans and receivables, held-to-maturity securities, available-for-sale financial assets and other financial liabilities. The Company does not have assets held-to-maturity.

Financial instruments are measured initially at fair value, which normally will be equal to the transaction price, plus, in case of a financial asset or financial liability not held at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability. Transaction costs on financial assets and financial liabilities at fair value through profit or loss are expensed immediately.

The Company recognises financial assets and financial liabilities on the date it becomes a party to the contractual provisions of the instrument. A regular way purchase or sale of financial assets is recognised using trade date accounting. From this date, any gains and losses arising from changes in fair value of the financial assets or financial liabilities are recorded.

#### (ii) Categorisation

#### Fair value through profit or loss

This category comprises financial assets and financial liabilities held for trading, and those designated at fair value through profit or loss upon initial recognition.

Trading financial instruments are financial assets or financial liabilities which are acquired or incurred principally for the purpose of trading, or are part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. Derivatives that do not qualify for hedge accounting are accounted for as trading instruments.

Financial instruments are designated at fair value through profit or loss upon initial recognition when:

- the assets or liabilities are managed, evaluated and reported internally on a fair value basis;
- the designation eliminates or significantly reduces an accounting mismatch which would otherwise arise;
- the asset or liability contains an embedded derivative that significantly modifies the cash flows that would otherwise be required under the contract; or
- the separation of the embedded derivative(s) from the financial instrument is not prohibited.

Financial assets and liabilities under this category are carried at fair value. Changes in the fair value are included in the statement of profit or loss and other comprehensive income in the period in which they arise. Upon disposal or repurchase, the difference between the net sale proceeds or the net payment and the carrying value is included in the statement of profit or loss.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than (a) those that the Company intends to sell immediately or in the near term, which will be classified as held for trading; (b) those that the Company, upon initial recognition, designates at fair value through profit or loss or as available-for-sale; or (c) those where the Company may not recover substantially all of its initial investment, other than because of credit deterioration, which will be classified as available-for-sale. Loans and receivables mainly comprise loans and advances to customers and loans and advances to banks and other financial institutions.

Loans and receivables and securities classified as loans and receivables are carried at amortised cost using the effective interest method, less impairment losses, if any (see note 2(g)).

#### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are designated as available-for-sale or are not classified in any of the other two categories above. They include financial assets intended to be held for an indefinite period of time, but which may be sold in response to needs for liquidity or changes in the market environment.

Available-for-sale financial assets are carried at fair value. Unrealised gains and losses arising from changes in the fair value are recognised in other comprehensive income and accumulated separately in equity except for impairment losses and foreign exchange gains and losses on monetary items such as debt securities which are recognised in the statement of profit or loss. Interest income from debt securities calculated using the effective interest method and dividend income from equity securities are recognised in statement of profit or loss in accordance with the policies set out in notes 2(I)(i) and 2(I)(v) respectively.

Investments in equity securities that do not have a quoted market price in an active market and whose fair value cannot be measured reliably, and derivatives that are linked to and must be settled by delivery of such unquoted equity securities are carried at cost less impairment losses, if any (see note 2(g)).

When the available-for-sale financial assets are sold, gains or losses on disposal include the difference between the net sale proceeds and the carrying value, and the accumulated fair value adjustments which are previously recognised in other comprehensive income shall be reclassified from equity to the statement of profit or loss.

#### Other financial liabilities

Financial liabilities, other than trading liabilities and those designated at fair value through profit or loss, are measured at amortised cost using the effective interest method.

#### (iii) Fair value measurement principles

The fair value of financial instruments is based on their quoted market prices at the end of reporting period without any deduction for estimated future selling costs. Financial assets are priced at current bid prices, while financial liabilities are priced at current asking prices.

If there is no publicly available latest traded price nor a quoted market price on a recognised stock exchange or a price from a broker/dealer for non-exchange-traded financial instruments, or if the market for it is not active, the fair value of the instrument is estimated using valuation techniques that provide a reliable estimate of prices which could be obtained in actual market transactions.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate used is a market rate at the end of reporting period applicable for an instrument with similar terms and conditions. Where other pricing models are used, inputs are based on market data at the end of reporting period.

#### (iv) Derecognition

A financial asset is derecognised when the contractual rights to receive the cash flows from the financial asset expire, or where the financial asset together with substantially all the risks and rewards of ownership, have been transferred.

A financial liability is derecognised when the obligation specified in the contract is discharged, cancelled or expires.

#### (v) Offsetting

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position where there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

#### (d) Property, plant and equipment

Property, plant and equipment are stated in the statement of financial position at cost less accumulated depreciation and impairment losses (see note 2(g)).

Gains or losses arising from the retirement or disposal of an item of property and plant are determined as the difference between the net disposal proceeds and the carrying amount of the item and are recognised in the statement of profit or loss on the date of retirement or disposal.

Gains or losses on sale and leaseback transactions which resulted in operating leases are recognised as income immediately if the transaction is established at fair value. If the sale price is below fair value, any profit or loss shall be recognised immediately except that, if the loss is compensated for by future lease payments at below market price, it shall be deferred and amortised in proportion to the lease payments over the period for which the asset is expected to be used. If the sale price is above fair value, the excess over fair value shall be deferred and amortised over the period for which the asset is expected to be used.

Depreciation is calculated to write off the cost using the straight line method over their estimated useful lives as follows:

-	Leasehold improvements	10% to 20%
-	Furniture and equipment	20% to $33^{1}/_{3}$ %
_	Motor vehicles	20%

Where parts of an item of property, plant and equipment have different useful lives, the cost is allocated on a reasonable basis between the parts and each part is depreciated separately. Both the useful life of an asset and its residual value, if any, are reviewed annually.

#### (e) Leases and hire purchase contracts

#### (i) Classification

Leases which transfer substantially all the risks and rewards of ownership to the lessee are classified as finance leases. Leases which do not transfer substantially all the risks and rewards of ownership to the lessee are classified as operating leases.

#### (ii) Finance leases

Where the Company is a lessor under finance leases, an amount representing the net investment in the lease is included in the statement of financial position as loans and advances to customers. Hire purchase contracts having the characteristics of finance leases are accounted for in the same manner as finance leases. Impairment losses are accounted for in accordance with the accounting policy as set out in note 2(g).

#### (iii) Operating leases

Where the Company leases out assets under operating leases, the assets are included in the statement of financial position according to their nature and, where applicable, are depreciated in accordance with the Company's depreciation policies, as set out in note 2(d). Impairment losses are accounted for in accordance with the accounting policy as set out in note 2(g). Revenue arising from operating leases is recognised in accordance with the Company's revenue recognition policies, as set out in note 2(l).

Where the Company has the use of assets held under operating leases, payments made under the leases are charged to the statement of profit or loss in equal instalments over the accounting periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the leased asset. Lease incentives received are recognised in the statement of profit or loss as an integral part of the aggregate net lease payments made. Contingent rentals are charged to the statement of profit or loss in the accounting period in which they are incurred.

#### (f) Repossessed assets

In the recovery of impaired loans and advances, the Company may take possession of assets held as collateral through court proceedings or voluntary delivery of possession by the borrowers. Repossessed assets continue to be reported in "Loans and advances to customers". The Company does not hold the repossessed assets for its own use.

Repossessed assets are recorded at the lower of the amount of the related loans and advances and fair values less costs to sell at the date of exchange. They are not depreciated or amortised.

Impairment losses on initial classification and on subsequent remeasurement are recognised in the statement of profit or loss.

#### (g) Impairment of assets

The carrying amount of the Company's assets are reviewed at the end of each reporting period to determine whether there is objective evidence of impairment. If any such evidence exists, the carrying amount is reduced to the estimated recoverable amount by means of a charge to the statement of profit or loss.

Objective evidence that financial assets are impaired includes observable data that comes to the attention of the Company about one or more of the following loss events which has an impact on the future cash flows on the assets that can be estimated reliably:

- significant financial difficulty of the issuer or borrower;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- it becoming probable that the borrower will enter bankruptcy or other financial reorganisation;
- significant changes in the technological, market, economic or legal environment that have an adverse effect on the borrower;
- disappearance of an active market for financial assets because of financial difficulties; and
- a significant or prolonged decline in the fair value of an investment in an equity instrument below its cost.

If any such evidence exists, the carrying amount is reduced to the estimated recoverable amount by means of a charge to the statement of profit or loss.

Impairment losses are written off against the corresponding assets directly, except for impairment losses recognised in respect of loans and receivables, which are measured at amortised cost, whose recovery is considered doubtful but not remote. In this case, the impairment losses are recorded using an allowance account. When the Company is satisfied that recovery is remote, the amount considered irrecoverable is written off against loans and receivables directly and any amounts held in the allowance account relating to that borrower are reversed. Subsequent recoveries of amounts previously charged to the allowance account are reversed against the allowance account. Other changes in the allowance account and subsequent recoveries of amounts previously written off directly are recognised in the statement of profit or loss.

#### (i) Loans and receivables

Impairment losses on loans and receivables are measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the asset's original effective interest rate. Receivables with a short duration are not discounted if the effect of discounting is immaterial.

The total allowance for credit losses consists of two components: individual impairment allowances, and collective impairment allowances.

The Company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and collectively for financial assets that are not individually significant. If the Company determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

The individual impairment allowance is based upon management's best estimate of the present value of the cash flows which are expected to be received, discounted at the original effective interest rate. In estimating these cash flows, management makes judgments about the borrower's financial situation and the net realisable value of any underlying collateral or guarantees in favour of the Company. Each impaired asset is assessed on its merits.

In assessing the need for collective impairment allowances, management considers factors such as credit quality, portfolio size, concentrations, and economic factors. In order to estimate the required allowance, the Company makes assumptions both to define the way the Company models inherent losses and to determine the required input parameters, based on historical experience and current economic conditions.

The accuracy of the impairment allowances the Company makes depends on how well the Company can estimate future cash flows for individually assessed impairment allowances and the model assumptions and parameters used in determining collective impairment allowances. While this necessarily involves judgement, the Company believes that the impairment allowances on loans and advances to customers are reasonable and supportable.

Any subsequent changes to the amounts and timing of the expected future cash flows compared to the prior estimates that can be linked objectively to an event occurring after the write-down, will result in a change in the impairment allowances on loans and receivables and be charged or credited to the statement of profit or loss.

Where there is no reasonable prospect of recovery, the loan and the related interest receivables are written off.

Loans and receivables with renegotiated terms are loans that have been restructured due to deterioration in the borrower's financial position and where the Company has made concessions that it would not otherwise consider. Renegotiated loans and receivables are subject to ongoing monitoring to determine whether they remain impaired or past due.

(ii) Available-for-sale financial assets

Where there is objective evidence that an available-for-sale financial asset is impaired, the cumulative loss that had been recognised in the revaluation reserve is reclassified to the statement of profit or loss. The amount of the cumulative loss that is recognised in the statement of profit or loss is the difference between the acquisition cost (net of any principal repayment and amortisation) and current fair value, less any impairment loss on that asset previously recognised in statement of profit or loss.

Impairment losses recognised in the statement of profit or loss in respect of available-forsale equity securities are not reversed through the statement of profit or loss. Any subsequent increase in the fair value of such assets is recognised in other comprehensive income.

Impairment losses in respect of available-for-sale debt securities are reversed if the subsequent increase in fair value can be objectively related to an event occurring after the impairment loss was recognised. Reversals of impairment losses in such circumstances are recognised in the statement of profit or loss.

(iii) Non-financial assets

Internal and external sources of information are reviewed at the end of each reporting period to identify indications that the non-financial assets may be impaired or, an impairment loss previously recognised no longer exists or may have decreased.

If any such indication exists, the asset's recoverable amount is estimated.

- Calculation of recoverable amount

The recoverable amount of an asset is the greater of its fair value less costs of disposal and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of time value of money and the risks specific to the asset. Where an asset does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the smallest group of assets that generates cash inflows independently (i.e. a cash-generating unit).

- Recognition of impairment losses

An impairment loss is recognised in the statement of profit or loss whenever the carrying amount of an asset, or the cash-generating unit to which it belongs, exceeds its recoverable amount. Impairment losses recognised in respect of cash-generating units are allocated to reduce the carrying amount of the other assets in the unit (or group of units) on a pro rata basis, except that the carrying value of an asset will not be reduced below its individual fair value less costs of disposal, or value in use (if determinable).

- Reversals of impairment losses

An impairment loss is reversed if there has been a favourable change in the estimates used to determine the recoverable amount.

A reversal of impairment losses is limited to the asset's carrying amount that would have been determined had no impairment loss been recognised in prior years. Reversals of impairment losses are credited to the statement of profit or loss in the year in which the reversals are recognised.

#### (h) Cash equivalents

Cash equivalents are short-term, highly liquid investments that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value, having been within three months of maturity at acquisition.

### (i) Employee benefits

#### Short term employee benefits and contributions to defined contribution retirement plans

Salaries, annual bonuses, paid annual leave, contributions to defined contribution plans and the cost of non-monetary benefits are accrued in the year in which the associated services are rendered by employees. Where payment or settlement is deferred and the effect would be material, these amounts are stated at their present values.

Contributions to Mandatory Provident Funds as required under the Hong Kong Mandatory Provident Fund Schemes Ordinance, are recognised as an expense in the statement of profit or loss as incurred.

### (j) Income tax

Income tax for the year comprises current tax and movements in deferred tax assets and liabilities. Current tax and movements in deferred tax assets and liabilities are recognised in the statement of profit or loss except to the extent that they relate to items recognised in other comprehensive income or directly in equity, in which case the relevant amounts of tax are recognised in other comprehensive income or directly in equity, respectively.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the end of each reporting period, and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and their tax bases. Deferred tax assets also arise from unused tax losses and unused tax credits.

Apart from certain limited exceptions, all deferred tax liabilities, and all deferred tax assets to the extent that it is probable that future taxable profits will be available against which the asset can be utilised, are recognised. Future taxable profits that may support the recognition of deferred tax assets arising from deductible temporary differences include those that will arise from the reversal of existing taxable temporary differences, provided those differences relate to the same taxation authority and the same taxable entity, and are expected to reverse either in the same period as the expected reversal of the deductible temporary difference or in periods into which a tax loss arising from the deferred tax assets arising taxable temporary differences support the recognition of deferred tax assets arising taxable temporary differences support the recognition of deferred tax assets arising from unused tax losses and credits, that is, those differences are taken into account if they relate to the same taxation authority and the same taxable entity, and are expected to reverse in a period, or periods, in which the tax loss or credit can be utilised.

The amount of deferred tax recognised is measured based on the expected manner of realisation or settlement of the carrying amount of the assets and liabilities, using tax rates enacted or substantively enacted at the end of each reporting period. Deferred tax assets and liabilities are not discounted.

The carrying amount of a deferred tax asset is reviewed at end of each reporting period and is reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow the related tax benefit to be utilised. Any such reduction is reversed to the extent that it becomes probable that sufficient taxable profit will be available.

Current tax balances and deferred tax balances, and movements therein, are presented separately from each other and are not offset. Current tax assets are offset against current tax liabilities, and deferred tax assets against deferred tax liabilities if, and only if, the Company has the legally enforceable right to set off current tax assets against current tax liabilities and the following additional conditions are met:

 in the case of current tax assets and liabilities, the Company intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously; or

- in the case of deferred tax assets and liabilities, if they relate to income taxes levied by the same taxation authority on either the same taxable entity, or different taxable entities, which, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered, intend to realise the current tax assets and settle the current tax liabilities on a net basis or realise and settle simultaneously.

### (k) Provisions and contingent liabilities

Provisions are recognised for liabilities of uncertain timing or amount when the Company has a legal or constructive obligation arising as a result of a past event; it is probable that an outflow of economic benefits will be required to settle the obligation; and a reliable estimate can be made. Where the time value of money is material, provisions are stated at the present value of the expenditures expected to settle the obligation.

Where it is not probable that an outflow of economic benefits will be required, or the amount cannot be estimated reliably, the obligation is disclosed as a contingent liability, unless the probability of outflow of economic benefits is remote. Possible obligations, whose existence will only be confirmed by the occurrence or non-occurrence of one or more future events are also disclosed as contingent liabilities unless the probability of outflow of economic benefits is remote.

### (I) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Provided it is probable that the economic benefits will flow to the Company and the revenue and costs, if applicable, can be measured reliably, revenue is recognised in the statement of profit or loss as follows:

### (i) Interest income

Interest income for all interest-bearing financial instruments is recognised in the statement of profit or loss using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating the interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset. When calculating the effective interest rate, the Company estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment, call and similar options) but does not consider future credit losses. The calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

For impaired loans, the accrual of interest income based on the original terms of the loan is discontinued, but any increase in the present value of impaired loans due to the passage of time is reported as interest income.

Interest income and expenses on all financial assets and liabilities that are classified as trading or designated at fair value through profit or loss are considered to be incidental and are therefore presented in net income from financial instruments designated at fair value through profit or loss together with all other changes in fair value arising from the portfolio. Net income from financial instruments designated at fair value through profit or loss and net trading income comprises all gains and losses from changes in fair value (net of accrued coupon) of such financial assets and financial liabilities, together with interest income and expense, foreign exchange differences and dividend income attributable to those financial instruments.

(ii) Fee and commission income

Fee and commission income arises on financial services provided by the Company. Fee and commission income is recognised when the corresponding service is provided, except where the fee is charged to cover the costs of a continuing service to, or risk borne for, the customer, or is interest in nature. In these cases, the fee is recognised as income in the accounting period in which the costs or risk is incurred and is accounted for as interest income.

Origination or commitment fees received/paid by the Company which result in the creation or acquisition of a financial asset are deferred and recognised as an adjustment to the effective interest rate. When a loan commitment is not expected to result in the draw-down of a loan, loan commitment fees are recognised on a straight-line basis over the commitment period.

(iii) Finance income from finance lease and hire purchase contract

Finance income implicit in finance lease and hire purchase payments is recognised as interest income over the period of the leases so as to produce an approximately constant periodic rate of return on the outstanding net investment in the leases for each accounting period. Contingent rentals receivable are recognised as income in the accounting period in which they are earned. Commission paid to dealers for acquisition of finance lease loans or hire purchase contracts is included in the carrying value of the assets and amortised to the statement of profit or loss over the expected life of the lease as an adjustment to interest income.

#### (iv) Rental income from operating leases

Rental income receivable under operating leases is recognised as other operating income in equal instalments over the accounting periods covered by the lease term, except where an alternative basis is more representative of the pattern of benefits to be derived from the leased asset. Lease incentives granted are recognised in the statement of profit or loss as an integral part of the aggregate net lease payments receivable. Contingent rentals receivables are recognised as income in the accounting period in which they are earned.

#### (v) Dividend income

Dividend income from unlisted investments is recognised when the shareholder's right to receive payment is established unconditionally. Dividend income from listed investments is recognised when the share price of the investments is quoted ex-dividend.

#### (m) Translation of foreign currencies

Foreign currency transactions during the year are translated into United States dollars ("US dollars") at the foreign exchange rates ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated into US dollars at the foreign exchange rates ruling at the end of reporting period. Exchange gains and losses are recognised in the statement of profit or loss.

Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the foreign exchange rates ruling at the transaction dates. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated using the foreign exchange rates ruling at the dates the fair value was determined.

Exchange difference relating to investments at fair value through profit or loss and derivative financial instruments are included in gains less losses from trading securities or financial instruments designated at fair value through profit or loss. All other exchange differences relating to monetary items are presented as gains less losses from dealing in foreign currencies in the statement of profit or loss. Differences arising on translation of available-for-sale equity instruments are recognised in other comprehensive income and accumulated separately in equity.

Hong Kong dollar denominated share capital is translated into US dollars at the historical rate of HK\$5= US\$1.

### (n) Related parties

- (1) 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.
- (2) 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 (1).
  - (vii) A person identified in (1)(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).
  - (viii) The entity, or any member of a group of which it is a part, provides key management personnel services to the Company or to the Company's parent.

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.

## 3 Changes in accounting policies

The HKICPA has issued a number of amendments to HKFRSs that are first effective for the current accounting period of the company. None of these developments have had a material effect on how the company's results and financial position for the current or prior periods have been prepared or presented.

The Company has not applied any new standard or interpretation that is not yet effective for the current accounting period.

## 4 Interest income and interest expense

#### (a) Interest income

2018 US\$	2017 US\$
400 400	440.074
,	142,674
31,989,528	29,732,806
138,779	42,670
16,767	24,581
135,715	43,321
129	2,063
32,407,110	29,988,115
	US\$ 126,192 31,989,528 138,779 16,767 135,715 129

The interest income above represents interest income on financial assets that are not measured at fair value through profit or loss.

Included in the above is interest income accrued on impaired financial assets of US\$74,463 (2017: US\$92,641) for the year ended 31 March 2018.

### (b) Interest expense

	2018 US\$	2017 US\$
Interest expense on borrowings and deposits from fellow subsidiaries (note 31(a)) and borrowings		
from ultimate holding company (note 31(a)) Interest expense on deposits from customers,	3,200,200	2,407,935
banks and other financial institutions	6,679,316	4,912,028
Total interest expense on all financial liabilities	9,879,516	7,319,963

The interest expense above represents interest expense on financial liabilities that are not measured at fair value through profit or loss.

## 5 Fee and commission income and expenses

### (a) Fee and commission income

	2018 US\$	2017 US\$
Credit-related fees and commissions Management fee (note 31(a)) Others	1,114,199 1,994,391 	541,965 1,919,882 (19)
	3,108,590	2,461,828
Fee and commission expense		
	2018	2017

	2018 US\$	2017 US\$
Brokerage fee expenses Management fee expenses (note 31(a))	2,535,713 168,000	2,709,156 168,000
	2,703,713	2,877,156

The credit-related fee and commission income and the brokerage fee expenses to vendors are related to financial assets and liabilities not measured at fair value through profit or loss.

## 6 Net trading gain/(loss)

(b)

	2018 US\$	2017 US\$
Net gain from currency derivatives	4,211,048	487,145

## 7 Other operating income

8

	2018 US\$	2017 US\$
Net exchange loss Penalty income from early termination loans Others	(2,734,839) 1,574,742 1,220,692	(443,662) 1,276,800 674,066
	60,595	1,507,204
Operating expenses		
	2018 US\$	2017 US\$
Staff costs	000	000
– Salaries and other benefits	8,408,966	8,266,766
- Contributions to the Mandatory Provident Funds	415,986	331,462
Depreciation	836,730	485,258
Property rentals	3,034,646	2,822,003
Other premises and equipment expenses	283,055	359,583
Advertising expenses	24,012	142,895
Auditor's remuneration	325,456	264,760
General and administrative expenses	1,717,583	1,740,413
Debt collection expenses	87,034	90,595
Consultancy fee	566,752	326,424
Travelling and transportation	110,573	91,355
Others	1,436,954	1,267,594
	17,247,747	16,189,108

## 9 Impairment losses on loans and advances

Individually assessed (note 15(c))	2018 US\$	2017 US\$
<ul> <li>new provisions</li> <li>releases</li> </ul>	905,134 (1,327,680)	1,758,280 (1,970,487)
	(422,546)	(212,207)
Collectively assessed (note 15(c)) – new provisions – releases	(238,385)	174,577
	(238,385)	174,577
Net release to the statement of profit or loss	(660,931)	(37,630)

### 10 Directors' remuneration

Directors' remuneration disclosed pursuant to section 383(1) of the Hong Kong Companies Ordinance and Part 2 of the Companies (Disclosure of Information about Benefits of Directors) Regulation are as follows:

	2018 US\$	2017 US\$
Directors' fees Salaries, allowances and benefits in kind Discretionary bonuses	38,401 86,656 140,937	38,663 104,139 126,596
	265,994	269,398

## 11 Income tax

## (a) Taxation in the statement of profit or loss represents:

Current tax - Hong Kong Profits Tax	2018 US\$	2017 US\$
Provision for the year Under/ (Over) -provision in respect of prior years	1,791,456 48,203	1,088,400 (2,684)
Deferred tax	1,839,659	1,085,716
Origination and reversal of temporary differences (note 18(b))	(414,956)	247,448
Income tax charge	1,424,703	1,333,164

The provision for Hong Kong Profits Tax for 2018 is calculated at 16.5% (2017: 16.5%) of the estimated assessable profits for the year.

## (b) Reconciliation between tax charge and accounting profit at applicable tax rates:

	2018 US\$	2017 US\$
Profit before tax	10,614,744	8,085,518
Notional tax on profit before tax, calculated at 16.5% (2017: 16.5%) Tax effect of non-deductible expenses Tax effect of non-taxable revenue Tax effect of other adjustments Under /(Over) -provision in respect of prior years	1,751,433 15,664 (22,899) (367,698) 48,203	1,334,110 6,842 (7,041) 1,937 (2,684)
Actual tax charge	1,424,703	1,333,164

## 12 Other comprehensive income

### (a) Tax effects relating to each component of other comprehensive income

	2018		2017			
	Before-tax amount US\$	Tax benefit US\$	Net-of-tax amount US\$	Before-tax amount US\$	Tax expense US\$	Net-of-tax amount US\$
Available-for-sale financial assets: net movement in available-for-sale fair value reserve	(50,921)		(50,921)	6,108	-	6,108
Other comprehensive income	(50,921)		(50,921)	6,108		6,108

## (b) Reclassification adjustments relating to components of other comprehensive income

Available-for-sale financial assets:	2018 US\$	2017 US\$
Changes in fair value recognised during the year Net deferred tax (charged)/credited to other comprehensive income (note 18(b))	(50,921) 	6,108 
Net movement in the revaluation reserve for available-for-sale financial assets during the year recognised in other comprehensive income	(50,921)	6,108

## 13 Cash and balances with banks and other financial institutions

	2018 US\$	2017 US\$
Cash in hand Balances with banks and authorised institutions with remaining maturity of	637	644
– within one month	31,007,033	26,734,016
	31,007,670	26,734,660

## 14 Trading assets

(b)

	2018 US\$	2017 US\$
Positive fair values of derivatives (note 27(b))	764,888	156,379

# 15 Loans and advances to banks and other financial institutions/loans and advances to customers

### (a) Loans and advances to banks and other financial institutions

	2018 US\$	2017 US\$
Gross loans and advances to banks and other financial institutions	-	27,675
Less:Collectively assessed impairment allowances (note 15(c))		(85)
		27,590
Loans and advances to customers		
	2018 US\$	2017 US\$
Gross loans and advances to customers (note 15(d))	754,004,802	845,722,515
Less: Impairment allowances – individually assessed (note 15(c)) – collectively assessed (note 15(c)) Unearned discount on purchased lease and loan	(3,525,267) (825,720)	(3,968,884) (1,072,510)
contracts	(21,993)	(33,729)
	749,631,822	840,647,392

## (c) Movement in impairment allowances

		2018	
	Collectively	Individually	
	assessed	assessed	Total
	US\$	US\$	US\$
At 1 April 2017	1,072,595	3,968,884	5,041,479
Charges	-	905,134	905,134
Releases	(238,385)	(1,327,680)	(1,566,065)
Recoveries	-	174,144	174,144
Amounts written off	-	(158,294)	(158,294)
Exchange adjustments	(8,490)	(36,921)	(45,411)
At 31 March 2018	825,720	3,525,267	4,350,987
Analysis by counterparties:			
<ul> <li>Loans and advances to</li> </ul>			
banks and other financial			
institutions (note 15(a))	-	-	-
<ul> <li>Loans and advances to</li> </ul>			
customers (note 15(b))	825,720	3,525,267	4,350,987
	825,720	3,525,267	4,350,987
		2017	
	Collectively	<u>2017</u>	
	Collectively	Individually	Total
	assessed US\$	assessed US\$	<i>Total</i> US\$
	039	039	035
At 1 April 2016	899,580	4,222,425	5,122,005
Charges	174,577	1,758,280	1,932,857
Releases	-	(1,970,487)	(1,970,487)
Recoveries	-	117,573	117,573
Amounts written off	-	(150,942)	(150,942)
Exchange adjustments	(1,562)	(7,965)	(9,527)
At 31 March 2017	1,072,595	3,968,884	5,041,479
Analysis by counterparties:			
- Loans and advances to			
banks and other financial			
institutions (note 15(a))	85	-	85
- Loans and advances to			
customers (note 15(b))	1,072,510	3,968,884	5,041,394
	1,072,595	3,968,884	5,041,479
	.,,	-,,	-,,

#### (d) Loans and advances to customers analysed by industry sector

The analysis of gross loans and advances to customers by industry sector is based on the categories and definitions used by the Hong Kong Monetary Authority ("HKMA").

	2018		2017	
Orace leave and	Gross loans and advances to customers US\$	% of gross loans and advances covered by collaterals	Gross loans and advances to customers US\$	% of gross loans and advances covered by collaterals
Gross loans and advances for use in Hong Kong				
Industrial, commercial and financial				
<ul> <li>Property investment</li> <li>Wholesale and retail</li> </ul>	564,280	100	745,421	100
trade	2,917,054	26	6,272,183	20
<ul> <li>Manufacturing</li> <li>Transport and transport</li> </ul>	21,927,342	55	27,640,392	53
equipment	553,155,189	98	646,833,183	99
– Others	73,841,571	82	75,099,091	83
Individuals – Loans and advances for the purchase of other				
residential properties	312,933	100	382,314	62
– Others	37,838,948	62	24,521,765	46
	690,557,317	93	781,494,349	94
Gross loans and advances for use				
outside Hong Kong	63,447,485	89	64,228,166	95
Gross loans and				
advances to customers	754,004,802	92	845,722,515	94

#### (e) Impaired loans and advances to customers

	2018 US\$	2017 US\$
Gross impaired loans and advances to customers Impairment allowance - individually assessed	4,872,391 (3,525,267)	4,765,156 (3,968,884)
	1,347,124	796,272
As a percentage of total loans and advances to customers		
<ul> <li>Gross impaired loans and advances</li> </ul>	0.65%	0.56%

Impaired loans and advances are individually assessed loans with objective evidence of impairment on an individual basis.

Individually assessed impairment allowance were made after taking into account the realisable value of collateral in respect of such loans and advances of US\$1,668,255 (2017: US\$762,336) for the Company. Collateral held by the Company mainly comprised of equipment, vehicles and cash on deposit with the Company.

There were no impaired loans and advances to banks and other financial institutions as at 31 March 2018 and 2017.

#### (f) Net investment in finance leases and hire purchase contracts

Loans and advances to customers include net investment in equipment and automobiles leased to customers under finance leases, including hire purchase contracts having the characteristics of finance leases. The contracts usually run for an initial period of three to five years, with or without an option for acquiring the leased asset at nominal value. The total minimum lease payments receivable under finance leases and hire purchase contracts and their present values at the year end are as follows:

	2018			
	Present value	Interest	Total	
	of the	income	minimum	
	minimum lease	relating to	lease	
	payments	future periods	payments	
	US\$	US\$	US\$	
Within one year After one year but within	258,078,742	21,171,728	279,250,470	
five years	394,469,867	20,653,327	415,123,194	
After five years	13,615,055	1,044,290	14,659,345	
	666,163,664	42,869,345	709,033,009	
Impairment allowances	(3,793,031)			
Net investment in finance leases and hire purchase				
contracts	662,370,633			

### (f) Net investment in finance leases and hire purchase contracts (continued)

		2017	
	Present value	Interest	Total
	of the	income	minimum
	minimum lease	relating to	lease
	payments	future periods	payments
	US\$	US\$	US\$
Within one year After one year but within	259,701,719	24,503,399	284,205,118
five years	500,818,130	27,533,060	528,351,190
After five years	16,305,346	1,343,901	17,649,247
	776,825,195	53,380,360	830,205,555
Impairment allowances	(4,449,031)		
Net investment in finance leases and hire purchase			
contracts	772,376,164		

## 16 Available-for-sale financial assets

At fair value:	2018 US\$	2017 US\$
Unlisted debt securities	30,406,301	20,591,037
Issued by		
- Sovereigns	30,406,301	20,591,037

## 17 Property, plant and equipment

	Leasehold improvements US\$	Furniture and equipment US\$	Motor vehicles US\$	Total US\$
Cost:				
At 1 April 2017 Additions Disposals	1,606,629 22,524 -	2,246,800 278,333 (11,589)	97,290 - -	3,950,719 300,857 (11,589)
At 31 March 2018	1,629,153	2,513,544	97,290	4,239,987
Accumulated depreciation:				
At 1 April 2017 Charge for the year Disposals	17,463 211,864 	931,027 620,001 (11,589)	92,425 4,865 -	1,040,915 836,730 (11,589)
At 31 March 2018	229,327	1,539,439	97,290	1,866,056
Net book value:				
At 31 March 2018	1,399,826	974,105		2,373,931
Cost:				
At 1 April 2016 Additions Disposals	953,647 1,606,629 (953,647)	3,476,888 1,312,781 (2,542,869)	97,290 - -	4,527,825 2,919,410 (3,496,516)
At 31 March 2017	1,606,629	2,246,800	97,290	3,950,719
Accumulated depreciation:				
At 1 April 2016 Charge for the year Disposals	917,087 54,024 (953,648)	3,062,119 411,776 (2,542,868)	72,967 19,458 	4,052,173 485,258 (3,496,516)
At 31 March 2017	17,463	931,027	92,425	1,040,915
Net book value:				
At 31 March 2017	1,589,166	1,315,773	4,865	2,909,804

## 18 Income tax in the statement of financial position

#### (a) Current taxation in the statement of financial position represents:

	2018 US\$	2017 US\$
Provision for Hong Kong Profits Tax Provisional Profits Tax paid	1,791,456 (853,290)	1,088,400 (569,873)
Tax payable	938,166	518,527

#### (b) Deferred tax (liabilities)/assets recognised:

The components of deferred tax (liabilities)/assets recognised in the statement of financial position and the movements during the year are as follows:

Deferred tax arising from:	Depreciation in excess of related depreciation allowances US\$	Impairment Allowance and bonus provision US\$	Revaluation of available- for-sale investment US\$	Total US\$
At 1 April 2017 Credited to statement of	(107,759)	105,552	-	(2,207)
profit or loss (note 11(a))	101,196	313,760		414,956
At 31 March 2018	(6,563)	419,312	-	412,749
At 1 April 2016 Charged to statement of	96,810	148,431	-	245,241
profit or loss (note 11(a))	(204,569)	(42,879)		(247,448)
At 31 March 2017	(107,759)	105,552		(2,207)

## 19 Other assets

20

23

	2018 US\$	2017 US\$
Interest receivable Amounts due from fellow subsidiaries Deposits, prepayment and other receivables	541,297 9,563,990 5,727,692	543,715 7,538,051 5,845,324
	15,832,979	13,927,090
Deposits from customers		
	2018 US\$	2017 US\$
Time, call and notice deposits	102,620,243	35,558,291

## 21 Loans from ultimate holding company

The balance represents loans from the ultimate holding company bear interest at 2.66% per annum (2017: 2.39%), amounting to US\$38,234,095 (2017: US\$38,613,020). The loans are unsecured and repayable after one year (2017: within one year).

## 22 Trading liabilities

	2018 US\$	2017 US\$
Negative fair value of derivatives (note 27(b))	-	131,279
Other liabilities		
	2018 US\$	2017 US\$
Interest payable Amounts due to fellow subsidiaries Other liabilities and accrued charges	1,460,795 13,606,397 8,154,165	845,105 - 8,197,239
	23,221,357	9,042,344

## 24 Share capital

	20	18	20	17
	No. of shares	US\$	No. of shares	US\$
Ordinary shares, issued and fully paid:				
Ordinary shares	16,000,000	32,000,000	16,000,000	32,000,000

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company. All ordinary shares rank equally with regard to the Company's residual assets. For the year ended 31 March 2017 and 2018, ordinary shares of HK\$10 and of US\$2 rank pari passu in all respects.

## Capital management

Capital of the Company for regulatory and risk management purposes includes share capital, reserves and retained profits. The finance and accounting department is responsible for monitoring the amount of capital base and capital adequacy ratio against trigger limits and for risk exposures, ensuring compliance with relevant statutory limits taking into account business growth, and other relevant factors.

The Company's policy is to maintain a strong capital base to support the development of the Company's businesses and to meet the statutory capital adequacy ratio and other regulatory capital requirements. Capital is allocated to the various business activities of the Company depending on the risk taken by each business division and in accordance with the requirements of relevant regulatory bodies, taking into account current and future activities.

The Company has complied with all externally imposed capital requirements throughout the year ended 31 March 2017 and 2018 and is well above the minimum required ratio set by the HKMA.

## 25 Reserves

(a) The reconciliation between the opening and closing balances of each component of the Company's equity is set out in the statement of changes in equity.

## (b) Nature and purpose of reserves

(i) Revaluation reserve

The revaluation reserve for available-for-sale financial assets comprises the cumulative net change in the fair value of available-for-sale financial assets until the financial assets are derecognised and is dealt with in accordance with the accounting policies in note 2(c).

## (ii) Regulatory reserve

The regulatory reserve is maintained to satisfy the provision of the Hong Kong Banking Ordinance for prudential supervision purpose to set aside amounts in respect of losses which the Company may incur on the loans and advances in addition to the impairment allowances made under HKFRS. As at 31 March 2018, a regulatory reserve of US\$9.30 million (2017: US\$10.00 million) was earmarked in the retained profits and in consultation with the HKMA.

## 26 Cash and cash equivalents

## Cash and cash equivalents in the cash flow statement

	2018 US\$	2017 US\$
Cash and balances with banks and other financial institutions Placements with banks with original maturity	24,836,806	14,712,376
less than three months	6,170,864	12,022,284
	31,007,670	26,734,660

## 27 Derivatives

## (a) Notional amount of derivatives

Derivatives refer to financial contracts whose value depends on the value of one or more underlying assets or indices. The notional amounts of these instruments indicate the volume of outstanding transactions and do not represent amounts at risk. All derivatives are trading.

	2018 US\$	2017 US\$
Currency derivatives – Forwards and futures	257,500,000	257,500,000

## (b) Fair values and credit risk weighted amounts of derivatives

		2018			2017	
	Fair v	alue		Fair v	alue	
	Assets	Liabilities	Credit risk weighted amount	Assets	Liabilities	Credit risk weighted amount
	US\$	US\$	US\$	US\$	US\$	US\$
Currency						
derivatives	764,888	-	667,978	156,379	(131,279)	546,275

The tables above give the notional amounts, fair value and credit risk weighted amounts of derivative transactions. The fair value is calculated for the purposes of deriving the credit risk weighted amounts. These are assessed in accordance with the Banking (Capital) Rules.

The Company did not enter into any bilateral netting arrangements during the year and accordingly these amounts are shown on a gross basis.

## (c) Remaining life of derivatives

The following table provides an analysis of the notional amount of derivatives of the Company by relevant maturity grouping based on the remaining periods to settlement at the end of reporting period.

	2018	2017
	US\$	US\$
Currency derivatives		
<ul> <li>Notional amounts with remaining life of</li> </ul>		
one year or less	257,500,000	257,500,000

## 28 Contingent liabilities and commitments

## (a) Contingent liabilities and commitments to extend credit

The following is a summary of the contractual amounts of each significant class of contingent liabilities and commitments:

	2018 US\$	2017 US\$
Trade-related contingencies Other commitments – with an original maturity of under one year or	4,143,123	954,485
which are unconditionally cancellable	34,459,903	26,313,360
	38,603,026	27,267,845

Contingent liabilities and commitments are credit-related instruments which include acceptances, letters of credit, guarantees and commitments to extend credit. The risk involved is essentially the same as the credit risk involved in extending loan facilities to customers. The contractual amounts represent the amounts at risk should the contract be fully drawn upon and the clients default. As the facilities may expire without being drawn upon, the contractual amounts do not represent expected future cash flows.

## (b) Lease commitments

At 31 March, the total future minimum lease payments payable under non-cancellable operating leases of properties are as follows:

	2018 US\$	2017 US\$
Leases expiring: – within one year	3,129,079	2,977,286
- after one year but within five years	11,513,598	11,600,688
- over five years	4,546,871	7,492,111
	19,189,548	22,070,085

The Company leases a number of properties under operating leases. The leases typically run for an initial period of one to eight years, with an option to renew the lease when all terms are renegotiated. None of the leases includes contingent rentals.

## 29 Financial risk management

This section presents information about the Company's exposure to and its management and control of risks, in particular, the primary risks associated with its use of financial instruments:

- credit risk: loss resulting from customer or counterparty default and arises on credit exposure in all forms, including settlement risk.
- market risk: exposure to market variables such as interest rates, exchange rates and equity markets.
- liquidity risk: risk that the Company is unable to meet its payment obligations when due, or that it is unable, on an ongoing basis, to borrow funds in the market on an unsecured, or even secured basis at an acceptable price to fund actual or proposed commitments.

The Company has established policies, procedures and controls for measuring, monitoring and controlling credit, liquidity, capital, interest rate, foreign exchange and other market risks which are reviewed regularly by management. The internal auditors also perform regular audits to ensure compliance with the policies and procedures.

The Company undertakes certain derivative transactions, primarily foreign currency forward contracts, to manage foreign currency risk. For accounting purposes, these derivatives do not qualify for hedge accounting and are treated as trading instruments. All derivatives as at 31 March 2018 and 2017 are over-the-counter derivatives.

## (a) Credit risk management

Credit risk arises from the possibility that a customer or counterparty in a transaction may default. Such risk may arise from the lending, investment, treasury, derivatives and other activities undertaken by the Company.

The Board of Directors ("the Board") has delegated authority to the Credit Committee to oversee management of the Company's credit risk. Credit risk control limits are set at different levels and dimensions. The Board approves the core control limits and delegates the Credit Committee to approve the detailed control limits. Risks, return and market situations are considered in the limits setting. Active limit monitoring processes is undertaken.

The Credit Committee is responsible for all credit risk related issues of the Company. The Company identifies and manages credit risk through target market definitions, formulation of credit policies, credit approval process and monitoring of asset quality.

## (a) Credit risk management (continued)

The Company has established credit policy to define the credit extension criteria, the credit approval and monitoring model, the loan classification system and provisioning process. It also takes into account the requirements of the Hong Kong Banking Ordinance and the guidelines issued by the HKMA with respect to large exposures and provisioning requirements.

The Company manages its credit risk within its approved framework by evaluating the creditworthiness of counterparties, setting credit limits for counterparties, countries and industry sectors, and obtaining collaterals where appropriate. In evaluating the credit risk associated with an individual customer or counterparty, financial strength and repayment ability are always the primary considerations. Credit risk may be mitigated by obtaining collaterals from the customer or counterparty. Actual credit exposures and limits and asset quality are regularly monitored and controlled by management.

## Corporate credit risk

In addition to underwriting standards, the principal means of managing credit risk is the credit approval process. The Company has policies and procedures to evaluate the potential credit risk of a particular counterparty or transaction and to approve the transaction. For corporate customers, the Company has a detailed risk grading system that is applied to each counterparty on a regular basis. The Company also has limits for exposures to borrowers and groups of borrowers, regardless of whether the exposure is in the form of loans or non-funded exposures. The Company also has a review process that ensures the proper level of review and approval depending on the size of the facility and risk grading of the credit.

## Credit risk for treasury transactions

The credit risk of the Company's treasury transactions is managed in the same way as the Company manages its corporate lending risk. The Company applies a risk grading to its counterparties and sets individual counterparty limits.

## Credit-related commitments

The risks involved in credit-related commitments and contingencies are essentially the same as the credit risk involved in extending loan facilities to customers. These transactions are, therefore, subject to the same credit application, portfolio maintenance and collaterals requirements as for customers applying for loans. The Company does not provide any other guarantees which would expose the Company to credit risk.

## Concentration of credit risk

Concentration of credit risk exists when changes in geographic, economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is material in relation to the Company's total exposures. The Company is vigilant about credit risk concentration and has been setting credit limit for counterparties, countries and industry sectors.

## (a) Credit risk management (continued)

## (i) Maximum exposure

The maximum exposure to credit risk at the end of reporting period without taking into consideration of any collaterals held or other credit enhancements is represented by the carrying amount of each financial assets in the statement of financial position after deducting any impairment allowance. A summary of the maximum exposure is as follows:

	2018 US\$	2017 US\$
Cash and balances with banks and other financial institutions	31,007,670	26,734,660
Trading assets	764,888	156,379
Loans and advances to banks and other financial		
institutions	-	27,590
Loans and advances to customers	749,631,822	840,647,392
Available-for-sale financial assets	30,406,301	20,591,037
Other assets	15,832,979	13,927,090
Credit-related contingent liabilities	4,143,123	954,485
	831,786,783	903,038,633

## (ii) Credit quality of loans and advances

Loans and advances to banks are only made to banks with good credit standing. At 31 March 2018 and 2017, no loans and advances to banks are impaired. The credit quality of loans and advances to customers can be analysed as follows:

	2018 US\$	2017 US\$
Gross loans and advances to customers – neither past due nor impaired – past due but not impaired – impaired	741,199,030 7,933,381 4,872,391	823,475,550 17,481,809 4,765,156
	754,004,802	845,722,515
Of which: Gross loans and advances to customers that are neither past due nor impaired		
- Grade A: Pass	736,532,662	820,328,160
<ul> <li>Grade B: Special mention</li> <li>Grade C: Substandard</li> </ul>	4,666,323 45	3,147,303 87
	741,199,030	823,475,550

## (a) Credit risk management (continued)

## (ii) Credit quality of loans and advances (continued)

The Company classifies the loans and advances in accordance with the loan classification system required to be adopted for reporting to the HKMA.

The ageing analysis of loans and advances to customers that are past due but not impaired is as follows:

	2018 US\$	2017 US\$
Gross loans and advances to customers that are past due but not impaired		
- Overdue three months or less	7,767,862	17,481,809
<ul> <li>Six months or less but over three months</li> </ul>	165,519	-
<ul> <li>One year or less but over six months</li> </ul>	-	-
- Over one year		
	7,933,381	17,481,809

## (iii) Collaterals and other credit enhancements

The Company holds collaterals against loans and advances to customers in the form of mortgages over property, other registered securities over assets, cash deposits and guarantees. Collaterals generally are not held over loans and advances to banks, except when securities are held as part of reverse repurchase and securities borrowing activity. Collaterals held as security for financial assets other than loans and advances is determined by the nature of the instrument.

An estimate of the fair value of collaterals and other credit enhancements held against financial assets is as follows:

	2018 US\$	2017 US\$
Fair value of collaterals and other credit enhancements held against financial assets that are: – neither past due nor impaired	1,002,027,099	1,103,909,382
<ul> <li>past due but not impaired</li> </ul>	9,276,129	22,752,670
	1,011,303,228	1,126,662,052

## (a) Credit risk management (continued)

## (iii) Collaterals and other credit enhancements (continued)

## Collaterals

Where possible, the Company takes collaterals as a secondary recourse to the borrower. The collaterals mainly includes properties, equipment and pledged deposits. The Company has put in place policies which determine the types of collaterals for credit risk mitigation.

Whilst the Company's maximum exposure to credit risk is the carrying value of the assets or, in the case of off-balance sheet instruments, the amount guaranteed, committed, accepted or endorsed, the likely exposure may be lower due to offsetting collaterals, credit guarantees and other actions taken to mitigate the Company's exposure.

The description of collaterals for each class of financial asset is set out below:

(i) Cash and balances with banks and other financial institutions, trading assets, loans and advances to banks and other financial institutions and available-for-sale financial assets

Collateral is generally not sought for these assets.

(ii) Loans and advances to customers, contingent liabilities and commitments

Certain advances to customers, contingent liabilities and commitments are typically collateralised to a substantial extent. The Company considers the collaterals it has taken as sufficient against its exposures.

## (b) Market risk management

Market risk arises on financial instruments which are valued at current market prices ("marked to market basis") and those valued at cost plus any accrued interest ("accrual basis").

Financial instruments traded include certain derivative financial instruments. Derivative instruments are contracts whose value is derived from one or more of the underlying financial instruments or indices as defined in the contracts. They include swaps, forward rate agreements, options and combinations of these instruments.

No quantitative disclosure has been made as the Company has not engaged in any material trading activities during the year.

## (b) Market risk management (continued)

(i) Currency risk

The Company's foreign currency positions arise from foreign exchange transactions. All foreign currency positions are managed by the treasury department within limits approved by the Board.

The Company seeks to match closely its foreign currency denominated assets with corresponding liabilities in the same currencies. The Company also uses foreign currency forward contracts to manage foreign currency risk.

The net positions in foreign currencies are disclosed when each currency constitutes 10% or more of the respective total net position in all foreign currencies.

		2018	
		USD equivalents	
	HK dollars	Japanese Yen	Total
Spot assets Spot liabilities	797,206,913 (503,604,446)	21,846,333 (16,541,912)	819,053,246 (520,146,358)
Forward purchases	(000,001,110)	(10,011,012)	(020,110,000)
Forward sales	(256,351,320)		(256,351,320)
Net long non-structural			
position	37,251,147	5,304,421	42,555,568
		2017	
		USD equivalents	
	HK dollars	Japanese Yen	Total
Spot assets Spot liabilities	885,437,331 (595,008,224)	9,915,380 (9,762,414)	895,352,711 (604,770,638)
Forward purchases Forward sales	- (256,933,933)	-	(256,933,933)
Net long non-structural position	33,495,174	152,966	33,648,140

The Company does not have any structural position as at 31 March 2018 (2017: Nil).

## (b) Market risk management (continued)

## (i) Currency risk

## Sensitivity analysis

The following table indicates the approximate change in the Company's profit after tax (and retained profits) and other components of equity in response to reasonably possible changes in the foreign exchange rates to which the Company has significant exposure at the end of reporting period. The sensitivity analysis includes balances between group companies where the denomination of the balances is in a currency other than the functional currencies of the lender or the borrower.

	2(	018	2(	)17
	Appreciation/ (depreciation) in currency against USD	Effect on profit after tax and retained profits US\$	Appreciation/ (depreciation) in currency against USD	Effect on profit after tax and retained profits US\$
Hong Kong Dollars	1%	311,047	1%	279,685
	(1%)	(311,047)	(1%)	(279,685)
Japanese Yen	3%	132,876	3%	3,832
	(3%)	(132,876)	(3%)	(3,832)

The sensitivity analysis has been determined assuming that the change in foreign exchange rates had occurred at the end of reporting period and had been applied to the Company's exposure to currency risk for both derivative and non-derivative financial instruments in existence at that date, and that all other variables, in particular interest rates, remain constant.

The stated changes represent management's assessment of reasonably possible changes in foreign exchange rates over the period until the next fiscal end of reporting period. In this respect, it is assumed that the pegged rate between the Hong Kong dollar and the United States dollar would be materially unaffected by any changes in the value of the United States dollar against other currencies. The analysis is performed on the same basis for 2017.

#### (b) Market risk management (continued)

#### (ii) Interest rate risk

The Company's interest rate positions arise from treasury and commercial banking activities. Interest rate risk principally arises in non-trading portfolios. Interest rate risk primarily results from the timing differences is the repricing of interest-bearing assets, liabilities and commitments, including non-interest bearing liabilities such as shareholders' funds. Interest rate risk is managed by the treasury department within limits approved by the Board, including interest rate gap limits.

Structural interest rate risk arises primarily from the deployment of non-interest bearing liabilities, including shareholders' funds. Structural interest rate risk is monitored by the Asset and Liability Management Committee.

The following tables indicate the effective interest rates for the relevant periods and the expected next repricing dates (or maturity dates whichever the earlier) for interest bearing assets and liabilities at the end of reporting period:

				2018			
Assets	Effective interest rate	Total US\$	3 months or less (include overdue) US\$	Over 3 months to 1 year US\$	Over 1 year to 5 years US\$	Over 5 years US\$	Non-interest bearing US\$
Cash and balances with banks and other financial institutions Loans and advances to banks and other financial institutions	1.50%	31,007,670	6,997,390	-	-	-	24,010,280
Loans and advances to banks and other mancial institutions Loans and advances to customers Available-for-sale financial assets Other assets	4.06% 0.70% 2.55%	749,631,822 30,406,301 19,384,547	218,408,450 5,095,840 9,413,753	176,706,371 25,310,461	354,316,096 - -	200,866	39 - 9,970,794
Total assets		830,430,340	239,915,433	202,016,832	354,316,096	200,866	33,981,113
Liabilities							
Deposits and balances of banks and other financial institutions Deposits from customers Deposits from fellow subsidiaries Loans from ultimate holding company Other liabilities	1.84% 1.47% 1.83% 2.66% 1.46%	269,518,505 102,620,243 121,877,128 38,234,095 24,159,523	206,049,907 70,784,746 121,877,128 38,234,095 13,607,282	63,468,598 23,124,987 - - -	- - - -	- - - -	- 8,710,510 - - 10,552,241
Total liabilities		556,409,494	450,553,158	86,593,585	<u></u>	<u>-</u>	19,262,751
Interest rate sensitivity gap			(210,637,725)	115,423,247	354,316,096	200,866	14,718,362

## (b) Market risk management (continued)

## (ii) Interest rate risk (continued)

				2017			
Assets	Effective interest rate	Total US\$	3 months or less (include overdue) US\$	Over 3 months to 1 year US\$	Over 1 year to 5 years US\$	Over 5 years US\$	Non-interest bearing US\$
Assels							
Cash and balances with banks and other financial institutions Loans and advances to banks and other financial institutions Loans and advances to customers Available-for-sale financial assets	0.65% 7.00% 4.05% 0.50%	26,734,660 27,590 840,647,392 20,591,037	19,551,897 20,651 216,673,208 20,591,037	- 6,939 178,207,766 -	- - 444,378,269	- - 1,388,072	7,182,763 - 77
Other assets	1.39%	16,993,273	7,400,252	-	-	- -	9,593,021
Total assets		904,993,952	264,237,045	178,214,705	444,378,269	1,388,072	16,775,861
Liabilities							
Deposits and balances of banks and other financial institutions Deposits from customers Deposits from fellow subsidiaries Loans from ultimate holding company	1.77% 1.27% 1.45% 2.39%	422,625,943 35,558,291 133,620,615 38,613,020	316,761,912 16,289,144 133,620,615 38,613,020	105,864,031 9,103,457 - -		- - -	- 10,165,690 - -
Other liabilities	0.00%	9,694,357	-				9,694,357
Total liabilities		640,112,226	505,284,691	114,967,488		-	19,860,047
Interest rate sensitivity gap			(241,047,646)	63,247,217	444,378,269	1,388,072	(3,084,186)

## (b) Market risk management (continued)

## (ii) Interest rate risk (continued)

## Sensitivity analysis

At 31 March 2018, it is estimated that a general increase of 100 basis points in interest rates, with all other variables held constant, would increase the Company's profit after tax and retained profits by approximately US\$304,000 (2017: decrease of US\$272,000).

The sensitivity analysis above has been determined assuming that the change in interest rates had occurred at the end of reporting period and had been applied to the exposure to interest rate risk for both derivative and non-derivative financial instruments in existence at that date. The 100 (2017: 100) basis points increase or minimal decrease represents management's assessment of a reasonably possible change in interest rates over the period until the next fiscal end of reporting period. The analysis is performed on the same basis for the year ended 31 March 2017.

## (c) Liquidity risk management

The purpose of liquidity management is to ensure sufficient cash flows to meet all financial commitments and to capitalize on opportunities for business expansion. To manage liquidity risk, the Company has established a liquidity risk management policy ("the policy") which is reviewed by management and approved by the Directors. The policy is reviewed at least annually.

The Company measures liquidity through the statutory Liquidity Maintenance Ratios ("LMR"), unsecured connected lending exposures and maturity mismatch ratio against internal and/or regulatory requirements.

Management closely monitors the liquidity of the Company on a daily basis to ensure that the liquidity structure of Company's assets, liabilities and commitments can meet its funding needs and that the statutory liquidity ratio is always complied with. The Company's average LMR for the year was well above the statutory minimum requirement of 25%.

The average LMR is the simple average of each calendar month's average LMR, computed on the solo basis, which is the basis of computation agreed with the HKMA and has been computed in accordance with the Banking (Liquidity) Rules.

The Board of Directors empowered the Asset and Liability Management Committee ("ALCO") to formulate, review, and update the policy from time to time in order to oversee the Company in managing its liquidity.

ALCO is responsible for the implementation and maintenance of the overall risk management framework relating to balance sheet structure, market risks and funding and liquidity management across the Company's banking business. Monthly meeting will be conducted.

## (c) Liquidity risk management (continued)

Liquidity stress testing is a risk management tool for estimating risk exposure under stressed conditions arising from extreme but plausible market or macroeconomic movements. The Company conducts stress testing through scenario analysis for (i) Liquidity Ratio and (ii) Maturity Mismatch Ratio.

Other monitoring measures:

(i) Treasury Department prepares Daily Liquidity Ratio Projection Report to forecast up to 7 days liquidity ratio on daily basis, which reflects a more realistic liquidity position for monitoring and considering the necessity of funding arrangement promptly.

(ii) Regarding unsecured lending to connected companies, Treasury Department daily projects the ratio against capital base and Accounting Department monitors the ratio on daily basis.

(iii) Regarding cash flow projections, Projection of Cash Flow Report for coming four months is prepared by Treasury Department, for establishing financial plans and recognising the timing and amount of fund raising that aligns strategic objectives.

(iv) Liquidity related issues, strategies, internal risk limits and stress testing results are reported in monthly ALCO meetings and documented in meeting minutes.

## (c) Liquidity risk management (continued)

## (i) Analysis of assets and liabilities by remaining maturity

The following maturity profile is based on the remaining period at the end of reporting period to the contractual maturity date.

	2018							
Assets	Total US\$	Repayable on demand US\$	Within 1 month US\$	Over 1 month but within 3 months US\$	Over 3 months to 1 year US\$	Over 1 year to 5 years US\$	Over 5 years US\$	Undated or overdue US\$
Cash and balances with banks and other financial institutions	31,007,670	24,836,806	6,170,864					
Loans and advances to customers	749,631,822	- 24,030,000	26,700,398	- 55,353,475	- 206,842,537	- 427,670,347	- 26,244,826	- 6,820,239
Available-for-sale financial assets	30,406,301	-	5,095,840	-	25,310,461	-	-	-
Other assets	19,384,547	9,563,991	345,405	22,087	4,236	-		9,448,828
Total assets	830,430,340	34,400,797	38,312,507	55,375,562	232,157,234	427,670,347	26,244,826	16,269,067
Liabilities								
Deposits and balances of banks and other financial institutions	269,518,505	-	62,225,989	133,883,054	58,115,824	15,293,638	-	-
Deposits from customers	102,620,243	-	21,122,812	51,319,196	25,301,333	4,707,830	169,072	-
Deposits from fellow subsidiaries	121,877,128	-	-	121,877,128	-	-	-	-
Loans from ultimate holding company	38,234,095	-	-	-	-	38,234,095	-	-
Other liabilities	24,159,523	13,606,397	7,895,143	640,593	996,125	1,021,265		-
Total liabilities	556,409,494	13,606,397	91,243,944	307,719,971	84,413,282	59,256,828	169,072	
Asset-liability gap		20,794,400	(52,931,437)	(252,344,409)	147,743,952	367,413,519	26,075,754	16,269,067

## (c) Liquidity risk management (continued)

## (i) Analysis of assets and liabilities by remaining maturity

The following maturity profile is based on the remaining period at the end of reporting period to the contractual maturity date.

	2017							
Assets	Total US\$	Repayable on demand US\$	Within 1 month and on demand US\$	Over 1 month but within 3 months US\$	Over 3 months to 1 year US\$	Over 1 year to 5 years US\$	Over 5 years US\$	Undated or overdue US\$
Cash and balances with banks and other financial institutions Loans and advances to banks and other financial institutions Loans and advances to customers Available-for-sale financial assets Other assets	26,734,660 27,590 840,647,392 20,591,037 16,993,273	14,712,376 - - - -	12,022,284 6,881 29,495,396 15,445,208 7,929,136	- 13,769 59,140,034 5,145,829 31,858	- 6,940 213,401,347 - 3,046	- - 518,378,418 - -	- - 16,738,323 - -	- 3,493,874 - 9,029,233
Total assets	904,993,952	14,712,376	64,898,905	64,331,490	213,411,333	518,378,418	16,738,323	12,523,107
Liabilities								
Deposits and balances of banks and other financial institutions Deposits from customers Deposits from fellow subsidiaries Loans from ultimate holding company Other liabilities	422,625,943 35,558,291 133,620,615 38,613,020 9,694,357		96,436,018 9,585,937 - - 8,923,254	210,286,509 7,704,423 133,620,615 - 352,809	90,418,823 11,407,131 - 38,613,020 416,087	25,484,593 6,575,660 - - -	- 285,140 - - -	- - - 2,207
Total liabilities	640,112,226		114,945,209	351,964,356	140,855,061	32,060,253	285,140	2,207
Asset-liability gap		14,712,376	(50,046,304)	(287,632,866)	72,556,272	486,318,165	16,453,183	12,520,900

### Liquidity risk management (continued) (C)

### (ii) Analysis of liabilities by remaining maturity

The following table provides an analysis of the residual contractual maturities of non-derivative financial liabilities of the Company, which are based on contractual undiscounted cash flows (including interest payments computed using contractual rates or, if floating, based on rates at the end of reporting period) and the earliest date the Company can be required to pay:

				20	018				
Liabilities	Carrying amount US\$	Gross nominal outflow US\$	Repayable on demand US\$	Within 1 month US\$	Over 1 month but within 3 months US\$	Over 3 months but within 1 year US\$	Over 1 year but within 5 years US\$	Over 5 years US\$	Indefinite US\$
Deposits and balances of banks and other financial institutions Deposits from customers (note) Deposits from fellow subsidiaries Loans from ultimate holding company	269,518,505 102,620,243 121,877,128 38,234,095	272,188,648 94,451,312 122,068,120 41,028,829	- - -	62,691,741 20,568,066 190,992 250,774	134,840,142 50,512,567 121,877,128 -	58,754,734 23,370,679 -	15,902,031 - 40,778,055	- - -	- - -
Other liabilities	24,159,523	19,510,314	13,613,891	5,239,905		656,518			-
Total liabilities	556,409,494	549,247,223	13,613,891	88,941,478	307,229,837	82,781,931	56,680,086	<u> </u>	-
Commitments									
Guarantees, acceptances and other financial facilities	4,143,123	4,143,123		921,444	2,880,000	341,679			
				20	017				
	Carrying amount US\$	Gross nominal outflow US\$	Repayable on demand US\$	Within 1 month US\$	Over 1 month but within 3 months US\$	Over 3 months but within 1 year US\$	Over 1 year but within 5 years US\$	Over 5 years US\$	Indefinite US\$
Liabilities							+		
Deposits and balances of banks and other financial institutions	422,625,943	426,065,914	-	96,905,814	211,215,966	91,263,058	26,681,076	_	-
Deposits from customers (note) Deposits from fellow subsidiaries	35,558,291 133,620,615	25,522,836 133,785,928	-	8,925,612 165,313	7,409,727 133,620,615	9,187,497	-	-	-
Loans from ultimate holding company Other liabilities	38,613,020 9,694,357	39,304,333 6,511,781	-	6,511,781	230,824	39,073,509	- -	- -	-
Total liabilities	640,112,226	631,190,792	-	112,508,520	352,477,132	139,524,064	26,681,076		-
Commitments									
Guarantees, acceptances and other financial facilities	954,485	954,485		954,485	-		<u> </u>		-

Note: the amount of gross nominal outflow excludes receipt in advance from lessees of US\$8,710,510 (2017: US\$10,165,690).

## (d) Operational risk management

Operational risks arise from the Company's daily operation and fiduciary activities. The Company's internal audit department and compliance department play essential roles in monitoring and limiting the Company's operational risk. The primary focus of these functions is:

- to independently evaluate the adequacy of all internal controls;
- to ensure adherence to the operating guidelines, including regulatory and legal requirements; and
- to pro-actively recommend improvements.

To ensure the total independence of the internal audit functions, the internal audit department and compliance department are separate departments. The internal audit department reports directly to the Board through the Audit Committee, whereas the compliance department reports directly to the Director of Compliance.

## 30 Fair values of financial instruments

## (a) Financial instruments carried at fair value

Fair value estimates are generally subjective in nature, and are made as of a specific point in time based on the characteristics of the financial instruments and relevant market information. The Company measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

- Level 1 valuations: Fair value measured using only Level 1 inputs i.e. unadjusted quoted prices in active markets for identical assets or liabilities at the measurement date
- Level 2 valuations: Fair value measured using Level 2 inputs i.e. observable inputs which fail to meet Level 1, and not using significant unobservable inputs. Unobservable inputs are inputs for which market data are not available
- Level 3 valuations: Fair value measured using significant unobservable inputs

## 30 Fair values of financial instruments (continued)

## (a) Financial instruments carried at fair value

Fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments the Company determines fair values using valuation techniques. Valuation techniques include net present value and discounted cash flow models and other valuation models. Assumptions and inputs used in valuation techniques include risk-free and benchmark interest rates, credit spreads and other premia used in estimating discount rates, bond and equity prices, foreign currency exchange rates, equity price and expected price volatilities and correlations. The objective of valuation techniques is to arrive at a fair value determination that reflects the price of the financial instrument at the reporting date, that would have been determined by market participants acting at arm's length.

The Company uses widely recognised valuation models for determining the fair value of common and more simple financial instruments, like interest rate and currency swaps that use only observable market data and require little management judgement and estimation. Observable prices and model inputs are usually available in the market for listed debt and equity securities and simple over-the-counter (OTC) derivatives like forward exchange contracts. Availability of observable market prices and model inputs reduces the need for management judgement and estimation and also reduces the uncertainty associated with determination of fair values. Availability of observable markets and is prone to changes based on specific events and general conditions in the financial markets.

For more complex instruments, the Company uses proprietary valuation models, which usually are developed from recognised valuation models. Some or all of the significant inputs into these models may not be observable in the market, and are derived from market prices or rates or are estimated based on assumptions. Example of instruments involving significant unobservable inputs include certain securities for which there is no active market. Valuation models that employ significant unobservable inputs require a higher degree of management judgement and estimation in determination of fair value. Management judgement and estimation are usually required for selection of the appropriate valuation model to be used, determination of expected future cash flows on the financial instrument being valued, determination of probability of counterparty default and prepayments and selection of appropriate discount rates.

Derivatives

The fair value of forward exchange contracts is estimated either using broker quotes or by discounting future cash flows. Future cash flows are estimated based on management's best estimates of the amount it would receive or pay to terminate the contract at the end of reporting period taking into account current market conditions and the current credit worthiness of the counterparties. The discount rate used is a market rate for a similar instrument at the end of reporting period.

## 30 Fair values of financial instruments (continued)

## (a) Financial instruments carried at fair value

Debt and equity securities

These instruments are valued based on quoted market prices from an exchange or dealer price quotation, where available. For unlisted investment funds, the fair value is estimated based on the fund's financial position and results, risk profile, prospects and other factors. The exercise of judgement is required and because of uncertainties inherent in estimating fair value for the unlisted investment funds, it is not until realisation of the investment that subjective valuation factors are removed.

The table below analyses financial instruments, measured at fair value at the end of the reporting period, by the level in the fair value hierarchy into which the fair value treatment is categorised:

	2018						
	Level 1	Level 2	Level 3	Total			
Assets	US\$	US\$	US\$	US\$			
Trading assets Available-for-sale financial assets	-	764,888	-	764,888			
<ul> <li>Debt securities</li> </ul>	30,406,301			30,406,301			
	30,406,301	764,888		31,171,189			
Liabilities							
Trading liabilities							

## 30 Fair values of financial instruments (continued)

## (a) Financial instruments carried at fair value (continued)

		20	)17	
	Level 1	Level 2	Level 3	Total
	US\$	US\$	US\$	US\$
Assets				
Trading assets Available-for-sale financial	-	156,379	-	156,379
assets				
<ul> <li>Debt securities</li> </ul>	20,591,037			20,591,037
	20,591,037	156,379		20,747,416
Liabilities				
Trading liabilities		131,279		131,279

During the year ended 31 Mar 2018 and 2017, there were no significant transfers of financial instruments between Level 1 and Level 2 of the fair value hierarchy.

For the year ended 31 Mar 2018 and 2017, there were no financial instruments, nor items transfer into or out from Level 3 of the fair value hierarchy.

## (b) Fair values of financial instruments carried at other than fair value

The following methods and significant assumptions have been applied in determining the fair values of financial instruments presented below:

- (i) The fair value of variable rate financial instruments is assumed to be approximated by their carrying amounts and, in the case of loans and unquoted debt securities, does not, therefore, reflect changes in their credit quality, as the impact of credit risk is recognised separately by deducting the amount of the impairment allowances from both the carrying amount and fair value. The total fair value is not materially different from total carrying value.
- (ii) The fair value of fixed rate loans and mortgages carried at amortised cost is estimated by comparing market interest rates when the loans were granted with current market rates offered on similar loans. Changes in the credit quality of loans within the portfolio are not taken into account in determining gross fair values, as the impact of credit risk is recognised separately by deducting the amount of the impairment loss and allowances from both the carrying amount and fair value.

## 31 Material related party transactions

During the year, the Company entered into a number of transactions with its related parties, including fellow subsidiaries, the ultimate holding company, and entities, directly or indirectly controlled or significantly influenced by the ultimate holding company, in the ordinary course of its banking business including lending, the acceptance and placement of inter-bank deposits and off-balance sheet transactions.

## (a) Transactions with group companies

In addition to the related party transactions and balances detailed elsewhere in these financial statements, the Company had the following material transactions and balances with its related parties during the year.

Income/(expenses) from transactions with fellow subsidiaries and the ultimate holding company during the year are set out below:

	2018 US\$	2017 US\$
Fellow subsidiaries		
Interest income Interest expense	135,715 (2,303,327)	43,321 (1,605,944)
Fee and commission income Fee and commission expense	1,994,391 (168,000)	1,919,882 (168,000)
Other operating expense	(32,414)	(82,108)
Other operating income	978,245	409,863
Ultimate holding company		
Interest expense Other operating expense	(896,873) (377,611)	(801,991)
Other operating expense	(377,011)	(302,393)

## 31 Material related party transactions (continued)

## (a) Transactions with group companies (continued)

Average balances of (liabilities)/assets with fellow subsidiaries and the ultimate holding company for the year are set out below:

Fellow subsidiaries	2018 US\$	2017 US\$
Loans and advances to customers	41,964	13,797
Other assets	7,513,036	1,855,924
Deposits from fellow subsidiaries	(130,899,729)	(114,041,672)
Other liabilities	(4,218,268)	(144,039)
Ultimate holding company		
Other assets	41,619	38,609
Loans from ultimate holding company	(38,401,077)	(38,663,464)
Other liabilities	(233,663)	(197,104)

Loans and advances to customers included a loan to a fellow subsidiary, which was secured, interest bearing at commercial rates and repayable within three years.

Other balances with fellow subsidiaries were unsecured, interest bearing at commercial rates and had no fixed terms of repayment.

Deposits from fellow subsidiaries were unsecured, interest bearing at commercial rates and either had no fixed terms of repayment or repayable within one year.

Included in deposits and balances of banks and other financial institutions were shortterm and long-term debts of approximately US\$269.52 million (2017: US\$422.63 million) guaranteed by the ultimate holding company.

## (b) Key management personnel remuneration

Remuneration for key management personnel, including amounts paid to the Company's directors as disclosed in note 10.

## 31 Material related party transactions (continued)

## (c) Loans to directors

Loans to directors of the Company disclosed pursuant to section 383(1)(d) of the Hong Kong Companies Ordinance and Part 3 of the Companies (Disclosure of Information about Benefits of Directors) Regulation are as follows:

	2018 US\$	2017 US\$
Aggregate amount of relevant loans by the Company outstanding at 31 March	31,818	69,216
Maximum aggregate amount of relevant loans by the Company outstanding during the year	69,398	105,024

There were no interest due but unpaid nor any provision made against these loans at 31 March 2018 and 2017.

## 32 Immediate parent and the ultimate controlling party

The directors consider the immediate parent and ultimate controlling party of the Company to be ORIX Corporation, which is incorporated in Japan.

## 33 Key sources of estimation uncertainty

## Impairment losses

## Loans and advances

Loan portfolios are reviewed periodically to assess whether impairment losses exist. The Company makes judgements as to whether there is any objective evidence that a loan portfolio is impaired, i.e. whether there is a decrease in estimated future cash flows. Objective evidence for impairment includes observable data that the payment status of borrowers in a company has adversely changed. It may also include observable data that local or economic conditions that correlate with defaults on the assets in the Company. If management has determined, based on their judgement, that objective evidence for impairment exists, expected future cash flows are estimated based on historical loss experience for assets with credit risk characteristics similar to those of the Company. Historical loss experience is adjusted on the basis of the current observable data.

Management reviews the methodology and assumptions used in estimating future cash flows regularly to reduce any difference between loss estimates and actual loss experienced.

## 34 Possible impact of amendments, new standards and interpretations issued but not yet effective for the year ended 31 March 2018

Up to the date of issue of these financial statements, the HKICPA has issued a number of amendments and new standards which are not yet effective for the year ended 31 March 2018 and which have not been adopted in these financial statements. These include the following which may be relevant to the company.

	Effective for accounting periods beginning on or after
HKFRS 9, Financial instruments	1 January 2018
HKFRS 15, Revenue from contracts with customers	1 January 2018
HKFRS 16, Leases	1 January 2019
HK(IFRIC) 22, Foreign currency transactions and advance consideration	1 January 2019
HK(IFRIC) 23, Uncertainty over income tax treatments	1 January 2019

The Company is in the process of making an assessment of what the impact of these amendments and new standards is expected to be in the period of initial application. So far the Company has identified some aspects of the new standards which may have a significant impact on the financial statements. Further details of the expected impacts are discussed below. While the assessment has been substantially completed for HKFRS 9 and HKFRS 15, the actual impacts upon the initial adoption of the standards may differ as the assessment completed to date is based on the information currently available to the Company, and further impacts may be identified before the standards are initially applied to the Company's financial statements for the year ended 31 March 2019. The Company may also change its accounting policy elections, including the transition options, until the standards are initially applied in the financial statements.

## **HKFRS 9, Financial instruments**

HKFRS 9 will replace the current standard on accounting for financial instruments, HKAS 39, Financial instruments: Recognition and measurement. HKFRS 9 introduces new requirements for classification and measurement of financial assets, including the measurement of impairment for financial assets and hedge accounting. On the other hand, HKFRS 9 incorporates without substantive changes the requirements of HKAS 39 for recognition and derecognition of financial instruments and the classification of financial liabilities.

HKFRS 9 is effective for annual periods beginning on or after 1 January 2018 on a retrospective basis. The Company plans to use the exemption from restating comparative information and will recognise any transition adjustments against the opening balance of equity at 1 April 2018.

## 34 Possible impact of amendments, new standards and interpretations issued but not yet effective for the year ended 31 March 2018 (continued)

## HKFRS 9, Financial instruments (continued)

Expected impacts of the new requirements on the Company's financial statement are as follows:

(a) Classification and measurement

HKFRS 9 contains three principal classification categories for financial assets: measured at (1) amortised cost, (2) fair value through profit or loss (FVTPL) and (3) fair value through other comprehensive income (FVTOCI). The classification is determined based on the contractual cash flow characteristics of the financial assets and the entity's business model for managing the financial assets. The Company has assessed that its financial assets currently measured at amortised cost will continue with this classification and measurement upon the adoption of HKFRS 9.

The Company's debt financial assets, currently classified as "available-for-sale", that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling financial assets, and that have contractual terms that give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are generally measured at FVTOCI.

(b) Impairment

The new impairment model in HKFRS 9 replaces the "incurred loss" model in HKAS 39 with an "expected credit loss" model. Under the expected credit loss model, it will no longer be necessary for a loss event to occur before an impairment loss is recognised. Instead, an entity is required to recognise and measure either a 12-month expected credit loss or a lifetime expected credit loss, depending on the asset and the facts and circumstances. The Company expects that the application of the expected credit loss model will result in earlier recognition of the credit losses. Based on a preliminary assessment, if the Company were to adopt the new impairment requirements at 31 March 2018, accumulated impairment loss at the date would increase by approximately 11% as compared with that recognised under HKAS 39. As a consequence, an adjustment of approximately US\$498,653 will be made to the opening balances of net assets and retained profits at 1 April 2018.

## HKFRS 15, Revenue from contracts with customers

HKFRS 15 establishes a comprehensive framework for recognizing revenue from contracts with customers. HKFRS 15 will replace the existing revenue standards, HKAS 18, Revenue, which covers revenue arising from sale of goods and rendering of services, and HKAS 11, Construction contracts, which specifies the accounting for revenue from construction contracts.

## 34 Possible impact of amendments, new standards and interpretations issued but not yet effective for the year ended 31 March 2018 (continued)

## HKFRS 15, Revenue from contracts with customers (continued)

HKFRS 15 is based on the principle that revenue is recognised when control of a good or service transfers to a customer. The Company plans to elect to use the cumulative effect transition method for the adoption of HKFRS 15 and will recognise the cumulative effect of initial application as an adjustment to the opening balance of equity at 1 April 2018. The Company has preliminarily assessed the impact of HKFRS 15 and expects that it will not have a significant effect on the financial statement of the Company.

## HKFRS 16, Leases

As disclosed in note 2(e), currently the Company classifies leases into finance leases and operating leases and accounts for the lease arrangement differently, depending on the classification of the lease. The Company enters into some leases as the lessor and others as the lessee.

Once HKFRS 16 is adopted, the Company will no longer distinguish between finance leases and operating leases when it is the lessee under the lease. Instead, subject to practical expedients, the Company will be required to account for all leases of more than 12 months in a similar way to current finance lease accounting.

The application of the new accounting model is expected to lead to an increase in both assets and liabilities and to impact on the timing of the expense recognition in the statement of profit or loss over the period of the lease. As disclosed in note 28(b), at 31 March 2018 the Company's future minimum lease payments under non-cancellable operating leases amount to US\$19,020,369 and US\$65,458 for properties and other assets respectively, the majority of which is payable either between 1 and 7 years after the reporting date. Some of these amounts may therefore need to be recognised as lease liabilities, with corresponding right-of-use assets, once HKFRS 16 is adopted. The Company will need to perform a more detailed analysis to determine the amounts of new liabilities arising from operating lease commitments on adoption of HKFRS 16, after taking into account the applicability of the practical expedient and adjusting for any leases entered into or terminated between now and the adoption of HKFRS 16 and the effects of discounting.

HKFRS 16 is not expected to impact significantly on the way that the Company accounts for its rights and obligations under a lease when it is the lessor under the lease.

## Unaudited supplementary financial information

## (a) Capital and capital adequacy

The Banking (Capital) (Amendment) Rules 2012, effective from 1 January 2013, stipulates the first phase of Basel III requirements to be applied in Hong Kong.

Capital ratio:	2018	2017
Common Equity Tier 1 ("CET1") Capital Ratio	32.57%	28.00%
Tier 1 Capital Ratio	32.57%	28.00%
Total Capital Ratio	33.75%	29.19%

The capital adequacy ratios were calculated in accordance with the Banking (Capital) Rules. The Company has adopted the "basic approach" for the calculation of the risk-weighted assets for credit risk and "basic indicator approach" for the calculation of operational risk.

During the year ended 31 March 2018, market risk arising from the Company's trading book is minimal. The Company has been granted exemption by the HKMA as it can fulfil the exemption criteria set out in sections 22(I)(a) and (b) of the Banking (Capital) Rules. Hence, the Company was exempted from the calculation of market risk.

The components of total capital before and after deductions are shown below:

	2018	2017
CET1 Capital:	US\$	US\$
CET1 Capital instruments Retained earnings Disclosed reserves	32,000,000 242,065,421 (44,575)	32,000,000 232,875,380 6,346
CET1 Capital before deductions	274,020,846	264,881,726
Regulatory deductions to CET1 capital:		
Regulatory reserve for general banking risks Net deferred tax assets Insignificant capital investments in financial sector	9,323,051 412,749	9,999,366 -
Entities that are not subject to consolidation		7,040,802
Total CET1 Capital	264,285,046	247,841,558
Additional Tier 1 ("AT1") Capital	<u> </u>	
Total Tier 1 ("T1") Capital	264,285,046	247,841,558

## (a) Capital and capital adequacy (continued)

Tier 2 ("T2") Capital	2018 US\$	2017 US\$
Qualifying Tier 2 capital instruments plus any related share premium Collective impairment allowances and regulatory reserve for general banking risks eligible for inclusion in Tier 2 capital	9,577,323	- 10,559,394
Total T2 Capital	9,577,323	10,559,394
Total Capital	273,862,369	258,400,952

To comply with the Banking (Disclosure) Rules ("BDR"), all additional information in relation to the Company's regulatory capital disclosures will be published by using the standard disclosure templates as specified by the HKMA under "Regulatory Disclosures" section on the Company's website (http://www.orix.com.hk).

## (b) Liquidity ratio

	2018	2017	2016
	(Under LMR)	(Under LMR)	(Under LMR)
Average liquidity ratio	53.31%	51.96%	216.95%

The average liquidity ratio is the simple average of each calendar month's average liquidity ratio, computed on the solo basis, which is the basis of computation agreed with the HKMA and has been computed in accordance with the Banking (Liquidity) Rule.

### Further analysis on loans and advances to customers analysed by industry sector (C)

For each industry sector reported above with loan balance constituting 10% or more of the total balance of advances to customers, the attributable amount of impaired loans, overdue loans, individually and collectively assessed loan impairment allowances, the amount of new provisions charged to income statement, and the amount of impaired loans and advances written off during the year are as follows:

				2018			
Loans and advances for use in Hong Kong	Gross loans and advances US\$	Impaired loans and advances US\$	Overdue loans and advances US\$	Individually assessed impairment allowance US\$	Collectively assessed impairment allowance US\$	Impairment charged to income statement during the year US\$	Impairment allowance written off during the year US\$
Industrial, commercial and financial – Transport and transport equipment	553,155,189	1,637,777	1,635,844	994,595	346,886	730,680	109,520
				2017			
Loans and advances for use in Hong Kong	Gross loans and advances US\$	Impaired loans and advances US\$	Overdue loans and advances US\$	Individually assessed impairment allowance US\$	Collectively assessed impairment allowance US\$	Impairment charged to income statement during the year US\$	Impairment allowance written off during the year US\$
Loans and advances for use in Hong Kong							

ORIX Asia Limited (Unaudited and for management information purposes only) Year ended 31 March 2018

## (d) Overdue and rescheduled assets

## (i) Overdue loans and advances to customers

	20	2018		)17
	Amount US\$	% of total advances to customers	Amount US\$	% of total advances to customers
Gross loans and advances to customers which have been overdue with respect to either principal or interest for periods of: - six months or less but	004		004	
over three months <ul> <li>one year or less but</li> </ul>	354,505	0.05%	390,301	0.05%
over six months – Over one year	766,344 3,840,265	0.10% 0.51%	288,702 3,289,582	0.03% 0.39%
	4,961,114	0.66%	3,968,585	0.47%
Current market value of collateral held against the covered portion of overdue loans and				
advances	1,755,002		2,375,988	
Covered portion of overdue loans and				
advances	1,755,002		1,171,969	

## (d) Overdue and rescheduled assets (continued)

	2018		2018 2017	
	Amount US\$	% of total advances to customers	Amount US\$	% of total advances to customers
Uncovered portion of overdue loans and advances	3,206,112		2,796,616	
Individual impairment allowances made on loans and advances overdue for more than three months	3,499,364		3,268,825	

Loans and advances with a specific repayment date are classified as overdue when the principal or interest is overdue and remains unpaid as at the end of the reporting period. Loans repayable by regular instalments are treated as overdue when an instalment payment is overdue and remains unpaid as at the end of the reporting period. Loans repayable on demand are classified as overdue either when a demand for repayment has been served on the borrower but repayment has not been made in accordance with the demand notice, and/or when the loans have remained continuously outside the approved limit notice, and advised to the borrower for more than the overdue period in question.

## (d) Overdue and rescheduled assets (continued)

## (ii) Rescheduled loans and advances to customers

Rescheduled loans and advances are those loans and advances which have been restructured or renegotiated because of a deterioration in the financial position of the borrower, or of the inability of the borrower to meet the original repayment schedule and for which the revised repayment terms are non-commercial to the Company. Rescheduled loans and advances to customers are stated net of any loans and advances to customers that have subsequently become overdue for over three months and reported as overdue loans and advances in note (d)(i) above. The amount of rescheduled loans and advances to customers is not material as at 31 March 2018 and 2017.

## (iii) Overdue loans and advances to banks and other financial institutions

There are no loans and advances to banks and other financial institutions which are overdue for more than three months as at 31 March 2018 and 2017.

## (iv) Rescheduled loans and advances to banks and other financial institutions

There are no rescheduled loans and advances to banks and other financial institutions as at 31 March 2018 and 2017.

## (v) Other overdue assets

There are no other assets which are overdue for more than three months as at 31 March 2018 and 2017.

## (d) Overdue and rescheduled assets (continued)

## (vi) Geographical analysis of loans and advances to customers

			2018		
	Gross Ioans and advances US\$	Loans and advances overdue for more than 3 months US\$	Impaired Ioans (individually determined) US\$	Individually assessed impairment allowances US\$	Collectively assessed impairment allowances US\$
Hong Kong Others	739,553,326 14,451,476	4,961,114	4,872,391	3,525,267	773,373 52,347
	754,004,802	4,961,114	4,872,391	3,525,267	825,720
			2017		
	Gross Ioans and advances US\$	Loans and advances overdue for more than 3 months US\$	Impaired Ioans (individually determined) US\$	Individually assessed impairment allowances US\$	Collectively assessed impairment allowances US\$
Hong Kong	823,199,768	3,182,374	3,978,946	3,187,044	1,008,817
Others	22,522,747	786,211	786,210	3,968,884	63,693

The above geographical analysis is classified by the location of the borrowers after taking into account the transfer of risk. In general, risk transfer applies when a loan is guaranteed by a party situated in an area different from the counterparty.

#### (e) International claims

The Company analyses international claims by exposures to foreign counterparties on which the ultimate risk lies, and is derived according to the location of the counterparties after taking into account any transfer of risk. The transfer of risk from one country to another is recognised if the claims against a counterparty are guaranteed by another party in a different country or if the claims are on an overseas branch of a bank whose head office is located in a different country. Those areas which contribute 10% or more of the aggregate international claims are as follows:

	31 March 2018				
	Non-bank private sector				
			Non-bank		
		Official	financial	Non-financial	
	Banks	sector	institutions	private sector	Total
	US\$	US\$	US\$	US\$	US\$
Developed countries	18,970,158	-	-	177,876	19,148,034
Offshore centres	117,417	-	7,042,819	22,911,232	30,071,468
<ul> <li>– of which: Hong Kong</li> </ul>	117,317	-	7,042,819	21,728,978	28,889,114
Developing Asia					
Pacific	31,263	-	-	13,617,230	13,648,493
<ul> <li>of which: China</li> </ul>	-		-	13,617,230	13,617,230
	19,118,838	-	7,042,819	36,706,338	62,867,995

			<u>31 March 2017</u>		
		Non-k	oank private see	ctor	
			Non-bank		
		Official	financial	Non-financial	
	Banks	sector	institutions	private sector	Total
	US\$	US\$	US\$	US\$	US\$
Developed countries	19,156,108	-	-	451,639	19,607,747
Offshore centres	699,890	-	1,346,110	4,761,430	6,807,430
<ul> <li>– of which: Hong Kong</li> </ul>	699,790	-	1,346,110	2,586,796	4,632,696
Developing Asia					
Pacific	27,685	-	-	21,109,905	21,137,590
<ul> <li>of which: China</li> </ul>		-	-	21,109,905	21,109,905
	19,883,683	-	1,346,110	26,322,974	47,552,767

#### (f) Non-bank Mainland China exposures

The analysis of non-bank Mainland China exposures is based on the categories of nonbank counterparties and the type of direct exposures defined by the HKMA under the Banking (Disclosure) Rules with reference to the HKMA return of Mainland Activities. This analysis includes the exposures extended by the Company only.

		2018	
	On-balance sheet exposure US\$	Off-balance sheet exposure US\$	Total US\$
PRC nationals residing in Mainland China or other entities incorporated in Mainland China and their subsidiaries			
and JVs Other entities of local governments PRC nationals residing outside Mainland China or entities	283,113 835,257	-	283,113 835,257
incorporated outside Mainland China where the credit is granted for use in Mainland China Other counterparties where the exposures are considered by the	44,913,919	2,276,383	47,190,302
reporting institution to be non-bank Mainland China exposures	527,852	1,126,994	1,654,846
	46,560,141	3,403,377	49,963,518
Total assets after provision	830,430,340		
On-balance sheet exposures as percentage of total assets	5.61%		

### (f) Non-bank Mainland China exposures (continued)

(g)

Repossessed assets

		2017	
	On-balance sheet exposure US\$	Off-balance sheet exposure US\$	Total US\$
<ul> <li>PRC nationals residing in Mainland</li> <li>China or other entities incorporated in</li> <li>Mainland China and their subsidiaries and JVs</li> <li>Other entities of local governments</li> <li>PRC nationals residing outside</li> <li>Mainland China or entities</li> <li>incorporated outside Mainland China</li> </ul>	1,000,591 215,979	-	1,000,591 215,979
where the credit is granted for use in Mainland China Other counterparties where the exposures are considered by the reporting institution to be non-bank	62,304,580	834,459	63,139,039
Mainland China exposures	1,164,565	1,930,651	3,095,216
	64,685,715	2,765,110	67,450,825
Total assets after provision	904,993,952		
On-balance sheet exposures as percentage of total assets	7.15%		
Repossessed assets			
		2018 US\$	2017 US\$

230,767

110,359

#### (h) Segmental analysis

#### (i) By geographical area

The Company's operations are entirely located in Hong Kong.

#### (ii) By class of business

	2018		2017	
	Profit before taxation US\$	Total assets US\$	Profit before taxation US\$	Total assets US\$
Commercial financing business Investment Others	13,663,663 (2,997,860) 5,488	752,202,057 30,406,301 129,744	11,678,997 (1,318,490) 6,015	844,458,494 20,591,037 143,575
Unallocated income/assets	10,671,291 (56,547)	782,738,102 46,404,673	10,366,522 (2,281,004)	865,193,106 39,800,846
	10,614,744	829,142,775	8,085,518	904,993,952

Commercial financing activities included the acceptance of deposits, provision of advances and other international banking services.

Investment activities included investing in equity and debt securities which generate dividend and interest income.

Other business activities included ship finance and staff loan scheme.

#### (i) Additional disclosures on credit risk management

#### (i) Capital requirement

The capital requirements on each class of exposures calculated under the basic (credit risk) approach at the end of reporting period can be analysed as follows:

	2018 US\$	2017 US\$
Total capital requirements for on-balance sheet exposures	764,689,244	844,014,335
Total capital requirements for off-balance sheet exposures	1,496,603	737,172
	766,185,847	844,751,507

#### (ii) Capital charge

The capital charge for operational risk calculated in accordance with the basic indicator approach at the end of reporting period is:

	2018 US\$	2017 US\$
Capital charge for operational risk	3,616,053	3,246,840

#### (iii) Market risk

The Company has been exempted by the HKMA under section 22(1) of the Banking (Capital) Rules from the calculation of market risk under section 17 of the Banking (Capital) Rules.

#### (j) Corporate governance

The Company is committed to high standards of corporate governance, and has complied throughout the year with the guideline on "Corporate governance of locally incorporated authorised institutions" under the Supervisory Policy Manual issued by the HKMA.

#### Board committees

In addition to the Board of Directors ("the Board") which meet on a quarterly basis, the Company has established a number of committees including Credit Committee, Asset and Liability Management Committee, Operational Risk Management Team and Audit Committee.

#### (i) Quarterly Board of Directors Meeting

The Board including all executive and non-executive directors, meet at least once a quarter to review and discuss the management and financial performance of the Company.

#### (ii) Credit Committee

The Credit Committee is responsible for assisting the Board to formulate the Company's risk appetite and strategies for managing credit risk. It is also responsible for the implementation and maintenance of the Company's credit risk management framework. It also participates in evaluating large credit applications and making credit decisions. The Committee comprises the chief executive officer/managing director, head of credit department and heads of marketing departments.

#### (iii) Asset and Liability Management Committee

The Asset and Liability Management Committee is responsible for the implementation and maintenance of the overall risk management framework relating to balance sheet structure, market risks and funding and liquidity management across the Company's banking business. It recommends policy and guidelines to the Board. The Committee comprises a director, head of treasury department and chief accountant.

#### (j) Corporate governance (continued)

#### (iv) Operational Risk Management Team

Operational risk is the risk of unexpected loss resulting from inadequate or failed internal processes, people and systems or from external events. In the beginning of the year 2010, the Company enhanced its operational risk management framework to ensure that its operational risks are consistently and comprehensively identified, controlled, and reported for prevention and avoidance of operational losses.

An Operational Risk Management Team is formed to assist the Board on a regular basis ensuring that such initiatives are addressed by utilising various risk management tools including compliance control self-assessment exercises, updating of workflows and risk matrix, key risk event register and indicators, internal audits, keeping current of business continuity plan and relevant insurance policies. The operational risk assessment is regularly submitted to the Board for review.

#### (v) Audit Committee

The Audit Committee meets regularly with the senior management, head of internal audit department and compliance department to consider the nature and scope of audit reviews, and the effectiveness of the systems of internal control and compliance. The Audit Committee also discusses matters raised by the external auditors and ensures that all audit recommendations are implemented. The Audit Committee comprises non-executive directors, head of internal audit department, head of compliance department and all resident executive directors who attend as observers.

#### (k) Remuneration of directors and senior management

The Company's policy on remuneration is to maintain fair and competitive packages based on business needs and industry practice. It also promotes effective risk management, and is designed to encourage employee behaviour that supports the Company's business objectives, long-term financial soundness, risk tolerance, and risk management framework.

In accordance with the Supervisory Policy manual CG-5 "Guideline on a Sound Remuneration Systems" issued by the HKMA in March 2016, the Company has reviewed and revised its remuneration policy for all employees of the Company which includes a reassessment of the principles applied in determining remuneration packages, as well as the structure and amount of compensation ultimately awarded.

The level of fees paid to non-executive directors is determined by reference to factors including fees paid by comparable institutions, directors' workload and commitments.

#### (k) Remuneration of directors and senior management (continued)

The remuneration packages of directors who are expatriates seconded from the parent company, ORIX Corporation, Japan ("ORIX"), are determined and reviewed by ORIX. The following factors are considered when determining the remuneration packages of directors:

- business needs and economic environment
- remuneration packages in the labour markets
- directors' workload and commitments
- directors' individual and collective contributions to the Company which are assessed in the performance appraisal process; and
- retention consideration and individual potential.

No individual director will be involved in decisions relating to his/her own remuneration.

The Board reviews the remuneration packages of all local employees on an annual basis. The remuneration packages of local employees are composed of a combination of fixed and variable remuneration. The appropriate proportion of fixed and variable remuneration varies according to the employee's seniority, role, responsibilities, and activities within the Company, among other things.

Fixed remuneration refers to the employee's annual salary (including year-end pay), while variable remuneration is awarded based on the employee's performance in order to better align incentives with risk and longer-term value creation. Variable remuneration is in the form of cash bonus payment only and is directly related to performance. Poor performance (either financial or non-financial) will result in a reduction or elimination of variable remuneration.

In determining the remuneration packages of the local senior management, the Company takes into account individual performance, the performance of respective divisions and departments, and the Company's overall business goals and objectives.

#### (k) Remuneration of directors and senior management (continued)

Aggregate quantitative information on the remuneration for the Company's directors and local senior management is set out below.

(i) Amount of remuneration for the financial year, split into fixed and variable remuneration in the form of cash bonus, and number of beneficiaries;

Fixed remuneration	Variable remuneration	Number of beneficiaries
US\$	US\$	
1,440,842	669,156	17

- (ii) There was no amounts of deferred remuneration during the financial year; and
- (iii) No senior management was awarded with new sign-on or severance payment during the financial year.

The Company will keep abreast of the latest developments in the labour market, especially in the financial services sector, and will review and refine its compensation and remuneration policies whenever necessary to enable the provision of competitive remuneration packages to ensure to retention of talent.

#### (I) Leverage ratio

The leverage ratio as at 31 March was compiled in accordance with the Leverage Ratio Framework issued by the HKMA

	2018	2017
Leverage ratio	31.90%	27.49%

As required by section 24A of BDR, information in relation to the Company's regulatory leverage ratio disclosures will be published by using the standard disclosure templates as specified by the HKMA under "Regulatory Disclosures" section on the Company's website (<u>http://www.orix.com.hk</u>).

#### (m) Countercyclical capital buffer ratio

The countercyclical capital buffer ("CCyB") ratio as at 31 March 2018 was compiled in accordance with the CCyB ratio framework issued by the HKMA.

	2018	2017
CCyB ratio	1.8379%	1.2170%

As required by section 24B of BDR, the Company's risk-weighted amounts in relation to each jurisdiction in which the Company has private sector credit exposures and the applicable JCCyB ratio for each jurisdiction that is relevant to the calculation of the Company's CCyB ratio are as follows:

Jurisdiction	2018 Total risk- weighted amount US\$	JCCyB ratio	2017 Total risk- weighted amount US\$	JCCyB ratio
Hong Kong SAR	741,297,891	1.875%	814,482,260	1.25%
China	13,617,230	0%	20,328,068	0%
Curacao	19,594	0%	19,594	0%
Japan	155,937	0%	403,582	0%
Macau SAR	51,639	0%	-	0%
New Zealand	21,939	0%	48,057	0%
Samoa	348,763	0%	507,895	0%
Singapore	69,577	0%	69,800	0%
West Indies UK	692,681	0%	933,833	0%
Total across countries	756,275,251		836,793,089	

### Compliance with the Banking (Disclosure) Rules

The Company is required to comply with the Banking (Disclosure) Rules issued by the Hong Kong Monetary Authority which set out the minimum standards for public disclosure which authorised institutions must make in respect of the statement of profit or loss, state of affairs and capital adequacy. The financial statements for the financial year ended 31 March 2018 comply fully with the applicable disclosure provisions of the Banking (Disclosure) Rules.

# Independent auditor's report to the members of ORIX Asia Limited

(Incorporated in Hong Kong with limited liability)

#### Opinion

We have audited the financial statements of ORIX Asia Limited ("the Company") set out on pages 1 to 64, which comprise the statement of financial position as at 31 March 2018, the statement of profit or loss, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the cash flow statement for the year then ended and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at 31 March 2018 and of its financial performance and its cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and have been properly prepared in compliance with the Hong Kong Companies Ordinance.

#### Basis for opinion

We conducted our audit in accordance with Hong Kong Standards on Auditing ("HKSAs") issued by the HKICPA. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the HKICPA's Code of Ethics for Professional Accountants ("the Code") and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Information other than the financial statements and auditor's report thereon

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

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

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

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

# Independent auditor's report to the members of ORIX Asia Limited

(Incorporated in Hong Kong with limited liability)

#### Responsibilities of the directors for the financial statements

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

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

#### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. This report is made 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.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with HKSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

 Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.

### Independent auditor's report to the members of ORIX Asia Limited

(Incorporated in Hong Kong with limited liability)

### Auditor's responsibilities for the audit of the financial statements (continued)

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

KPMG

Certified Public Accountants

8th Floor, Prince's Building 10 Chater Road Central, Hong Kong

20 July 2018

Should there be any inconsistencies between the English and Chinese versions, the English version shall prevail.