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ETS GROUP LIMITED

易通訊集團有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 8031)

**ANNUAL RESULTS ANNOUNCEMENT
FOR THE YEAR ENDED 31 DECEMBER 2012**

**CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET (“GEM”) OF THE STOCK
EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)**

GEM has been positioned as a market designed to accommodate companies to which a higher investment risk may be attached than other companies listed on the Stock Exchange. Prospective investors should be aware of the potential risks of investing in such companies and should make the decision to invest only after due and careful consideration. The greater risk profile and other characteristics of GEM mean that it is a market more suited to professional and other sophisticated investors.

Given the emerging nature of companies listed on GEM, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board and no assurance is given that there will be a liquid market in the securities traded on GEM.

This announcement, for which the directors (the “Directors”) of ETS Group Limited (the “Company”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the GEM of the Stock Exchange (the “GEM Listing Rules”) for the purpose of giving information with regard to the Company. The Directors of the Company, having made all reasonable enquiries, confirm that to the best of their knowledge and belief the information contained in this announcement is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this announcement misleading.

FINANCIAL HIGHLIGHTS

The Group's revenue for the year ended 31 December 2012 was approximately HK\$164,619,000 representing a decrease of approximately 16% as compared to that of approximately HK\$195,762,000 in 2011.

Profit attributable to owners of the Company for the year ended 31 December 2012 was approximately HK\$14,187,000 representing a decrease of approximately 26% as compared to that of approximately HK\$19,227,000 in 2011.

Earnings per share for the year ended 31 December 2012 was HK5.1 cents (2011: HK9.2 cents).

The board of Directors recommends the payment of final dividends of HK1.1 cents per share for the year ended 31 December 2012 (2011: nil).

The board of Directors (the “Board”) is pleased to present the audited consolidated financial results of the Company and its subsidiaries (collectively, the “Group”) for the year ended 31 December 2012 together with comparative figures for 2011, as follows:

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the year ended 31 December 2012

	<i>Notes</i>	2012 <i>HK\$'000</i>	2011 <i>HK\$'000</i>
Revenue	3	164,619	195,762
Other income	4	60	436
Other gains – net	5	301	4
Employee benefits expenses	6	(119,842)	(144,581)
Depreciation and amortization		(6,921)	(5,753)
Other operating expenses		(21,752)	(21,436)
		<hr/>	<hr/>
Operating profit		16,465	24,432
Finance costs	7	(445)	(1,433)
		<hr/>	<hr/>
Profit before tax	8	16,020	22,999
Income tax expense	9	(1,833)	(3,772)
		<hr/>	<hr/>
Profit for the year		14,187	19,227
		<hr/>	<hr/>
Total comprehensive income for the year		14,187	19,227
		<hr/> <hr/>	<hr/> <hr/>
Profit attributable to owners of the Company		14,187	19,227
		<hr/> <hr/>	<hr/> <hr/>
Total comprehensive income attributable to owners of the Company		14,187	19,227
		<hr/> <hr/>	<hr/> <hr/>
Earnings per share attributable to owners of the Company			
– Basic and diluted (HK cents)	10	5.1	9.2
		<hr/> <hr/>	<hr/> <hr/>

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 December 2012

	Notes	2012 HK\$'000	2011 HK\$'000
Non-current assets			
Property, plant and equipment		6,620	8,078
Intangible assets		7,459	3,598
Deferred income tax assets		683	—
		<u>14,762</u>	<u>11,676</u>
Current assets			
Trade and other receivables	12	35,911	46,694
Financial assets designated as at fair value through profit or loss		3,239	3,203
Amounts due from related companies		290	768
Pledged bank deposits		9,761	3,577
Cash and cash equivalents (excluding bank overdrafts)		40,403	3,221
		<u>89,604</u>	<u>57,463</u>
Current liabilities			
Trade and other payables	13	13,152	10,062
Borrowings		13,541	16,609
Current income tax liabilities		765	1,874
		<u>27,458</u>	<u>28,545</u>
Net current assets		<u>62,146</u>	<u>28,918</u>
Total assets less current liabilities		<u>76,908</u>	<u>40,594</u>
Non-current liabilities			
Borrowings		—	150
Deferred income tax liabilities		416	297
		<u>416</u>	<u>447</u>
Net assets		<u>76,492</u>	<u>40,147</u>
Equity attributable to the owners of the Company			
Share capital	14	2,800	—
Share premium	14	25,238	—
Reserves	15	48,454	40,147
Total equity		<u>76,492</u>	<u>40,147</u>

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 31 December 2012

	Attributable to owners of the Company				
	Share capital <i>HK\$'000</i>	Share premium <i>HK\$'000</i>	Merger reserve <i>HK\$'000</i>	Retained profits <i>HK\$'000</i>	Total equity <i>HK\$'000</i>
Balance at 1 January 2011	20,534	5,090	—	11,796	37,420
Profit for the year	—	—	—	19,227	19,227
Total comprehensive income for the year	—	—	—	19,227	19,227
Corporate Reorganization	(20,534)	(5,090)	25,624	—	—
Interim dividends paid	—	—	—	(16,500)	(16,500)
Balance at 31 December 2011 and 1 January 2012	—	—	25,624	14,523	40,147
Profit for the year	—	—	—	14,187	14,187
Total comprehensive income for the year	—	—	—	14,187	14,187
Capitalization issue credited as fully paid on the share premium account of the Company	2,100	(2,100)	—	—	—
Issuance of new shares by way of placing	700	41,300	—	—	42,000
Share issuance costs	—	(13,962)	—	—	(13,962)
Interim dividends paid	—	—	—	(5,880)	(5,880)
Balance at 31 December 2012	2,800	25,238	25,624	22,830	76,492

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

1. GENERAL INFORMATION OF THE GROUP AND REORGANIZATION

ETS Group Limited (the “Company”) was incorporated in the Cayman Islands on 29 June 2011 as an exempted company with limited liability under the Companies Law of the Cayman Islands and its shares have been listed on the Growth Enterprises Market of The Stock Exchange of Hong Kong Limited (the “GEM”) with effect from 9 January 2012. Its parent and ultimate holding company is Excel Deal Holdings Limited, a company incorporated in the British Virgin Islands and owned as to 47% by Mr. Wong Wai Hon Telly (“Mr. Wong”), 46% by Mr. Ling Chiu Yum (“Mr. Ling”), 5% by Ms. Chang Men Yee Carol (“Ms. Chang”) and 2% by Ms. Ting Yee Mei (“Ms. Ting”).

The address of the Company’s registered office is Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands. The address of the Company’s principal place of business in Hong Kong is Room 601-603, New Bright Building, 11 Sheung Yuet Road, Kowloon Bay, Kowloon, Hong Kong. The Company is an investment holding company. The Company and its subsidiaries (collectively referred as to the “Group”) are principally engaged in providing comprehensive multi-media contact services and contact centre system in Hong Kong.

Prior to the corporate reorganization undertaken in preparation for the listing of the Company’s shares on the GEM (the “Corporate Reorganization”), the Group entities were under the control of Mr. Wong, Mr. Ling, Ms. Chang and Ms. Ting. Through the Corporate Reorganization, the Company became the holding company of the companies now comprising the Group on 13 December 2011. Accordingly, for the purpose of the preparation of the consolidated financial statements of the Group, the Company has been considered as the holding company of the companies now comprising the Group throughout the years presented. The Group comprising the Company and its subsidiaries resulting from the Corporate Reorganization is regarded as a continuing entity. The Group was under the control of Mr. Wong, Mr. Ling, Ms. Chang and Ms. Ting prior to and after the Corporate Reorganization.

The consolidated financial statements have been prepared as if the Company had been the holding company of the Group throughout the years presented in accordance with Accounting Guideline 5 “Merger Accounting for Common Control Combinations” issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”). The consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the years presented, which include the results, changes in equity and cash flows of the companies now comprising the Group, have been prepared as if the current group structure had been in existence throughout the years presented, or since their respective dates of incorporation where this is a shorter period.

The consolidated financial statements are presented in Hong Kong dollars (“HK\$”), which is the same as the functional currency of the Company. The choice of presentation currency is to better reflect the currency that mainly determines the economic effects of transactions, events and conditions of the Group.

2. BASIS OF PREPARATION

The consolidated financial statements of the Company have been prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRS”) issued by the HKICPA. In addition, the consolidated financial statements include applicable disclosures required by the Rules Governing the Listing of Securities on the GEM and by the Hong Kong Companies Ordinance. The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, and financial assets and financial liabilities (including derivative instruments) at fair value through profit or loss, which are carried at fair value.

The preparation of financial statements in conformity with HKFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group’s accounting policies.

Changes in accounting policy and disclosures

(a) New and amended standards adopted by the Group

There are no HKFRSs or HK(IFRIC) interpretations that are effective for the first time for the financial year beginning on or after 1 January 2012 that would be expected to have a material impact on the Group.

(b) New standards and interpretations not yet adopted

A number of new standards and amendments to standards and interpretations are effective for annual periods beginning after 1 January 2012, and have not been applied in preparing these consolidated financial statements. None of these is expected to have a significant effect on the consolidated financial statements of the Group, except the following set out below:

Amendment to HKAS 1, “Presentation of Financial Statements” regarding other comprehensive income. The main change resulting from these amendments is a requirement for entities to group items presented in “other comprehensive income” on the basis of whether they are potentially reclassifiable to profit or loss subsequently (reclassification adjustments). The amendments do not address which items are presented in other comprehensive income.

HKFRS 13, “Fair Value Measurement”, aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across HKFRSs. The requirements, which are largely aligned between HKFRSs and US GAAP, do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within HKFRSs or US GAAP.

HKFRS 9, “Financial Instruments”, addresses the classification, measurement and recognition of financial assets and financial liabilities. HKFRS 9 was issued in November 2009 and October 2010. It replaces the parts of HKAS 39 that relate to the classification and measurement of financial instruments. HKFRS 9 requires financial assets to be classified into two measurement categories: those measured as at fair value and those measured at amortized cost. The determination is made at initial recognition. The classification depends on the entity’s business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the HKAS 39 requirements. The main change is that, in cases where the fair value option is taken for financial liabilities, the part of a fair value change due to an entity’s own credit risk is recorded in other comprehensive income rather than the consolidated statement of comprehensive income, unless this creates an accounting mismatch. The Group is yet to assess HKFRS 9’s full impact and intends to adopt HKFRS 9 no later than the accounting period beginning on or after 1 January 2015. The Group will also consider the impact of the remaining phases of HKFRS 9 when completed by the directors of the Company.

HKFRS 10, “Consolidated Financial Statements”, builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements of the parent company. The standard provides additional guidance to assist in the determination of control where this is difficult to assess. The Group is yet to assess HKFRS 10’s full impact and intends to adopt HKFRS 10 no later than the accounting period beginning on or after 1 January 2013.

HKFRS 12, “Disclosures of Interests in Other Entities”, includes the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles. The Group is yet to assess HKFRS 12’s full impact and intends to adopt HKFRS 12 no later than the accounting period beginning on or after 1 January 2013.

There are no other HKFRSs or HK (IFRIC) interpretations that are not yet effective that would be expected to have a material impact on the Group.

3. SEGMENT INFORMATION AND REVENUE

The directors of the Company review the Group’s internal financial reporting and other information and also obtain other relevant external information in order to assess performance and allocate resources, and operating segment is identified with reference to these.

The reportable operating segments derive their revenue primarily from the following business units in Hong Kong:

- (a) Outsourcing inbound contact service;
- (b) Outsourcing outbound contact service;
- (c) Staff insourcing service;
- (d) Contact service centre facilities management service; and
- (e) The “Others” segment which principally comprises licencing and sales of system and software.

The segment information provided to the board of directors for the reportable segments for the years ended 31 December 2011 and 2012 respectively are as follows:

For the year ended 31 December 2012

	Outsourcing inbound contact service HK\$'000	Outsourcing outbound contact service HK\$'000	Staff insourcing service HK\$'000	Contact service centre facilities management service HK\$'000	Others HK\$'000	Total HK\$'000
Segment revenue	9,719	61,402	58,764	30,189	4,545	164,619
Segment results	1,212	16,344	6,516	8,342	3,518	35,932
Depreciation and amortization	796	1,959	–	3,368	518	6,641
Total segment assets	2,518	16,033	5,884	12,229	4,423	41,087
Total segment assets includes: Additions to non-current assets (other than financial instruments)	1,064	2,620	–	4,504	1,085	9,273
Total segment liabilities	1,040	3,918	1,768	212	–	6,938

For the year ended 31 December 2011

	Outsourcing inbound contact service HK\$'000	Outsourcing outbound contact service HK\$'000	Staff insourcing service HK\$'000	Contact service centre facilities management service HK\$'000	Others HK\$'000	Total HK\$'000
Segment revenue	9,804	73,570	84,600	26,603	1,185	195,762
Segment results	1,088	18,643	10,765	7,000	790	38,286
Depreciation and amortization	551	1,313	–	2,372	–	4,236
Total segment assets	3,085	18,620	12,734	9,818	537	44,794
Total segment assets includes: Additions to non-current assets (other than financial instruments)	664	1,583	–	2,860	–	5,107
Total segment liabilities	674	2,781	1,611	–	–	5,066

There were no inter-segment sales during the year ended 31 December 2012. The revenue from external parties reported to the Company's directors (the "Directors") is measured in a manner consistent with that in the consolidated statement of comprehensive income.

A reconciliation of segment result to profit before tax is as follows:

	2012 HK\$'000	2011 <i>HK\$'000</i>
Segment result for reportable segments	35,932	38,286
Unallocated		
Other income	60	436
Other gains – net	301	4
Depreciation and amortization	(280)	(1,517)
Finance costs	(445)	(1,433)
Corporate and other unallocated expenses	(19,548)	(12,777)
	<hr/>	<hr/>
Profit before tax	16,020	22,999
	<hr/> <hr/>	<hr/> <hr/>

The amounts provided to the Directors with respect to total assets are measured in a manner consistent with that of the consolidated financial statements. These assets are allocated based on the operations of the segment.

Reportable segments' assets are reconciled to total assets as follows:

	2012 HK\$'000	2011 <i>HK\$'000</i>
Segment assets for reportable segments	41,087	44,794
Unallocated:		
Property, plant and equipment	444	3,930
Financial assets designated as at fair value through profit or loss	3,239	3,203
Deferred income tax assets	683	–
Corporate and other unallocated assets	58,913	17,212
	<hr/>	<hr/>
Total assets per consolidated statement of financial position	104,366	69,139
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The amounts provided to the Directors with respect to total liabilities are measured in a manner consistent with that of the consolidated financial statements. These liabilities are allocated based on the operations of the segment.

Reportable segments' liabilities are reconciled to total liabilities as follows:

	2012 HK\$'000	2011 HK\$'000
Segment liabilities for reportable segments	6,938	5,066
Unallocated:		
Deferred income tax liabilities	416	297
Current income tax liabilities	765	1,874
Borrowings	13,541	16,759
Corporate and other unallocated liabilities	6,214	4,996
Total liabilities per consolidated statement of financial position	27,874	28,992

Breakdown of the revenue from all services is as follows:

Analysis of revenue by category

	2012 HK\$'000	2011 HK\$'000
Service fee income from provision of telecommunication and related services	160,074	194,577
Licence fee income and sales of system and software	4,545	1,185
	164,619	195,762

The Company is domiciled in the Cayman Islands with the Group's major operations located in Hong Kong. Substantially all of the Group's revenues from external customers during the year are derived from Hong Kong, the place of domicile of the Group's operating subsidiaries. All the non-current assets of the Group are located in Hong Kong.

Information about major customers

Revenue from major customers, each of whom contributed to 10% or more of the Group's total revenues, is set out below:

	2012 HK\$'000	2011 HK\$'000
Customer A	43,354	65,151
Customer B	22,722	22,558
Customer C	17,596	N/A ¹
Customer D	N/A ¹	19,201
	83,672	106,910

¹ The corresponding revenue did not contribute to 10% or more of the total revenues of the Group for the year ended 31 December 2012.

4. OTHER INCOME

	2012 HK\$'000	2011 HK\$'000
Management fee income	–	420
Interest income from bank deposits	60	16
	<u>60</u>	<u>436</u>

5. OTHER GAINS – NET

	2012 HK\$'000	2011 HK\$'000
Financial assets designated as at fair value through profit or loss		
– Fair value gain	36	4
Net foreign exchange gains	265	–
	<u>301</u>	<u>4</u>

6. EMPLOYEE BENEFITS EXPENSES

	2012 HK\$'000	2011 HK\$'000
Salaries and allowances	122,292	140,479
Pension costs – defined contribution plans	5,032	6,585
	<u>127,324</u>	<u>147,064</u>
Total employee benefits expenses, including directors' remuneration		
Less: Amounts capitalized in deferred development costs	(7,482)	(2,483)
	<u>119,842</u>	<u>144,581</u>

7. FINANCE COSTS

	2012 HK\$'000	2011 HK\$'000
Interest on bank borrowings and bank overdrafts wholly repayable within five years	444	1,408
Interest on finance leases	1	25
	<u>445</u>	<u>1,433</u>

8. PROFIT BEFORE TAX

	2012 HK\$'000	2011 HK\$'000
Profit before tax is stated after charging:		
Depreciation and amortization		
Depreciation of owned property, plant and equipment	3,300	3,486
Depreciation of leased property, plant and equipment	—	92
Amortization of intangible assets	3,621	2,175
	<hr/>	<hr/>
Total depreciation and amortization	6,921	5,753
	<hr/>	<hr/>
Auditors' remuneration	700	700
Operating lease payments in respect of rented premises	6,813	6,065
Loss on disposal of property, plant and equipment	—	100
Research and development costs	3,621	2,175
	<hr/>	<hr/>

9. INCOME TAX EXPENSE

Hong Kong profits tax has been provided at a rate of 16.5% (2011: 16.5%) on the estimated assessable profits arising in or derived from Hong Kong for the year.

	2012 HK\$'000	2011 HK\$'000
Current tax:		
Current tax on profits for the year	2,477	3,823
Adjustments in respect of prior years	(80)	(295)
	<hr/>	<hr/>
Total current tax	2,397	3,528
Deferred income tax	(564)	244
	<hr/>	<hr/>
Income tax expense	1,833	3,772
	<hr/>	<hr/>

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

	2012 HK\$'000	2011 HK\$'000
Profit before tax	16,020	22,999
Tax calculated at Hong Kong profits tax rate of 16.5%	2,643	3,795
Tax effects of:		
– Income not subject to tax	(10)	(35)
– Expenses not deductible for tax purposes	–	17
– Tax effect of temporary differences not recognized	(657)	(62)
– Over-provision in current year	–	5
– Adjustments in respect of prior years	(80)	(295)
– Tax losses for which no deferred income tax asset was recognized	369	103
– Others	(432)	244
Tax charge	1,833	3,772

10. EARNINGS PER SHARE

The calculation of the basic earnings per share attributable to owners of the Company is based on (i) the profit attributable to owners of the Company for the year and (ii) the weighted average number of 279,234,973 ordinary shares issued during the year. (2011: weighted average number of 210,000,000 shares – comprising 2 shares in issue and 209,999,998 shares to be issued under the capitalization issue – as if these 210,000,000 shares had been outstanding since 1 January 2011).

The diluted earnings per share is equal to the basic earnings per share as there were no dilutive potential ordinary shares in issue during the years ended 31 December 2011 and 2012.

11. DIVIDENDS

	2012 HK\$'000	2011 HK\$'000
Interim dividend paid of HK2.1 cents per ordinary share	5,880	16,500
Proposed final dividend of HK1.1 cents per ordinary share	3,080	–
	8,960	16,500

At a meeting held on 18 March 2013, the Board declared the payment of a final dividend of HK1.1 cents per ordinary share for the year ended 31 December 2012. The proposed final dividend for the year ended 31 December 2012 is to be approved by the shareholders at the forthcoming Annual General Meeting. This final dividend has not been recognized as a liability at the year ended 31 December 2012. It will be recognized in owners' equity in the year ending 31 December 2013.

At a Board meeting held on 10 May 2012, the Directors of the Company resolved to pay an interim dividend for the year ended 31 December 2012 of HK2.1 cents per ordinary share in cash. The interim dividend was paid to the shareholders of the Company on 5 June 2012.

The interim dividend of HK\$16,500,000 paid for the year ended 31 December 2011 represented the dividend paid by respective subsidiaries to their then equity holders prior to the Corporate Reorganization. The rate of dividend and the number of shares ranking for dividend have not been presented as such information is not meaningful having regard to the purpose of these consolidated financial statements.

12. TRADE AND OTHER RECEIVABLES

	2012 HK\$'000	2011 <i>HK\$'000</i>
Trade receivables	27,452	37,049
Other receivables, deposits and prepayments	8,459	9,645
	<u>35,911</u>	<u>46,694</u>

The average credit period on the Group's sales is 30 days. The aging analysis of the trade receivables based on invoice date is as follows:

	2012 HK\$'000	2011 <i>HK\$'000</i>
0 – 30 days	20,870	27,597
31 – 60 days	6,040	7,544
61 – 90 days	412	1,410
Over 90 days	130	498
	<u>27,452</u>	<u>37,049</u>

Trade receivables that are less than 30 days past due are not considered impaired. As at 31 December 2012, the Group's trade receivables of approximately HK\$6,992,000 (2011: HK\$9,620,000) were past due but not impaired. These relate to a number of independent clients for whom there is no recent history of default. The aging analysis of these trade receivables is as follows:

	2012 HK\$'000	2011 <i>HK\$'000</i>
0 – 30 days	4,291	7,612
31 – 60 days	2,568	1,501
61 – 90 days	129	110
Over 90 days	4	397
	<u>6,992</u>	<u>9,620</u>

As at 31 December 2012, none of the Group's trade receivables were impaired (2011: Nil).

The carrying amounts of the Group's trade receivables are denominated in HK\$.

The other classes within trade and other receivables do not contain impaired assets. The maximum exposure to credit risk at the end of the reporting period is the carrying value of each class of receivables mentioned above. The Group does not hold any collateral as security.

13. TRADE AND OTHER PAYABLES

	2012 <i>HK\$'000</i>	2011 <i>HK\$'000</i>
Trade payables	511	488
Other payables and accruals	12,641	9,574
	<u>13,152</u>	<u>10,062</u>

At 31 December 2012, the aging analysis of the trade payables based on invoice date is as follows:

	2012 <i>HK\$'000</i>	2011 <i>HK\$'000</i>
0 – 30 days	270	291
31 – 60 days	209	163
61 – 90 days	16	17
Over 90 days	16	17
	<u>511</u>	<u>488</u>

14. SHARE CAPITAL AND PREMIUM

	Number of ordinary shares	Ordinary shares of HK\$0.01 each <i>HK\$'000</i>
Authorized share capital:		
On 29 June 2011 (date of incorporation)	38,000,000	380
Increase in authorized share capital (<i>Note a</i>)	4,962,000,000	49,620
	<u>5,000,000,000</u>	<u>50,000</u>

	Number of ordinary shares	Ordinary shares of HK\$0.01 each HK\$'000	Share premium HK\$'000
Issued and fully paid up:			
On 29 June 2011 (date of incorporation) (<i>Note b</i>)	1	–	–
Issuance of share pursuant to the Corporate Reorganization (<i>Note c</i>)	1	–	–
	<hr/>	<hr/>	<hr/>
As at 31 December 2011	2	–	–
Capitalization issue credited as fully paid on the share premium account of the Company (<i>Note d</i>)	209,999,998	2,100	(2,100)
Issuance of new shares by way of placing (<i>Note e</i>)	70,000,000	700	27,338
	<hr/>	<hr/>	<hr/>
As at 31 December 2012	280,000,000	2,800	25,238
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Notes:

- (a) The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law of the Cayman Islands on 29 June 2011 with an initial authorized share capital of HK\$380,000 divided into 38,000,000 ordinary shares of HK\$0.01 each and one share was issued thereafter. Pursuant to resolutions in writing of the sole shareholder passed on 13 December 2011, the Company increased its authorized share capital from HK\$380,000 to HK\$50,000,000 by the creation of an additional of 4,962,000,000 ordinary shares of HK\$0.01 each, each ranking pari passu with the shares then in issue in all respects.
- (b) On 29 June 2011, one share was allotted and issued at par to Codan Trust Company (Cayman) Limited as the initial subscriber, which was then transferred by Codan Trust Company (Cayman) Limited to Epro Group International Limited on the same date.
- (c) Pursuant to the Corporate Reorganization, on 13 December 2011, Epro Group International Limited transferred the entire issued ordinary share capital in Eastside Fortune Limited to the Company in consideration of the Company allotting and issuing one share, credit as fully paid up to Epro Group International Limited, so that Eastside Fortune Limited became wholly owned by the Company.
- (d) On 5 January 2012, pursuant to resolutions passed by the sole shareholder of the Company, the Company issued 209,999,998 ordinary shares to the then shareholders upon capitalization of an amount of HK\$2,099,999.98 standing to the credit of the share premium account of the Company. Pursuant to resolutions passed by the board of directors on 21 December 2011, the capitalization shares was credited as fully paid at par by way of capitalization out of the share premium account of the Company.
- (e) On 9 January 2012, the Company completed its placing by issuing 70,000,000 ordinary shares of HK\$0.01 each at a price of HK\$0.60 per ordinary share. The net proceeds from the initial public offering were approximately HK\$28,038,000 after deduction of share issuance costs of approximately HK\$13,962,000. The Company's shares were listed on the GEM on the same date.

15. RESERVES

Share premium

Share premium arose from the issue of shares at a price greater than the par value of the shares and can be utilized for future bonus issue.

Merger reserve

Merger reserve represents the difference between the nominal value of the shares issued by the Company in exchange for the nominal value of the share capital of its subsidiaries arising from the Corporate Reorganization.

MANAGEMENT DISCUSSION AND ANALYSIS

BUSINESS OVERVIEW

ETS Group Limited is principally engaged in providing comprehensive multi-media contact services and contact centre system. Our current clientele are corporations in diverse sectors in Hong Kong, which are mainly telecommunications, banking and financial services and insurance. We operate three contact service centres in Hong Kong with over 850 workstations and employ an average of approximately 900 contact service staff in 2012. The Group's self developed multi-media WISE-xb Contact Centre System supports the operation of the Group's contact centre services and also has been marketed through distributors.

The principle services of the Group include:

Outsourcing Inbound Contact Service

The Group provides multi-media inbound contact service which our clients outsource to us. The outsourcing inbound contact services we provide include general enquiry hotlines, promotion hotlines, customer service hotlines, order hotlines, registration hotlines, emergency hotlines and helpdesk hotlines. Our inbound operation covers 24 hours a day and 7 days a week.

Outsourcing Outbound Contact Service

The Group based on the call lists provided by our clients to perform outsourcing outbound contact services including telemarketing services, customer retention services, cross-selling and customer satisfaction surveys. These services are carried out at calling hours specified by our clients.

Staff Insourcing Service

The Group assigns contact service staff that meet the required qualification and requirements to work at our clients' contact service centres or other designated premises to assist our clients in the operation of their contact services or business. We provide our clients with contact service staff for customer service, telemarketing, data entry and other backend support.

Contact Service Centre Facilities Management Service

The contact service centre facilities management service comprises three types of service including (a) leasing of our contact centre facilities in the form of workstation, (b) IVRS hosting service and (c) contact centre system hosting solution. The workstation leasing service comes in two models namely, "shared" or "fully dedicated" in terms of physical and system set up. The IVRS hosting service is a total outsourcing solution that covers all aspects of providing an IVR service including call flow design, system setup, telecommunication facilities, recording and system monitoring support. The contact centre system hosting solution is provided by means of the WISE-xb Contact Centre System.

BUSINESS ENVIRONMENT

With the Euro debt crisis remained a major threat to the global economy, the continual recession in the Eurozone, the sluggish US economy and the negative impact on Asia continued to weigh heavily on economic activities in the region. Hong Kong economy grew modestly during the year of 2012. Local business sentiments were generally rather cautious in the period.

Having said that, the major industries that the Group serves which include banking and financial services, insurance and telecommunication, all experienced modest to healthy growth during the period, which in turn help maintaining the business volume and scale of services that our clients outsourced to the Group.

The overall increase in rental of local office and industrial premises remained notable during the year of 2012. The tight labour market and steady growth in labour cost represent challenges in overall staff recruitment and retention. The Group believes both factors will continue to put pressure on the operating cost of the business beyond the short term.

FINANCIAL AND BUSINESS REVIEW

The Group recorded a decrease in total revenue from approximately HK\$195.8 million for the year ended 31 December 2011 to HK\$164.6 million for the year ended 31 December 2012. The service demand in outsourcing inbound and outbound contact services remained relatively steady in the period, and the utilization rate of contact service centre was recorded over 85% during the year. A net decrease in the number of insourced staff resulted from the conversion arrangement of insourced staff to client staff led to a drop of approximately 30.5% in staff insourcing revenue. During the period, the revenue of facilities management service continues to maintain a healthy growth of approximately 13.5% as compared to that of the previous year.

In view of the active labour market in 2012, the Group allocated large amount of resources on staff recruitment, retention and training in order to recruit and retain quality contact service staff to maintain the growth of the business. Training resources had been continually allocated to enhance the multi-skill capability and productivity of the contact service staff in order to make staff deployment more flexible and efficient. The Group kept utilizing the predictive dialling system in the outsourcing outbound contact service to increase the service productivity with a sustainable level of manpower.

The Group has continued to maintain our service quality and data security by successfully renewing the ISO 27001 Information Security Management System Certificate, the ISO 9001 Quality Management System Certificate (2008) and the P2P Telemarketing Code of Practice Certificate (established by the Hong Kong Call Centre Association) in 2012. The accredited qualifications uphold our credit in the outsourcing contact service industry and our professional standing in the business.

For the year ended 31 December 2012, the Group's total revenue was approximately HK\$164.6 million, representing a decrease of approximately HK\$31.1 million as compared to that of last year. The outsourcing inbound contact service, outsourcing outbound contact service, staff insourcing service, contact service centre facilities management service and others accounted for approximately 5.9%, 37.3%, 35.7%, 18.3% and 2.8% of the Group's total revenue for the year ended 31 December 2012 respectively. The gross profit of our Group increased from approximately 19.6% for the year ended 31 December 2011 to approximately 21.8% for the year ended 31 December 2012. The following table sets forth the analysis of revenue by business units of our Group for the year ended 31 December 2012 and 2011 respectively:

COMPOSITION OF REVENUE

	Year ended 31 December			
	2012		2011	
	<i>HKD'000</i>		<i>HKD'000</i>	
Outsourcing inbound contact service	9,719	5.9%	9,804	5.0%
Outsourcing outbound contact service	61,402	37.3%	73,570	37.6%
Staff insourcing service	58,764	35.7%	84,600	43.2%
Contact service centre facilities management service	30,189	18.3%	26,603	13.6%
Others*	4,545	2.8%	1,185	0.6%
	<hr/>		<hr/>	
Revenue	164,619	100%	195,762	100%
	<hr/> <hr/>		<hr/> <hr/>	

The following table sets forth the analysis of segment result by business units of our Group for the year ended 31 December 2012 and 2011 respectively:

SEGMENT RESULT AND GROSS PROFIT MARGIN

	Year ended 31 December			
	2012		2011	
	<i>HKD'000</i>	Gross profit margin %	<i>HKD'000</i>	Gross profit margin %
Outsourcing inbound contact service	1,212	12.5%	1,088	11.1%
Outsourcing outbound contact service	16,344	26.6%	18,643	25.3%
Staff insourcing service	6,516	11.1%	10,765	12.7%
Contact service centre facilities management service	8,342	27.6%	7,000	26.3%
Others*	3,518	77.4%	790	66.7%
	<hr/>		<hr/>	
Total	35,932	21.8%	38,286	19.6%
	<hr/> <hr/>		<hr/> <hr/>	

* The "Others" segment which principally comprises licencing and sales of system and software.

Outsourcing Inbound Contact Service

For the year ended 31 December 2012, the outsourcing inbound contact service segment recorded a revenue of approximately HK\$9.7 million representing a slightly decrease of approximately 0.9% as compared to that of last year. The gross profit margin of outsourcing inbound contact service increased from approximately 11.1% for the year ended 31 December 2011 to approximately 12.5% for the year ended 31 December 2012.

The increase in the gross profit margin of the outsourcing inbound contact service was mainly contributed to the efficient utilization of multi-skilled contact service staff.

Outsourcing Outbound Contact Service

For the year ended 31 December 2012, the outsourcing outbound contact service segment recorded a revenue of approximately HK\$61.4 million representing a decrease of approximately 16.5% as compared to that of last year. The gross profit margin for outsourcing outbound contact service increased from approximately 25.3% for the year ended 31 December 2011 to approximately 26.6% for the year ended 31 December 2012.

The decrease in revenue of the outsourcing outbound contact service was mainly contributed to a decrease in volume of outbound contact service from existing clients during the period. The better gross profit margin was a result of higher efficiency gained from extensive training programs and the use of predictive dialling system.

Staff Insourcing Service

For the year ended 31 December 2012, the staff insourcing service segment recorded a revenue of approximately HK\$58.8 million representing a decrease of approximately 30.5% as compared to that of last year. The decrease in revenue of the staff insourcing service was due to a net decrease in the number of insourced staff resulted from the conversion arrangement of insourced staff to client staff. The gross profit margin for staff insourcing service decreased from approximately 12.7% for the year ended 31 December 2011 to approximately 11.1% for the year ended 31 December 2012. The decrease in the gross profit margin was mainly due to the decrease of revenue and the increase in staff cost.

Contact Service Centre Facilities Management Service

For the year ended 31 December 2012, the contact service centre facilities management service recorded a revenue of approximately HK\$30.2 million representing a continual increase of approximately 13.5% as compared to that of last year. The gross profit margin for contact service centre facilities management service also increased from approximately 26.3% for the year ended 31 December 2011 to approximately 27.6% for the year ended 31 December 2012.

The Group continues to provide solid infrastructure and professional support for our client's contact service centre operation established at our contact centre premises in 2012. The increase in revenue of the contact service centre facilities management service represents the robust demand at subscription of workstation from our clients.

Others

The "Others" segment principally comprises licence fee income of WISE-xb Contact Centre System and sales of system and software. For the year ended 31 December 2012, the segment recorded a revenue of approximately HK\$4.5 million (2011: approximately HK\$1.2 million).

The segment result for the "Others" segment amounted to approximately HK\$3.5 million for the year ended 31 December 2012 (2011: approximately HK\$0.8 million).

EXPENSES

During the year under review, the employee benefit expenses decreased from approximately HK\$144.6 million for the year ended 31 December 2011 to approximately HK\$119.8 million for the year ended 31 December 2012. The decrease in employee benefits expenses was mainly due to the reduced number of contact service agents from a monthly average of 1,062 in 2011 to a monthly average of 893 in 2012. The Group's other operating expenses were approximately HK\$21.8 million (2011: approximately HK\$21.4 million). The other operating expenses to sales ratio increased from approximately 11% for the year ended 31 December 2011 to approximately 13% for the year ended 31 December 2012. The Group's depreciation and amortization expenses increased from approximately HK\$5.8 million for the year ended 31 December 2011 to approximately HK\$6.9 million for the year ended 31 December 2012 which was mainly due to the increase of amortization expenses of the intangible assets. The Group's finance costs for the year ended 31 December 2012 were approximately HK\$0.4 million, representing a decrease of approximately 69% as compared to that of the previous year (2011: approximately HK\$1.4 million) which was mainly due to a decrease in bank loans.

PROFIT ATTRIBUTABLE TO OWNERS OF THE COMPANY

The Group's profit attributable to owners of the Company decreased from approximately HK\$19.2 million for the year ended 31 December 2011 to approximately HK\$14.2 million for the year ended 31 December 2012. The decrease in profit attributable to owners of the Company was mainly due to a decrease in revenue from staff insourcing service and outsourcing outbound service income.

AWARDS AND CERTIFICATION

In 2012, the Group has again successfully renewed and maintained the ISO 9001 Quality Management System Certificate (2008) and ISO 27001 Information Security Management System (ISMS) Certificate which were audited by the Hong Kong Quality Assurance Agency (HKQAA).

Besides, the Group has also, for the second year, obtained the P2P Telemarketing Code of Practice Certificate established by the Hong Kong Call Centre Association in 2012. The Group will continue to uphold our professional standards and strive to bring better services and add value to our clients' business on a continual basis.

PROSPECT

Ride on our experience in contact centre facilities management service and supported by our solid and sizable information technology ("IT") team, the Group has opened its first business centre in February 2013. The business centre is named "Elite Business Centre" and is located at a Grade-A office premises at Millennium City 3, Kwun Tong. It is amid the commercial hub of East Kowloon District with unsurpassed accessibility and delightful view. Elite Business Centre occupies a whole floor area of over 8,000 square feet, accommodating rooms with size ranging from 2 to 6 persons per room. Its tasteful and professional décor together with full fledged supporting facilities and service, makes Elite Business Centre one of the highest quality business centres in the area. It is anticipated that the new business centre is able to capture different market segments and provides desirable financial contribution to the Group in the coming years.

The Group recognizes the vital need to keep abreast with the latest technological development in communications, and to maintain the competitiveness of the WISE-xb System as well as our contact services which ride on the WISE-xb System platform. During the year of 2012, the Group invested approximately HK\$4.4 million in the research and development of the WISE-xb System by enhancing the current functionalities that can further improve the contact service operation management and efficiency.

With increasing popularity and impact of social media on all walks of life and business in the society, the Group anticipates the ability to communicate with customers via different social media will become an integral part of contact centre services. In light of this, the Group has developed connectivity between WISE-xb System and social media such as Facebook and QQ Weibao to enhance the customer service and customer relationship management abilities of the system, and which at the same time, improve the competitiveness of the WISE-xb System.

With the WISE-xb System supporting all the contact centre services of the Group as well as serving as a revenue stream through licencing and sales of system and software, the Group will continue to invest in the research and development of the WISE-xb System and at the same time, explore other opportunities and synergies base on our IT development knowhow and scale.

Currently, the Group is actively serving local corporations in different business sectors including banking and financial services, insurance and telecommunications. The Group intends to ride on our solid contact centre experience in Hong Kong to further extend our service coverage to other industry sectors as well as other Asian regions including China.

DIVIDENDS

At a Board meeting held on 10 May 2012, the Directors of the Company resolved to pay an interim dividend for the year ended 31 December 2012 of HK2.1 cents per ordinary share in cash. The interim dividend was paid to the shareholders of the Company on 5 June 2012.

The Board has resolved to recommend the payment of a final dividend of HK1.1 cents per ordinary share for the year ended 31 December 2012 (2011: nil) on or about 21 May 2013 (Tuesday) to the shareholders of the Company whose names recorded on the register of members of the Company as at 14 May 2013 (Tuesday).

CLOSURE OF REGISTER OF MEMBERS

The register of members of the Company will be closed from 10 May 2013 (Friday) to 14 May 2013 (Tuesday) (both days inclusive) during which period no transfers of Shares would be registered. In order to qualify for the final dividend, all transfer of Shares, accompanied by the relevant share certificates and transfer forms, must be lodged with the Company's branch share registrar and transfer office in Hong Kong, Tricor Investor Services Limited at 26th Floor, Tesbury Centre, 28 Queen's Road East, Wanchai, Hong Kong for registration not later than 4:00 p.m. on 9 May 2013 (Thursday).

LIQUIDITY AND FINANCIAL POSITION

The Group adheres to a prudent financial management policy and has a healthy financial position. During the year under the review, the Group financed our operations with internally generated cash flows and banking facilities provided by the banks. As at 31 December 2012, the Group had net current asset of approximately HK\$62.1 million (2011: approximately HK\$28.9 million) including cash and bank balances of approximately HK\$40.4 million (2011: approximately HK\$3.2 million).

As at 31 December 2012, the Group's current ratio (current assets/current liabilities) and gearing ratio (total debts/total assets) were 3.26 (2011: 2.01) and 13% (2011: 24%) respectively.

The Group had interest-bearing loan approximately HK\$13.5 million (2011: HK\$16.8 million). The debt-to-equity ratio (total loans/total equity) was 18% (2011: 42%)

COMPARSION BETWEEN BUSINESS OBJECTIVES WITH ACTUAL BUSINESS PROGRESS

As analysis comparing the business objectives as set out in the Prospectus with the Group's actual business progress for the period from 9 January 2012 (the "Listing Date") to 31 December 2012 is set out below:

Business objectives for the year ended 31 December 2012 as stated in the Prospectus

Actual business progress up to 31 December 2012

Setting up new contact service centres for capturing the demand from different market segments and more industry sectors

- | | |
|---|--|
| <ul style="list-style-type: none">• Set up two new contact service centres with 250 to 300 workstations and 100 to 140 workstations respectively. | <ul style="list-style-type: none">• Approximately HK\$0.7 million of the net proceeds from the Shares Placing was used to set up the new Elite Business Centre completed closely after 2012. Similar to the Group's contact centre facilities management service, the new business centre is anticipated to target new market segments and provide desirable financial contributions to the Group. |
|---|--|

Actual application is lower than the planned use of proceeds from the Shares Placing as stated in the Prospectus. The Directors intends to revisit the business objectives as stated in the Prospectus for the period from the Listing Date to 31 December 2012. The Directors will regularly evaluate the Group's business objectives and may change or modify plans after taking into account the changing market conditions.

Expanding and enhancing our contact centre system and software

- Finish developing interactive voice and video response (IVVR) and video contact centre feature.
- Finish developing workforce management development.
- Develop new contact service centre solution to support another brand of operating system.
- Effect developing social media features in WISE-xb System.
- Effect developing customer relationship management.
- Approximately HK\$4.4 million was mainly invested to expand and enhance the WISE-xb System on functions and features relating to customer relationship management, social media features, predictive dialling as well as supporting the operation of the new business centre.

To cope with the changing market conditions and the set up of the new business centre, some of the planned enhancements of the WISE-xb System will be deferred to the year of 2013.

Enhancing capabilities of existing contact service centre facilities

- Complete the improvement work at the contact service centre at Kowloon Bay.
- Approximately HK\$0.8 million was mainly used to enhance and improve the physical environment of the existing contact service centres as well as upgrade some of the systems and equipment in 2012. Further enhancement and upgrade of the contact centre facilities are planned to be carried out in the year of 2013

USE OF PROCEEDS

The business objectives and planned use of proceeds from the shares placing (the “Shares Placing”) as stated in the prospectus of the Company dated 30 December 2011 (the “Prospectus”) were based on the best estimation of future market conditions made by the Group at the time of preparing the Prospectus while the proceeds were applied in accordance with the actual development of the market. During the period from 9 January 2012 (the “Listing Date”) to 31 December 2012, the net proceeds from the Shares Placing had been applied as follows:

	Total use of proceeds (HK\$ million)	Planned use of proceeds as stated in the Prospectus during the period ended 31 Dec 2012 (HK\$ million)	Actual use of proceeds during the period ended 31 Dec 2012 (HK\$ million)	Remaining proceeds for future use (HK\$ million)
Setting up new contact service centres for capturing the demand from different market segments and more industry sectors	14.0	14.0	0.7	13.3
Expanding and enhancing our contact centre system and software	7.5	4.4	4.4	3.1
Enhancing capabilities of existing contact service centre facilities	4.0	2.0	0.8	3.2
Use as general working capital of our Group	1.5	1.5	1.5	—
Total:	<u>27.0</u>	<u>21.9</u>	<u>7.4</u>	<u>19.6</u>

The Directors intend to revisit the business objectives as stated in the Prospectus for the period from the Listing Date to 31 December 2012. The Directors will regularly evaluate the Group’s business objectives and may change or modify plans after taking into account the changing market conditions.

Any net proceeds that were not applied immediately have been temporarily deposited with banks in Hong Kong.

PLEDGE OF ASSETS

As at 31 December 2012, the Group had pledged its bank deposits of approximately HK\$9.8 million (2011: approximately HK\$3.6 million) to secure its banking facilities and trade receivable financing.

FOREIGN EXCHANGE EXPOSURE

Substantially all the revenue-generating operations of the Group were transacted in Hong Kong dollars during the year under review which is the functional currency of the Company and the presentation currency of the Group. The Group therefore does not have significant foreign exchange risk.

CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

The Group did not have any other significant contingent liabilities and capital commitments as at 31 December 2012.

SIGNIFICANT INVESTMENTS HELD, MATERIAL ACQUISITIONS AND DISPOSALS OF SUBSIDIARIES, AND FUTURE PLANS FOR MATERIAL INVESTMENTS OR CAPITAL ASSETS

Save for those disclosed in this announcement, there were no significant investments held as at 31 December 2012, nor were there material acquisitions and disposals of subsidiaries during the year. There is no plan for material investments or capital assets as at the date of this announcement.

NUMBER AND REMUNERATION OF EMPLOYEE

The Group employed an average of over 950 employees in 2012 (2011: 1,116 employees). Remuneration was maintained at competitive levels with discretionary bonuses payable on a merit basis and in line with industry practice. The remuneration packages mainly comprise salary payments, group medical insurance plans, mandatory provident fund and discretionary bonuses awarded on a performance basis.

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

Neither the Company, nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the year under review.

REVIEW OF FINANCIAL STATEMENTS

The audit committee of the Company comprising Mr. Ngan Chi Keung (Chairman), Mr. Wong Sik Kei and Mr. Yung Kai Tai, all are independent non-executive Directors, had reviewed the audited consolidated results of the Group for the year ended 31 December 2012.

COMPLIANCE ADVISER'S INTEREST

As notified by Mizuho Securities Asia Limited, the compliance adviser of the Company (the "Compliance Adviser"), none of the Compliance Adviser, or its directors, employees or associates (as defined under the GEM Listing Rules) had any interest in the share capital of the Company or any right to subscribe for or to nominate any person to subscribe shares in the Company or any member of the Group as at 31 December 2012 pursuant to Rule 6A.32 of the GEM Listing Rules.

Pursuant to an agreement entered into between the Company and the Compliance Adviser in 2011 (the "Compliance Adviser Agreement"), the Compliance Adviser has received a fee for acting as the Company's compliance adviser for the period from the Listing Date and ending on the date on which the Company complies with Rule 18.03 of the GEM Listing Rules in respect of its financial results for the second full financial year (which, for the avoidance of doubt, shall mean the financial year ending 31 December 2014) or until the termination of the Compliance Adviser Agreement in accordance with the terms and conditions set out therein.

NON-COMPETE UNDERTAKING

Each of Mr. Ling Chiu Yum, Mr. Wong Wai Hon Telly, Ms. Chang Men Yee Carol, Ms. Ting Yee Mei and Excel Deal Holdings Limited, as covenantors (the "Covenantors" and each a "Covenantor") entered into a deed of non-competition in favour of the Company dated 21 December 2011. The deed of non-competition has become effective from the Listing Date.

The Board comprising all the independent non-executive Directors reviewed the confirmation from the Covenantors and confirmed that the Covenantors complied with the deed of non-competition from the Listing Date to the date of this announcement.

There have been no new business opportunities which are required to be referred to independent non-executive Directors under the deed of non-competition executed by each of the Covenantors up to the date of this announcement.

CORPORATE GOVERNANCE

The Company has complied with all code provisions as set out in the Code of Corporate Practices for the period from the Listing Date to 31 March 2012 and the Corporate Governance Code for the period from 1 April 2012 to 31 December 2012 as contained in Appendix 15 to the GEM Listing Rules.

The Directors acknowledged their responsibility for preparing the annual financial statements for the year ended 31 December 2012 and each Director participated in the Company's operation pursuant to their established terms of reference and contributed to the success of the Company.

CODE OF CONDUCT FOR DIRECTORS' SECURITIES TRANSACTIONS

The Company has adopted a code of conduct regarding securities transactions by Directors (the "Code of Conduct") as set out in Rules 5.48 to 5.67 of the GEM Listing Rules as its own code of conduct for securities transactions. Having made specific enquiry of all Directors, all Directors confirmed that they had complied with the required standards set out in the Code of Conduct.

APPRECIATION

The Board would like to take this opportunity to express their thanks and gratitude to the Group's management and staff who dedicated their endless efforts and devoted services, and to our shareholders, suppliers, clients and bankers for their continuous support.

By Order of the Board
ETS Group Limited
Wong Wai Hon Telly
Chairman

Hong Kong, 18 March 2013

As at the date of this announcement, the Board comprises five executive directors, namely Mr. Ling Chiu Yum (Honorary Chairman), Mr. Wong Wai Hon Telly (Chairman), Ms. Chang Men Yee Carol (Chief Executive Officer), Mr. Suen Fuk Hoi (Company Secretary) and Mr. Phung Nhuong Giang; and three independent non-executive directors, namely, Mr. Wong Sik Kei, Mr. Ngan Chi Keung and Mr. Yung Kai Tai.

This announcement will remain on the "Latest Company Announcements" page of the GEM website at www.hkgem.com for at least 7 days from the date of its posting and on the Company's website at www.etsgroup.com.hk.