



# JIWA BIO-PHARM HOLDINGS LIMITED

## 積華生物醫藥控股有限公司\*

(incorporated in Bermuda with limited liability)

(Stock Code: 2327)

### INTERIM RESULTS

#### For the six months ended 30 September 2006

The directors (the “Directors”) of Jiwa Bio-Pharm Holdings Limited (the “Company”) are pleased to present the unaudited interim results of the Company and its subsidiaries (collectively, the “Group”) for the six months ended 30 September 2006 (the “Period”) together with the comparative figures for the corresponding Period in 2005 as follows:

#### CONDENSED CONSOLIDATED INCOME STATEMENT (UNAUDITED)

For the six months ended 30 September 2006

(Expressed in Hong Kong dollars)

		Six months ended 30 September 2006 \$'000 (Unaudited)	2005 \$'000 (Unaudited)
	Notes		
<b>Turnover</b>	2	<b>99,103</b>	94,269
Cost of sales		<b>(52,066)</b>	(52,729)
Gross profit		<b>47,037</b>	41,540
Other revenue		<b>405</b>	222
Other net income/ (loss)		<b>117</b>	331
Selling expenses		<b>(10,572)</b>	(12,473)
Administrative expenses		<b>(18,285)</b>	(17,045)
Share-based payment expenses		<b>(1,085)</b>	—
Other operating expenses		<b>(643)</b>	(1,301)
<b>Profit from operations</b>		<b>16,974</b>	11,274
Excess of the Groups interest in the net fair value of acquiree's identifiable assets and liabilities over cost of acquisition		—	3,262
Finance cost	3	<b>(1,204)</b>	(1,981)
<b>Profit before tax</b>	3	<b>15,770</b>	12,555
Taxation	4	<b>(1,818)</b>	(967)
<b>Profit for the Period</b>		<b>13,952</b>	11,588
<b>Attributable to:</b>			
Equity holders of the Company		<b>11,117</b>	10,453
Minority interest		<b>2,835</b>	1,135
		<b>13,952</b>	11,588
Earnings per share			
— Basic	6	<b>2.22 cents</b>	2.09 cents
— Diluted	6	<b>2.22 cents</b>	2.09 cents

**CONDENSED CONSOLIDATED BALANCE SHEET (UNAUDITED)***At 30 September 2006**(Expressed in Hong Kong dollars)*

	At 30 September 2006 \$'000 (Unaudited)	At 31 March 2006 \$'000 (Audited)
<b>ASSETS AND LIABILITIES</b>		
<b>Non-current assets</b>		
Property, plant and equipment	124,090	125,357
Land use rights	26,693	26,686
Construction in progress	38,026	34,524
Intangible assets	302	403
Goodwill	919	906
Available-for-sale financial assets	1,199	1,181
Deferred tax assets	5,499	5,519
	<u>196,728</u>	<u>194,576</u>
<b>Current assets</b>		
Inventories	32,216	28,139
Accounts and bills receivable	68,047	67,806
Land use rights	646	637
Prepayments and other receivables	24,507	16,778
Amount due from related companies	1,027	12
Tax recoverable	3,947	3,488
Cash and cash equivalents	21,093	27,738
	<u>151,483</u>	<u>144,598</u>
<b>Current liabilities</b>		
Bank loans	48,810	47,772
Accounts and bills payable	28,440	23,058
Amount due to a related company	—	428
Accrued expenses and other payables	12,942	10,324
Tax payable	—	—
	<u>90,192</u>	<u>81,582</u>
<b>Net current assets</b>	<u>61,291</u>	<u>63,016</u>
<b>Total assets less current liabilities</b>	<u>258,019</u>	<u>257,592</u>
<b>Non current liabilities</b>		
Bank loans	5,911	16,928
<b>Net Assets</b>	<u>252,108</u>	<u>240,664</u>
<b>CAPITAL AND RESERVES</b>		
Share capital	5,000	5,000
Reserves	209,029	200,735
Equity attributable to equity holders of the Company	214,029	205,735
Minority interest	38,079	34,929
	<u>252,108</u>	<u>240,664</u>

# NOTES ON THE UNAUDITED INTERIM FINANCIAL STATEMENTS

*For the six months ended 30 September 2006*

*(Expressed in Hong Kong dollars)*

## 1. Basis of preparation and principal accounting policies

The unaudited condensed consolidated accounts for the six months ended 30 September 2006 has been prepared in accordance with Hong Kong Accounting Standard (“HKAS”) 34 “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public Accountants (the “HKICPA”). The unaudited condensed consolidated accounts have been prepared on the historical cost basis. The interim condensed financial report should be read in conjunction with the annual financial statements for the year ended 31 March 2006.

The accounting policies adopted are consistent with those of the annual financial statements for the year ended 31 March 2006, as described in the annual financial statements for the year ended 31 March 2006.

The following new standards, amendments to standards and interpretations are mandatory for the financial year ending 31 March 2006.

- Amendment to HKAS 19, “Actuarial gains and losses, group plans and disclosures”, effective for annual Periods beginning on or after 1 January 2006. The amendment has no material effect on the Group’s policy;
- Amendment to HKAS 39, Amendment “The fair value option”, effective for annual Periods beginning on or after 1 January 2006. The amendment has no material effect on the Group’s policy;
- Amendment to HKAS 21, Amendment “Net investment in a foreign operation”, effective for annual Periods beginning on or after 1 January 2006. The amendment has no material effect on the Group’s policy;
- Amendment to HKAS 39, Amendment “Cash flow hedge accounting of forecast intragroup transactions”, effective for annual Periods beginning on or after 1 January 2006. The amendment has no material effect on the Group’s policy;
- Amendment to HKAS 39 and HKFRS 4, Amendment “Financial guarantee contracts”, effective for annual Periods beginning on or after 1 January 2006. The amendment has no material effect on the Group’s policy;
- HKFRS 6, “Exploration for and evaluation of mineral resources”, effective for annual Periods beginning on or after 1 January 2006. This standard is not relevant for the Group;
- HK(IFRIC)-Int 4, “Determining whether an arrangement contains a lease”, effective for annual Periods beginning on or after 1 January 2006. The Groups has reviewed its contracts. This interpretation has no material effect on the Group’s policy;
- HK(IFRIC)-Int 5, “Rights to interests arising from decommissioning, restoration and environmental rehabilitation funds”, effective for annual Periods beginning on or after 1 January 2006. This interpretation is not relevant for the Group;
- HK(IFRIC)-Int 6, “Liabilities arising from participating in a specific market — waste electrical and electronic equipment”, effective for annual Periods beginning on or after 1 December 2005. This interpretation is not relevant for the Group; and
- HK(IFRIC)-Int 7, “Applying the Restatement Approach under HKFRS 29”, effective for annual Periods beginning on or after 1 March 2006. This interpretation has no material effect on the Group’s policy.

The following new standards, amendments to standards and interpretations have been issued but are not effective for 2006 and have not been early adopted:

- HK(IFRIC)-Int 8, “Scope of HKFRS 2”, effective for annual Periods beginning on or after 1 May 2006. Management do not expect the interpretation to have material effect on the Group’s policy;
- HK(IFRIC)-Int 9, “Reassessment of Embedded Derivatives”, effective for annual Periods beginning on or after 1 June 2006. Management do not expect the interpretation to have material effect on the Group’s policy; and

- HKFRS 7, “Financial instruments: Disclosures”, effective for annual Periods beginning on or after 1 January 2007, and HKAS1, “Amendments to capital disclosures”, effective for annual Periods beginning on or after 1 January 2007. The Group assessed the impact of HKFRS 7 and the amendment to HKAS 1 and concluded that the main additional disclosures will be the sensitivity analysis to market risk and capital disclosures required by the amendment of HKAS 1. The Group will apply HKFRS 7 and the amendment to HKAS 1 from annual Periods beginning 1 March 2007.

## 2. Segment reporting

An analysis of the Group’s revenue and results by business segments is as follows:

*For the six months ended 30 September*

	Pharmaceutical Products		Trading Pharmaceutical Products		Health Care Products		Pharmaceutical Bulk Materials		Consolidated	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>Revenue</b>										
Anti-infectious	33,935	34,252	165	1,287	—	—	—	—	34,100	35,539
Gastro-intestinal	6,800	5,963	19,288	12,762	—	—	—	—	26,088	18,725
Musculo-skeletal	23,585	24,013	8,937	10,220	—	—	—	—	32,522	34,233
Cerebro-cardiovascular	332	33	—	—	—	—	—	—	332	33
Others	1,926	1,150	—	—	4,135	4,589	—	—	6,061	5,739
	<b>66,578</b>	<b>65,411</b>	<b>28,390</b>	<b>24,269</b>	<b>4,135</b>	<b>4,589</b>	<b>—</b>	<b>—</b>	<b>99,103</b>	<b>94,269</b>
<b>Segment results</b>	<b>13,780</b>	<b>10,804</b>	<b>7,003</b>	<b>4,539</b>	<b>(342)</b>	<b>(85)</b>	<b>(2,382)</b>	<b>—</b>	<b>18,059</b>	<b>15,258</b>
<i>Less: Unallocated (expenses)/income</i>										
— Excess of the Group’s interest in the net fair value of acquiree’s identifiable assets and liabilities over cost of acquisition									—	3,262
— Share-based payment expenses									(1,085)	—
— Finance costs									(1,204)	(1,981)
— Taxation									(1,818)	(967)
— Minority interests									(2,835)	(1,135)
— Others									—	(3,984)
<b>Profit attributable to shareholders</b>									<b>11,117</b>	<b>10,453</b>

### 3. Profit from ordinary activities before taxation

Profit from ordinary activities before taxation is arrived at after charging/(crediting):

	<b>Six months ended</b>	
	<b>30 September</b>	
	<b>2006</b>	2005
	<b>\$'000</b>	\$'000
	<b>(Unaudited)</b>	(Unaudited)
Cost of inventories #	<b>51,014</b>	51,812
Staff costs	<b>6,404</b>	6,099
Retirement costs	<b>628</b>	646
Depreciation	<b>4,017</b>	3,882
Operating lease charges in respect of premises	<b>1,240</b>	1,283
Interest on bank advances wholly repayable within five years	<b>1,204</b>	1,981
Research and development costs	<b>1,132</b>	1,084

# Cost of inventories includes \$2,513,000 (2005: \$3,663,000) relating to staff cost, depreciation expenses, operating lease charges and retirement costs, amounts of which are also included in the respective total amounts disclosed separately above for each of these types of expenses.

### 4. Taxation

	<b>Six months ended</b>	
	<b>30 September</b>	
	<b>2006</b>	2005
	<b>\$'000</b>	\$'000
	<b>(Unaudited)</b>	(Unaudited)
<b>Current tax</b>		
Provision for Hong Kong Profits Tax	<b>731</b>	804
Provision for PRC income tax	<b>985</b>	484
Capital Gain Tax	—	1,067
Tax refunded	—	(1,496)
	<b>1,716</b>	859
<b>Deferred tax</b>		
Origination and reversal of temporary differences	<b>102</b>	108
	<b>1,818</b>	967

The provision for Hong Kong Profits Tax is calculated at 17.5% of the estimated assessable profits for the Period.

Profits of Kunming Jida Pharmaceutical Co. Ltd (“KJP”), a subsidiary of the Company in the People’s Republic of China (the “PRC”) was subject to PRC income tax at 24%. As KJP is recognised as a new high technology enterprise, according to the provisions on the Tax Policy of State High Technology Development Zone, Kunming, KJP is entitled to a reduced tax rate of 15%.

Unless tax reliefs are available to the Group, the provision for current income tax in the PRC is based on a statutory rate of 33% of the assessable income determined in accordance with the relevant income tax rules and regulations of the PRC.

## 5. Dividends

Six months ended	
30 September	
2006	2005
\$'000	\$'000
(Unaudited)	(Unaudited)

Dividend approved during the Period	<u>5,000</u>	<u>7,500</u>
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Pursuant to the resolutions passed at the shareholders' meeting on 28 August 2006, a final dividend of \$5,000,000 (2005: \$7,500,000) payable to the shareholders of the Company was declared and approved in respect of the year ended 31 March 2006.

The Board does not recommend the payment of an interim dividend for the Period (2005: \$Nil).

## 6. Earnings per share

The calculation of basic earnings per share is based on the Group's profits attributable to shareholders of HK\$11,117,000 (2005: HK\$10,453,000) and on 500,000,000 (2005: 500,000,000) ordinary shares in issue during the Period.

The diluted earnings per share is based on the profit attributable to shareholders of HK\$11,117,000 (2005: HK\$10,453,000) and the 500,725,932 (2005: 500,068,484) ordinary shares in issue during the Period, after adjusting the effect of all dilutive potential share under the Company's share option scheme.

## MANAGEMENT DISCUSSION AND ANALYSIS

### Business review

#### *Core Business Witnessed Steady Growth*

The Group's core business witnessed steady growth during the Period. Turnover for the Period amounted to HK\$99,103,000, representing an increase of 5.1% over the corresponding Period last year. Gross profit grew by 13.2% to HK\$47,037,000. Profit from operations surged by 50.6% to HK\$16,974,000 and profit attributable to equity holders was HK\$11,117,000, up by 6.4% over the corresponding Period last year.

#### *Pharmaceutical Products*

Turnover of self-manufactured pharmaceutical products of HK\$66,578,000 accounted for 67.2% (2005: 69.4%) of the Group's turnover. This represented a growth of 1.8% when compared with the corresponding Period last year. The Group recorded a segment result of HK\$13,780,000, up 27.5% as compared to the corresponding Period last year.

Regarding sales of different drug categories, anti-infectious drugs accounted for 51% of total drug sales and specialised drugs accounted for 46.1%. In the specialised drug category, gastro-intestinal, musculo-skeletal and cerebro-cardiovascular drugs accounted for 10.2%, 35.4% and 0.5% of total drug sales, respectively.

During the Period, the Chinese government continued to reduce drug prices. However, as the Group has been optimising its product structure and launching new specialised drugs on an on-going basis, the impact of the price reductions was less significant. During the Period, the gross profit margin of the Group's products improved, from 44.1% last year to 47.5% this year.

Regarding new products, the self-manufactured pharmaceutical products launched by the Group — Jida Bente, Huo Duo Shi and Shi Si Tai have all been listed in the National Medical Insurance Catalogue (“Medical Insurance Catalogue”) and drug tender results were satisfactory.

Jida Bente (generic name: Tamsulosin Hydrochloride) is a sustained-release tablet that is easy to take. Elderly patients with swallowing difficulty may also take this drug. In addition to having the efficacy of Tamsulosin Hydrochloride, its “unique preparation” was designated as a new drug category by the relevant Chinese authority and is entitled to three years of exclusive production. The major sales targets for Jida Bente are AAA hospitals. Currently, the marketing department is actively launching clinical promotions and has won tenders from hospitals in large cities such as Beijing, Guangzhou, Xian and Zhejiang, with satisfactory results. Growth in sales of this product is expected to become significant in 2007.

Huo Duo Shi (generic name: Low Molecular Weight Heparin) is of imported quality and is reasonably priced, enabling it to achieve a higher bid-winning rate and a higher bid-winning price in hospital tenders. After initial exploration and gradual penetration into the market since the product’s launch almost a year ago, the Group succeeded in significantly enhancing Huo Duo Shi’s brand recognition. With the accumulation of additional new clients and further exploration of the hospital market, sales of Huo Duo Shi are expected to witness substantial growth next year.

Shi Si Tai (generic name: Somatostatin) is manufactured by a cutting-edge solid phase synthetic production method successfully developed by the Group and the Chinese Academy of Medical Sciences. As a domestically-manufactured somatostatin, this product has the competitive advantage of high quality and low price, its quality is comparable to that of imported products but its price is much lower. At present, the Group has already won hospital tenders in more than ten large cities. According to forecasts by the marketing department, with the stepping up of promotional activities, the Company is expected to gradually win additional hospital tenders and sales are expected to increase accordingly.

#### *Trading Pharmaceutical Products*

During the Period, turnover from trading pharmaceutical products of HK\$28,390,000 accounted for 28.6% (2005: 25.7%) of the Group’s turnover, for an increase of 17% over the corresponding Period last year. The segment result grew by 54.3% from the corresponding Period last year to HK\$7,003,000.

The trading business improved on the back of the sales recovery of Gluthion, the Group’s pivotal product. In addition, the new product Artrodar has already entered the latter phase of its market introduction Period and has been adopted by more than a hundred AAA hospitals all over the country.

To prepare Artrodar for listing in the National Medical Insurance Catalogue, the marketing department commenced clinical safety trials for the drug during the Period. Under the trials, 300 cases throughout the country will be studied. Artrodar is a specialised and ground-breaking drug used in the treatment of osteoarthritis. As the first IL-1 inhibitor developed in the world, the drug not only eases the symptoms of osteoarthritis but also fundamentally reverses the development of the disease. Artrodar is safe for long-term administration and has unrivalled advantages when compared with similar products. As the sole agent of Artrodar in China, the Group is set to benefit next year from the product’s substantial profit contribution to the trading segment.



As the Group continues to step up its marketing effort to promote specialised drugs in the domestic market and engage in international cooperation, it will further introduce specialised drugs from Europe in its core therapeutic categories and strengthen cooperation through regional strategic alliances.

#### *Health Care Products*

During the Period, revenue from health care products accounted for 4.2% (2005: 4.9%) of turnover, or HK\$4,135,000 (2005: HK\$4,589,000), down 9.9% from the corresponding Period last year. The segment recorded a loss of HK\$342,000, mainly attributable to the short-term fluctuations caused by the Group's adjustment of its strategy in the health care market.

The marketing department repositioned its product brands in early 2006 and putting "Qi Xue Tong" as the health care unit's flagship product. In addition to launching an advertising campaign through channels such as TV, magazines and the Internet to promote "Qi Xue Tong", the department cooperated with a large distributor to increase the product's market penetration. This year and next year will be critical for brand-building, management expects that brand value may gradually be realised in 2007.

#### *Pharmaceutical Bulk Materials*

Jiangsu Jiwa Rintech Pharmaceutical Company Limited, the Group's bulk material plant in Jiangsu, completed the first phase of the trial production of Citalopram, the first product of the pharmaceutical bulk materials unit. The trial production basically achieved the objectives of testing the synthetic technique in producing Citalopram, supplementing and improving the relevant technique parameters according to the requirements of the FDA and producing Citalopram products that comply with the USP standard of the US. The production workshop is now preparing for the second phase of trial mass production according to the Company's strategic plan. All of the relevant work has commenced in sequence. It is expected that the DMF application document will be formally submitted to the FDA in the US and the products will be officially produced and launched for sale in December, 2006; the GMP certificate will be awarded by China in the second quarter of 2007 and the FDA certificate will be awarded by the US by the end of 2007 or early in 2008.

Citalopram is mostly sold to the North American and European markets; therefore, the Group introduced new technology from the US and Europe in developing the product in order to enhance its competitiveness and enable it to demonstrate advantages such as higher quality, more advanced production techniques and complying with the USP2009 standard of the US. All of these factors help to ensure that the product's quality meets clients' requirements. As the only domestic manufacturer applying for the FDA certificate, the enterprise will benefit from a broader target market and a wider selection. Following the success of the trial production, the marketing and sales department is gradually implementing sales strategies devised earlier and proactively exploring both domestic and overseas markets.

As Jiangsu Jiwa Rintech has not commenced production, the pharmaceutical bulk material segment recorded a loss of approximately HK\$2,382,000 during the Period.



### ***Improving Efficiency and Reducing Cost***

Management set out this year's annual development directives of "controlling costs, promoting sales, optimising business processes and enhancing training" in early 2006. In fact, the heads of the relevant departments have put much effort in optimising business processes in an attempt to improve efficiency and control costs. The Group also stepped up training for staff with high potential, to enhance professionalism, which is conducive to promoting sales.

During the Period, the Group experienced a recovery in sales growth and cost control measures began to bear fruit. While sales grew at a rate of 5.1%, selling expenses declined by 15.2% from the corresponding Period last year to HK\$10,572,000. Administrative expenses increased 7.3% over the corresponding Period last year to HK\$18,285,000, mainly attributable to expense of the bulk material plant. Financing costs and other operating expenses were HK\$1,204,000 and HK\$643,000, representing declines of 39.2% and 50.6%, respectively. The Group has entered a Period of benign growth.

### ***Measures to Optimise Quality and Efficiency***

In order to address the Company's business expansion and the promotion of product exports, the Kunming production headquarters implemented a series of optimisation measures during the Period to improve quality management standards and production efficiency.

The Group optimised and upgraded its key production lines by installing two high-speed box-packaging machines and improving the flow and connection of each unit. This automates the production of the powder for injection and the small volume parenteral solution during the entire process, from jar washing, manufacturing to packaging. Product quality is better guaranteed and the workshop's production efficiency is enhanced.

The Group also improved day-to-day GMP management. In view of China's cGMP implementation and in an attempt to step up training of key management staff, the Group further regulated and improved the GMP examination and rectification process based on cGMP standards. The Group achieved remarkable progress in enhancing product quality assurance, while receiving outstanding recognition in the State project GMP review.

Management believes that "product quality" is one of the Group's most competitive edges. By reviewing and enhancing quality management standards and production efficiency from time to time, the Group is able to lay a solid foundation for the exploration of its product export business during the next stage.

### ***Marketing Measures***

The Chinese pharmaceutical market has been committed to combating bribery activities in business in recent years. As a result, hospitals have become more cautious in the selection of new drugs and the market introduction periods for new drugs have been lengthened. Notwithstanding, the Group succeeded in significantly enhancing its capability to withstand market risk by optimising its marketing and sales network and implementing new sales strategies. Additionally, the Group achieved strong growth even under a more difficult operating environment. The move to combat bribery in business helps to better regulate the pharmaceutical industry and is favourable to the Group's development.

During the Period, the marketing department implemented a series of measures to more rapidly expand the coverage of the clinical promotion team. The Group also established 15 offices dedicated to promoting recently launched drugs. The Group's academic-oriented approach in brand building was first implemented in central cities, and then proceeded to peripheral areas. Such a strategy helped lay a solid foundation for the rapid growth of its new products in the next year. Besides deploying personnel to regions where the Group has no presence, the channel sales team conducted examinations of ordinary drugs and pivotal drugs, simplified the examination items and designated pivotal drugs that would be the focus of future development. For the first time, the product department was fully involved in providing academic support to agents on pivotal products, so as to further trade cooperation between the company and the agents.

## **Looking Ahead**

### ***Adopt Proactive Approach in the Second Half of the Year***

The year 2005 was difficult and challenging for the Group as a whole. While being affected by the price reduction policy imposed on the industry by the State, the Group also had to face transitional problems arising from the relocation of its production headquarters. After more than a year of adjustment, the Group fully resumed its operation with an even higher production standard, larger scale, a more comprehensive marketing and distribution system and a more scientific management system. Management believes that the optimisation of the operating conditions will enable the Group to fully prepare itself and be well positioned for the opportunities brought about by the standardisation of the Chinese medical system. Management also believes that the Group will be well-positioned capture the enormous opportunities arising from the demand for quality pharmaceutical bulk materials from the European and US pharmaceutical markets.

During the second half of the year, the Group will continue to pursue its development in two major areas. On the one hand, the Group will step up and accelerate the promotion of new drugs to achieve a breakthrough in sales and will proactively look into opportunities to sell its pharmaceutical preparations in other developing countries. On the other hand, the Group will stay abreast of the European and US pharmaceutical bulk material markets, ensure that Jiangsu Jiwa Rintech complies with the requirements of the FDA in the US and actively explore the pharmaceutical bulk material market.

The Group believes that its various strategic positioning and investments during the past few years will gradually bear fruit in 2007 and the Group will adopt more proactive strategies to accelerate its development.

## **INTERIM DIVIDEND**

The Board does not recommend any interim dividend for the six months ended 30 September 2006 (2005: nil).

## **FINANCIAL REVIEW**

### **Liquidity**

As at 30 September 2006, cash and cash equivalents of the Group totaled HK\$21.1 million (31 March 2006: HK\$27.7 million), of which 15.7% are in Hong Kong dollars, 26.7% in RMB, 51.2% in US dollars, 6.2% in Euro and 0.2% in Macau Pataca.

As at 30 September 2006, the Group had aggregate banking facilities of HK\$154.1 million (31 March 2006: HK\$158.1 million) of which HK\$64.4 million (31 March 2006: HK\$73.0 million) was utilised (as to HK\$54.7 million in short term bank loans and as to the balance of HK\$9.7 million in letters of guarantee issued by the relevant banks to independent third parties). The Group's aggregate banking facilities of HK\$154.1 million includes HK\$93.6 million equivalent in RMB denominated banking facilities. The utilized banking facilities of HK\$64.4 million include approximately HK\$46.3 million equivalent in RMB denominated bank borrowings.

The Group maintained cash and cash equivalents totaling approximately HK\$21.1 million against aggregate utilized banking facilities of approximately HK\$64.4 million as at 30 September 2006 to reserve funds for working capital.

As at 30 September 2006, the Group had current assets of HK\$151.5 million (31 March 2006: HK\$144.6 million) whilst current liabilities were HK\$90.2 million (31 March 2006: HK\$81.6 million).

The Group had capital commitments outstanding as at 30 September 2006 of HK\$7.3 million (31 March 2006: HK\$7.8 million). Funding for the Group's capital commitments would come from internally generated cash flows as well as bank borrowings.

### **Interest rate risk**

The Group's bank borrowings are mainly denominated in RMB and RMB interest rates are the lowest during the Period among the Group's functional currencies in RMB, Hong Kong dollars and US dollars.

As at 30 September 2006, the gearing ratio was 15.7% (31 March 2006: 19.1%), calculated based on the Group's total bank borrowings of HK\$54.7 million (31 March 2006: HK\$64.7 million) over the Group's total assets of HK\$348.2 million (31 March 2006: HK\$339.2 million).

### **Foreign currency risk**

The Group has for its hedging purposes a 1 million US dollar forward exchange contract banking facility in place as at 30 September 2006 and actively monitors its net foreign currency exposures. As the bulk of the Group's transactions and assets are denominated in HK dollars, US dollars and RMB, the impact of foreign currency fluctuations is minimal and the current hedging facilities are considered sufficient for the near future.

### **Credit risk**

The Group has a pragmatic approach towards credit risk management. New customers are usually not allowed on credit and the payment conduct of clients are monitored both to facilitate the determination of credit limit as well as a control over whether new sale deliveries should be made. The Group's sale staff and marketing agents pay regular visits to customers to promote the Group's products and at the same time would update information on the client's credit worthiness. The remuneration of sales staff and marketing agents are structured so that there is a goal congruence in maintaining a robust credit risk management system.

### **Charge on group assets**

As at 30 September 2006, certain of the Group's assets with a net book value of HK\$57.0 million (31 March 2006: 58.1 million) were pledged to a bank to obtain credit facilities.

## **Contingent liabilities**

As at 30 September 2006, the Group has not provided any form of guarantees for any company outside the Group and was not liable to any material legal proceedings of which provision for contingent liabilities was required.

## **EMPLOYMENT AND REMUNERATION POLICY**

As at 30 September 2006, the Group had a total of 594 employees (31 March 2006: 460 employees). The Group's remuneration policies are in line with prevailing market practice and formulated on the basis of the performance and experience of individual employees. Apart from basic salaries, other staff benefits included provident funds and medical schemes. The Company may also grant share options to eligible employees under its share option scheme.

## **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY**

There were no purchase, sale or redemption of the Company's listed securities by the Company or any of its subsidiaries during the six months ended 30 September 2006.

## **CORPORATE GOVERNANCE**

### **Compliance with the Code on Corporate Governance**

The Company has complied with the requirements of the Code on Corporate Governance Practices as set out in Appendix 14 of the Listing Rules of Stock Exchange during the Period.

### **Compliance with the Model Code for Securities Transactions**

The Company has adopted the model code as set out in Appendix 10 of the Listing Rules as the code for securities transactions by directors ("Model Code"). The Company, having made specific enquiry, confirms that all directors have complied with the required standards set out in Model Code throughout the six months ended 30 September 2006.

### **Audit Committee**

The audit committee, comprising of the three independent non-executive directors of the Company, has reviewed with the management of the Company the accounting principles and practices adopted by the Group and discussed internal controls and financial reporting matters including the review of the unaudited interim financial statements of the Group for the six months ended 30 September 2006.

## **PUBLICATION OF DETAILED INTERIM RESULTS ANNOUNCEMENT ON THE STOCK EXCHANGE**

A detailed results announcement of the Group for the Period containing all information required by Appendix 16 to the Listing Rules will be published on the website of the Stock Exchange in due course.

## APPRECIATION

On behalf of the Directors, I would like to express our gratitude to our shareholders and business associates for their continued support, and extend our sincere appreciation to all management and staff members of the Group for their ongoing dedication, commitments and contributions throughout the Period.

By order of the Board

**Lau Kin Tung**

*Vice Chairman and Chief Executive Officer*

Hong Kong, 11 December 2006

*As at the date of this announcement, the Board comprises Mr. Lau Yau Bor, Mr. Lau Kin Tung and Madam Chan Hing Ming as executive directors of the Company and Mr. Choy Ping Sheung, Mr. Fung Tze Wa and Mr. Seet Lip Chai as independent non-executive directors of the Company.*

*\* for identification only*

Please also refer to the published version of this announcement in the China Daily.