## SECOND QUARTERLY RESULT 2001

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This announcement, for which the directors (the "Directors") of Prosten Technology Holdings Limited (the "Company") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the Growth Enterprise Market of the Stock Exchange of Hong Kong Limited for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief: (1) the information contained in this announcement is accurate and complete in all material respects and not misleading; (2) there are no other matters the omission of which would make any statement in this announcement misleading; and (3) all opinions expressed in this announcement have been arrived at after due and careful consideration and are founded on bases and assumptions that are fair and reasonable.

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## PROSTEN TECHNOLOGY HOLDINGS LIMITED

(Incorporated in the Cayman Islands with limited liability)

## 2001 INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2001

## HIGHLIGHTS

- Turnover of the Group for the six months ended 30 September 2001 was approximately HK\$58.1 million representing a decrease of approximately 62.2% as compared with the corresponding period in 2000.
- Net loss of the Group for the six months ended 30 September 2001 was approximately HK\$50.30 million representing an increase in net loss of approximately 388% as compared with the net profit of the corresponding period in 2000.
- Loss per share of the Company during the six months ended 30 September 2001 was approximately HK\$9.8 cents.
- The Directors do not recommend the payment of an interim dividend for the six months ended 30 September 2001.

## **BUSINESS REVIEW AND OUTLOOK**

For the six months ended 30 September 2001, the Company and its subsidiaries ("the Group") achieved a turnover of approximately HK\$58.1 million representing a decrease of approximately 62.2% from approximately HK\$153.6 million as compared with the corresponding period in 2000. The decrease in the turnover of the Group was principally attributable to sluggish market condition in the global Internet and telecommunication equipment markets. Despite the Group suffered a net loss of approximately HK\$50.3 million for the six months ended 30 September 2001, the Group exercised tight cost-control measures during the three months ended 30 September 2001. As a result, the total expenses of the Group, including salaries, office rental, traveling costs, recorded decreases as compared to the three months ended 30 June 2001. During the remaining of this financial year, the management of the Company will continue to focus on strengthening the foundation of the Company and to consolidate the financial resources of the Group in order to capture additional market share when the market rebounds by adopting effective marketing strategy.

The Directors consider that the overall business outlook of the Group, which is significantly depending on the economic development in the People's Republic of China (the "PRC") and the level of competition in the Internet and telecommunication equipment markets, for the remaining of this financial year will continue to be affected by the sluggish market condition, and hence it is expected to be not very certain. In light of this market condition, the Group will continue to focus on software solution sales and service oriented businesses.

The Group increased its business activities in the form of trials of a number of telecommunication carriers in the PRC during the period under review. Although it is expected that the global economic condition may not improve substantially in the near future, the anticipated continuous growth of the economy in the PRC following its accession to the World Trade Organisation is expected to provide additional business opportunities to the Group which the Directors believe that they will benefit the results of the Group for the remaining part of this financial year. The Directors also believe that, with the Group's team of professional engineers, the Group will be able to capture additional business opportunities and it will also be able to fully utilise its expertise in competing with its competitors.

As at 30 September 2001, the Group maintained a cash position with cash and bank balances of approximately HK\$139.50 million.

## RESULTS

The board (the "Board") of Directors announces the unaudited consolidated results of the Group for the six months and three months ended 30 September 2001 together with comparative results for the corresponding periods in 2000 as follows:

		Six months ended 30 September		Three months ended 30 September		
	Notes	<b>2001</b> <i>HK\$'000</i>	2000 HK\$'000	<b>2001</b> <i>HK\$'000</i>	2000 HK\$'000	
TURNOVER	1	58,134	153,639	21,031	111,041	
Cost of sales		(54,685)	(113,148)	(19,979)	(78,556)	
Gross profit		3,449	40,491	1,052	32,485	
Other revenue		2,769	9,755	1,708	5,498	
Selling and distribution costs		(13,256)	(5,640)	(5,027)	(2,550)	
Administrative expenses		(43,055)	(28,981)	(18,747)	(20,026)	
Other operating expenses		(21)	-		-	
PROFIT / (LOSS) FROM OPERATING ACTIVITIES		(50,114)	15,625	(21,014)	15,407	
Finance costs		(15)	(171)	(15)	(66)	
PROFIT / (LOSS) BEFORE TAX		(50,129)	15,454	(21,029)	15,341	
Tax	2	(150)	1,950	(60)	1,950	
NET PROFIT / (LOSS) FROM ORDINARY ACITIVITIES ATTRIBUTABLE TO SHAREHOLDERS		(50,279)	17,404	(21,089)	17,291	
DIVIDENDS	3		12,781	-	12,781	
EARNINGS / (LOSS) PER SHARE Basic	4	(HK9.8cents)	HK3.4cents	(HK4.1cents)	HK3.4cents	

#### Notes:

#### 1. Turnover

Turnover represents the net invoiced value of goods sold, after allowance for returns and trade discounts, business tax, where applicable, and services rendered. All significant intra-Group transactions have been eliminated on consolidation.

2. Tax		Six months ended 30 September 2001 2000		Three months ended 30 September 2001 2000		
	HK\$'000	2000 HK\$'000	HK\$'000	2000 HK\$'000		
Hong Kong	-	(1,950)	-	(1,950)		
Elsewhere	150	-	60	-		
	150	(1,950)	60	(1,950)		

Hong Kong profits tax has not been provided as the Group did not generate any assessable profits arising in Hong Kong during the period. During the six months ended 30 September 2000, the Group received a tax refund of HK\$1,950,000 from Hong Kong Inland Revenue Department.

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

## 3. Dividends

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The Board does not recommend the payment of interim dividend for the six months ended 30 September 2001. During the six months ended 30 September 2000, the Board recommended the payment of an interim dividend of 2.5 cents per share, which was paid on 12 December 2000 to its shareholders.

## 4. Earnings per share

The calculation of basic loss per share for the six months and three months ended 30 September 2001 are based on the unaudited net loss attributable to shareholders for the respective periods of HK\$50,279,000 (2000: net profit of HK\$17,404,000) and HK\$21,089,000 (2000: net profit of HK\$17,291,000), respectively, and on the weighted average of 511,250,000 (2000: 511,250,000) ordinary shares in issue throughout the periods.

Diluted loss per share for the six months and three months ended 30 September 2001 has not been shown as the share options and warrants outstanding had an anti-dilutive effect on the basic loss per share for the period.

Diluted earnings per share for the six months and three months ended 30 September 2000 has not been shown as no dilutive potential ordinary shares existed during the period.

# COMPARISON OF THE BUSINESS OBJECTIVES WITH THE ACTUAL BUSINESS PROGRESS

## BUSINESS OBJECTIVES AND FUTURE PLANS AND PROSPECTS ACTUAL RESULTS

## Broadband data networks and Internet backbone solutions

1.	Final testing of Phase II of the Zhe Jiang ATM/FR broadband network project	Final acceptance testing in progress
2.	Awarded Hainan China Telecom's 163/169 Internet infrastructure expansion project	Completed
3.	Hainan China Telecom Data 97 BOSS project	Tender awarded commenced
4.	Hainan China Telecom 163/169 Billing/Rating system enhancements	In progress
5.	China Unicom VoIP Phase III expansion project	Tender awarded
		commenced
6.	Shanghai China Telecom Wireless LAN Billing/Rating system	Completed
7.	Shekou CATV BOSS system	Completed
8.	Sanlian MAN BOSS system	In progress

## Applications software development

1.	KiNETic Messenger development and deployment	Trial system for GZ China Telecom
2. 3.	KiNETic Billcare 4.0 development and deployment KiNETic Switcher development and deployment	and GZ Unicom In progress In progress Production system now launched in Fuzhou China Telecom
		Phase II now in
4.	SMS Town development and deployment	development Trial system for Shekou CATV
5.	KiNETic Publisher development and deployment	Trial system for Shandong
		Unicom
e-co	ommerce solutions and related IT consultancy services	
1. 2. 3. 4.	Integration of Billcare 3.0 with KiNETic Switcher for Fujian 179 project Feasibility study on the integration of SINOFINDER to Switcher Integration of Billcare 3.0 with KiNETic Messenger Integration of Billcare 3.0 with KiNETic Publisher	Completed Completed In progress In progress
Bro	adband ISP	
1.	Billing/Rating system for Shanghai Telecom	Completed and launched

## Sales and marketing

2.

1.	Sales focus on KiNETic family of products	In progress
2.	Pursue KiNETic Messenger trial at Railcom	In progress
3.	Focus on generating service revenue	In progress

Completed and

launched

## **Resources employment and administration**

Billing/Rating system for Shekou CATV

1.	Continue training program for sales on e-commerce and solution sales	Completed
2.	Company restructuring to lower costs	Completed

## **USE OF PROCEEDS**

The Company obtained net proceeds, after deducting relating expenses, of approximately HK\$363.00 million from the new issue of shares by way of placing. During the period from 28 March 2000 (date of listing) to 30 September 2001, the Group has applied the net proceeds as follows:

	HK\$million
For expanding broadband data networks and Internet backbone solution operations in the Greater China region	76.9
For the development of applications software for network operations, and acquisition of investment	99.9
For development of e-commerce platforms and related applications software for Application Service Provider	4.3
For the acquisition of hardware & software for setting up a broadband Internet Service Provider in HK and for related marketing and operational co	osts 25.9

For advertising and promotional expenses for expanding broadband data networks solution operations in the Greater China region	3.5
For deployment of human resources, setting up representative offices in target regions and related administration	3.0
	213.5
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The difference in use of proceeds is the operating expenses spent in the business expansion in PRC, and other software development.

## LIQUIDITY AND FINANCIAL RESOURCES

The Group generally finances its operations with internally generated cash flow. As at 30 September 2001, the Group had cash and bank balances amounting to a total of approximately HK\$139.50 million and a bank loan of approximately HK\$1.40 million. With these financial resources, the Board believes that the Group has adequate capital resources to finance its business objectives as stated in its prospectus dated 21 March 2000.

## NO MOVEMENT OF RESERVE

There was no movement to or from reserves during the six months and three months ended 30 September 2001 (2000:Nil).

## DIRECTORS' INTERESTS IN SHARE CAPITAL

At 30 September 2001, the interests of the Directors and their associates in the share capital of the Company or its associated corporations (within the meaning of the Securities (Disclosure of Interests) Ordinance (the "SDI Ordinance")), as recorded in the register maintained by the Company pursuant to Section 29 of the SDI Ordinance, were as follows:

## Number of issued ordinary shares of HK\$0.10 each in the Company held and nature of interest

Name of director	Notes	Personal	Family Corporate	Other	Total
Mr. Yip Heon Ping	(1)	-		404,280,619	404,280,619
Mr. Yip Seng Mun	(2)	-		404,280,619	404,280,619

Notes:

- (1) These shares are held by Greenford Company Limited, Century Technology Holding Limited and Bakersfield Global Corporation as trustees of The Greenford Unit Trust, The Century Unit Trust and The Bakersfield Unit Trust, respectively, all the units of which are held by HSBC International Trustee Limited as trustee of The New Millennium Trust, a discretionary family trust established with Mr. Yip Heon Ping as the discretionary object for the time being.
- (2) By virtue of the association with Mr. Yip Heon Ping, Mr. Yip Seng Mun has also declared his interests in the Company.

In addition to the above, certain Directors have non-beneficial personal equity interests in certain subsidiaries held for the benefit of the Company solely for the purpose of complying with the requirement on the minimum number of shareholders.

Save as disclosed above, as at 30 September 2001, none of the Directors or their associates had any personal, family, corporate or other interests in the issued share capital of the Company or any of its associated corporations, as defined in the SDI Ordinance.

#### DIRECTORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES

Under the terms of a share option scheme (the "Option Scheme") adopted by the Company on 7 March 2000, the Board is authorised, at its absolute discretion, to grant options to employees of the Group, including executive Directors and the directors of any of the Company's subsidiaries, to subscribe for shares in the Company. The Option Scheme became effective upon the listing of the Company's shares on GEM on 28 March 2000. On 29 June 2001, the Company issued a circular to its shareholders in which a proposed cancellation of the share options granted under the Option Scheme prior to that date to the Directors and the employees of the Group and a proposed increase of the maximum number of share options to be granted under the Option Scheme were made. The independent shareholders of the Company approved such proposed cancellation of share options and such proposed increase in the maximum number of share options to be granted under the Option Scheme at the annual general meting of the Company held on 27 July 2001. Details of the share options, granted at a cash consideration of HK\$1 per grantee, under the Option Scheme to the Directors are as follows:

	As at	M	4 Juniu – 41 – –		Number of share options outstanding as	Exercise price of	Ei.a
Name of Director	1 April 2001	-	<u>t during the p</u> Re-granted I		at 30 Sept 2001	share options	Exercise period of share options
Mr. Yip Seng Mun	6,000,000	6,000,000	6,000,000	-	6,000,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011
Mr. Yip Heon Ping	6,300,000	6,300,000	6,300,000	-	6,300,000	HK\$0.40	22 Aug 2001 to 21 Aug 201
Mr. Yip Heon Wai	5,300,000	5,300,000	5,300,000	-	5,300,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011
Mr. Yip Heon Keung	5,300,000	5,300,000	5,300,000	-	5,300,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011
Ms. Chan Fu Kuen, Gladys	4,300,000	4,300,000	4,300,000	-	4,300,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011
Mr. Chiu Wai Ki	2,000,000	2,000,000	2,000,000	-	2,000,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011
Dr. Clement Lau	1,600,000	1,600,000	1,600,000	-	1,600,000	HK\$0.40	22 Aug 2001 to 21 Aug 2011

In accordance with the terms of the Option Scheme, the share options are exercisable within a period of 10 years from the date when the share options are granted. During the three months ended 30 September 2001, none of the Directors had exercised any share option and no allotment or issue of any share of the Company was made pursuant to the Option Scheme.

Apart from the foregoing, at no time during the three months ended 30 September 2001 was the Company or any of its subsidiaries a party to any arrangement to enable the Directors, their respective spouse, or children under 18 years of age to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate.

### SUBSTANTIAL SHAREHOLDERS

At 30 September 2001, the following interests of 10% or more in the issued share capital of the Company were recorded in the register of interests required to be kept by the Company pursuant to Section 16(1) of the SDI Ordinance:

Name	Percentage of holding	Number of ordinary shares
Greenford Company Limited	30.5%	155,931,035
Century Technology Holding Limited	30.5%	155,931,035
Bakersfield Global Corporation	18.1%	92,418,549
HSBC International Trustee Limited (Notes 1 and 2)	79.1%	404,660,619

Notes:

- (1) Out of the 404,660,619 shares, an aggregate of 404,280,619 shares are held through Greenford Company Limited, Century Technology Holding Limited and Bakersfield Global Corporation as trustees of The Greenford Unit Trust, The Century Unit Trust and The Bakersfield Unit Trust, respectively, all the units of which are held by HSBC International Trustee Limited as trustee of The New Millennium Trust, a discretionary trust established with Mr. Yip Heon Ping as the discretionary object for the time being.
- (2) HSBC International Trustee Limited is a wholly owned subsidiary within the HSBC Group in which HSBC Investment Bank Holdings B.V., HSBC Holdings B.V., HSBC Finance (Netherlands) and HSBC Holdings plc are members and have reported their deemed interests in the shares as disclosed by HSBC International Trustee Limited.

Save as disclosed above, no persons, other than the Directors, whose interests are set out above, had registered an interest in the share capital of the Company that was required to be recorded under Section 16(1) of the SDI Ordinance.

## **COMPETING INTERESTS**

None of the Directors or the management shareholders (as defined under the GEM Listing Rules) of the Company had any interest in a business which competes or may compete with the business of the Group.

## SPONSOR'S INTERESTS

Pursuant to a sponsor agreement dated 21 March 2000 entered into between the Company and DBS Asia Capital Limited ("DBS Asia"), DBS Asia received, and will receive, fees for acting as the Company's retained sponsor for the period from 1 April 2000 to 31 March 2002.

Save as disclosed above, as at 30 September 2001, DBS Asia, its directors, employees or associates, did not have any interest in the securities of the Company and any members of the Group, or any right to subscribe for or to nominate persons to subscribe for the securities of the Company or any members of the Group.

## AUDIT COMMITTEE

The Board set up an audit committee (the "Committee") on 7 March 2000 with written terms of reference for the purpose of reviewing and providing supervision over the financial reporting process and internal control of the Group. The Committee comprises two independent non-executive Directors.

## PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES

During the six months ended 30 September 2001, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities.

On behalf of the Board **PROSTEN TECHNOLOGY HOLDINGS LIMITED Yip Seng Mun** *Chairman* 

Hong Kong, 14 November 2001

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