



透過在其雲南省昭通市之生產廠房十年耕耘，本集團擠身成為中國包裝印刷五強企業。

Through 10-year dedicated efforts in its production plant in Zhaotong City, Yunnan Province, the Group becomes one of the top five packaging printing enterprises in the PRC.

概覽

本集團於截至二零零三年十二月三十一日止年度錄得令人滿意的業績。總營業額達947,208,000港元，較二零零二年同期增加7.8%。此外，年度純利亦稍為增加至35,260,000港元，較二零零二年增加2.6%。

於二零零三年，包裝印刷業務營業額減少了9.5%，主要因為沙士之影響。然而，透過實施有效成本控制措施，包括適當控制物料成本，包裝印刷業務之毛利率維持在約29.0%之穩定水平。因此，在紙張物料價格大幅上升時，本集團仍可以在年內維持毛利率。

於回顧年度內，由於全球經濟放緩，分銷業務部門之毛利率由1.8%減少至1.3%。此外，分銷海洋燃料業務之毛利率，相較分銷電腦及電子通訊零部件業務為低。

OVERVIEW

The Group reported satisfactory results for the year ended 31st December, 2003. Total sales turnover was HK\$947,208,000, representing an increase of 7.8% as compared to that for 2002. In addition, net profit for the year slightly increased to HK\$35,260,000, representing an increase of 2.6% over 2002.

In 2003, turnover of the packaging printing business reduced by 9.5% mainly due to the impact of SARS. However, the gross profit margin of packaging printing business remained steady at approximately 29.0% through effective cost control measures, including proper control of material costs. Accordingly, the Group is able to maintain its gross profit margin during the year when prices of paper materials increased substantially.

During the year under review, the gross profit margin of the distribution business division reduced from 1.8% to 1.3% due to the sluggish global economy. Furthermore, the gross profit margin of the distribution business of marine fuel was relatively lower as compared to that of the distribution business of computer and telecommunication components.



Management's Discussion & Analysis

財務表現

於截至二零零三年十二月三十一日止年度，雖然二零零三年年初爆發美伊戰事及在亞洲地區出現沙士疫症，本集團之股東應佔溢利輕微增長，錄得35,260,000港元。表現穩定乃因為下列因素：

1. 持續資本投資在購買先進機器及設備與更新現有生產設施上，以增強本集團競爭優勢。
2. 透過適當的研發努力，本集團發展出領先技術及工藝，尤其在打擊贗品及印後作業。
3. 本集團與主要客戶牢不可破之緊密關係。
4. 於過去數年，本集團藉以下措施成功將毛利率穩定在約29.0%：
 - 有能力將紙張物料成本增加轉嫁至其客戶；
 - 不斷採取嚴緊營運資金管理措施，以減低存貨及應收賬款結餘之水平；

FINANCIAL PERFORMANCE

For the year ended 31st December, 2003, the Group achieved a slight increase in profit attributable to shareholders of HK\$35,260,000 despite the impact from the outbreak of US-Iraqi War and SARS in the Asia region in early 2003. The steady performance was the result of the following factors:

1. Persistent capital investment in purchasing advanced machinery and equipment and upgrading existing production facilities to strengthen the Group's competitive position.
2. Through competent R&D efforts, the Group has developed leading techniques and workmanship, especially in anti-counterfeiting and post-press operation.
3. The Group has cemented close relationships with major customers.
4. The Group has successfully achieved a steady gross profit margin at approximately 29.0% for the past years by:
 - Ability to shift the increasing costs of paper materials to customers;
 - Continue to adopt a tight working capital management in order to minimise the inventory level and the accounts receivable balances;



- 堅持開發新技術及採用先進機器，以削減生產程序，減低使用物料及生產損耗；
 - 嚴緊成本控制，尤其是物料成本及一般行政成本；
 - 靠近主要客戶，減少運輸成本；及
 - 有力財務控制措施，且有能力與主要銀行磋商優惠條款。
- Persistent development of new techniques and utilisation of advanced machinery to reduce the production process to minimise materials usage and production wastage;
 - Tighter costs control, especially for materials costs and general administrative costs;
 - Proximity to major customers to minimise transportation costs; and
 - Strong financial control and ability to negotiate preferential terms from major banks.

營運資金管理與股息政策

於二零零三年十二月三十一日，本集團銀行結餘與現金維持在86,693,000港元，而營運資金仍然有效動用。本集團應收貿易賬款週轉期於二零零三年維持為60.0日，而存貨週轉期則維持在低水平約44.7日（二零零二年：45.6日）。

本集團維持穩定之股息政策，在過去五年內每年所支付之股息為8.0港仙。

WORKING CAPITAL MANAGEMENT AND DIVIDEND POLICY

The Group maintained bank balances and cash of HK\$86,693,000 as at 31st December, 2003 and the working capital utilisation continued to be efficient. The Group's trade receivables turnover maintained at 60.0 days in the year 2003 and inventory turnover remained low at approximately 44.7 days (2002: 45.6 days).

The Group maintained a steady dividend policy by paying a total dividend of HK8.0 cents per year for the last 5 years.

流動資金及財政資源

流動資產淨值

於二零零三年十二月三十一日，本集團約有流動資產淨值112,240,000港元。於二零零三年十二月三十一日，流動資產包括存貨約103,996,000港元，應收貿易賬款、其他應收



LIQUIDITY AND FINANCIAL RESOURCES

Net current assets

As at 31st December, 2003, the Group had net current assets of approximately HK\$112,240,000. The current assets as at 31st December, 2003 comprised inventories of approximately HK\$103,996,000, trade, other and short-term loans receivables of approximately HK\$204,733,000, and bank

Management's Discussion & Analysis

賬款及短期應收貸款約204,733,000港元，及銀行存款、銀行結餘及現金約86,693,000港元。流動負債包括應付貿易賬款及其他應付賬款約69,142,000港元、應付股息及稅項約5,195,000港元，及短期借貸約208,845,000港元。

借貸及銀行融資

於二零零三年十二月三十一日，本集團約有銀行融資總額530,194,000港元，其中約221,041,000港元已動用，約130,847,000港元以本集團提供之企業擔保及交叉擔保抵押，及約21,200,000港元以本公司一間於中國經營業務之附屬公司旗下之資產根據有關貸款協議之條款抵押。

隨著美國經濟放緩造成息率下降，本集團因而省回2,723,000港元之融資成本。本集團將繼續透過這個機會，以低成本的資金，進一步發展業務。

董事對財政資源之意見

本集團以進一步加強其資本結構為目標，本集團致力改善之財政狀況創下較二零零二年更好之佳績。於二零零三年十二月三十一日，淨資產負債比率（即計息負債減現金／股東資金加少數股東權益）由46.3%顯著減少至31.9%。本集團未計淨利息支出、稅項、折舊及攤銷之盈利（簡稱EBITDA）對利

deposits, bank balances and cash of approximately HK\$86,693,000. The current liabilities comprised trade and other payables of approximately HK\$69,142,000, dividends and tax payable of approximately HK\$5,195,000, and short-term borrowings of approximately HK\$208,845,000.

Borrowings and banking facilities

As at 31st December, 2003, the Group had total banking facilities of approximately HK\$530,194,000, approximately HK\$221,041,000 of which had been utilised, and approximately HK\$130,847,000 of which was secured by corporate guarantees and cross guarantees given by the Group, approximately HK\$21,200,000 of which secured by the assets of a Company's subsidiary in the PRC according to the terms of the relevant loan agreements.

Along with declining interest rates brought about by the sluggish United States economy, the Group achieved a savings in finance cost of HK\$2,723,000. The Group will continue to make use of this opportunity to further develop its business by using low cost funding.

Director's opinion on financial resources

With a view to further strengthening its capital structure, the Group has dedicated to improving its financial position as compared with 2002. As at 31st December, 2003, the net debt to equity ratio (interest bearing liabilities less cash/shareholders' equity plus minority interests) was significantly reduced from 46.3% to 31.9%. The interest coverage



息支出淨額之利息盈利率為12.6倍，較二零零二年之10.2倍大幅改善。



ratio of the Group's earnings before net of interest expenses, tax, depreciation and amortisation (EBITDA) to net interest expenses was 12.6 times, which has improved substantially from 10.2 times in 2002.

董事會認為，經考慮本集團可動用之財政資源（包括內部資金及可動用之銀行融資），本集團備有充足之營運資金，應付目前之需要。

The Directors are of the opinion that, taking into account the financial resources available to the Group including internally generated funds and available banking facilities, the Group has sufficient working capital to meet its present requirements.

滙兌風險

包裝印刷部門之所有銷售額及購貨額均以人民幣定值，而分銷部門之大部份銷售額及購貨額以美元或港元定值。透過此自動對沖機制，滙兌風險得以適當地管理。

EXCHANGE EXPOSURE

All the sales and purchases for the packaging printing division are denominated in Renminbi and most of the sales and purchases for distribution division are denominated in United States dollar or Hong Kong dollar. Through this natural hedge, the exchange exposure is adequately managed.

