

ANNUAL REPORT 1999-2000<sub>年報</sub>

#### Characteristics of the Growth Enterprise Market ("GEM") of The Stock Exchange of Hong Kong Limited (THE "EXCHANGE")

GEM has been established as a market designed to accommodate companies to which a high investment risk may be attached. In particular, companies may list on GEM with neither a track record of profitability nor any obligation to forecast future profitability. Furthermore, there may be risks arising out of the emerging nature of companies listed on GEM and the business sectors or countries in which the companies operate. 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.

The principal means of information dissemination on GEM is publication on the internet website operated by the Exchange. Listed companies are not generally required to issue paid announcements in gazetted newspapers. Accordingly, prospective investors should note that they need to have access to the GEM website in order to obtain up-to-date information on GEM-listed issuers.

#### 香港聯合交易所有限公司(「聯交所」)創業板市場(「創業板」)之特點

創業板乃為帶有高投資風險之公司提供一個上市之市場。尤其在創業板上市之公司毋須有過往溢利紀錄,亦毋須預測未來溢 利。此外,在創業板上市公司可能因其新興性質及該等公司經營業務之行業或所在國家而帶有風險。有意投資之人士應了解 投資於該等公司之潛在風險,並應經過審慎周詳之考慮後方可作出投資決定。創業板之較高風險及其他特色表示創業板較適 合專業及其他資深投資者。

由於創業板上市公司新興之性質使然,在創業板買賣之證券可能會較於主板買賣之證券有較大之市場波動風險,同時無法保 證在創業板買賣之證券會有高流通量之市場。

創業板通過聯交所為創業板而設之互聯網頁發佈消息,上市公司毋須在憲報指定之報章刊登付款公佈披露資料。因此,有意 投資之人士應注意彼等須閱覽創業板網頁,以取得創業板上市發行人之最新資料。

### Contents

- 02 Corporate Profile
- 03 Financial Highlights
- 04 Chairman's Statement
- 06 Management Discussion and Analysis
- 10 Comparison of the Business Objectives set out in the Prospectus with Actual Business Progress
- 12 Biographical Details of Directors and Senior Management
- 14 Notice of Annual General Meeting
- 17 Corporate Information
- 18 Report of the Directors
- 26 Auditors' Report
- 27 Consolidated Profit and Loss Account
- 28 Consolidated Balance Sheet
- 29 Balance Sheet
- 30 Consolidated Cash Flow Statement
- 32 Consolidated Statement of Recognised Gains and Losses
- 33 Notes to the Accounts

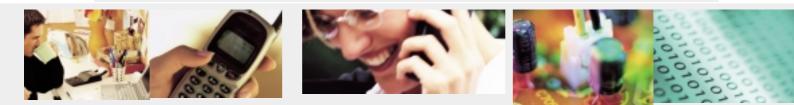
The Chinese Version starts on Page 55 中文版於第 55 頁開始

### **Corporate Profile**

T S Telecom Technologies Limited ("the Company") is a telecommunications system solution provider. Since 1991, we have been providing product solutions to telephone operators in the Greater China region, including Hong Kong and Macau. Our products range from advanced maintenance and monitoring systems, proprietary monitoring software and digital access equipment for fixed and mobile telecommunications networks.

The Company has grown rapidly and became a public company with its shares listed on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited on 2nd December 1999.

Currently, operations of the Company and its subsidiaries (collectively the "Group") are carried out primarily through our Hong Kong headquarters, and branch offices in Beijing, Shanghai, Shenzhen, Guangzhou, and Wuhan. We also have investments in joint venture operations in Beijing, Shanghai and Harbin to manufacture advanced telecommunications equipment.



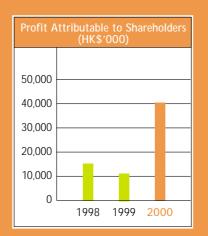
The Group's success rests mainly on our investments in technology and customer services. In the 21st century, telecommunications will undoubtedly become more important as a pillar of economic growth. We are excited about the opportunities and challenges that lie ahead in this exciting industry, and we will continue to invest in technological research and human resources to better serve our customers - the strategies that will enable us to be a leader in our marketplace.

### **Financial Highlights**

|   | 2000<br>HK\$′000 | 1999<br>HK\$′000 | 1998<br>HK\$′000 |
|---|------------------|------------------|------------------|
| Turnover                                | 96,845           | 107,620          | 141,631          |
| Gross Profit                            | 72,875           | 49,153           | 55,978           |
| Profit before Taxation                  | 38,027           | 12,984           | 17,332           |
| Profit Attributable to the Shareholders | 40,340           | 11,115           | 15,096           |
| Earnings Per Share - Basic              | 19.11cents       | 6.01cents        | 8.17cents        |
| Total Assets                            | 194,665          | 63,940           | 56,381           |
| Total Liabilities                       | 13,324           | 13,063           | 16,619           |
| Minority Interests                      | 934              | -                | -                |
| Net Assets                              | 180,407          | 50,877           | 39,762           |







### **Chairman's Statement**



Mr. Lau See Hoi, Chairman

#### Dear Shareholders,

T S Telecom Technologies Limited had an exciting year. I am proud to announce that profit attributable to shareholders for the financial year 1999/2000 amounted to HK\$40.3 million, an increase of 263% over the previous year. The encouraging results were attributable to the tremendous efforts made by the management in maximizing shareholders' value.

On 2nd December 1999, the Company listed its shares on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited with an over-subscription of 200 times on the initial public offering trench. The listing had substantially strengthened the Group's financial capability in fulfilling its plans for growth and expansion, and laying an important foundation for future development.

#### **Business Review**

This year, we managed to register a significant increase in profit margin. The boost in profitability was mainly due to the success of vertical integration and re-engineering of the Group's business processes as well as our focus on producing higher profit margin products.

At the beginning of the second quarter of the financial year 1999/2000, the Group expanded its representative offices in Beijing, Shanghai and Guangzhou to branches, in order to better serve our customers. This also resulted in an improvement of the Group's operational effectiveness and efficiency. To facilitate the expansion and rapid growth of our business, the Group had established a new office in Shenzhen, to serve as our headquarters in the mainland and a new sales office in Wuhan to serve the western region of the mainland.

Developments of our new monitoring systems for mobile phone base stations and optic fiber networks were largely completed at the end of this financial year. These products are expected to start generating revenue for the Group in the financial year 2000/2001.

Furthermore, we had set up a new joint venture factory in Harbin to assemble and distribute gas turbine generaltors for telecom operators. The market of such is huge. This factory is committed to providing world class backup power supply utilities to telecom operators around the globe.

#### **Prospects and Outlook**

Looking ahead, as our country will soon join the World Trade Organization ("WTO"), we are poised for rapid and continued growth in the telecom sector. We will continue our investments in technology and talent to capitalise on the growth potential.

Technology will undoubtedly transform the business landscape. We will introduce more new products to meet with the growing trend of using fiber optics and broadband applications.

As we broaden our product range and customer base, we see great potential in the Southeast Asian market and we are preparing ourselves at full speed to capture these opportunities.



#### Appreciation

On behalf of the Board, I would like to express our sincere thanks to all our shareholders for their ongoing support to the Group and to my colleagues for their invaluable contributions throughout the year.

Lau See Hoi Chairman

Hong Kong, 19th June 2000

### Management Discussion and Analysis

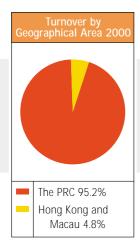
#### **FINANCIAL REVIEW**

For the year ended 31st March 2000, the Group recorded a total turnover of HK\$96.8 million, a slight decline from HK\$107.6 million realized a year earlier due to the restructuring of the telecommunications industry in China.

Owing to the success of vertical integration and business re-engineering undertaken during the year, the Group enjoyed a significant increase in its gross profit margin on average to 75% from 46% in the pervious year.

The profit attributable to shareholders for the year was HK\$40.3 million, representing an increase of 263% over the previous year and 12% over the profit forecast of HK\$36 million as stated in the Company's prospectus dated 23rd November 1999.

As at 31st March 2000, the Group had net working capital of HK\$164.3 million, including HK\$120.8 million cash on hand.







#### **BUSINESS REVIEW**

#### Overview

In 1999, the telecommunications industry in China underwent drastic changes, as the telecom regulatory authorities continued their restructuring. As a result, China's overall capital investments in telecom infrastructure declined by 8.7% during the year. Such restructuring should now be in its final stage. With the expected entry of China into the WTO, the growth in demand for telecom infrastructure equipment in China should resume in the near future.

In addition, the economies in the Southeast Asian region had grown rapidly following their recovery from the Asian financial crisis. Most of the countries in the region had recorded significant growth in their GDPs, and a major part of which came from the telecommunications sector.

Hence, the focus of the Group in the coming years is to position ourselves to capture this upward trend, both from the mainland and the Southeast Asia region.

# Bring State-of-the-art





The Group continued to expand its market coverage in the mainland. We set up a new office in Shenzhen, to serve as our headquarters in the mainland and a new sales office in Wuhan to promote our products to the western part of the mainland. The second-tier cities and inland area of the People's Republic of China (the "PRC"), where telecommunications networks are still in the development stage, would be part of the Group's major source of growth in the coming years and so we expect to establish more sales offices to cover such new market sector.

Many Southeast Asian countries are planning to upgrade and expand their telecom networks. The Group is currently developing strategic plans to tap into the promising prospects the Southeast Asian telecom equipment market. While in the past, the Group's main focus is the China market, expansion into the Southeast Asian countries represents a new challenge for the Group.

#### Launching New Products

The Group is a market leader of specialized telecommunications monitoring system integrators. It is our technological innovation capabilities that allow us to maintain our market position. By the end of the financial year 1999/2000, we had substantially completed the development of two new products - Fibersmart and PowerCom BSMS, for which the commercial launch has been scheduled in June 2000. In addition, we have already completed the set-up of our new joint venture in Harbin to assemble gas turbine generators and are currently conducting road shows to market this new product.

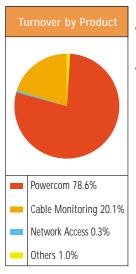
#### **Continuous Investments in Technologies**

As multi-media communications is becoming the main stream of the future of telecommunications, the current carrying capacity of narrow band network is inadequate to support such transmission needs. Rather, the ultimate solution lies in the establishment of a broadband network. The Group has been continuously working on developing new products for the broadband transmission to be completed by the end of 2001.

#### Use of Proceeds from the Initial Public Offering

From the date of listing on 2nd December 1999, the Group invested approximately HK\$8.5 million on various projects as follows:

- approximately HK\$1.9 million was used to fund the establishment of the Group's PRC headquarters in Shenzhen and the branch office in Shanghai.
- approximately HK\$1.3 million was used to invest in a 45% equity interest in a new joint venture in Harbin to assemble gas turbine generators.
- approximately HK\$2.8 million was used to invest in a 75% equity interest in a subsidiary, Beijing Kong Da Net Telecommunication Equipment Ltd. ("KD Net"), which is principally engaged in the manufacturing and distribution of telecommunications equipment and software.



- approximately HK\$2.5 million was used in research and development activities.
- The balance of HK\$97.5 million was placed as deposits with banks in Hong Kong as at the year end.



## Comparison of the Business Objectives set out in the Prospectus with Actual Business Progress

| Business Objectives as stated in the<br>Prospectus dated 23rd November 1999   | Actual Business Progress   |
|---|--|
| Increase market share of existing<br>products by setting up additional<br>sales offices, recruiting more<br>sales personnel and forming<br>strategic alliance with local<br>manufacturers | The Group expanded its representative offices in Beijing,<br>Shanghai and Guangzhou to branches.   |
|   | A new PRC headquarters in Shenzhen was established in March 2000 to facilitate future expansion.   |
|   | A new sales office in Wuhan was established in March 2000.   |
|   | Strategic plans are being developed to establish additional offices in the PRC and Southeast Asia. |
|   | The Group recruited additional 15 sales and marketing personnel.                                   |

Vertical Intergration for Core Business Lines The Group's production facilities in Shenzhen are now fully utilized to assemble most of our core products.

The new joint venture factory in Harbin is now ready to commence productions of gas turbine generator sets.

Actual Business Progress

New Product Developments

**Broadband network access equipment** - *The Group is still working actively with the Broadband Access Office of various mainland telephone operators to develop product strategies and standards for the broadband applications. The first prototype will be completed by 31st March 2001.* 

**Powercom BSMS** - The development of a new series of power monitoring systems especially designed for mobile phone base stations in the PRC has substantially been completed and the product is ready for commercial launch by June 2000.

**Fibersmart** - The field trials of Fibersmart system at Beijing Telecom and Shanghai Telephone Office are now in their final stage. The product is expected to generate sales immediately upon completion of the field trials scheduled for June 2000.

**ISDN** - Having further considered the scale of future operation, level of involvement and market potential, the Group decided not to proceed with the agreement as originally planned to acquire the 30% equity interest in Beijing Wei Fan Communication Equipment Co., Ltd., for manufacturing ISDN equipment. Instead, the Group invested approximately HK\$2.8 million for a 75% equity interest in KD Net, which will principally engage in the manufacturing and distribution of telecommunications equipment and software.

**Gas Turbine** - The formation of a joint venture factory in Harbin to assemble gas turbine generator sets is now completed. The factory is now ready for commercial production.

Formation of Joint Ventures

### **Biographical Details of Directors and Senior Management**

#### **EXECUTIVE DIRECTORS**

**Mr. Lau See Hoi**, aged 51, is the chairman and founder of the Group and T S Telecom Ltd. Mr. Lau is responsible for the overall strategic direction of the Group. He is a Standing Committee member of the Chinese People's Political Congress Committee, Yantai, Shandong, the PRC and the vice chairman of the Foreign Investment Association of Penglai City, Shandong, the PRC.

**Mr.** Chong Tak Wah, aged 40, is the president and chief executive officer of the Group and T S Telecom Ltd. Mr. Chong, a founder of the Group, primarily focuses on sales and marketing as well as day to day operations of the Group. Prior to joining the Group, he worked with RayChem Canada, an affiliate of RayChem Corporation, a technology-based Fortune 500 company located in Menlo Park, California, with responsibility over the PRC market for approximately three years.

**Mr. Wong Weng**, aged 41, is the president of the Group. He is also the vice president and chief of staff of T S Telecom Ltd. Mr. Wong, a founder of the Group, is primarily responsible for the product research and development of the Group. Prior to joining the Group, he worked with the Macau subsidiary of Cable and Wireless PLC, a diversified multi-national telecommunications company, for almost 10 years, during part of which time he was a member of the management team overseeing the cable maintenance division.

**Mr. Hung, Randy King Kuen**, aged 34, is the chief financial officer, qualified accountant and the company secretary of the Group. He is also the director and chief financial officer of T S Telecom Ltd. Mr. Hung holds a bachelor's degree of accounting and a certificate of programming and data processing from the University of Southern California. He is primarily responsible for development of the Group's financial strategies and he also supervises the Group's accounting and financial report procedures and internal control. Prior to joining the Group in 1998, Mr. Hung was an auditor with Ernst & Young and had been the financial officer of a multi-national Internet service provider and a group of listed companies in Hong Kong. He is a member of the American Institute of Certified Public Accountants and an associate member of the Hong Kong Society of Accountants.



Mr. Lau See Hoi Chairman



Mr. Chong Tak Wah



Mr. Wong Weng



Mr. Hung, Randy King Kuen

Mr. Kuong Kin Wa, aged 31, is the general manager of the Group. He is primarily responsible for the Group's sales and marketing in the Asia Pacific region. Mr. Kuong is an engineer specialized in digital signal processing and is a member of the Institute of Electronic and Electrical Engineers. Mr. Kuong was a sales manager of Computer Telephony Integration System and a DSP engineer in Silicon Valley prior to joining the Group in 1995.

#### **INDEPENDENT NON-EXECUTIVE**

**Mr. Wong Kai Tat**, aged 48, is a practising accountant. Mr. Wong holds an LLB (Honours) degree from the University of Hong Kong, a bachelor's degree of business administration from the University of Iowa, the U.S.A. and a master of business administration degree from the University of Strathclyde, Scotland and an honorary doctor of law degree from Armstrong University in the U.S.A. He was appointed as an independent non-executive director of the Company on 8th November 1999.

**Mr. Tang Chi Keung**, aged 40, is a practising solicitor. Mr. Tang holds a bachelor's degree of social science from the Chinese University of Hong Kong and a bachelor's degree of law from the London University. He has also been conferred a bachelor's degree in PRC laws by the University of Law and Politics of China. He was appointed as an independent non-executive director of the Company on 8th November, 1999.

#### SENIOR MANAGEMENT

Mr. Zhao Qi Wang, aged 37, is the vice president and director of the Group's research and development division, in charge of the overall research activities of the Group. He graduated with a master's degree from Tsinghua University, the PRC. He joined the Group in November 1991. Prior to such time, Mr. Zhao was an engineer with the Institute of Energy Ministry.

**Mr. Hu Han Jiang**, aged 31, is the deputy director of the Group's research and development division. Prior to joining the Group in May 1995, he had over 4 years of experience in the electronics industry. Mr. Hu graduated from Xian University with a bachelor's degree in Engineering and is responsible for development of power monitoring system for fixed network and mobile stations.

Mr. Hsie Chong Huang, aged 32, is the general manager of the Group's Beiging Office. He is responsible for Overseeing its operations and sales and marketing activities. Mr. Hsie graduated from the Hong Kong Polytechnic University and has over 12 years of experience in the electronics field. He joined the Group in March 1994.

Mr. Lu Yan, aged 34, is the product manager responsible for implementation of fiber optic monitoring system. Mr. Lu graduated with a master's degree from the Shanghai Communication University, the PRC. Prior to joining the Group in September 1998, he was a researcher and lecturer of the Shanghai Communication University.

Mr. Woun Cheuk Tai, aged 31, is the product manager responsible for the gas turbine generator division of the Group. Mr. Woun joined the Group in January 1998. He has extensive experience in diesel and gas turbine products.



Mr. Kuong Kin Wa



Mr. Wong Kai Tat



Mr. Tang Chi Keung



Mr. Zhao Qi Wang

**Mr. Foo, Victor Tin Chung**, aged 31, is the senior finance manager overseeing the finance and accounting functions of the Group. Mr. Foo holds a bachelor's degree of accounting and information systems from the University of New South Wales. Prior to joining the Group in December 1999, Mr. Foo was an auditor with PricewaterhouseCoopers and finance manager of a listed company in Hong Kong. He is a member of the Australian Society of Certified Practising Accountants and an associate member of the Hong Kong Society of Accountants.

Mr. Mak Ka Chun, Billy, aged 29, is the finance manager of the Group and oversees its accounting activities. Mr. Mak graduated from Shenzhen University with a bachelor's degree in business administration and has extensive experience in PRC accounting and taxation. He joined the Group in December 1998.

### Notice of Annual General Meeting

**NOTICE IS HEREBY GIVEN** that the First Annual General Meeting ("Meeting") of T S Telecom Technologies Limited will be held at Victoriana Room, Furama Hotel, One Connaught Road Central, Hong Kong on Friday, 28th July 2000 at 10:00 a.m. for the following purposes:

- To receive and consider the audited consolidated accounts and the reports of the directors and auditors for the year ended 31st March 2000.
- 2. To re-elect retiring directors and to authorise the board of directors to fix their remuneration.
- 3. To re-appoint auditors and to authorise the board of directors to fix their remuneration.
- 4. A Special Business, to consider and, if thought fit, pass the following resolutions with or without amendments as Ordinary Resolutions:

#### A. "**THAT**:

- (a) subject to paragraph (c) of this Resolution, the exercise by the directors of the Company ("Directors") during the Relevant Period (as hereinafter defined) of all powers of the Company to allot, issue and deal with additional shares in the capital of the Company or securities convertible into such shares or options, warrants, or similar rights to subscribe for any shares or convertible securities and to make or grant offers, agreements and options which might require the exercise of such powers be and is hereby generally and unconditionally approved;
- (b) the approval in paragraph (a) of this Resolution shall authorise the Directors during the Relevant Period to make or grant offers, agreements and options which might require the exercise of such power after the end of the Relevant Period;
- (c) the aggregate nominal value of share capital allotted or agreed conditionally or unconditionally to be allotted (whether pursuant to an option or otherwise) and issued by the Directors pursuant to the approval in paragraph (a) of this Resolution, otherwise than pursuant to (i) a Rights Issue (as defined in paragraph (d) of this Resolution), (ii) the exercise of rights of subscription or conversion under the terms of any warrants issued by the Company or any securities which are convertible into shares of the Company, (iii) the exercise of any options granted under any option scheme or similar arrangement for the time being adopted for the grant or issue to officers and/or employees of the Company and/or any of its subsidiaries of options to subscribe for, or rights to acquire, shares of the Company or, (iv) any scrip dividend or similar arrangement providing for the allotment of shares in the capital of the Company in lieu of the whole or part of the cash payment for any dividend on shares of the Company pursuant to the Articles of Association of the Company from time to time, shall not in aggregate exceed 20 per cent of the aggregate nominal amount of the share capital of the Company in issue at the date of passing of this Resolution and the said approval shall be limited accordingly; and

(d) for the purpose of this Resolution:-

"Relevant Period" means the period from the passing of this Resolution until whichever is the earliest of: -

- (i) the conclusion of the next annual general meeting of the Company;
- (ii) the expiration of the period within which the next annual general meeting of the Company is required by the Articles of Association of the Company or any applicable laws to be held; and
- (iii) the revocation or variation of the authority given under this Resolution by an ordinary resolution of the shareholders of the Company in Meeting.

"Rights Issue" means the allotment, issue or grant of shares in the capital of the Company pursuant to an offer of shares open for a period fixed by the Directors made to holders of shares of the Company or any class thereof whose names appear on the Register of Members of the Company on a fixed record date in proportion to their then holdings of such shares or class thereof (subject to such exclusions or other arrangements as the Directors may deem necessary or expedient in relation to fractional entitlements or having regard to any restrictions or obligations under the laws of, or the requirements of any recognised regulatory body or any stock exchange in or in any territory applicable to the Company)."

#### B. "THAT:

- (a) subject to paragraph (b) of this Resolution, the exercise by the Directors of the Company during the Relevant Period (as defined in paragraph (c) of this Resolution) of all the powers of the Company to repurchase its owned issued shares of HK\$0.10 each in the capital of the Company in accordance with laws and requirements and regulations of The Stock Exchange of Hong Kong Limited (the "Stock Exchange") or on any other stock exchange on which the shares of the Company may be listed and recognised by the Securities and Futures Commission and the Stock Exchange for this purpose, subject to and in accordance with all applicable laws and requirements of the Rules Governing the Listing of Securities on the Stock Exchange or any other stock exchange as amended from time to time, be and is hereby generally and unconditionally approved;
- (b) the aggregate nominal amount of shares of the Company to be repurchased by the Company pursuant to the approval in paragraph (a) of this Resolution shall not exceed 10 per cent of the aggregate nominal amount of the share capital of the Company in issue as at the date of passing of this Resolution and the said approval shall be limited accordingly; and
- (c) for the purpose of this Resolution:-

"Relevant Period" means the period from the passing of this Resolution until whichever is the earliest of: -

- (i) the conclusion of the next annual general meeting of the Company;
- (ii) the expiration of the period within which the next annual general meeting of the Company is required by the Articles of Assocaition of the Company or any applicable laws of the Cayman Island to be held; and
- (iii) the revocation or variation of the authority given under this Resolution by an ordinary resolution of the shareholders of the Company in Meeting."

C. "THAT subject to the passing of the Ordinary Resolution Nos. 4A and 4B, the general mandate granted to the Directors of the Company to allot, issue and deal with additional securities pursuant to Resolution No. 4A be and is hereby extended by the addition thereto of an amount representing the aggregate nominal amount of shares repurchased by the Company under the authority granted pursuant to Resolution No. 4B, provided that such amount of shares so repurchased shall not exceed 10 per cent of the aggregate nominal amount of the share capital of the Company in issue as at the date of the passing of this Resolution."

By order of the Board Hung, Randy King Kuen Company Secretary

Hong Kong, 19th June 2000

Principal Place of Business in Hong Kong: Suite 4002, Gloucester Tower The Landmark 11 Pedder Street Central Hong Kong

#### Notes:

- 1. In order to qualify for attending the forthcoming Meeting of the Company, all shares transfer accompanied by the relevant share certificates must be lodged with the Company 's branch share registrars in Hong Kong, HKSCC Registrars Limited, 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong not less than forty-eight hours before the appointed time for holding the Meeting.
- 2. Every member of the Company entitled to attend and vote at the Meeting is entitled to appoint one or more proxies (if a member who is the holder of two or more shares) to attend and vote in his stead. A proxy need not be a member of the Company.
- 3. To be valid, the instrument appointing a proxy, together with the power of attorney or other authority (if any) under which it is signed or a notarially certified copy thereof, must be deposited at the Company's branch registrars in Hong Kong, HKSCC Registrars Limited, 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong not less than forty-eight hours before the appointed time for holding the Meeting or any adjournment thereof.
- 4. An Explanatory Statement containing further details regarding Ordinary Resolution No. 4B above as required by the Rules Governing the Listing of Securities on the Stock Exchange will be dispatched to the members of the Company together with the 2000 Annual Report.
- 5. In the case of a poll taken subsequently to the date of the Meeting or adjourned Meeting, the form of proxy must be deposited at the registered office or the Company's branch share registrars in Hong Kong, HKSCC Registrars Limited, 2nd Floor, Vicwood Plaza, 199 Des Voeux Road Central, Hong Kong not less than forty-eight hours before the time fixed for the taking of the poll. No instrument appointing a proxy shall be valid after the expiration of 12 months from the date named in it as the date of its execution.
- 6. Completion and delivery of the form of proxy will not preclude a member from attending and voting at the Meeting if the member so desires.

### **Corporate Information**

#### **BOARD OF DIRECTORS**

#### **Executive Directors**

Mr. Lau See Hoi, Chairman Mr. Chong Tak Wah, President & Chief Executive Officer Mr. Wong Weng, President Mr. Hung, Randy King Kuen, Chief Financial Officer Mr. Kuong Kin Wa, General Manager

#### Independent Non-Executive Directors

Mr. Wong Kai Tat Mr. Tang Chi Keung

#### **COMPANY SECRETARY**

Mr. Hung, Randy King Kuen AHKSA, AICPA

#### AUTHORISED REPRESENTATIVES

Mr. Hung, Randy King Kuen Mr. Chong Tak Wah

COMPLIANCE OFFICER Mr. Hung, Randy King Kuen AHKSA, AICPA

**OUALIFIED ACCOUNTANT** Mr. Hung, Randy King Kuen AHKSA, AICPA

#### AUDIT COMMITTEE

Mr. Lau See Hoi Mr. Tang Chi Keung Mr. Wong Kai Tat

#### **REGISTERED OFFICE**

Ugland House P.O. Box 309, South Church Street George Town, Grand Cayman Cayman Islands, British West Indies

#### HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS

Suite 4002, Gloucester Tower The Landmark, 11 Pedder Street Central, Hong Kong

#### **PRINCIPAL BANKERS**

The Dao Heng Bank Limited Shanghai Commercial Bank, Ltd. The Bank of East Asia

#### PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Bank of Butterfield International (Cayman) Limited P.O. Box 705, Butterfield House Fort Street, George Town Grand Cayman, Cayman Islands

#### HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

HKSCC Registrars Limited 2nd Floor, Vicwood Plaza 199 Des Voeux Road Central Hong Kong

#### AUDITORS

PricewaterhouseCoopers Certified Public Accountants 22/F Prince's Building Central, Hong Kong

#### **SPONSOR**

Dao Heng Securities Limited 12th Floor, The Center 99 Queen's Road Central Hong Kong

#### **LEGAL ADVISERS**

As to Cayman Island Law: Maples and Calder Asia 1002 One Exchange Square 8 Connaught Place Central, Hong Kong

As to Hong Kong Law: Kwok & Yih in association with Blake Dawson Waldron 37th Floor, Gloucester Tower The Landmark, 11 Pedder Street Central, Hong Kong

### **STOCK QUOTE** 8003

#### WEB SITES OF THE COMPANY

www.tstelecom.com www.irasia.com/listco/hk/tstelecom

### **Report of the Directors**

The directors have pleasure in submitting to shareholders their report together with the audited accounts of T S Telecom Technologies Limited (the "Company") and its subsidiaries (collectively the "Group") for the year ended 31st March 2000.

#### **Group Reorganisation**

The Company was incorporated in the Cayman Islands on 24th August 1999 as an exempted company with limited liability under the Companies Law (1998 Revision) of the Cayman Islands. Pursuant to a group reorganisation, which was completed on 18th November 1999, to rationalise the Group's structure in preparation for a listing of the Company's shares on the Growth Enterprise Market ("GEM") of The Stock Exchange of Hong Kong Limited (the "Stock Exchange"), the Company became the holding company of the companies comprising the Group. The shares of the Company were listed on GEM of the Stock Exchange on 2nd December 1999.

The Group has been treated as a continuing entity and, accordingly, the accompanying consolidated accounts have been presented on the basis set out in note 1 to the accounts.

#### Principal Activities and Geographical Analysis of Operations

The principal activity of the Company is investment holding and the principal activities of its subsidiaries are the assembly, distribution and integration of power monitoring and cable monitoring systems and network access equipment to the telecommunications service providers in the People's Republic of China (the "PRC") and Hong Kong. Particulars of the subsidiaries are set out in note 12 to the accounts.

As over 90% of the consolidated turnover and trading results of the Group are derived from the assembly, distribution and integration of telecommunication products in the PRC, an analysis of the consolidated trading results of the Group by principal business activity and by market is not presented.

An analysis of the consolidated turnover of the Group by principal product and by market is as follows:

| By principal product:      | HK\$'000 |  |
|----------------------------|----------|--|
| Power monitoring equipment | 76,124   |  |
| Cable monitoring equipment | 19,500   |  |
| Network access equipment   | 266      |  |
| Others                     | 955      |  |
|                            | 96,845   |  |
| By principal market:       |          |  |
| PRC                        | 92,233   |  |
| Hong Kong and Macau        | 4,612    |  |
|                            | 96,845   |  |

#### **Results and Appropriations**

The results for the year are set out in the consolidated profit and loss account on page 27.

The dividend in the consolidated profit and loss account amounting to HK\$17,000,000 was paid by a subsidiary to its then shareholders prior to the Group's reorganisation on 18th November 1999.

The directors of the Company do not recommend the payment of a final dividend for the year ended 31st March 2000.

#### Reserves

Movements in the reserves of the Group and the Company during the year are set out in note 20 to the accounts.

#### Donations

Charitable and other donations made by the Group during the year amounted to HK\$300,000.

#### **Fixed Assets**

Details of the movements in fixed assets are set out in note 11 to the accounts.

#### Share Capital

Details of the movement in share capital of the Company are set out in note 19 to the accounts.

#### Purchase, Sale or Redemption of Shares

The Company has not redeemed any of its shares during the year. Neither the Company nor any of its subsidiaries has purchased or sold any of the Company's shares during the year.

#### **Directors**

The directors during the year were:

#### **Executive directors**

| Mr. Lau See Hoi           | (appointed on 13th September 1999)    |
|---------------------------|---------------------------------------|
| Mr. Chong Tak Wah         | (appointed on 13th September 1999)    |
| Mr. Wong Weng             | (appointed on 13th September 1999)    |
| Mr. Hung, Randy King Kuen | (appointed on 13th September 1999)    |
| Mr. Kuong Kin Wa          | (appointed on 13th September 1999)    |
| Mr. Shaun Denton          | (appointed on 13th September 1999 and |
|                           | resigned on 13th September 1999)      |

#### Independent non-executive directors

| Mr. Wong Kai Tat   | (appointed on 8th November 1999) |
|--------------------|----------------------------------|
| Mr. Tang Chi Keung | (appointed on 8th November 1999) |

In accordance with Article 117 of the Company's Articles of Association, Mr. Tang Chi Keung retires at the forthcoming annual general meeting but, being eligible, offers himself for re-election.

#### **Biographical Details of Directors and Senior Management**

Biographical details of directors and senior management are set out on pages 12 and 13.

#### **Directors' Service Contracts**

Each of the executive directors entered into a service agreement during the year with the Company under which they are to act as executive directors for an initial term of three years commencing from 1st December 1999 and shall continue thereafter until terminated by either party giving to the other not less than six calendar months' notice in writing. The initial annual remuneration pursuant to such agreements for executive directors is in the aggregate amount of approximately HK\$7,410,000. The executive directors are also entitled to a discretionary bonus calculated as a percentage of the audited consolidated profit of the Group attributable to shareholders of the Company. The percentage shall be determined by the board of directors but in any case the aggregate amount payable each financial year to all the executive directors of the Company shall not exceed 10% of such profit.

Based on the audited financial results for the year ended 31st March 2000, the maximum amount of the discretionary bonus entitled to by the directors will be approximately HK\$4,000,000. No executive directors are entitled to such discretionary bonus for the year ended 31st March 2000.

Each of the independent non-executive directors was appointed for a period of one year commencing on 8th November 1999.

Save as disclosed above, none of the directors who are proposed for re-election at the forthcoming annual general meeting has a service contract with the Company which is not determinable by the employing company within one year without payment of compensation, other than statutory compensation.

#### **Directors' Interests in Contracts**

Details of directors' interests in contracts are set out in notes 15, 24 and 26 to the accounts.

Except as disclosed above, no contracts of significance (as defined in rule 18.25 of the GEM Listing Rules) in relation to the Company's business to which the Company, its subsidiaries or its holding company was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

#### **Connected Transactions**

- (a) Significant related party transactions entered into by the Group during the year ended 31st March 2000, which do not constitute connected transactions under the listing rules, are disclosed in notes 24 (b) and 26 (a) to (c) to the accounts.
- (b) Other related party transactions, which also constitute connected transactions under the Rules Governing the Listing of Securities on the GEM of the Stock Exchange (the "GEM Listing Rules") required to be disclosed are as follows:
  - (i) T S International Company Limited ("T S International") entered into an agreement on 15th November 1999 for a term of three years with T S Telecom Ltd. ("T S Telecom"), the ultimate holding company, under which the latter will provide research and development services to the Group at a monthly charge which is calculated on the basis of the costs to be incurred by T S Telecom for and in connection with the provision of such services, provided that the annual service fee payable shall in total not exceed HK\$4,000,000. For the year ended 31st March 2000, no such research and development service fee was paid to T S Telecom.
  - (ii) By a license agreement dated 19th November 1999 entered into between T S (Holdings) Company Limited ("T S Holdings") and T S International, the latter is licensed to use at a monthly licence fee of HK\$132,379 from 19th November 1999 until 30th March 2002, all that portion of Suite 4002-4, Gloucester Tower, The Landmark, 11 Pedder Street, Central, Hong Kong leased to T S Holdings under a lease agreement dated 11th March 1999, and made between T S Holdings and a third party at a total monthly rental of which is HK\$215,370. The license fee is calculated based on 50% of the total monthly rental and related estate management fee.

The independent non-executive directors confirmed that the above transactions had been conducted on normal commercial terms during the ordinary and usual course of business, and are in accordance with the underlying agreements, the terms of which are fair and reasonable and for the interests of the shareholders of the Company.

#### **Directors' Interests in Equity Securities**

At 31st March 2000, the interests of the directors and their associates in the shares and options of the Company and its associated corporations within the meaning of the Securities (Disclosure of Interests) Ordinance ("SDI Ordinance"), as recorded in the register maintained by the Company under Section 29 of the SDI Ordinance or which are required, pursuant to rules 5.40 to 5.49 of the GEM Listing Rules, to be notified to the Company and GEM of the Stock Exchange were as follows:

#### (a) Ordinary shares of HK\$0.1 each:

| Directors                     | Personal<br>Interests | Family<br>Interests | Number of shares<br>Corporate<br>interests | Other<br>interests | Total       | Approximate<br>percentage<br>holding<br>of shares<br>% |
|-------------------------------|-----------------------|---------------------|--|--------------------|-------------|--|
| Directors                     |                       |                     |  |                    |             |  |
| Mr. Lau See Hoi (note (i))    | _                     | -                   | 168,960,000                                | -                  | 168,960,000 | 64   |
| Mr. Chong Tak Wah (note (ii)) | -                     | -                   | _  | 168,960,000        | 168,960,000 | 64   |
| Mr. Wong Weng (note (iii))    | _                     | _                   | _  | 168,960,000        | 168,960,000 | 64   |
| Mr. Hung, Randy King Kuen     | 360,000               | -                   | _  | -                  | 360,000     | 0.14   |

Notes:

- (i) These shares are held by T S Telecom, the ultimate holding company of the Company, in which Mr. Lau See Hoi holds 6,839,250 shares (representing approximately 34.1% of the issued share capital of T S Telecom) together with an option to subscribe for 400,000 common shares in T S Telecom.
- (ii) These shares are held by T S Telecom in which Mr. Chong Tak Wah holds 1,865,250 shares (representing approximately 9.3% of the issued share capital of T S Telecom) together with an option to subscribe for 300,000 common shares in T S Telecom.
- (iii) These shares are held by T S Telecom in which Mr. Wong Weng holds 2,225,500 shares (representing approximately 11.1% of the issued share capital of T S Telecom) together with an option to subscribe for 300,000 common shares in T S Telecom.

Save as disclosed above, none of the directors and their associates had any personal, family, corporate or other interests in the securities of the Company or any of its associated corporations as defined in the SDI Ordinance as recorded in the register as at 31st March 2000 maintained under Section 29 of the SDI Ordinance or which are required, pursuant to rules 5.40 to 5.49 of the GEM Listing Rules, to be notified to the Company and GEM of the Stock Exchange.

#### Directors' Interests in Equity Securities (continued)

#### (b) Share options

As at 31st March 2000, details of share options granted by the Company and the ultimate holding company to the directors of the Company to subscribe for the shares of the Company and the ultimate holding company were as follows:

#### (i) The Company

Under a share option scheme approved by the shareholders of the Company on 18th November 1999, the directors may, at their discretion, within a period of 10 years commencing on 18th November 1999, invite full-time employees of any company in the Group, including any executive directors of any members of the Group, to take up options to subscribe for shares of the Company subject to terms and conditions stipulated therein. As at 31st March 2000, no option had been granted under the share option scheme.

#### (ii) The ultimate holding company

Under a share option scheme of T S Telecom, certain directors of the Company have been granted options to subscribe for common shares of T S Telecom. The exercise prices of the options range from Canadian dollar 0.38 to 0.50 per share, expiring on 24th July 2000 or 6th September 2004 respectively. The number of outstanding options as at 31st March 2000 is as follows:

| Name of director  | As at<br>31st March 2000 |
|-------------------|--------------------------|
| Mr. Lau See Hoi   | 400,000                  |
| Mr. Chong Tak Wah | 300,000                  |
| Mr. Wong Weng     | 300,000                  |

During the year, 255,000 options were granted to a director by the ultimate holding company before he was appointed as a director of the Company. Each of the options entitles the holder to subscribe for one common share at Canadian dollar 0.38 each in the ultimate holding company at any time prior to 6th September 2004. During the year, such options had been exercised, and the related common shares have been disposed.

Saved as disclosed above, at no time during the year was the Company, its subsidiaries or holding company a party to any arrangements to enable the directors (including their spouses or children under 18 years of age) or chief executives of the Company to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

#### Substantial Shareholders

The register of substantial shareholders maintained under section 161 (1) of the Securities (Disclosure of Interests) Ordinance shows that as at 31st March 2000, the Company had been notified of the following substantial shareholders' interests, being 10% or more of the Company's issued share capital.

#### Name of shareholder

T S Telecom Ltd.

#### **Competing Interest**

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

#### Sponsor's Interests

The Company's sponsor, Dao Heng Securities Limited ("Dao Heng Securities"), its directors, employees or associates (as referred to in note 3 to rule 6.35 of the GEM Listing Rules), were interested in 6,102,000 shares of HK\$0.1 each in the share capital of the Company as at 31st March 2000 and 16th June 2000.

Pursuant to an agreement dated 1st December 1999 entered into between the Company and Dao Heng Securities, the latter will receive a monthly fee for acting as the Company's retained sponsor for the period from 2nd December 1999 to 31st March 2002.

#### Management Contracts

There exists agreements for the provision of administrative services under which T S Holdings provides services to certain companies in the Group at a total monthly fee of HK\$80,000 for the period from 1st April 1998 to 14th November 2004. Mr. Lau See Hoi has a beneficial interest in T S Holdings.

#### Major Customers and Suppliers

The percentages of sales and purchases for the year attributable to the Group's major customers and suppliers are as follows:

#### Sales

| - the largest customer                                | 29% |
|---|-----|
| <ul> <li>– five largest customers combined</li> </ul> | 73% |
| Purchases   |     |
| - the largest supplier                                | 44% |
| <ul> <li>five largest suppliers combined</li> </ul>   | 58% |

None of the directors, their associates or any shareholder (which to the knowledge of the directors owns more than 5% of the Company's share capital) had an interest in the major customers or suppliers noted above.

### Number of shares

168,960,000

#### Compliance with the GEM Listing Rules

The Company has complied with rules 5.28 to 5.39 of the GEM Listing Rules since the listing of its shares on GEM of the Stock Exchange on 2nd December 1999.

#### Audit Committee

Pursuant to rules 5.23 and 5.24 of the GEM Listing Rules, an audit committee, comprising an executive director, Mr. Lau See Hoi, and the two independent non-executive directors, namely Mr. Tang Chi Keung and Mr. Wong Kai Tat, was established on 18th November 1999. Mr. Tang Chi Keung was appointed as the Chairman of this committee.

The principal duties of the audit committee include the review and supervision of the Group's financial reporting process and internal controls. Since its establishment, the audit committee met three times for reviewing the Company's operating results, and providing advices and recommendations to the board of directors.

#### Year 2000 Compliance

The Board advises that all accounting and financial applications in the Group are fully Year 2000 compliant. Up to the date of this report, the Year 2000 issue has not created any material adverse impact on the business operations in any functional areas.

#### Auditors

The accounts have been audited by PricewaterhouseCoopers who retire and, being eligible, offer themselves for re-appointment.

On behalf of the Board Lau See Hoi Chairman

Hong Kong, 19th June 2000

### Auditors' Report

### PRICEWATERHOUSE COPERS 10

羅兵咸永道會計師事務所

PricewaterhouseCoopers 22nd Floor Prince's Building Central Hong Kong

#### AUDITORS' REPORT TO THE SHAREHOLDERS OF T S TELECOM TECHNOLOGIES LIMITED

(incorporated in the Cayman Islands with limited liability)

We have audited the accounts set out on pages 27 to 54 which have been prepared in accordance with accounting principles generally accepted in Hong Kong.

#### **Respective Responsibilities of Directors and Auditors**

The Company's directors are responsible for the preparation of accounts which give a true and fair view. In preparing accounts which give a true and fair view it is fundamental that appropriate accounting policies are selected and applied consistently.

It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

#### **Basis of Opinion**

We conducted our audit in accordance with Statements of Auditing Standards issued by the Hong Kong Society of Accountants. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the Company's and the Group's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance as to whether the accounts are free from material misstatement. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts. We believe that our audit provides a reasonable basis for our opinion.

#### Opinion

In our opinion the accounts give a true and fair view of the state of affairs of the Company and the Group as at 31st March 2000 and of the profit and cash flows of the Group for the year then ended and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

#### PricewaterhouseCoopers

Certified Public Accountants

Hong Kong, 19th June 2000

### **Consolidated Profit and Loss Account**

For the year ended 31st March 2000

| Note   | 2000<br>HK\$′000 | 1999<br>HK\$'000 |
|--|------------------|------------------|
| Turnover 2                                   | 96,845           | 107,620          |
| Cost of sales                                | (23,970)         | (58,467)         |
|  |                  |                  |
| Gross profit                                 | 72,875           | 49,153           |
| Other revenues 2                             | 5,844            | 827              |
| Selling and distribution costs               | (7,683)          | (9,980)          |
| Administrative expenses                      | (33,526)         | (29,676)         |
|  |                  |                  |
| Operating profit 3                           | 37,510           | 10,324           |
| Finance costs 4                              | (44)             | (17)             |
| Share of profit of an associated company     | 561              | 2,677            |
|  |                  |                  |
| Profit before taxation                       | 38,027           | 12,984           |
| Taxation credit/(charge)5                    | 2,313            | (1,869)          |
|  |                  |                  |
| Profit attributable to shareholders 6 and 20 | 40,340           | 11,115           |
|  |                  |                  |
| Dividend 7 and 20                            | 17,000           | _                |
|  |                  |                  |
| Basic earnings per share   8                 | HK19.11 cents    | HK6.01 cents     |
|  |                  |                  |

### **Consolidated Balance Sheet**

As at 31st March 2000

| Not  | e 2000<br>HK\$'000 | 1999<br>HK\$′000 |  |
|--|--------------------|------------------|--|
| Fixed assets   | 1 5,002            | 2,224            |  |
|  | 3 12,358           | 10,670           |  |
| Current assets   | 5 12,550           | 10,070           |  |
| Inventories 1  | 4 10,752           | 7,928            |  |
| Loan to a related company 1                              |                    | 4,508            |  |
| Due from ultimate holding company 1                      |                    | 15,138           |  |
| Trade and other receivables                              |                    | 18,373           |  |
| Pledged bank deposits 2                                  |                    | 978              |  |
|  | 8 118,258          | 4,121            |  |
|  |                    | 1,12.            |  |
|  | 177,305            | 51,046           |  |
| Current liabilities                                      |                    |                  |  |
| Trade and other payables                                 | 12,443             | 11,011           |  |
| Due to a fellow subsidiary 1                             | 6 —                | 472              |  |
| Current portion of obligations under a finance lease 2   | 1 100              | 34               |  |
| Taxation payable   | 450                | 1,333            |  |
| Trust receipt loans                                      | -                  | 81               |  |
|  | 12,993             | 12,931           |  |
| Net current assets                                       | 164,312            | 38,115           |  |
|  | 101,012            | 00,110           |  |
|  | 181,672            | 51,009           |  |
| Financed by:   |                    |                  |  |
| Share capital 1  | 9 26,400           | 100              |  |
| Reserves 2   | 0 154,007          | 50,777           |  |
| Shareholders' funds                                      | 180,407            | 50,877           |  |
| Minority interests                                       | 934                | -                |  |
| Long-term portion of obligations under a finance lease 2 | 1 275              | 76               |  |
| Deferred taxation 2                                      | 2 56               | 56               |  |
|  | 181,672            | 51,009           |  |
|  |                    |                  |  |

On behalf of the Board

Lau See Hoi

Director

Chong Tak Wah Director

### **Balance Sheet**

As at 31st March 2000

|                             | Note          | HK\$′000 |  |
|-----------------------------|---------------|----------|--|
| Investments in subsidiaries | 12            | 40,921   |  |
| Current assets              |               |          |  |
| Other receivables           |               | 449      |  |
| Due from subsidiaries       | 16            | 9,893    |  |
| Bank balances and cash      |               | 100,376  |  |
|                             |               | 110,718  |  |
| Current liabilities         |               |          |  |
| Other payables              |               | 25       |  |
| Due to a subsidiary         | 16            | 144      |  |
|                             |               | 169      |  |
|                             |               |          |  |
| Net current assets          |               | 110,549  |  |
|                             |               | 151,470  |  |
| Financed by:                |               |          |  |
|                             |               |          |  |
| Share capital               | 19            | 26,400   |  |
| Reserves                    | 20            | 125,070  |  |
|                             |               | 151,470  |  |
|                             |               |          |  |
| On behalf of the Board      |               |          |  |
| Lau See Hoi                 | Chong Tak Wah |          |  |
| Director                    | Director      |          |  |
|                             |               |          |  |
|                             |               |          |  |
|                             |               |          |  |
|                             |               |          |  |

### **Consolidated Cash Flow Statement**

For the year ended 31st March 2000

|  | Note  | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|--|-------|------------------|------------------|--|
| Net cash inflow from operating activities                                      | 23(a) | 28,433           | 4,252            |  |
| Returns on investments and servicing of finance                                |       |                  |                  |  |
| Interest received  |       | 5,138            | 306              |  |
| Interest expenses  |       | (44)             | (17)             |  |
| Dividend received from an associated company                                   |       | _                | 1,243            |  |
| Dividend paid  |       | (17,000)         | _                |  |
| Net cash (outflow)/inflow from returns on investments and servicing of finance |       | (11,906)         | 1,532            |  |
|  |       |                  |                  |  |
| Taxation   |       |                  | (010)            |  |
| Hong Kong profits tax refunded/(paid)  |       | 1,914            | (910)            |  |
| Overseas taxation paid   |       | (344)            | (532)            |  |
| Total taxation refunded/(paid)   |       | 1,570            | (1,442)          |  |
| Investing activities   |       |                  |                  |  |
| Purchase of fixed assets   |       | (2,586)          | (516)            |  |
| Sale of fixed assets   |       | (2,300)          | (010)            |  |
| Repayment of loan from an associated company                                   |       | _                | 387              |  |
| Purchase of a subsidiary   | 23(e) | (5,296)          | _                |  |
| Investment in an associated company  |       | (1,267)          | _                |  |
|  |       | (0.007)          | (100)            |  |
| Net cash outflow from investing activities                                     |       | (9,037)          | (129)            |  |
| Net cash inflow before financing   |       | 9,060            | 4,213            |  |
| Financing  | 23(b) |                  |                  |  |
| Issue of ordinary shares   | (~)   | 118,800          | _                |  |
| Share issue expenses   |       | (12,875)         | _                |  |
| Capital injection from minority shareholders                                   |       | 934              | _                |  |
| Capital element of finance lease payments                                      |       | (135)            | (34)             |  |
| Repayment of trust receipt loans   |       | (81)             | (2,679)          |  |
| Net cash inflow/(outflow) from financing                                       |       | 106,643          | (2,713)          |  |
|  |       |                  | · ·              |  |

| Note   | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|--|------------------|------------------|--|
| Increase in cash and cash equivalents  | 115,703          | 1,500            |  |
| Cash and cash equivalents at 1st April                                       | 5,099            | 3,599            |  |
| Cash and cash equivalents at 31st March                                      | 120,802          | 5,099            |  |
| Analysis of balances of cash and cash equivalents:<br>Bank balances and cash | 120,802          | 5,099            |  |

### Consolidated Statement of Recognised Gains and Losses

For the year ended 31st March 2000

| Note   | 2000<br>HK\$′000 | 1999<br>HK\$'000 |
|--|------------------|------------------|
| Profit for the year 20   | 40,340           | 11,115           |
| Total recognised gain<br>Negative goodwill taken directly to reserves 20 | 40,340<br>265    | 11,115           |
|  | 40,605           | 11,115           |

### Notes to the Accounts

#### 1 Principal Accounting Policies

The principal accounting policies adopted in the preparation of these consolidated accounts are set out below:

#### (a) Group reorganisation and basis of preparation

The Company was incorporated in the Cayman Islands on 24th August 1999 as an exempted company with limited liability under the Companies Law (1998 Revision) of the Cayman Islands. Pursuant to a group reorganisation, which was completed on 18th November 1999, to rationalise the Group's structure in preparation for a listing of the Company's shares on the Growth Enterprise Market ("GEM") of The Stock Exchange of Hong Kong Limited (the "Stock Exchange"), the Company became the holding company of the companies comprising the Group. The shares of the Company were listed on GEM on 2nd December 1999.

The consolidated accounts have been prepared using the merger basis of accounting. Under this basis, the Company has been treated as the holding company of the companies comprising the Group for the financial years presented rather than from the date of acquisition of the subsidiaries and the associated companies. Accordingly, the consolidated results of the Group for the years ended 31st March 1999 and 2000 include the results of the companies comprising the Group for the two years or from their respective dates of incorporation or acquisition to 31st March 2000, where there is a shorter period, as if the current Group structure had been in existence and remained the same throughout the periods presented.

The Company was incorporated on 24th August 1999 and did not enter into any transaction until 18th November 1999 as described above. Accordingly, there are no comparatives for the Company's balance sheet.

The accounts have been prepared in accordance with generally accepted accounting principles in Hong Kong and comply with accounting standards issued by the Hong Kong Society of Accountants.

The accounts are prepared under the historical cost convention.

#### (b) Consolidation

The consolidated accounts include the accounts of the Company and its subsidiaries made up to 31st March. The results of subsidiaries acquired or disposed of during the year are included in the consolidated profit and loss account from the effective date of acquisition or up to the effective date of disposal, as appropriate.

All significant intercompany transactions and balances within the Group are eliminated on consolidation.

The gain or loss on the disposal of a subsidiary represents the difference between the proceeds of the sale and the Group's share of its net assets together with any goodwill or negative goodwill which was not previously charged or recognised in the consolidated profit and loss account.

Minority interests represent the interests of outside shareholders in the operating results and net assets of subsidiaries.

In the Company's balance sheet the investments in subsidiaries are stated at cost less provision, if necessary, for any permanent diminution in value. The results of subsidiaries are accounted for by the Company on the basis of dividends received and receivable.

#### **1 Principal Accounting Policies** (continued)

#### (c) Associated companies

An associated company is a company, not being a subsidiary, in which an equity interest is held for the long-term and significant influence is exercised in its management.

The consolidated profit and loss account includes the Group's share of the results of associated companies for the year, and the consolidated balance sheet includes the Group's share of the net assets of the associated companies.

#### (d) Negative goodwill

Negative goodwill represents the excess of the fair values ascribed to the separable net assets of a subsidiary acquired over the purchase consideration paid and is taken to reserves in the year of acquisition

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

Fixed assets are stated at cost less accumulated depreciation.

Leasehold land is depreciated over the period of the leases / land use right while other tangible fixed assets are depreciated at rates sufficient to write off their cost over their estimated useful lives on a straight-line basis. The principal annual rates are as follows:

| Buildings               | 2%  |
|-------------------------|-----|
| Leasehold improvements  | 25% |
| Furniture and equipment | 25% |
| Motor vehicles          | 25% |

Major costs incurred in restoring fixed assets to their normal working condition are charged to the profit and loss account. Improvements are capitalised and depreciated over their expected useful lives to the Group.

The carrying amounts of fixed assets are reviewed regularly to assess whether their recoverable amounts have declined below their carrying amounts. Expected future cash flows have not been discounted in determining the recoverable amount.

The gain or loss on disposal of a fixed asset is the difference between the net sales proceeds and the carrying amount of the relevant asset, and is recognised in the profit and loss account.

## 1 Principal Accounting Policies (continued)

#### (f) Assets under leases

#### (i) Finance leases

Leases that substantially transfer to the Group all the rewards and risks of ownership of assets, other than legal title, are accounted for as finance leases. At the inception of a finance lease, the fair value of the asset is recorded together with the obligation, excluding the interest element, to pay future rentals.

Payments to the lessor are treated as consisting of capital and interest elements. Finance charges are debited to the profit and loss account in proportion to the capital balances outstanding.

Assets held under finance leases are depreciated over the shorter of their estimated useful lives or lease periods.

#### (ii) Operating leases

Leases where substantially all the rewards and risks of ownership of assets remain with the leasing company are accounted for as operating leases. Rentals applicable to such operating leases are charged to the profit and loss account on a straight-line basis over the lease term.

## (g) Inventories

Inventories comprise stocks and work in progress and are stated at the lower of cost and net realisable value. Cost, calculated on the first-in, first-out basis, comprises materials, direct labour and an appropriate proportion of all production overhead expenditure. Net realisable value is determined on the basis of anticipated sales proceeds less estimated selling expenses.

### (h) Accounts receivable

Provision is made against accounts receivable to the extent they are considered to be doubtful. Accounts receivable in the balance sheet are stated net of such provision.

## (i) Deferred taxation

Deferred taxation is accounted for at the current taxation rate in respect of timing differences between profit as computed for taxation purposes and profit as stated in the accounts to the extent that a liability or an asset is expected to be payable or recoverable in the foreseeable future.

### **1 Principal Accounting Policies** (continued)

#### (j) Translation of foreign currencies

Transactions in foreign currencies are translated at exchange rates ruling at the transaction dates. Monetary assets and liabilities expressed in foreign currencies at the balance sheet date are translated at rates of exchange ruling at the balance sheet date. Exchange differences arising in these cases are dealt with in the profit and loss account.

The accounts of subsidiaries and associated companies expressed in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. Exchange differences, if any, are dealt with as a movement in reserves.

#### (k) Revenue recognition

- (i) Revenue from the sale of goods is recognised on the transfer of risks and rewards of ownership, which generally coincides with the time when the goods are delivered to customers and the title has passed.
- (ii) Maintenance service income is recognised when the services are rendered.
- (iii) Interest income is recognised on a time proportion basis, taking into account the principal amounts outstanding and the interest rates applicable.

#### (I) Research and development costs

Research and development costs are expensed as incurred.

#### (m) Borrowing costs

All borrowing costs are charged to the profit and loss account in the year in which they are incurred except those that are directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of that asset.

## 2 Revenue and turnover

The Group is principally engaged in the assembly, distribution and integration of telecommunications products. Revenues recognised during the year are as follows:

|  | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|--|------------------|------------------|--|
| Turnover   |                  |                  |  |
| Sales of goods, net of discounts and value-added tax | 96,253           | 104,310          |  |
| Rendering of maintenance services                    | 592              | 3,310            |  |
| Other revenues                                       | 96,845           | 107,620          |  |
| Interest income                                      |                  |                  |  |
| - on subscription monies (note)                      | 3,457            | _                |  |
| – on bank deposits                                   | 2,149            | 306              |  |
| Others   | 238              | 521              |  |
|  | 5,844            | 827              |  |
| Total revenues                                       | 102,689          | 108,447          |  |

*note:* This represents interest income on subscription monies received from the initial public offering of the Company's shares during the year.

# 3 Operating Profit

Operating profit is stated after charging the following:

|   | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|---|------------------|------------------|--|
| Depreciation:                                     |                  |                  |  |
| Owned fixed assets                                | 1,072            | 697              |  |
| Leased fixed assets                               | 51               | 47               |  |
| Staff costs                                       | 13,805           | 11,093           |  |
| Operating leases in respect of land and buildings | 2,683            | 3,843            |  |
| Auditors' remuneration                            | 632              | 177              |  |
| Research and development costs                    | 2,477            | 2,380            |  |

## 4 Finance Costs

|  | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|--|------------------|------------------|--|
| Interest on trust receipt loans                            | _                | 13               |  |
| Interest on other loans wholly repayable within five years | 35               | _                |  |
| Interest element of a finance lease                        | 9                | 4                |  |
|  | 44               | 17               |  |

### 5 Taxation Credit/(Charge)

The amount of taxation credited/(charged) to the consolidated profit and loss account represents:

|   | 2000<br>HK\$′000 | 1999<br>HK\$′000 |  |
|---|------------------|------------------|--|
| Hong Kong profits tax                                   | -                | (749)            |  |
| Over provisions in prior years                          | 2,737            | 25               |  |
|   | 2,737            | (724)            |  |
| Overseas taxation                                       | (366)            | (646)            |  |
| Over provisions in prior years                          | 82               | -                |  |
|   | (284)            | (646)            |  |
|   | 2,453            | (1,370)          |  |
| Share of taxation attributable to an associated company | (140)            | (499)            |  |
|   | 2,313            | (1,869)          |  |
|   |                  |                  |  |

- (i) No provision for Hong Kong profits tax has been made in the accounts as the group companies operating in Hong Kong have no assessable profit for the year. Hong Kong profits tax for the previous year was calculated at the rate of 16% on the estimated assessable profits of the group companies operating in Hong Kong.
- (ii) Overseas taxation represents the tax on the offices of the Group in the People's Republic of China (the "PRC") provided at the relevant tax rates applicable to them with reference to the total expenditure of these offices.
- (iii) The Company's PRC subsidiaries and an associated company, Shanghai Hua Cheng Telecommunications Equipment Co., Ltd. ("Shanghai Hua Cheng") are, under the Income Tax Law of the PRC for Enterprises with Foreign Investment, entitled to an income tax holiday for two years from the first profit making year and a 50% reduction in income tax for the following three years. The first profit making year, for tax purposes, for the PRC subsidiaries and Shanghai Hua Cheng is the year ended 31st December 1999 and year ended 31st December 1995 respectively. The preferential tax rate applicable to Shangai Hua Cheng for the year is 13.5% (1999: 13.5%).

A subsidiary, Beijing Kong Da Net Telecommunication Equipment Ltd. ("KD Net") and an associated company, D&T Engineering Co., Ltd., Harbin ("D&T Engineering") in the PRC are in the course of applying for certain income tax preferential treatments in the PRC.

(iv) There was no material underprovided deferred taxation for the year.

#### 6 Profit Attributable to Shareholders

The profit attributable to shareholders is dealt with in the accounts of the Company to the extent of HK\$4,624,000 (1999: not applicable).

#### 7 Dividend

The dividend in the consolidated profit and loss account amounting to HK\$17,000,000 was paid by a subsidiary to its then shareholders prior to the group reorganisation on 18th November 1999. The dividend rate is not presented here as the directors are of the opinion that such information is not meaningful for the purpose of these accounts.

#### 8 Earnings per Share

The calculation of the basic earnings per share is based on the Group's profit attributable to shareholders of HK\$40,340,000 (1999: HK\$11,115,000) and the weighted average number of 211,127,473 (1999: 184,800,000) ordinary shares in issue during the year. In determining the number of shares in issue, a total of 3,500,000 shares issued on the establishment of the Company and on the reorganisation of the Group and a further 181,300,000 shares being the capitalisation issue immediately following the new issue of shares to the public on 2nd December 1999 as referred to in note 19 to the accounts were deemed to have been in issue since 1st April 1998.

There is no diluted earnings per share since the Company has no dilutive potential ordinary shares.

## 9 Retirement Benefit Costs

The Group had no provident fund scheme for its employees in Hong Kong during the year. As at 31st March 2000, the Group had no significant obligations for long service payments to its employees pursuant to the requirements under the Hong Kong Employment Ordinance.

The subsidiaries in the PRC have participated in certain employees' retirement schemes implemented by the local municipal governments. Contributions are made by the relevant subsidiaries to these schemes based on certain percentages of the applicable payroll costs. The Group has no other obligations other than the above-mentioned contributions. The amount incurred by the Group for the period is not material to the consolidated results of the Group.

### 10 Directors' and Senior Management's Emoluments

## (a) Directors' emoluments

The aggregate amounts of emoluments payable to directors of the Company during the year are as follows:

|   | 2000<br>HK\$′000 | 1999<br>HK\$'000 |   |
|---|------------------|------------------|---|
| Fees  | 102              | _                |   |
| Other emoluments:   |                  |                  |   |
| Basic salaries, housing allowances and other allowances                       | 3,399            | 1,335            |   |
| Bonus shares (note (i))   | 4,092            | _                |   |
| Benefit from exercise of ultimate holding company's share options (note (ii)) | 1,108            | _                |   |
|   |                  |                  |   |
|   | 8,701            | 1,335            |   |
|   |                  |                  | - |

- (i) 13,200,000 bonus shares of HK\$0.1 each in the Company were granted to certain directors by the capitalisation of an amount of HK\$1,320,000 out of the share premium account arising on the new issue of the Company's shares during the year. The total value of the bonus shares at the date of grant is estimated to be around HK\$4,092,000.
- (ii) During the year, 255,000 options were granted to a director by the ultimate holding company before he was appointed as a director of the Company. Each of the options entitles the holder to subscribe for one common share at Canadian dollar 0.38 each in the ultimate holding company at any time prior to 6th September 2004. During the year, such options had been exercised.

Each of the independent non-executive directors received a director's fee of HK\$51,000 for the year ended 31 March 2000 (1999:nil). They did not receive any other emoluments.

The executive directors received individual emoluments, excluding benefits from share options exercised, for the year ended 31st March 2000 of approximately HK\$550,000 (1999: nil), HK\$600,000 (1999: nil), HK\$759,000 (1999: nil), HK\$4,283,000 (1999: nil) and HK\$1,299,000 (1999: HK\$1,335,000).

No directors waived any emoluments during the years ended 31st March 1999 and 2000.

Under the share option scheme approved by the shareholders of the Company on 18th November 1999, the directors may, at their discretion, within a period of 10 years commencing on 18th November 1999, invite full-time employees of any company in the Group, including any executive directors of any member of the Group, to take up options to subscribe for shares of the Company subject to the terms and conditions stipulated therein. As at 31st March 2000, no option had been granted under the share option scheme.

#### 10 Directors' and Senior Management's Emoluments (continued)

#### (b) Five highest paid individuals

The five individuals whose emoluments were the highest in the Group for the year are as follows:

|  | 2000<br>HK\$′000 | 1999<br>HK\$'000 |  |
|--|------------------|------------------|--|
| Directors  | 6,341            | 1,335            |  |
| Employees  |                  |                  |  |
| – basic salaries, housing allowance and other allowances | 1,564            | 1,808            |  |
| – bonus shares (note)                                    | 818              | _                |  |
|  |                  |                  |  |
|  | 8,723            | 3,143            |  |
|  |                  |                  |  |

note: 2,640,000 bonus shares of HK\$0.1 each in the Company were granted to certain employees by the capitalisation of an amount of HK\$264,000 out of the share premium account arising on the new issue of the Company's shares during the year. The total value of the bonus shares at the date of grant is estimated to be around HK\$818,000.

For the year ended 31st March 2000, the five highest paid individuals include 3 directors and 2 employees (1999: 1 director and 4 employees).

Two of the employees mentioned above were appointed as directors during the year ended 31st March 2000, and their emoluments in the capacity as employees and directors are included in the employee's and directors' emoluments respectively. Their emoluments in the capacity as employees for the year ended 31st March 2000 amounted to approximately HK\$342,000 (1999: HK\$520,000) and HK\$520,000 (1999: HK\$399,000).

The remaining two employees received individual emoluments, excluding bonus shares, for the year ended 31st March 2000 of approximately HK\$454,000 (1999: HK\$325,000) and HK\$248,000 (1999: HK\$57,000).

The emoluments of the above employees fell within the following bands:

| Emolument bands |                 | Number<br>2000 | <b>of individuals</b><br>1999 |
|-----------------|-----------------|----------------|-------------------------------|
| HK\$nil         | — HK\$1,000,000 | 2              | 4                             |

## 11 Fixed Assets

|                             |                       |                                       | Group                                     |                               |                          |
|-----------------------------|-----------------------|---------------------------------------|---|-------------------------------|--------------------------|
|                             | Buildings<br>HK\$'000 | Leasehold<br>improvements<br>HK\$'000 | Furniture<br>and<br>equipment<br>HK\$'000 | Motor<br>vehicles<br>HK\$'000 | <b>Total</b><br>HK\$'000 |
| Cost:                       |                       |                                       |   |                               |                          |
| At 1st April 1999           | 616                   | 1,115                                 | 3,954                                     | 457                           | 6,142                    |
| Additions                   | 484                   | 734                                   | 907                                       | 861                           | 2,986                    |
| Acquisition of a subsidiary | _                     | _                                     | 1,082                                     | 17                            | 1,099                    |
| Disposals                   | _                     | _                                     | (232)                                     | (457)                         | (689)                    |
| At 31st March 2000          | 1,100                 | 1,849                                 | 5,711                                     | 878                           | 9,538                    |
| Accumulated depreciation:   |                       |                                       |   |                               |                          |
| At 1st April 1999           | 22                    | 1,077                                 | 2,456                                     | 363                           | 3,918                    |
| Charge for the year         | 16                    | 29                                    | 990                                       | 88                            | 1,123                    |
| Disposals                   | _                     | -                                     | (130)                                     | (375)                         | (505)                    |
| At 31st March 2000          | 38                    | 1,106                                 | 3,316                                     | 76                            | 4,536                    |
| Net book value:             |                       |                                       |   |                               |                          |
| At 31st March 2000          | 1,062                 | 743                                   | 2,395                                     | 802                           | 5,002                    |
| At 31st March 1999          | 594                   | 38                                    | 1,498                                     | 94                            | 2,224                    |

Buildings are situated in the PRC and held on long-term land use rights.

At 31st March 2000, the net book value of fixed assets held by the Group under a finance lease amounted to HK\$431,556 (1999: HK\$94,002).

|                      | 2000<br>HK\$′000 |
|----------------------|------------------|
| Investments at cost: |                  |
| Unlisted shares      | 40,921           |

The following is a list of the subsidiaries at 31st March 2000:

| Name   | Country/<br>place of<br>incorporation | Principal activities<br>and place of<br>operation  | Particulars of issued<br>share capital and<br>registered capital | Interest<br>held |
|--|---------------------------------------|--|--|------------------|
| Directly held by the Compan  | у                                     |  |  |                  |
| T S Telecom (B.V.I)<br>Limited   | British Virgin<br>Islands             | Investment holding<br>in Hong Kong   | 50,000 ordinary shares of US\$1 each.                            | 100%             |
| Indirectly held by the Compa   | iny                                   |  |  |                  |
| T S International<br>Company Limited<br>("T S International")                | Hong Kong                             | Investment holding<br>in Hong Kong   | 100,000 ordinary shares of HK\$1 each.                           | 100%             |
| Ying Zhi Xun<br>Telecom Equipment<br>(Shenzhen) Co. Ltd.<br>("Ying Zhi Xun") | PRC                                   | Assembling of cable<br>pressurization<br>equipment and<br>power monitoring<br>equipment in the PRC                     | Registered capital<br>US\$500,000                                | 100%             |
| T S Telecom<br>(Shenzhen)<br>Company Limited<br>("T S Shenzhen")             | PRC                                   | Assembling and<br>distribution of cable<br>pressurization<br>equipment and<br>power monitoring<br>equipment in the PRC | Registered capital<br>US\$190,000                                | 100%             |
| TSTT (Canada) Ltd*   | Canada                                | Investment holding<br>in Canada  | 100 common<br>shares of CAD 1 each                               | 100%             |
| Beijing Kong Da Net<br>Telecommunication<br>Equipment Ltd.<br>("KD Net")*    | PRC                                   | Manufacturing of<br>telecommunications<br>equipment and<br>software in the PRC   | Registered capital<br>RMB4,000,000                               | 75%              |

\* These companies have not yet commenced business as at 31st March 2000.

Ying Zhi Xun, T S Shenzhen and KD Net have adopted 31st December as their financial year end date for statutory reporting purposes. For the preparation of the consolidated accounts, management accounts of these subsidiaries for each of the 12 months ended 31st March 1999 and 2000 have been used after making adjustments as appropriate for compliance with accounting principles generally accepted in Hong Kong.

### 13 Investments in Associated Companies

| HK\$'000 HK\$'000                                 | <b>Group</b><br>1999<br>HK\$'000 | 2000                          |
|---|----------------------------------|-------------------------------|
| Share of net assets         12,358         10,670 | 10,670                           | nare of net assets 12,358     |
| Unlisted shares, at cost <b>4,755</b> 3,488       | 3,488                            | nlisted shares, at cost 4,755 |

The following is a list of associated companies at 31st December 2000:

| Name   | Place of incorporation and business | Principal activities   | Particulars of<br>registered<br>capital | Interest<br>held<br>indirectly |
|--|-------------------------------------|--|---|--------------------------------|
| D&T<br>Enginneering<br>Co. Ltd., Harbin*<br>("D&T Enginneering")                           | PRC                                 | Manufacture of<br>gas turbine<br>machines in the<br>PRC                            | Registered capital<br>RMB3,000,000      | 45%                            |
| Shanghai Hua<br>Cheng<br>Telecommunication<br>Equipment Co., Ltd<br>("Shanghai Hua Cheng") | PRC                                 | Manufacture of<br>telecommunications<br>equipment and<br>accessories in the<br>PRC | Registered capital<br>USD1,500,000      | 30%                            |

 $^{\star}$  D&T Engineering has not yet commenced business as at 31st March 2000.

Shanghai Hua Cheng and D&T Engineering have adopted 31st December as their financial year end date for statutory reporting purposes. For the preparation of the consolidated accounts, management accounts of these associated companies for each of the 12 months ended 31st March 1999 and 2000 have been used after making adjustments as appropriate for compliance with accounting principles generally accepted in Hong Kong.

#### 14 Inventories

|                  | Group            |                  |  |
|------------------|------------------|------------------|--|
|                  | 2000<br>HK\$′000 | 1999<br>HK\$′000 |  |
| Raw materials    | 2,627            | _                |  |
| Work in progress | 2,200            | _                |  |
| Finished goods   | 5,925            | 7,928            |  |
|                  |                  |                  |  |
|                  | 10,752           | 7,928            |  |

## 15 Loan to a Related Company

The loan in the previous year was made to a related company which is beneficially owned by a director of the Company.

| Name of borrower      | Connected<br>director | At 31st<br>March<br>2000<br>HK\$'000 | At 31st<br>March<br>1999<br>HK\$'000 | Maximum<br>balance<br>during the<br>year<br>HK\$'000 |
|-----------------------|-----------------------|--------------------------------------|--------------------------------------|--|
| Atlantic Concord Inc. | Lau See Hoi           | _                                    | 4,508                                | 4,508  |

The loan to Atlantic Concord Inc. was unsecured, interest-free and repayable on demand.

### 16 Due from/Due to Group Companies

The balances are unsecured, interest-free and repayable on demand.

## 17 Trade and Other Receivables

Included in the balance are trade receivables totalling approximately HK\$3,824,000 (1999: nil) due by an associated company.

#### 18 Bank Balances and Cash

Included in the balance is an amount of HK\$5,006,000 (1999: HK\$368,000) which is denominated in Renminbi. Renminbi is not a freely convertible currency.

## 19 Share Capital

|   | Company<br>2000<br>HK\$'000 |
|---|-----------------------------|
| Authorised:                                 |                             |
| 800,000,000 ordinary shares of HK\$0.1 each | 80,000                      |
|   |                             |
| Issued and fully paid                       |                             |
| 264,000,000 ordinary shares of HK\$0.1 each | 26,400                      |

- (a) The Company was incorporated on 24th August 1999 with an authorised share capital of HK\$350,000 divided into 3,500,000 shares of HK\$0.1 each of which two shares were allotted, issued and credited as fully paid.
- (b) On 16th November 1999, 3,499,994 shares were allotted, issued and credited as fully paid, in consideration of the exchange for the entire issued share capital of T S International.
- (c) On 18th November 1999, four shares were allotted and issued for cash at par.
- (d) On 18th November 1999, pursuant to written resolutions of the shareholders of the Company:
  - the authorised share capital of the Company was increased from HK\$350,000 to HK\$80,000,000, divided into 800,000,000 shares of HK\$0.1 each, by the creation of an additional 796,500,000 shares of HK\$0.1 each. Such shares rank pari passu with the existing shares in all respects;
  - (ii) 79,200,000 new shares of HK\$0.1 each were issued and offered for subscription and placing at a price of HK\$1.5 per share (the "New issue") upon listing of the Company's shares on GEM of the Stock Exchange; and
  - (iii) Out of the share premium account created as a result of the New Issue, HK\$18,130,000, was capitalised and applied in paying up in full at par 181,300,000 shares of HK\$0.1 each for allotment and issue to shareholders of the Company prior to the New Issue.
- (e) The share capital shown on the consolidated balance sheet as at 31st March 1999 represents the nominal value of the share capital of T S International, a Company's subsidiary and the Group's then ultimate holding company, as at that date.

### 20 Reserves

| At 1st April1998       –       2,389       –       –       37,273       39,662         Profit for the year       –       –       –       11,115       11,115         Transfer between reserves       –       1,419       –       –       (1,419)       –         At 31st March 1999       –       3,808       –       –       46,969       50,777         Company and subsidiaries       –       –       –       44,484       8,292         At 31st March 1999       –       3,808       –       –       46,969       50,777         Company and subsidiaries       –       –       –       44,484       8,292         At 31st March 1999       –       3,808       –       –       46,969       50,777         At 1st April 1999       –       3,808       –       –       46,969       50,777         Premium on issue of shares       110,880       –       –       46,969       50,777         Premium on issue of shares       110,880       –       –       –       110,880         Share issue expenses       (12,875)       –       –       –       (12,875)         Capitalisation issue       (18,130)       – |  |
|--|--|
| Transfer between reserves       -       1,419       -       -       (1,419)       -         At 31st March 1999       -       3,808       -       -       46,969       50,777         Company and subsidiaries       -       -       -       42,485       42,485         An associated company       -       3,808       -       -       44,484       8,292         At 31st March 1999       -       3,808       -       -       46,969       50,777         At 31st March 1999       -       3,808       -       -       46,969       50,777         At 1st April 1999       -       3,808       -       -       46,969       50,777         Premium on issue of shares       110,880       -       -       46,969       50,777         Share issue expenses       (12,875)       -       -       -       110,880         Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (12,875)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       - |  |
| At 31st March 1999       -       3,808       -       -       46,969       50,777         Company and subsidiaries       -       -       -       42,485       42,485         An associated company       -       3,808       -       -       4,484       8,292         At 31st March 1999       -       3,808       -       -       46,969       50,777         At 1st April 1999       -       3,808       -       -       46,969       50,777         At 1st April 1999       -       3,808       -       -       46,969       50,777         Premium on issue of shares       110,880       -       -       46,969       50,777         Share issue expenses       (12,875)       -       -       -       110,880         Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       265   |  |
| Company and subsidiaries       -       -       -       -       42,485       42,485         An associated company       -       3,808       -       -       4,484       8,292         At 31st March 1999       -       3,808       -       -       46,969       50,777         At 1st April 1999       -       3,808       -       -       46,969       50,777         Premium on issue of shares       110,880       -       -       46,969       50,777         Share issue expenses       (12,875)       -       -       -       110,880         Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265  |  |
| An associated company       -       3,808       -       -       4,484       8,292         At 31st March 1999       -       3,808       -       -       46,969       50,777         At 1st April 1999       -       3,808       -       -       46,969       50,777         Premium on issue of shares       110,880       -       -       46,969       50,777         Share issue expenses       (12,875)       -       -       -       110,880         Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265   |  |
| At 31st March 1999-3,80846,96950,777At 1st April 1999-3,80846,96950,777Premium on issue of shares110,880110,880Share issue expenses(12,875)(12,875)Capitalisation issue(18,130)(18,130)Difference on merger(250)-(250)Acquisition of a subsidiary265-  |  |
| At 1st April 1999-3,80846,96950,777Premium on issue of shares110,880110,880Share issue expenses(12,875)(12,875)Capitalisation issue(18,130)(18,130)Difference on merger(250)Acquisition of a subsidiary265-  |  |
| Premium on issue of shares       110,880       -       -       -       -       110,880         Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265  |  |
| Share issue expenses       (12,875)       -       -       -       (12,875)         Capitalisation issue       (18,130)       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265   |  |
| Capitalisation issue       (18,130)       -       -       -       -       (18,130)         Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265  |  |
| Difference on merger       -       -       (250)       -       -       (250)         Acquisition of a subsidiary       -       -       -       265       -       265   |  |
| Acquisition of a subsidiary – – – 265 – 265  |  |
|  |  |
| Dividend — — — — — (17.000) (17.000)   |  |
|  |  |
| Profit for the year – – – 40,340 40,340  |  |
| Transfer between reserves – 1,641 – – (1,641) –  |  |
| At 31st March 2000 79,875 5,449 (250) 265 68,668 154,007   |  |
| Company and subsidiaries 79,875 1,641 (250) 265 63,763 145,294   |  |
| Associated companies – 3,808 – – 4,905 8,713   |  |
| At 31st March 2000 79,875 5,449 (250) 265 68,668 154,007   |  |
| Company  |  |
| Surplus arising on issue of shares in  |  |
| exchange for shares in a subsidiary 40,571 40,571  |  |
| Premium on the New Issue 110,880 110,880   |  |
| Share issue expenses (12,875) – – – – (12,875)   |  |
| Capitalisation issue (18,130) (18,130)   |  |
| Profit for the year         -         -         -         4,624         4,624  |  |
| At 31st March 2000 120,446 4,624 125,070   |  |

### 20 Reserves (continued)

- (a) The merger difference of the Group represents the difference between the nominal value of the share capital of a subsidiary acquired pursuant to the Group's reorganisation set out in note 1 to the accounts over the nominal value of the share capital of the Company issued in exchange thereof.
- (b) The PRC statutory reserves represents transfers made to the general reserve fund and the enterprise development fund set up by certain subsidiaries and an associated company in the PRC, pursuant to the relevant regulations. According to the regulations, the general reserve fund may be used for making up losses, if any, and increasing capital while the enterprise development fund may be used for increasing capital.
- (c) Pursuant to the Companies Law (1998 Revision) of the Cayman Islands and the Articles of Association of the Company, share premium of the Company is distributable to the shareholders, subject to a solvency test and the provisions of the Company's Articles of Association. At 31st March 2000, in the opinion of the directors, the Company's reserves available for distribution to shareholders, comprising share premium account and retained earnings, amounted in total to approximately HK\$125,070,000 (1999: not applicable).

### 21 Obligations under a Finance Lease

|  | Group            |                  |  |
|--|------------------|------------------|--|
|  | 2000<br>HK\$′000 | 1999<br>HK\$′000 |  |
| Obligations under a finance lease wholly repayable within five years | 375              | 110              |  |
| Current portion included in current liabilities                      | (100)            | (34)             |  |
|  |                  |                  |  |
|  | 275              | 76               |  |

## 22 Deferred Taxation

Deferred taxation represents the tax effect of timing differences arising from accelerated depreciation allowance which is expected to crystallize in the foreseeable future.

## 23 Notes to the Consolidated Cash Flow Statement

# (a) Reconciliation of operating profit to net cash inflow from operating activities

|  | 2000<br>HK\$′000 | 1999<br>HK\$'000 |
|--|------------------|------------------|
| Profit before taxation   | 38,027           | 12,984           |
| Share of profit of an associated company                             | (561)            | (2,677)          |
| Depreciation charge  | 1,123            | 744              |
| Loss on disposal of fixed assets                                     | 72               | _                |
| Decrease/(increase) in inventories                                   | 1,283            | (729)            |
| Decrease/(increase) in amounts due from a related company            |                  |                  |
| and the ultimate holding company                                     | 21,862           | (1,248)          |
| Increase in trade and other receivables                              | (26,342)         | (3,762)          |
| Increase/(decrease) in trade and other payables                      | 35               | (739)            |
| Decrease in amounts due to a fellow subsidiary and a related company | (1,504)          | (32)             |
| Interest income  | (5,606)          | (306)            |
| Interest expenses  | 44               | 17               |
| Net cash inflow from operating activities                            | 28,433           | 4,252            |

## (b) Analysis of changes in financing during the year

|   | including premium Minority interests |                  | Loans and obligations<br>under a finance lease |                  | Trust receipt loans |                  |                  |                  |
|---|--------------------------------------|------------------|--|------------------|---------------------|------------------|------------------|------------------|
|   | 2000<br>HK\$'000                     | 1999<br>HK\$'000 | 2000<br>HK\$′000                               | 1999<br>HK\$'000 | 2000<br>HK\$′000    | 1999<br>HK\$'000 | 2000<br>HK\$'000 | 1999<br>HK\$'000 |
| At 1st April                                  | _                                    | -                | _  | -                | 110                 | 144              | 81               | 2,760            |
| Repayment of loans                            | _                                    | _                | _  | _                | _                   | _                | (81)             | (2,679)          |
| Payment of capital element of a finance lease | _                                    | _                | _  | _                | (135)               | (34)             | -                | _                |
| Capital injection from minority shareholders  | -                                    | _                | 934  | -                | _                   | -                | _                | _                |
| Issue of ordinary shares                      | 118,800                              | -                | _  | -                | _                   | _                | -                | _                |
| Share exchange upon the reorganisation        | 350                                  | _                | _  | -                | _                   | _                | _                | _                |
| Share issue expenses                          | (12,875)                             | -                | _  | -                | _                   | _                | _                | _                |
| Inception of a finance lease                  | _                                    | -                | -  | -                | 400                 | -                | -                | -                |
| At 31st March                                 | 106,275                              | _                | 934  | _                | 375                 | 110              | _                | 81               |

## 23 Notes to the Consolidated Cash Flow Statement (continued)

### (c) Major non-cash transactions

During the year, the Group entered into finance lease arrangements in respect of assets with a total capital value at the inception of the leases of HK\$400,000 (1999: nil).

## (d) Purchase of a subsidiary

|                                   | 2000<br>HK\$′000 |
|-----------------------------------|------------------|
| Net assets acquired               |                  |
| Fixed assets                      | 1,099            |
| Inventories                       | 4,107            |
| Amount due from a related company | 2,216            |
| Trade and other receivables       | 568              |
| Bank balances and cash            | 704              |
| Amount due to a related company   | (1,032)          |
| Trade and other payables          | (1,397)          |
|                                   | 6,265            |
| Negative goodwill                 | (265)            |
|                                   |                  |
| Satisfied by cash                 | 6,000            |

## (e) Analysis of the net outflow in respect of the purchase of a subsidiary:

|   | 2000<br>HK\$′000 |
|---|------------------|
| Cash consideration  | (6,000)          |
| Bank balances and cash in hand acquired                     | 704              |
| Net cash outflow in respect of the purchase of a subsidiary | (5,296)          |

#### 24 Commitments

### (a) Commitments under operating leases

At 31st March 2000, the Group had commitments to make payments in the next twelve months under operating leases in respect of land and buildings which expire as follows:

|                                       | 2000<br>HK\$′000 | 1999<br>HK\$′000 |
|---------------------------------------|------------------|------------------|
| Within one year                       | 414              | 272              |
| In the second to fifth year inclusive | 1,002            | 2,127            |
|                                       |                  |                  |
|                                       | 1,416            | 2,399            |

(b) In addition, during the year, T S (Holdings) Company Limited ("T S Holdings"), a related company in which a director of the company has a beneficial interest, entered into an operating lease with a third party in respect of an office premises which is shared by the Company and T S Holdings. Half of the rental expenses of the premises is borne and paid by the Company through T S Holdings. In November 1999, T S International entered into a licence agreement, which expires on 30th March 2002, with T S Holdings under which the Group is granted a right to use the above office premises at a monthly licence fee of approximately HK\$132,000.

## 25 Banking Facilities

As at 31st March 2000, total banking facilities granted to the Group amounted to HK\$9,800,000. The facilities are supported by certain fixed deposits of the Group amounting to approximately HK\$2,544,000 (1999: HK\$978,083).

## 26 Related Party Transactions

Save as disclosed in note 24(b) and elsewhere in these consolidated accounts, the following significant related party transactions have been entered into by Group during the year:

|   |      | Gr               | oup              |
|---|------|------------------|------------------|
|   | Note | 2000<br>HK\$′000 | 1999<br>HK\$′000 |
| Administrative service fees paid to T S Holdings                | (a)  | 960              | 960              |
| Purchase of leasehold properties from a director                | (b)  | 467              | -                |
| Sales to Ying Zhi Xun   | (C)  | _                | 2,975            |
| Acquisition of Ying Zhi Xun from T S Canada Inc. ("T S Canada") | (C)  | 6,000            | _                |
| Research and development expenses charged by:                   |      |                  |                  |
| Ying Zhi Xun  | (C)  | _                | 1,058            |
| The ultimate holding company                                    | (d)  | _                | _                |
| Sales to an associated company,                                 |      |                  |                  |
| Shanghai Hua Cheng  |      | 7,968            | 5,226            |

(a) Mr. Lau See Hoi, a director of the Company, has a beneficial interest in this company.

- (b) The Group purchased a residential property as staff quarters from Mr. Lau See Hoi, a director of the Company, at a total consideration based on an independent market valuation of approximately HK\$467,000 (RMB500,276), prior to the listing of Company's shares on GEM of the Stock Exchange.
- (c) This company was previously owned by T S Canada, a company owned by Mr. Lau See Hoi, Mr. Chong Tak Wah and Mr. Wong Weng, all are directors of the Company. Pursuant to an agreement, the Group acquired on 30th June 1999 all the equity interests in Ying Zhi Xun from T S Canada, at a consideration of HK\$6,000,000. Ying Zhi Xun has become a wholly owned subsidiary since then.
- (d) T S International entered into an agreement on 15th November 1999 for a term of three years with T S Telecom Ltd. ("T S Telecom"), the ultimate holding company, under which the latter will provide research and development services to the Group at a monthly charge which is calculated on the basis of the costs to be incurred by T S Telecom for and in connection with the provision of such services, provided that the annual service fee payable shall in total not exceed HK\$4,000,000. For the year ended 31st March 2000, no research and development fee was paid to T S Telecom.

The directors of the Company are of the opinion that the above transactions are based on normal commercial terms in the normal course of the Group's business.

## 27 Ultimate Holding Company

The directors regard T S Telecom Limited, a company incorporated in Canada and listed on the Alberta Stock Exchange, as being the ultimate holding company.

## 28 Approval of Accounts

The accounts were approved by the board of directors on 19th June 2000.