

# 南京三寶科技股份有限公司 NANJING SAMPLE TECHNOLOGY COMPANY LIMITED



2005

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This report, for which the directors (the "Directors") of NANJING SAMPLE TECHNOLOGY COMPANY LIMITED\* (the "Company") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the GEM of the Stock Exchange (the "GEM Listing Rules") for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief: (i) the information contained in this report is accurate and complete in all material respects and not misleading; (ii) there are no other matters the omission of which would make any statement in this report misleading; and (iii) all opinions expressed in this report have been arrived at after due and careful consideration and are founded on bases and assumptions that are fair and reasonable.

<sup>\*</sup> For identification purpose only

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NANJING SAMPLE TECHNOLOGY COMPANY LIMITED INTERIM REPORT 2005

# Financial Highlight

The turnover of the Group for the six months ended 30 June 2005 amounted to approximately RMB31,395,000, representing an increase of approximately 0.19% as compared to the corresponding period last year.

The net profit for the six months ended 30 June 2005 was approximately RMB10,960,000, representing an increase of approximately 5.90% as compared to the corresponding period last year.

The Board does not recommend the payment of an interim dividend for the six months ended 30 June 2005.

## Condensed Consolidated Income Statement

The board (the "Board") of Directors is pleased to announce the unaudited condensed consolidated interim financial statements ("Interim Financial Statements") of the Company and its subsidiaries (the "Group") for the three months and the six months ended 30 June 2005 together with the unaudited comparative figures for the corresponding periods in 2004 as follows:

			ths ended June		nths ended June
_	Notes	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)
Turnover Cost of sales	4	31,395 (11,238)	31,337 (15,326)	17,579 (3,086)	19,979 (9,761)
Gross profit Other operating income Marketing and promotional expenses Administrative expenses		20,157 5,473 (3,365) (8,127)	16,011 3,766 (3,779) (3,678)	14,493 4,378 (1,927) (4,297)	10,218 709 (1,658) (2,373)
Profit from operations Interest on bank borrowings wholly repayable within five years	5	14,138	12,320	12,647	6,896
Profit before taxation Taxation	6	12,905 (1,968)	11,687 (1,436)	12,035 (1,854)	6,704 (744)
Profit before minority interests Minority interests		10,937 23	10,251 98	10,181 (14)	5,960 (55)
Net profit for the period		10,960	10,349	10,167	5,905
Dividends	7	_	_		_
Earnings per share — Basic	8	RMB16.99 cents	RMB21.85 cents	RMB15.76 cents	RMB11.88 cents

Interim Report 2005

# Condensed Consolidated Balance Sheet

	Notes	At 30 June 2005 RMB'000 (Unaudited)	At 31 December 2004 <i>RMB'000</i> (Audited)
Non-current assets Property, plant and equipment Goodwill Deferred tax assets	9	63,692 205 843	65,347 271 843
		64,740	66,461
Current assets Inventories Amounts due from customers for contract work Trade and other receivables Amount due from a related company Taxation recoverable Restricted bank deposits Bank balances and cash	10	2,969 8,861 63,863 — — 1,952 118,311	1,762 6,267 33,878 841 129 1,952 139,780
		195,956	184,609
Current liabilities Trade and other payables Construction cost payables Taxation payable Short-term bank loans Long-term bank loans due within one year	11	24,851 5,873 4,196 30,000 5,000	26,336 8,553 1,435 30,000 5,000
		69,920	71,324
Net current assets		126,036	113,285
Total assets less current liabilities		190,776	179,746
Non-current liabilities Long-term bank loans Minority interests		10,000 4,845	10,000 4,775
Net assets		175,931	164,971
Capital and reserves Share capital Reserves	12 13	64,500 111,431	64,500 100,471
Shareholders' funds		175,931	164,971

# Condensed Consolidated Statement of Changes in Equity

			Statutory	Statutory public		
	Share	Capital	surplus	welfare	Retained	
	capital	surplus	reserve	fund	profits	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
A	0.4.500	50.044	0.040	0.005	00.045	101.071
At 1 January 2005	64,500	52,641	6,010	3,005	38,815	164,971
Net profit for the period					10,960	10,960
At 30 June 2005	64,500	52,641	6,010	3,005	49,775	175,931
At 1 January 2004	45,000	_	3,904	1,952	23,969	74,825
Issue of H shares upon						
listing on the GEM of the						
Stock Exchange	20,400	_	_	_	_	20,400
Conversion of certain state-						
owned domestic shares						
to H shares	(900)	_	_	_	_	(900)
Premium arising on issue of						
shares	_	66,280	_	_	_	66,280
Expenses incurred in						
connection with the issue						
of shares	_	(13,639)	_	_	_	(13,639)
Net profit for the period	_	_	_	_	10,349	10,349
At 30 June 2004	64,500	52,641	3,904	1,952	34,318	157,315

# Condensed Consolidated Cash Flow Statement

# Six months ended 30 June

	2005	2004	
	RMB'000	RMB'000	
	(Unaudited)	(Unaudited)	
Net cash (outflow)/inflow from operating activities	(21,551)	28,817	
Net cash inflow/(outflow) from investing activities	82	(68,288)	
Net cash inflow from financing activities	_	56,508	
(Decrease)/Increase in cash and cash equivalents	(21,469)	17,037	
Cash and cash equivalents at the beginning of the period	139,780	64,374	
Cash and cash equivalents at the end of the period	118,311	81,411	

#### 1. BACKGROUND OF THE CORPORATION

The Group is a major developer and provider of video security system solutions in the People's Republic of China ("PRC") targeting on government authorities. Its system solutions are currently designated for use in (i) traffic monitoring and control sector (the "Traffic Sector") and (ii) customs logistics monitoring sector (the "Customs Sector") in the PRC.

The Company's H Shares have been listed on GEM of the Stock Exchange since 9 June 2004.

#### 2. BASIS OF PREPARATION

The Group's unaudited condensed consolidated results have been prepared in accordance with accounting principles generally accepted in Hong Kong and comply with accounting standards issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"). They are prepared under the historical cost convention.

In 2004, the HKICPA issued a number of new or revised Hong Kong Accounting Standards and Hong Kong Financial Reporting Standards ("new HKFRSs") which are effective for accounting periods beginning on or after 1 January 2005. The adoption of the new HKFRSs had no material impact on the results of operations and financial position.

The accounting policies adopted in preparing the unaudited condensed consolidated results for the six months ended 30 June 2005 and 2004 are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2004. The condensed consolidated results are unaudited but have been reviewed by the Company's audit committee.

#### 3. SEGMENTAL INFORMATION

#### **Business segments**

Over 90% of the Group's revenue, results, assets and liabilities are derived from provision of video security system solutions. Accordingly, no detailed analysis of the Group's business segments are disclosed.

#### Geographical segments

The Group's operations are situated in the PRC in which its revenue was derived principally therefrom. Accordingly, no geographical segments are presented.

#### 4. TURNOVER

		Six months ended 30 June		nths ended June
	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)
Provision of video security system solutions Sales of related computer products	31,395 —	30,983 354	17,579 —	19,863
	31,395	31,337	17,579	19,979

#### 5. PROFIT FROM OPERATIONS

	Six months ended 30 June		Three months ended 30 June	
	2005 2004 RMB'000 RMB'000		2005 RMB'000	2004 RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
The Group's profit from				
operations has been arrived at				
after charging:				
Amortisation of goodwill				
included in administrative				
expenses	67	67	34	33
Amortisation of technical				
know-how included in				
administrative expenses	_	700	_	350
Cost of inventories recognised				
as expenses	8,243	13,049	2,142	8,980
Depreciation and amortisation				
of property, plant and				
equipment	1,978	417	542	203
Operating lease rentals in				
respect of land and				
buildings	42	570	21	285
Directors' and supervisors'				
remuneration	228	425	114	212
Staff costs	3,328	3,308	1,577	1,623
And after crediting:				
Government grant	495	1,989	_	267
Interest income	405	26	284	13
PRC value added tax refunded	770	1,322	291	_

#### 6. TAXATION

	Six months ended 30 June			nths ended June
	2005	2004	2005	2004
	RMB'000 (Unaudited)	RMB'000 (Unaudited)	RMB'000 (Unaudited)	RMB'000 (Unaudited)
The charge comprises:			, ,	
PRC income tax	(1,968)	(1,436)	(1,854)	(744)
Deferred taxation	_	_	_	_
	(1,968)	(1,436)	(1,854)	(744)

PRC income tax is calculated at the rates prevailing under the relevant laws and regulations in the PRC.

The Company is recognised as a high-technology company according to PRC tax regulations and is entitled to a preferential tax rate of 15%.

The Company's subsidiaries are subject to a PRC income tax rate of 33%, except for Nanjing Golden Dragon Software Company Limited\* (南京金龍軟件有限公司), being a qualified PRC software enterprise, which is entitled to exemption from PRC income tax for two years commencing from its first profit-making year of operation and thereafter it will be entitled to a 50% relief from PRC income tax for the following three years. This subsidiary is exempted from PRC income tax in 2002 and 2003 and entitled to 50% relief in 2004.

The tax expense is reconciled to the profit per the condensed consolidated income statement as follows:

		Six months ended 30 June				
	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)	2005 RMB'000 (Unaudited)	2004 RMB'000 (Unaudited)		
Profit before taxation	12,905	11,687	12,035	6,704		
Tax at the domestic income tax rate at 15% Tax effect of expenses that are	1,936	1,753	1,805	1,006		
not deductible in determining taxable profit  Tax effect of expenses that are	287	220	215	116		
not taxable in determining taxable profit  Effect of different tax rates of	(183)	(372)	(111)	(174)		
subsidiaries	(72)	(165)	(55)	(204)		
Tax expenses for the period	1,968	1,436	1,854	744		
Effective tax rate for the period	15.25%	12.29%	15.41%	11.10%		

#### 7. DIVIDENDS

The Board dose not recommend the payment of an interim dividend for the six months ended 30 June 2005 (2004: Nil).

#### 8. EARNINGS PER SHARE

The calculation of the basic earnings per share for the three months and six months ended 30 June 2005 is based on the profit attributable to shareholders of respectively approximately RMB10,167,000 and RMB10,960,000 and on the weighted average number of 64,500,000 ordinary shares in issue for the periods.

The calculation of the basic earnings per share for the three months and six months ended 30 June 2004 is based on the profit attributable to shareholders of respectively approximately RMB5,905,000 and RMB10,349,000 and on the weighted average number of 49,714,286 and 47,357,143 ordinary shares in issue respectively for the periods.

No diluted earnings per share have been presented for the six months ended 30 June 2005 and 2004 as no potential dilution of ordinary shares was in existence during the relevant periods.

#### 9. PROPERTY, PLANT AND EQUIPMENT

		Furniture,				
		fixtures				
	Land and	and	Motor	Leasehold	Construction in	
	buildings	equipment	vehicles	improvements	progress	Total
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cost						
At 1 January 2005	28,441	16,525	2,652	16,109	6,761	70,488
Additions	_	212	_	_	111	323
At 30 June 2005	28,441	16,737	2,652	16,109	6,872	70,811
Depreciation and						
amortisation						
At 1 January 2005	400	2,485	1,566	690	_	5,141
Charge for the period	410	374	159	1,035		1,978
At 30 June 2005	810	2,859	1,725	1,725		7,119
Net book value						
At 30 June 2005	27,631	13,878	927	14,384	6,872	63,692
At 31 December 2004	28,041	14,040	1,086	15,419	6,761	65,347

#### 10. TRADE AND OTHER RECEIVABLES

	At	At
	30 June	31 December
	2005	2004
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Trade receivables	54,095	29,339
Other receivables	7,444	3,759
Prepayments to suppliers	2,324	780
	63,863	33,878

Payment terms with customers are mainly on credit together with deposits. Invoices are normally payable within 180 days of issuance, except for certain well established customers. The following is an aged analysis of trade receivables:

	At	At
	30 June	31 December
	2005	2004
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Age		
0 to 90 days	17,789	22,200
91 to180 days	15,646	6,708
181 to 365 days	20,660	431
1 to 2 years	_	_
	54,095	29,339

#### 11. TRADE AND OTHER PAYABLES

	At	At
	30 June	31 December
	2005	2004
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Trade payables	15,208	17,104
Other payables	9,643	9,232
	24,851	26,336

The following is an aged analysis of trade payables:

	At	At
	30 June	31 December
	2005	2004
	RMB'000	RMB'000
	(Unaudited)	(Audited)
Age		
0 to 30 days	2,621	8,766
31 to 60 days	1,772	2,379
61 to 90 days	1,231	1,551
Over 90 days	9,584	4,408
	15,208	17,104

#### 12. SHARE CAPITAL

	Number of shares		Am	ount
	At	At	At	At
	30 June	31 December	30 June	31 December
	2005	2004	2005	2004
	'000	'000	RMB'000	RMB'000
	(Unaudited)	(Audited)	(Unaudited)	(Audited)
Registered issued and fully paid: Domestic shares with per value of RMB1.00 each H shares with per value of RMB1.00 each	44,100 20,400	44,100 20,400	44,100 20,400	44,100 20,400
	64,500	64,500	64,500	64,500
	04,500	04,300	04,500	04,500

#### 13. RESERVES

Movements of the reserves for the six months ended 30 June 2005 and 2004 are shown in the condensed consolidated statement of changes in equity.

#### **Financial Review**

For the six months ended 30 June 2005 (the "Review Period"), the turnover of the Group was approximately RMB31,395,000, representing an increase of approximately 0.19% over that of the corresponding period of the previous year. The gross profit margin for the Review Period increased from 51.09% to 64.20% as compared with the corresponding period of the previous year. The increase in gross profit margin was mainly due to the completion of sales of software products relating to security system amounting to approximately RMB10,840,000 during the period from April to June. The software products were developed and sold to customers on the existing technological establishment. The relating research expenses and staff cost have already charged to the income statements when incurred. Hence, it brought along with high profit margin to the Group.

For the six months ended 30 June 2005, other operating income of the Group increased by 45.33% as compared with the corresponding period of the previous year. Although there was a decrease in government grant and refund of PRC value added tax of approximately RMB1,494,000 and RMB552,000 respectively, the Group sold software products other than security system amounting to approximately RMB3,000,000 during the Review Period. Finally, it led to an increase in the other operating income.

Marketing and promotional expenses maintained at the same level as the corresponding period of the previous year. The administrative expenses increased from approximately RMB3,678,000 to approximately RMB8,127,000 as compared with the corresponding period of the previous year. The increase was attributed to (i) the charge the Group's property and plant approximately RMB1,819,000, (ii) payment of professional expenses after the listing of the Company approximately RMB1,000,000 and (iii) research and development expenses of approximately RMB1,400,000.

### Liquidity and Financial Resources

The Group adopted stringent financial management policies and maintained a healthy financial condition. The net current assets as at 30 June 2005 was approximately RMB126,036,000 (At 31 December 2004: approximately RMB113,285,000).

As at 30 June 2005, cash on hand and bank deposits of the Group amounted to approximately RMB118,311,000 (At 31 December 2004: approximately RMB139,780,000)

### **Capital Structure**

There has been no change to the capital structure of the Group as at 30 June 2005 as compared with that as at 31 December 2004.

## **Bank Borrowings**

As at 30 June 2005, the total bank borrowings of the Group was RMB45,000,000 (At 31 December 2004: RMB45,000,000) with fixed annual interest rates ranging from 5.73% to 5.49%, which are repayable within one to two years.

## Pledge of Assets of the Group

As at 30 June 2005, the short-term bank borrowings of RMB30,000,000 were unsecured. The long-term bank borrowing of RMB15,000,000 which is repayable within two years is guaranteed by the Company in the form of the Company's credit upon listing of the H Shares on GEM.

### **Employees**

As at 30 June 2005, the Group has an aggregate of 180 employees, of which 54 are research and development staff. During the Review Period, the staff costs (including directors' and supervisors' remuneration) was approximately RMB3,556,000 (corresponding period of 2004: approximately RMB3,733,000).

The salary and bonus policy of the Group is principally determined by the performance of the individual employee.

## **Gearing Ratio**

The gearing ratio (calculated at total debts divided by total assets) of the Group as at 30 June 2005 was approximately 17.26% (At 31 December 2004: 17.92%).

## Risk in Foreign Exchange

The revenue and expenses of the Group were denominated in Renminbi. The Directors consider that the Group's risk in foreign exchange is insignificant.

## Significant Investment

The Group did not have significant investment as at 30 June 2005.

## **Material Acquisition and Disposal**

The Group did not have any material acquisition or disposal during the Review Period.

#### Future Plans Relating to Material Investment or Capital Asset

As at the date of this announcement, the Group has not executed any agreement in respect of proposed acquisition and did not have any other future plan of material investment or capital asset.

### **Contingent Liabilities**

As at 30 June 2005, the Group did not have any material contingent liabilities

## **Business Review and Prospects**

During the Review Period, the Group continued to focus on the provision of video security system solutions, and its turnover was derived mainly from the provision of video security system solutions to its customers. In view of the growing number of market competitors, the pressure from market competition and on profit margin faced by the Group is becoming more intense.

With an increasingly competitive market, profit of the video security system solutions market decreased further. However, the Group is putting more effort in consolidating its existing businesses and searching for a more beneficial operating model, with an aim to expand its business to include the provision of video security information, thereby gaining momentum in profit growth. The Group looks forward to the smooth commencement of such model, which helps the Group in seeking and grasping better business opportunities and generating larger profits and offering higher returns for our shareholders.

Entering the second year since the Company's listing on GEM of the Stock Exchange, with persistent business expansion, the Group relocated to the Sample Science and Technology Park in late 2004 and all aspects of its operations have seen improvement.

Looking forward, the Group will devote more effort in the research and development and application of fundamental technologies which are principally based on video technology and maintain the products' competitive advantage in the industry, with an aim to set the industry standard in the PRC. In addition, the Group will further optimise and improve the overall solution to traffic monitoring and control and customs logistics, so as to further explore the PRC market. In order to raise its technological standard, the Group will continue to co-operate with renowned academic institutions, scientific research organizations and domestic and foreign leading enterprise to enhance to its technological innovation capability.

## **Market Prospects for New Products**

Second generation of Mobile Vehicle Inspection System: its main feature is that it can detect vehicles involved in crimes and vehicles which evade annual inspection and penalty. Following the implementation of new Law on Road Traffic Safety of the PRC, the State has imposed heavier penalty on vehicles which break the laws, and required law enforcement authorities to provide more concrete and sufficient proof for unlawful acts. The Mobile Vehicle Inspection System can provide timely and accurate information for law enforcement authorities and will have enormous market development potential.

Motor Vehicle Safety Protection and Surveillance System: the system can be used at road exits for motor vehicle surveillance and interception. Identification results are compared with the records in the "blacklist" database to check if the passing vehicle is traced by public securities departments, thereby providing strong evidence for tracing suspected criminal vehicles. The system also automatically detects the speed of moving vehicles and automatically takes pictures of speeding vehicles, providing proofs for subsequent punishment. Therefore, this system will be highly promoted by the Ministry of Public Security and the Ministry of Communications and will be widely used in various regions.

Video Information Intelligent Processing System: video information monitored by customs undergoes intelligent processing which facilitates collection of on-site information such as terminal container number, electronic licence plate, weigh bridge weighing, IC card, etc. for goods passing through customs counters. Actual information collected is matched and compared with those in the customs' H2000 clearance information system, and automatic inspection and release as well as 24-hour automatic monitoring of counters can be done together with the customs' risk surveillance system. With the increasing number of facilities such as customs counters, port depots, export processing zones and logistics park zones which requires customs monitoring, the market development opportunities for this product are ample.

The Group aims at becoming an outstanding supplier and operator of video security system solutions in the sectors of traffic monitoring and control and customs logistics monitoring.

The comparison of the actual business progress during the Review Period with the business objectives set out in the prospectus (the "Prospectus") of the Company dated 2 June 2004 is as follows. The Group constantly reviews its business objectives and strategies and makes adjustments when necessary.

### **Product Development and Upgrade**

Pursuant to its research and development programs and strategies, the Group intends to concentrate on developing and upgrading the core technology required for its video security system solutions and technology products, in order to enhance the quality standard of its products, system reliability and the technical threshold of the industry and to advance the launch of new products.

	Business objectives stated in the Prospectus	Actual progress during the Review Period
Traffic monitoring and control sector	Video Camera Type ePolice (capable of taking numerous photos, recreating driving routes of violating vehicles) Products: Highway Vehicle Monitoring Web Enquiry System, Remote and Warning System	The technology has completed the final testing and user testing stages, and is under batch production

## Business objectives stated in the Prospectus

#### Actual progress during the Review Period

Multi-function ePolice (capable of providing traffic light signaling, law violation monitoring, speeding detection and traffic flow statistics at the same time)

Product: Special Highway Sections Regulation and Detection System (speeding, trespassing traffic light signal and wrong lane) The initial sample functional test and analytical design have been completed. The hardware optimisation Special Highway Sections Regulation and Detection (speeding, System trespassing traffic light signal and wrong lane), which is based on a professional mode, has been put to use and is under small-scale production

Mobile Vehicle Inspection System: (capable of detecting vehicles which are involved in crimes and vehicles which evade annual inspection and penalty)

Product: Motor Vehicle Sofety

Inspection and penalty)
Product: Motor Vehicle Safety
Prevention and Surveillance
System

The second generation of the Mobile Vehicle Inspection System was launched in 2005 and initial verification product completed. The development group recorded a satisfactory image identification rate from the recognition algorithm. The Group conducted a user trial during the third quarter of 2005 and the system is under small-scale production. The Motor Vehicle Safety Prevention and Surveillance System that corresponds with the Mobile Vehicle Inspection System has also completed the functional test.

Customs logistics monitoring sector

Customs Operation Data Integration Platform

The platform has been launched as our product and has been widely used in facilities such as customs counters and export and processing zones

	Business objectives stated in the Prospectus	Actual progress during the Review Period
	Customs Vehicle & Cargo Supervision System for Cargo Transit Operation	The testing report of the system was released in January 2005. The product has preliminarily been used in the transcustoms business and its relevant product performance is under further testing.
	Customs Inbuilt Image Collection Equipment for Yard Supervision	The device is under small-scale production and trial. Feedback is being collected from users for product optimization.
	Video Information Intelligent Processing System for Customs Monitoring	Video information monitored by customs undergoes intelligent processing in the system and this will facilitate the inspection of goods passing through customs counters. The system is currently under sample testing and system performance test stages and test report is intended to be released in late August
Sales and Marketing	Business objectives stated in the Prospectus	Actual progress during the Review Period
Traffic monitoring and control sector	Upgrade the existing equipment of existing customers, promote products to potential customers	The Company continued to provide system examination and upgrading services to its existing customers to retain more long-term customers
	Advertise through major media, hold conferences and meetings, promote industry product standards	In addition to the shooting of large-scale promotion videos, increasing effort has been put in marketing through major media in the industry

Sales and Marketing	Business objectives stated in the Prospectus	Actual progress during the Review Period
	Help the public security headquarters to upgrade the existing Traffic Rule Violation Punishment System and promote new products to them	The Group participated in the Security Management Exhibition of Qixia District, Nanjing in April 2005 and the International Traffic Facilities Fair of Jiangsu Province in June to attract more business partners
Customs logistics monitoring sector	Place advertisements in the magazine "PRC Customs" once per quarter	The Company is discussing with the publisher in respect of issues such as fund and page layout in order to place advertisement in "PRC Customs" as soon as possible
	Establish business representative offices in Fujian Province and Liaoning Province of the PRC	Consultation on matters relating to the establishment of representative offices in Fujian and Liaoning is underway
	Focus on the holding of business conferences in Beijing, Shenzhen and Shanghai	The Company has not been able to seek suitable opportunities to hold business conferences in Beijing, Shenzhen and Shanghai in the first half of 2005. It will continue to seek such opportunities in the second half of 2005 to attract customers

# Use of Proceeds from the Placing

The Company was listed on the GEM by placing 20,400,000 H Shares on 9 June 2004. The aggregate net proceeds from the placing amounted to HK\$68,058,000 (i.e. RMB72,141,000). The breakdown of the use of proceeds by the Group and the estimated costs for the year ended 30 June 2005 is set out below:

	fundings required for the period (HK\$)	utilised during the period (HK\$)
Research and development and upgrading of system		
solutions		
<ul> <li>Traffic monitoring and control sector</li> </ul>	2,700,000	2,410,000
— Customs logistics monitoring sector	600,000	590,000
Construction of information platform		
<ul> <li>Traffic monitoring and control sector</li> </ul>	1,380,000	1,370,000
— Customs logistics monitoring sector	310,000	430,000
Launching of new system solutions		
<ul> <li>Traffic monitoring and control sector</li> </ul>	770,000	480,000
<ul> <li>Customs logistics monitoring sector</li> </ul>	150,000	120,000
Purchase of additional equipment and facilities for the		
commercialisation of system solutions	2,610,000	2,800,000
Expansion of sales and distribution network	1,590,000	2,180,000
Sub-total	10,110,000	10,380,000
Working capital	1,700,000	1,420,000
Total	11,810,000	11,800,000

Actual fundings

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# Interests or Short Positions in the Share Capital of the Company and its Associated Corporations of the Directors, Supervisors and Chief Executive Officers

As at 30 June 2005, the interests or short position of the Directors, supervisors and chief executive officers of the Company in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO") (Chapter 571 of the Laws of Hong Kong)) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they have taken or deemed to have under such provisions of the SFO), or which were required to be recorded in the register kept pursuant to Section 352 of the SFO, or which were otherwise required to be notified to the Company pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules are as follows:

## Long positions in shares of the Company:

			Approximate
			percentage of
	Number of		the registered
	domestic	Nature of	capital of the
Name of Director	shares	interest	Company
			(%)

Sha Min 450,000 Beneficial owner 0.7

Note: As Du Yu is the spouse of Sha Min, Du Yu is deemed to be interested in 450,000 domestic shares held by Sha Min pursuant to Part XV of the SFO.

#### Interests Discloseable under the SFO and Substantial Shareholders

So far to the knowledge of the Directors, as at 30 June 2005, the following shareholders (other than the Directors, supervisors or chief executive officers of the Company) had interests or short positions in the shares, underlying shares or debentures of the Company which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 2 and 3 of Part XV of the SFO:

## Long positions in shares of the Company:

Name of shareholder	Number of domestic shares	Nature of interest	Approximate percentage of the registered capital of the Company (%)
Nanjing Sample Technology Group Company Limited* (南京三寶科技集團有限公司) ("Sample Group") (Note 1)	19,650,000	Beneficial owner and corporate	30.47
Nanjing Zhongbei (Group) Company Limited* (南京中北(集團)股份有限公司) ("Nanjing Zhongbei")	12,000,000	Beneficial owner	18.60
Nanjing Huadong Electronics Information & Technology Company Limited* (南京華東電子信息科技股份有限公司) ("Huadong Technology")	12,000,000	Beneficial owner	18.60
Nanjing Huadong Electronics Group Company Limited* (南京華東電子集團股份有限公司) ("Huadong Electronics") (Note 2)	12,000,000	Corporate	18.60

#### Notes:

- Sample Group directly holds 18,000,000 domestic shares and is also interested in 95.00% of the registered capital of Nanjing Sample Technology Commerce City Company Limited ("Sample Commerce City"), which in turn is directly interested in 1,650,000 domestic shares. Pursuant to Section 316 of the SFO, Sample Group is deemed to be interested in the 1,650,000 domestic shares held by Sample Commerce City.
- Pursuant to section 316 of the SFO, Huadong Electronics is deemed to be interested in 12,000,000 domestic shares held by Huadong Technology, as Huadong Electronics is interested in 45.20% of registered capital of Huadong Technology.

# Directors' and Supervisors' Interests in Underlying Shares by Derivatives

Save as disclosed above, as at 30 June 2005, none of the Directors or supervisors of the Company is authorised to subscribe any H shares of the Company. As at 30 June 2005, none of the Directors or supervisors of the Company or any of their spouses or children under eighteen years of age has any right to subscribe any H shares of the Company or has exercised any such right during the period.

## **Share Option Scheme**

The principle terms and conditions of the share option scheme ("Share Option Scheme"), which was conditionally approved by a resolution of the shareholders of the Company dated 24 April 2004, are set out in the section "Summary of the terms and conditions of Share Option Scheme" in Appendix VII to the Prospectus. As at 30 June 2005, no options is granted under the Share Option Scheme.

## **Competing Business and Conflicts of Interest**

None of the Directors, management shareholders or substantial shareholders of the Company or any of their respective associates (as defined in the GEM Listing Rules) is engaged in any business which competes or is likely to compete with the business of the Group, and none of them has any other conflicts of interests with the Group.

### **Compliance Adviser's Interest**

As at 30 June 2005, according to the notification of the compliance adviser of the Company, Core Pacific — Yamaichi Capital Limited ("CPY"), none of CPY, its directors, employees or associates (as defined in Note 3 of Rule 6.35 of the GEM Listing Rules) had any interest in the share capital of the Company or any of its subsidiaries, or had the right to subscribe or nominate others to subscribe the share capital of the Company or any of its subsidiaries.

According to the agreement entered into by the Company and CPY on 2 June 2004, CPY acts as the compliance adviser of the Company for the period from 9 June 2004 to 31 December 2006 or until the agreement is terminated pursuant to the terms and conditions of the agreement and receives and will receive an agreed amount of fees for the services to be rendered in respect thereof.

## **Code of Conduct for Securities Transactions by Directors**

The code of conduct for securities transactions by Directors adopted by the Company is on terms no less exacting than the required standard of dealings in Rules 5.48 to 5.67 of the GEM Listing Rules. Having made specific enquiry of all Directors, the Company was not aware of any circumstances that the Directors did not comply with the required standards of dealings and the code of conduct for securities transactions by Directors throughout the six months ended 30 June 2005.

#### **Audit Committee**

The Company established an audit committee on 27 August 2003 with terms of reference in compliance with Rules 5.28 to 5.33 of the GEM Listing Rules. The primary duties of the audit committee are to supervise the financial reporting process and internal control of the Company.

The audit committee comprises three independent non-executive directors, namely Mr. Zhang Zhan (the chairman of the audit committee), Mr. Wang Wei and Mr. Lau Shek Yau John. The audit committee of the Company has reviewed the unaudited results of the Group for the Review Period and has provided advice and comments thereon.

### **Code on Corporate Governance Practices**

For the six months ended 30 June 2005, the Company has not entirely complied with the code provisions of the Code on Corporate Governance Practices ("CGP") as set out in Appendix 15 to the GEM Listing Rules. The reasons for the main deviations are set out below:

Code provisions of CGP		Reason for deviation	
A2.1	Chairman and Chief Executive Officer	Mr. Sha Min currently acts as the Chairman and Chief Executive Officer of the Company. The Company is still looking for the suitable candidate to fill up the post of Chief Executive Officer. There is no clear distinction between the roles of Chairman and Chief Executive Officer.	
B1.1 to 1.5	Remuneration Committee	The establishment of the remuneration committee and drafting of its terms of reference are in progress.	

## Purchase, Redemption or Sale of Listed Securities of the Company

During the Review Period, neither the Company nor any of its subsidiaries purchased, redeemed or sold any of the Company's listed securities.

By Order of the Board

Nanjing Sample Technology Company Limited\*

Sha Min

Chairman

11 August 2005 Nanjing, the PRC

\* for identification purpose only