

# *Excel*

TECHNOLOGY

Excel Technology  
International  
Holdings Limited

(Incorporated in Bermuda with limited liability)  
(Stock Code: 8048)



Third Quarterly Report  
**2006**

## **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.**

*The Exchange takes no responsibility for the contents of this report, makes no representation as to its accuracy or completeness and expressly disclaims any liability whatsoever for any loss however arising from or in reliance upon the whole or any part of the contents of this report.*

*This report, for which the directors (the “Directors”) of Excel Technology International Holdings Limited (the “Company”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited (“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:– (1) the information contained in this report is accurate and complete in all material respects and not misleading; (2) there are no other matters the omission of which would make any statement in this report misleading; and (3) 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.*

# THIRD QUARTERLY RESULTS ENDED 30 SEPTEMBER 2006

The Directors of the Company are pleased to present the unaudited consolidated results of the Company and its subsidiaries (collectively referred to as the "Group") for the three months and nine months ended 30 September 2006, together with the comparative figures for the corresponding periods in 2005, as follows:

	Notes	For the three months ended 30 September		For the nine months ended 30 September	
		2006 HK\$'000	2005 HK\$'000 (Restated)	2006 HK\$'000	2005 HK\$'000 (Restated)
Turnover	2	<b>116,715</b>	39,705	<b>237,696</b>	134,629
Other net operating income		<b>895</b>	329	<b>1,684</b>	483
Change in inventories of hardware and software		<b>(934)</b>	5,870	<b>5,048</b>	4,092
Purchase of hardware and software		<b>(85,702)</b>	(16,714)	<b>(156,849)</b>	(62,079)
Professional fee		<b>(1,498)</b>	(11,017)	<b>(8,743)</b>	(14,009)
Staff costs		<b>(21,027)</b>	(20,258)	<b>(60,182)</b>	(60,358)
Depreciation and amortisation		<b>(1,276)</b>	(2,110)	<b>(3,916)</b>	(5,722)
Other expenses		<b>(5,021)</b>	(4,000)	<b>(13,474)</b>	(14,288)
Profit/(Loss) from operations		<b>2,152</b>	(8,195)	<b>1,264</b>	(17,252)
Finance costs	3	<b>(36)</b>	(81)	<b>(189)</b>	(224)
Share of results of associate		<b>(75)</b>	1,919	<b>23</b>	2,659
Loss on disposal of an associate		<b>-</b>	-	<b>(3,237)</b>	-
Profit/(Loss) before taxation		<b>2,041</b>	(6,357)	<b>(2,139)</b>	(14,817)
Taxation	4	<b>-</b>	(93)	<b>(13)</b>	(93)
Profit/(Loss) for the period		<b>2,041</b>	(6,450)	<b>(2,152)</b>	(14,910)
Attributable to:					
Equity holders of the parent		<b>1,596</b>	(5,287)	<b>(2,941)</b>	(13,911)
Minority interests		<b>445</b>	(1,163)	<b>789</b>	(999)
		<b>2,041</b>	(6,450)	<b>(2,152)</b>	(14,910)
Profit/(Loss) per share – Basic	5	<b>0.16 cents</b>	(0.54) cents	<b>(0.30) cents</b>	(1.41) cents

Notes:

## 1. BASIS OF PRESENTATION

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("FRS") and Hong Kong Accounting Standards ("HKAS") (collectively referred to as "HKFRS") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance. In this year, the accounting policies adopted by the Group are consistent with financial statements for the year ended 31 December 2005.

This financial information also complies with the applicable disclosure requirements of the Growth Enterprise Market operated by The Stock Exchange of Hong Kong Limited.

The measurement basis used in the preparation of these financial statements is historical cost, except for certain available-for-sale financial assets and financial assets at fair value through profit or loss, which have been measured at fair value.

All inter-company transactions and balances within the Group have been eliminated on consolidation.

## 2. TURNOVER

An analysis of the Group's turnover by principal activities is as follows:

	Three months ended 30 September		Nine months ended 30 September	
	2006 HK\$'000	2005 HK\$'000	2006 HK\$'000	2005 HK\$'000
Enterprise software products	20,438	18,368	56,962	48,626
Systems integration	89,111	10,590	159,834	60,046
Professional services	5,960	9,483	17,296	22,091
ASP services	1,206	1,264	3,604	3,866
	<b>116,715</b>	<b>39,705</b>	<b>237,696</b>	<b>134,629</b>

### 3. FINANCE COSTS

	For the three months ended 30 September		For the nine months ended 30 September	
	2006 HK\$'000	2005 HK\$'000	2006 HK\$'000	2005 HK\$'000
Interest on bank loans, overdraft & other borrowings repayable within five years	36	81	189	224

### 4. TAXATION

	For the three months ended 30 September		For the nine months ended 30 September	
	2006 HK\$'000	2005 HK\$'000 (Restated)	2006 HK\$'000	2005 HK\$'000 (Restated)
The Company and its Subsidiaries				
– Hong Kong Profits Tax	–	–	–	–
– Overseas Tax	–	93	13	93
	–	93	13	93

No provision for Hong Kong Profits Tax has been made in the financial statements as the Company and its subsidiaries had no assessable profit for the respective periods or their estimated assessable profits for the respective periods are wholly absorbed by unrelieved tax losses brought forward from previous year.

Taxation in other jurisdictions is calculated at the rates prevailing in the respective jurisdictions.

### 5. PROFIT/(LOSS) PER SHARE

The calculation of the basic loss per share for the nine months ended 30 September 2006 is based on the loss attributable to equity holders of the parent of HK\$2,941,000 (2005: HK\$13,911,000) and the 985,050,000 (2005: 985,050,000) shares in issue during the period.

No diluted loss per share has been presented because all the share options granted as at 30 September 2006 and 2005 were anti-dilutive.

## RESERVES

Movements in reserves for the periods ended 30 September 2006 and 2005 were as follows:—

	Share premium HK\$'000	Investment revaluation reserve HK\$'000	Accumulated losses HK\$'000	Total HK\$'000 (Restated)
At 1 January 2005	179,650	—	(176,341)	3,309
Opening balance adjustment arising from the adoption of HKAS 39	—	(1,305)	—	(1,305)
As restated	179,650	(1,305)	(176,341)	2,004
Loss for the period	—	—	(13,911)	(13,911)
At 30 September 2005	<u>179,650</u>	<u>(1,305)</u>	<u>(190,252)</u>	<u>(11,907)</u>
At 1 January 2006	179,650	(1,515)	(192,907)	(14,772)
Loss for the period	—	—	(2,941)	(2,941)
<b>At 30 September 2006</b>	<u>179,650</u>	<u>(1,515)</u>	<u>(195,848)</u>	<u>(17,713)</u>

## INTERIM DIVIDEND

The Directors do not recommend the payment of an interim dividend for the nine months ended 30 September 2006 (2005: Nil).

## BUSINESS REVIEW

The Directors of the Company are pleased to announce that there is significant improvement in profit attributable to equity holders for the third quarter of 2006 with HK\$1,596,000, as compared to the loss of HK\$5,287,000 in the same period of 2005.

The Company recorded a significant growth of 77% in turnover of HK\$237,696,000 for the nine months ended 30th September 2006, compared with HK\$134,629,000 for the corresponding period of last year.

After netting off the disposal loss of an associate company of HK\$3,237,000 recorded earlier in the year, the Company made a profit of HK\$296,000 for the nine months ended 30 September 2006, compared to the loss of HK\$13,911,000 in the same period of 2005.

## FUTURE PROSPECTS

The Company has made a profit in this third quarter, and we are confident in sustaining a profitable trend in the coming period. The Company has a strong backlog and healthy pipeline for our products and services, and that will carry us positively into 2007 with additional business opportunities.

Sales continue to be strong for all business lines with major contracts materialized during this third quarter. We had signed several significant contracts in our enterprise software products on Loans, WMS, and InterTrade. Our regional network of offices has given us significant edge over competitors with customers that require regional implementation and support in Greater China and Southeast Asia.

Our new software development outsourcing subsidiary started to gain business momentum and is expected to contribute positively to the Company in the coming months. The management team is working to accelerate its potential return with a more aggressive marketing and growth plan.

## DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SECURITIES

At 30 September 2006, the interests and short positions of the directors and the chief executives of the Company and their associates in the shares, underlying shares or debentures of the Company and its associated corporations, as recorded in the register maintained by the Company pursuant to Section 352 of the Securities and Futures Ordinance (the "SFO"), or as otherwise notified to the Company and The Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to Rule 5.46 of the Rules Governing the Listing of Securities on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited (the "GEM Listing Rules"), were as follows:

### LONG POSITIONS

Ordinary shares of HK\$0.10 each of the Company

Name of director	Number of ordinary shares held			Total	Percentage of the issued share capital of the Company
	Beneficial owner	Held by family	Held by controlled corporation		
Zee Chan Mei Chu, Peggy	2,744,000	–	563,679,197 (Note 1)	566,423,197	57.50%
Fung Din Chung, Rickie	24,559,498	–	–	24,559,498	2.49%
Leung Lucy, Michele	–	–	24,559,498 (Note 2)	24,559,498	2.49%
Ng Wai King, Steve	21,050,998	–	–	21,050,998	2.14%
Wong Mee Chun	40,000	382,000 (Note 3)	–	422,000	0.04%

Notes:

- (1) These shares were held by Passion Investment (BVI) Limited, a company incorporated in the British Virgin Islands which is wholly-owned by Zee Chan Mei Chu, Peggy.
- (2) These shares were held by Mossell Green Limited, a company incorporated in the British Virgin Islands which is wholly-owned by Leung Lucy, Michele.
- (3) These shares were held by the spouse of Wong Mee Chun.

Save as disclosed above, none of the directors nor their associates had any interests or short positions in any shares, underlying shares or debentures of the Company or any of its associated corporations as at 30 September 2006.



## SUBSTANTIAL SHAREHOLDERS

As at 30 September 2006, the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO shows that the following shareholders had notified the Company of relevant interests and short positions in the issued share capital of the Company.

Long positions in the ordinary shares of HK\$0.10 each of the Company

<b>Name of shareholder</b>	<b>Number of issued ordinary shares held</b>	<b>Percentage of the issued share capital of the Company</b>
Zee Chan Mei Chu, Peggy (Note 1)	566,423,197	57.50%
Passion Investment (BVI) Limited (Note 1)	563,679,197	57.22%
Cheung Kong (Holdings) Limited (Note 2)	143,233,151	14.54%
Li Ka-Shing Unity Trustee Company Limited (Note 2) (as trustee of The Li Ka-Shing Unity Trust)	143,233,151	14.54%
Li Ka-Shing Unity Trustcorp Limited (Note 2) (as trustee of another discretionary trust)	143,233,151	14.54%
Li Ka-Shing Unity Trustee Corporation Limited (Note 2) (as trustee of The Li Ka-Shing Unity Discretionary Trust)	143,233,151	14.54%
Li Ka-shing (Note 2)	143,233,151	14.54%
Alps Mountain Agent Limited (Note 2)	71,969,151	7.31%
iBusiness Corporation Limited (Note 2)	67,264,000	6.83%

Notes:

- (1) These shares have been disclosed as directors' interests held by controlled corporation in the paragraph headed "Directors' and chief executive's interests and short positions in securities".
- (2) Mr. Li Ka-shing is the settlor of each of The Li Ka-Shing Unity Discretionary Trust ("DT1") and another discretionary trust ("DT2"). Each of Li Ka-Shing Unity Trustee Corporation Limited ("TDT1", which is the trustee of DT1) and Li Ka-Shing Unity Trustcorp Limited ("TDT2", which is the trustee of DT2) holds units in The Li Ka-Shing Unity Trust ("UT1") but is not entitled to any interest or share in any particular property comprising the trust assets of the said unit trust. The discretionary beneficiaries of each of DT1 and DT2 are, inter alia, Mr. Li Tzar Kuoi, Victor, his wife and children and Mr. Li Tzar Kai, Richard. Li Ka-Shing Unity Trustee Company Limited ("TUT1") as trustee of UT1 together with certain

companies which TUT1 as trustee of UT1 is entitled to exercise or control the exercise of one-third or more of the voting power at their general meetings hold more than one-third of the issued share capital of Cheung Kong (Holdings) Limited ("CKH"). CKH is entitled to exercise or control the exercise of one-third or more of the voting power at the general meetings of Alps Mountain Agent Limited ("Alps") and iBusiness Corporation Limited ("iBusiness").

The entire issued share capital of each of TUT1, TDT1 and TDT2 are owned by Li Ka-Shing Unity Holdings Limited ("Unity Holdco"). Each of Mr. Li Ka-shing, Mr. Li Tzar Kuoi, Victor and Mr. Li Tzar Kai, Richard is interested in one-third of the entire issued share capital of Unity Holdco. TUT1 is only interested in the shares of CKH by reason only of its obligation and power to hold interests in those shares in its ordinary course of business as trustee and, when performing its functions as trustee, exercises its power to hold interests in the shares of CKH independently without any reference to Unity Holdco or any of Mr. Li Ka-shing, Mr. Li Tzar Kuoi, Victor and Mr. Li Tzar Kai, Richard as a holder of the shares of Unity Holdco as aforesaid.

By virtue of the SFO, each of Mr. Li Ka-shing, being the settlor and may being regarded as a founder of each of DT1 and DT2 for the purpose of the SFO, TUT1, TDT1, TDT2 and CKH is deemed to be interested in the 143,233,151 shares of the Company of which 71,969,151 shares are held by Alps and 67,264,000 shares are held by iBusiness.

Save as disclosed above, the Company has not been notified of any other interests or short positions in the issued share capital of the Company at 30 September 2006.

## AUDIT COMMITTEE

The Company established an audit committee on 11 August 2000 with written terms of reference in accordance with Rules 5.28 to 5.33 of the GEM Listing Rules. The audit committee comprises three members – Mr. Cheong Ying Chew, Henry, Mr. Chang Ka Mun and Ms. Wong Mee Chun, all of whom are independent non-executive directors. Mr. Cheong Ying Chew, Henry is the chairman of the audit committee. Audit committee's principal duties are to review and supervise the financial reporting process and internal control procedures of the Group.

The unaudited consolidated results of the Group for the nine months ended 30 September 2006 have been reviewed by the audit committee, who is of the opinion that such statements comply with the applicable accounting standards and that adequate disclosures have been made.

## COMPETING INTERESTS

Ip Tak Chuen, Edmond, a non-executive director of the Company, is an executive director and the deputy managing director of Cheung Kong (Holdings) Limited ("CKH"). Mr. Ip is also deputy chairman of Cheung Kong Infrastructure Holdings Limited ("CKI"), and a non-executive director of TOM Group Limited ("TOM Group"). Cheong Ying Chew, Henry, an independent non-executive director of the Company, is also an independent non-executive director of TOM Group. Both CKH and CKI are engaged in information technology, e-commerce and new technology. TOM Group is engaged in providing Internet services.

Save as disclosed above, at 30 September 2006, none of the directors, the management shareholders or their respective associates (as defined in the GEM Listing Rules) had an interest in a business which causes or may cause significant competition with the business of the Group.

## PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

During the nine months period under review, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities.

By Order of the Board  
**Zee Chan Mei Chu, Peggy**  
*Chairman*

*The Board comprises of:*

Zee Chan Mei Chu, Peggy (*Executive Director*)  
Leung Lucy, Michele (*Executive Director*)  
Fung Din Chung, Rickie (*Executive Director*)  
Ng Wai King, Steve (*Executive Director*)  
Ip Tak Chuen, Edmond (*Non-executive Director*)  
Cheong Ying Chew, Henry (*Independent non-executive Director*)  
Chang Ka Mun (*Independent non-executive Director*)  
Wong Mee Chun (*Independent non-executive Director*)

Hong Kong, 6 November 2006