



FIRST  
QUARTERLY  
REPORT  
2010

*Excel*

TECHNOLOGY

**Excel Technology International Holdings Limited**

(Incorporated in Bermuda with limited liability)

Stock Code: 8048

## **CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET (“GEM”) OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)**

**GEM has been positioned as a market designed to accommodate companies to which a high investment risk may be attached than other companies listed on Stock Exchange. 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.**

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*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 (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:– (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.*

## FIRST QUARTERLY RESULTS ENDED 31 MARCH 2010

The Directors of the Company present herewith the unaudited consolidated results of the Company and its subsidiaries (collectively referred to as the "Group") for the three months ended 31 March 2010, together with the comparative figures for the corresponding period in 2009, as follows:

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

*for the three months ended 31 March 2010*

|   | Notes | For the three months ended 31 March |                  |
|---|-------|-------------------------------------|------------------|
|   |       | 2010<br>HK\$'000                    | 2009<br>HK\$'000 |
| <b>Revenue</b>  | 2     | <b>53,123</b>                       | 44,062           |
| Other revenue   |       | 102                                 | 151              |
| Change in inventories of hardware and software  |       | (9,185)                             | 2,641            |
| Purchase of hardware and software   |       | (22,941)                            | (22,190)         |
| Professional fee  |       | (35)                                | (669)            |
| Employee benefits expense   |       | (18,688)                            | (20,965)         |
| Depreciation  |       | (525)                               | (209)            |
| Other expenses  |       | (4,210)                             | (3,336)          |
| Finance costs   | 3     | (60)                                | (10)             |
| <b>Loss before income tax</b>   |       | <b>(2,419)</b>                      | (525)            |
| Income tax expense  | 4     | (8)                                 | (26)             |
| <b>Loss for the period</b>  |       | <b>(2,427)</b>                      | (551)            |
| <b>Other comprehensive income, including reclassification adjustments</b>                               |       |                                     |                  |
| Available-for-sale financial assets   |       | —                                   | —                |
| Exchange gain on translation of financial statements of foreign operations                              |       | —                                   | —                |
| <b>Other comprehensive income for the period, including reclassification adjustments and net of tax</b> |       | <b>—</b>                            | <b>—</b>         |
| <b>Total comprehensive loss for the period</b>  |       | <b>(2,427)</b>                      | (551)            |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

for the three months ended 31 March 2010

|  | Notes | For the three months ended 31 March |                     |
|--|-------|-------------------------------------|---------------------|
|  |       | 2010<br>HK\$'000                    | 2009<br>HK\$'000    |
| <b>Loss for the period attributable to:</b>  |       |                                     |                     |
| Owners of the Company  |       | (1,806)                             | (360)               |
| Non-controlling interest   |       | (621)                               | (191)               |
|  |       | <u>(2,427)</u>                      | <u>(551)</u>        |
| <b>Total comprehensive loss attributable to:</b>   |       |                                     |                     |
| Owners of the Company  |       | (1,806)                             | (360)               |
| Non-controlling interest   |       | (621)                               | (191)               |
|  |       | <u>(2,427)</u>                      | <u>(551)</u>        |
| <b>Loss per share for the loss attributable to the owners of the Company during the period</b> | 5     |                                     |                     |
| – Basic (in HK cents)  |       | <u>(0.18) cents</u>                 | <u>(0.04) cents</u> |

## NOTES:

**1. Basis of presentation**

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards and Interpretations issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA") and the disclosure requirements of the Hong Kong Companies Ordinance. The financial statements also include the applicable disclosure requirements of the Rules Governing the Listing of Securities on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited ("GEM Listing Rules"). In this year, the accounting policies adopted by the Group are consistent with financial statements for the year ended 31 December 2009.

The financial statements have been prepared on the historical cost basis, except for financial instruments classified as available-for-sale financial assets and financial assets at fair value through profit or loss which are stated at fair values.

**2. Revenue and turnover**

Revenue from external customers from the Group's principal activities recognised during the period is as follows:

|                              | <b>For the three months<br/>ended 31 March</b> |                          |
|------------------------------|--|--------------------------|
|                              | <b>2010<br/>HK\$'000</b>                       | <b>2009<br/>HK\$'000</b> |
| Enterprise software products | <b>17,554</b>                                  | 18,001                   |
| Systems integration          | <b>30,186</b>                                  | 21,243                   |
| Professional services        | <b>4,221</b>                                   | 3,730                    |
| ASP services                 | <b>1,162</b>                                   | 1,088                    |
| <b>Total revenue</b>         | <b>53,123</b>                                  | 44,062                   |

### 3. Finance costs

|   | For the three months ended 31 March |                  |
|---|-------------------------------------|------------------|
|   | 2010<br>HK\$'000                    | 2009<br>HK\$'000 |
| Interest charges on:                                |                                     |                  |
| Finance charges on obligations under finance leases | 6                                   | 10               |
| Other interest expense                              | 54                                  | –                |
|   | <u>60</u>                           | <u>10</u>        |

### 4. Income tax expense

No provision for Hong Kong profits tax has been made in the financial statements as the Group's entities either incurred tax losses for the respective periods or their estimated assessable profits for the respective periods were wholly absorbed by unrelieved tax losses brought forward from previous years.

Taxation on overseas profits has been calculated on the estimated assessable profits for the respective periods at the rates prevailing in the countries in which the Group operates.

|                                 | For the three months ended 31 March |                  |
|---------------------------------|-------------------------------------|------------------|
|                                 | 2010<br>HK\$'000                    | 2009<br>HK\$'000 |
| Current tax                     |                                     |                  |
| – Overseas                      |                                     |                  |
| Tax for the period              | 8                                   | 26               |
| <b>Total income tax expense</b> | <u>8</u>                            | <u>26</u>        |

### 5. Loss per share

The calculation of the basic loss per share for the three months ended 31 March 2010 is based on the loss attributable to owners of the Company of HK\$1,806,000 (2009: HK\$360,000) and the weighted average number of ordinary shares of 985,050,000 (2009: 985,050,000) in issue during the period.

Diluted loss per share for the three months ended 31 March 2010 was not presented because there is no potential ordinary share in existence during the period.

## RESERVES

Movements in reserves for the periods ended 31 March 2010 and 2009 were as follows:–

|                         | Share<br>premium<br>HK\$'000 | Investment<br>revaluation<br>reserve<br>HK\$'000 | Exchange<br>reserve<br>HK\$'000 | Accumulated<br>losses<br>HK\$'000 | Total<br>HK\$'000 |
|-------------------------|------------------------------|--|---------------------------------|-----------------------------------|-------------------|
| At 1 January 2009       | 179,650                      | –  | 4,652                           | (190,563)                         | (6,261)           |
| Loss for the period     | –                            | –  | –                               | (360)                             | (360)             |
| At 31 March 2009        | 179,650                      | –  | 4,652                           | (190,923)                         | (6,621)           |
| At 1 January 2010       | 179,650                      | –  | 4,822                           | (188,196)                         | (3,724)           |
| Loss for the period     | –                            | –  | –                               | (1,806)                           | (1,806)           |
| <b>At 31 March 2010</b> | <b>179,650</b>               | <b>–</b>   | <b>4,822</b>                    | <b>(190,002)</b>                  | <b>(5,530)</b>    |

## INTERIM DIVIDEND

The Directors do not recommend the payment of an interim dividend for the three months ended 31 March 2010 (2009: Nil).

## BUSINESS REVIEW

The early months of a year are always the slower months of our business cycles. Due to delays in contract signing, and the low margin of the systems integration business, the Group suffered a loss attributable to owners of HK\$1,806,000 for the three months ended 31 March 2010, as compared to the loss of HK\$360,000 in the same period of 2009.

The Company recorded a turnover of HK\$53,123,000 for the three months ended 31 March 2010, an increase of 21% from HK\$44,062,000 for the corresponding period of last year. This was mainly due to the completion of a large systems integration contract for a specific customer.

By sector performance on a quarter-to-quarter comparison, revenue on enterprise software products decreased by 2%, systems integration grew by 42%, professional services increased by 13% and ASP services increased by 7%.

## FUTURE PROSPECTS

Even though Hong Kong, and most countries in South East Asia, are steadily recovering from the financial tsunami, most of the banks are still conservative in their IT spending. Therefore we remain cautious about the outlook of the IT market in general in this part of the world. Management is putting more attention in the software development outsourcing as we believe this business area will benefit from the fact that many large companies will rely on external resource to handle projects instead of hiring more staff of their own.

The bright spot we could see is still China, which is expected to continue to grow at the rate of 8% to 9% this year. As the China government is tightening its controls on mortgages and other loans, banks in China are in needs of upgrading their credit and lending systems. This is evidenced by many inquiries coming in asking for information of our Excel Loans System – our flagship enterprise software in China. We are stepping up our effort in capturing more business opportunities in this area with the release of a new product in SME and corporate lending.

We are also moving ahead with another key development of our China business – the China Support Hub project in Dongguan, Guangdong. We are getting endorsement and positive support from business partners, government agencies and officials on our concept of providing integrated back-office support to financial establishments, leveraging skills, knowledge and connections we have in the finance industry. The coming months will be crucial for us to formalize and proceed with the planned activities in this project. We shall be reporting on our progress on a regular basis.

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

At 31 March 2010, 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 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 | 4,350,000                      | –                   | 559,679,197<br>(Note 1)        | 564,029,197 | 57.26%  |
| Fung Din Chung, Rickie  | 24,691,498                     | –                   | –                              | 24,691,498  | 2.51%   |
| Leung Lucy, Michele     | 24,559,498                     | –                   | –                              | 24,559,498  | 2.49%   |
| Ng Wai King, Steve      | 12,650,998                     | –                   | –                              | 12,650,998  | 1.28%   |
| Wong Mee Chun           | 40,000                         | 382,000<br>(Note 2) | –                              | 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 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 31 March 2010.

## SUBSTANTIAL SHAREHOLDERS

As at 31 March 2010, 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

| Name of shareholder  | Number of<br>issued<br>ordinary<br>shares held | Percentage of<br>the issued<br>share capital<br>of the<br>Company |
|--|--|---|
| Zee Chan Mei Chu, Peggy ( <i>Note 1</i> )                          | 564,029,197                                    | 57.26%  |
| Passion Investment (BVI) Limited ( <i>Note 1</i> )                 | 559,679,197                                    | 56.82%  |
| Cheung Kong (Holdings) Limited ( <i>Note 2</i> )                   | 143,233,151                                    | 14.54%  |
| Li Ka-Shing Unity Trustee Company Limited<br>( <i>Note 2</i> )     |  |   |
| (as trustee of The Li Ka-Shing Unity Trust)                        | 143,233,151                                    | 14.54%  |
| Li Ka-Shing Unity Trustcorp Limited ( <i>Note 2</i> )              |  |   |
| (as trustee of another discretionary trust)                        | 143,233,151                                    | 14.54%  |
| Li Ka-Shing Unity Trustee Corporation<br>Limited ( <i>Note 2</i> ) |  |   |
| (as trustee of The Li Ka-Shing Unity<br>Discretionary Trust)       | 143,233,151                                    | 14.54%  |
| Li Ka-shing ( <i>Note 2</i> )                                      | 143,233,151                                    | 14.54%  |
| Alps Mountain Agent Limited ( <i>Note 2</i> )                      | 71,969,151                                     | 7.31%   |
| iBusiness Corporation Limited ( <i>Note 2</i> )                    | 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 31 March 2010.

## 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 three months ended 31 March 2010 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.

## DIRECTORS' INTERESTS IN COMPETING BUSINESS

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 an Executive Director and the 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 CKH, CKI and 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 31 March 2010, 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 three 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*

Hong Kong, 10 May 2010

*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)*