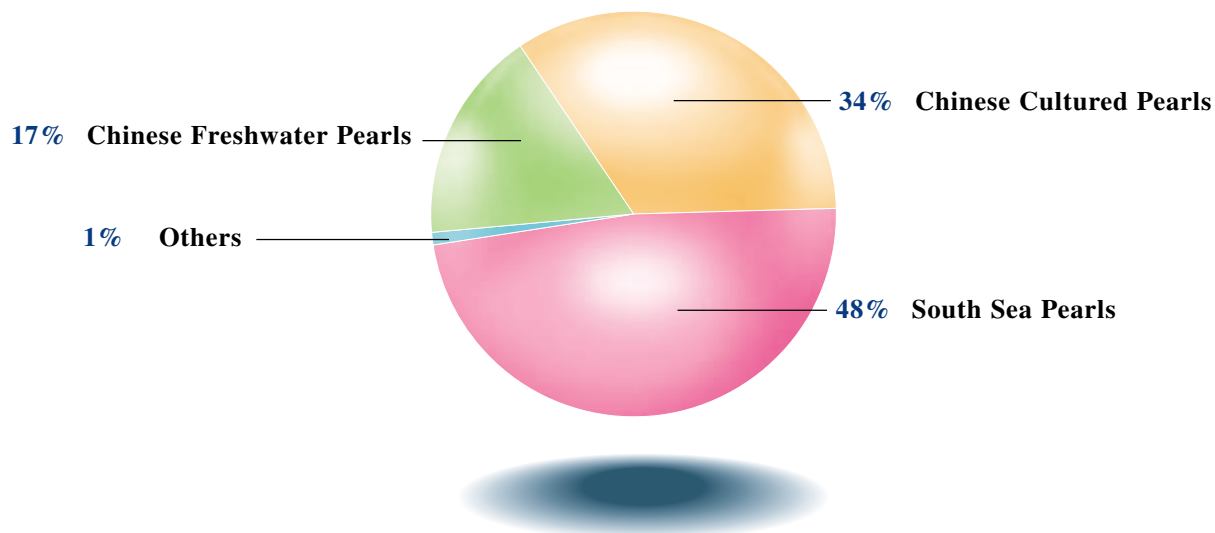




Financial Review

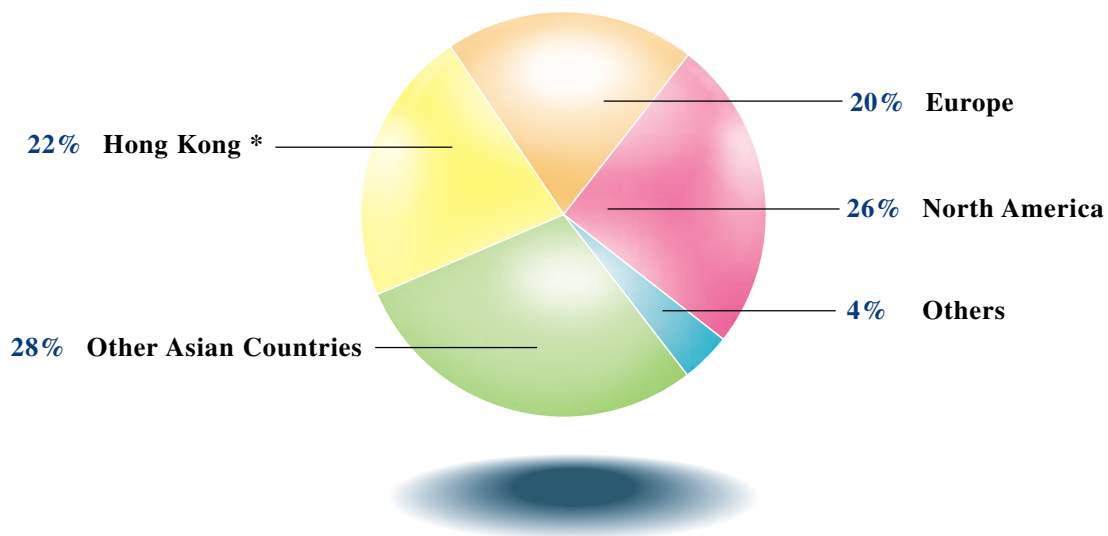
TURNOVER BY PRODUCTS

for the year ended March 31, 2002



TURNOVER BY REGION

for the year ended March 31, 2002



* A majority of sales in Hong Kong are for exporters and manufacturers



USE OF PROCEEDS FROM ISSUE OF NEW SHARES

The proceeds from issue of new shares by the Company in September 1997, net of listing expenses, were approximately HK\$123.4 million. As at March 31, 2002, the net proceeds have been fully utilised as stated in the prospectus except for the following unutilised balance, which has been placed on short-term bank deposits in Hong Kong banks:

- (a) approximately HK\$26 million for the expansion of processing facilities of Chinese cultured pearls and freshwater pearls; and
- (b) approximately HK\$23 million for the investment in pearl farms in major pearl producing countries.

The net proceeds from the placing of 40,000,000 new shares by the Company in August 1999 were approximately HK\$12.75 million. As at March 31, 2002, the net proceeds have been fully utilised for the purpose as stated in the announcement dated August 6, 1999 except for approximately HK\$3 million for retail market development in pearls and pearl products in the PRC being unused. The said balance were deposited in various banks in Hong Kong.

The net proceeds from the placing of 120,000,000 new shares by the Company in November 2001 were approximately HK\$14.03 million and were fully utilised as general working capital as at March 31, 2002.

SALES AND CUSTOMERS

The Company's customers consist principally of wholesale distributors and mass merchandisers in Europe, the United States, Hong Kong and other Asian countries. The Company's policy is to denominate all its sales in either US dollars or Hong Kong dollars. Since Hong Kong dollar remained "pegged" to the US dollar throughout the financial year, the Board of Directors (the "Directors") does not anticipate significant risks of fluctuations in the exchange rate between the US dollar and the Hong Kong dollar in the foreseeable future.

For the year ended March 31, 2002, the five largest customers of the Company accounted for approximately 20.2% (2001: 25.3%) of the Company's sales with the largest customer accounted for approximately 9.3% (2001: 7.5%) of the Company's sales.

PURCHASE AND SUPPLIERS

For the year ended March 31, 2002, approximately 35.3% of the Company's purchases was made in Renminbi, with the remaining amount settled in Hong Kong dollars, US dollars and Japanese Yen. It is the Company's policy not to enter into derivative contracts unless the Company considers it necessary to hedge against foreign exchange fluctuations. No such derivative contract was entered into during the year.

For the year ended March 31, 2002, the five largest suppliers of the Company accounted for approximately 34.1% (2001: 40.4%) of the Company's total purchases, with the largest supplier accounted for approximately 9.5% (2001: 12.1%) of the Company's total purchases.

None of the Directors, their respective associates (as defined in the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules")) or any shareholder of the Company (who or which, to the knowledge of the Directors, owns more than 5% of the issued share capital of the Company) has any interest in any of the Group's five largest suppliers.



FINANCIAL RESOURCES AND LIQUIDITY

- (a) At March 31, 2002, the Group had working capital of HK\$261.2 million, which included a cash balance of HK\$90.1 million, compared with working capital of HK\$204.9 million, which included a cash balance of HK\$114.0 million at March 31, 2001. The current ratio as at March 31, 2002 was 6.0 compared to 2.8 as at March 31, 2001. Net cash inflow from operating activities for the year ended March 31, 2002 was HK\$19.3 million as compared to HK\$22.6 million for the year ended March 31, 2001.
- (b) The Company had available working capital facilities of HK\$57 million in total with various banks at March 31, 2002. Such banking facilities include letter of credit arrangements, import loans, overdraft and other facilities commonly used in the jewellery business. All such banking facilities bear interest at floating rates generally based on prime lending rates, and are subject to periodic review. At March 31, 2002, the Group did not utilise sub-credit facilities. The Group believes that funds to be generated from internal operations and the existing banking facilities will enable the Group to meet anticipated future cash flow requirements.
- (c) At March 31, 2002, the Group had pledged the following assets to banks to secure bank borrowings and general banking facilities:

	2002 HK\$'000	2001 HK\$'000
Carrying amount of leasehold land and buildings	28,914	57,432
Carrying amount of investment properties	88,813	72,625
Bank deposits	16,169	64,879
	133,896	194,936

- (d) The Group's exposure to foreign currency is mainly in US dollars (sales transactions) and Renminbi (purchases of pearls). The Group does not foresee a substantial exposure to fluctuations in exchange rate since i) Hong Kong dollars remained pegged to US dollars, the Company's sales proceeds have had minimal exposure to foreign currency fluctuations; ii) Renminbi is relatively stable in relation to other currencies, thus the Group does not commit in any exchange rate hedges.

GEARING RATIO

At March 31, 2002, the Group had total debts amounted to HK\$59.1 million, equal to 14.8% of shareholders' funds of HK\$398.1 million. The gearing ratio was 33.8% at March 31, 2001 as the Group had total debts of HK\$123.9 million and shareholders' funds of HK\$366.9 million.