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HULENDER FROMER MINELUI

# RESULTS

The board of directors of Allan International Holdings Limited announces the unaudited consolidated results of the Company and its subsidiaries ("the Group") for the six months ended 30 September, 2002 together with the comparative figures for the six months ended 30 September, 2001, as follows:-

# CONDENSED CONSOLIDATED INCOME STATEMENT

		Six mo	audited onths ended optember,
		2002	2001
	Notes	HK\$'000	HK\$'000
Turnover	2	396,064	400,241
Cost of sales		(304,364)	(300,503)
Gross profit		91,700	99,738
Other operating income		3.355	5,693
Distribution costs		(14,489)	(17,434)
Administrative expenses		(38,895)	(48,559)
Profit from operations Impairment loss on investments in	3	41,671	39,438
non-trading securities Investment income		(4,553) 1,591	2,261
Interest on borrowings and finance lease charge	s	(171)	(576)
Profit before taxation		38,538	41,123
Taxation	4	(4,902)	(8,122)
Net profit for the period		33,636	33,001
Dividend	5	6,709	6,709
Earnings per share	6		
Basic		10.03 Cents	9.84 Cents

# CONDENSED CONSOLIDATED BALANCE SHEET

	Notes	Unaudited 30 September, 2002 <i>HK\$'000</i>	Audited 31 March, 2002 HK\$'000
NON-CURRENT ASSETS			
Investment property	7	645	-
Property, plant and equipment	7	163,471	175,872
License fee		3,000	4,000
Investments in securities	8	18,781	5,962
		185,897	185,834
CUDDENT ASSETS			
CURRENT ASSETS Inventories		93,625	38,951
Trade debtors and bills		,	,
receivable	9	152,790	82,251
Deposits and prepayments		4,892	2,688
Mould deposits paid		4,459	3,732
Loans receivable		1,707	1,820
Time deposits		148,698	160,836
Bank balances and cash		11,563	18,991
		417,734	309,269
CURRENT LIABILITIES Trade creditors and bills payable	10	137,914	44,072
Deposits received and accruals		30,275	24,633
Mould deposits received		3,650	6.082
Taxation payable		5,120	228
Obligations under finance			
leases - due within one year	•	5,284	5,501
		182,243	80,516
NET CURRENT ASSETS		235,491	228,753
		421,388	414,587
CAPITAL AND RESERVES Share capital	11	33,543	33,543
Reserves	11	372,766	362,892
Reserves			
		406,309	396,435
NON-CURRENT LIABILITIE Deferred taxation Obligations under finance	S	12,349	12,815
leases – due after one year		2,730	5,337
		15,079	18,152
		421,388	414,587

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share capital HK\$'000	Share premium HK\$'000	Capital redemption reserve HK\$'000	Capital reserve HK\$'000	Investments revaluation reserve HK\$'000	Dividend reserve HK\$'000	Accumulated profits HK\$'000	Total HK\$'000
At 1 April, 2001								
(audited)	33,543	109,884	793	114	(3,494)	20,126	203,750	364,716
Valuation decrease	-	-	-	-	(1,787)	-	-	(1,787)
Profit for the period	-	-	-	-	-	-	33,001	33,001
Dividends declared	-	-	-	-	-	6,709	(6,709)	(00.10()
Dividends paid						(20,126)		(20,126)
At 30 September, 2001								
(unaudited)	33,543	109.884	793	114	(5.281)	6,709	230.042	375.804
Valuation increase			-	-	275		250,042	275
Reserve realized upon					210			275
disposal	-	_	_	_	35	-	-	35
Profit for the period	-	-	-	-	-	-	27.030	27.030
Dividend declared	-	-	-	-	-	26,835	(26,835)	-
Dividend paid	-	-	-	-	-	(6,709)	-	(6,709)
I								
At 31 March, 2002								
(audited)	33,543	109,884	793	114	(4,971)	26,835	230,237	396,435
Valuation decrease	_	-	-	-	(1,480)	-	_	(1,480)
Reserves realized upon								
impairment of								
securities	-	-	-	-	4,553	-	-	4,553
Profit for the period	-	-	-	-	-	-	33,636	33,636
Dividends declared	-	-	-	-	-	6,709	(6,709)	-
Dividends paid	-	-	-	-	-	(26,835)	-	(26,835)
At 30 September, 2002								
(unaudited)	33,543	109,884	793	114	(1,898)	6,709	257,164	406,309
CONDEN	NSED	CC	ONSOI	LIDA	TED	CAS	H FI	LOW

# STATEMENT

	Six mo	audited onths ended eptember, 2001 <i>HK\$'000</i> (restated)
Net cash from operating activities	29,980	27,392
Net cash used in investing activities	(7,578)	(22,645)
Net cash used in financing activities	(29,830)	(24,237)
Decrease in cash and cash equivalents	(7,428)	(19,490)
Cash and cash equivalents at beginning of the period	18,991	41,724
Cash and cash equivalents at end of the period, represented by bank balances and cash	11,563	22,234
Cash and cash equivalents as previously reported Effect of reclassification of time		105,513
deposits held for investment		(83,279)
Cash and cash equivalents as restated		22,234

### NOTES TO THE CONDENSED FINANCIAL STATEMENTS

### 1. ACCOUNTING POLICIES

### (i) Basis of preparation

The condensed financial statements have been prepared in accordance with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited and with Statement of Standard Accounting Practice ("SSAP") No. 25 "Interim Financial Reporting" issued by the Hong Kong Society of Accountants.

### (ii) Principal accounting policies

The condensed financial statements have been prepared under the historical cost convention as modified for the revaluation of investments in non-trading securities and investment property.

In the current period, the Group has adopted, for the first time, the following SSAPs. The adoption of these SSAPs have resulted in a change in the format of presentation of the cash flow statement but has had no material effect on the results for the current or prior accounting periods.

### Investments in securities

Investments in securities are recognised on a trade date basis and are initially measured at cost.

At subsequent reporting dates, debt securities that the Group has the expressed intention and ability to hold to maturity (held-to-maturity debt securities) are measured at amortised cost, less any impairment loss recognised to reflect irrecoverable amounts. The annual amortisation of any discount or premium on the acquisition of a held-to-maturity security is aggregated with other investment income receivable over the terms of the instrument so that the revenue recognised in each period represents a constant yield on the investment.

All securities other than held-to-maturity debt securities are measured at subsequent reporting dates at fair value.

Where securities are held for trading purposes, unrealised gains and losses are included in net profit or loss for the period. For other securities, unrealised gains and losses are dealt with in equity, until the security is disposed of or is determined to be impaired, at which time the cumulative gain or loss is included in net profit or loss for the period.

### Investment properties

Investment properties are completed properties which are held for their investment potential, any rental income being negotiated at arm's length.

Investment properties are stated at their open market value. Any revaluation increase or decrease arising on the revaluation of investment properties is credited or charged to the investment property revaluation reserve unless the balance on this reserve is insufficient to cover a revaluation decrease, in which case the excess of the revaluation decrease over the balance on the investment property revaluation reserve is charged to the income statement. Where a decrease has previously been charged to the income statement and a revaluation increase subsequently arises, this increase is credited to the income statement to the extent of the decrease previously charged. On disposal of an investment property, the balance on the investment property revaluation reserve attributable to that property is transferred to the income statement.

No depreciation is provided on investment properties except where the unexpired term of the relevant lease is 20 years or less.

### Cash flow Statements

Under SSAP No. 15 (Revised), cash flows are classified under three headings – operating, investing and financing, rather than the previous five headings. Interest and dividends, which were previously presented under separate headings, are classified as investing or financing cash flows. Cash flows arising from taxes on income are classified as operating activities, unless they can be separately identified with investing or financing activities. In addition, the amounts presented for cash and cash equivalents have been amended to exclude time deposits that are investing in nature. The redefinition of cash and cash equivalents resulted in a restatement in the comparative amounts shown in the cash flow statement.

Other than the above, the accounting policies adopted are consistent with those followed in the Group's annual financial statements for the year ended 31 March, 2002.

### 2. SEGMENT INFORMATION

### **Business segments**

For management purposes, the Group is currently organised into two operating divisions – household electrical appliances and personal care products. These divisions are the basis on which the Group reports its primary segment information.

Segment information about these businesses is presented below:

Six months ended 30 September, 2002

	Unaudited Household electrical appliances HK\$'000	Unaudited Personal care products HK\$'000	Unaudited Consolidated HK\$'000
Turnover	299,781	96,283	396,064
Segment result	39,468	2,203	41,671
Impairment loss on investments in non-trading securities Investment income Interest on borrowings and finance lease charges			(4,553) 1,591 (171)
Profit before taxation Taxation			38,538 (4,902)
Net profit for the period			33,636

Six months ended 30 September, 2001

	Unaudited Household electrical appliances HK\$'000	Unaudited Personal care products HK\$'000	Unaudited Consolidated HK\$'000
Turnover	286,013	114,228	400,241
Segment result	36,990	2,448	39,438
Investment income Interest on borrowings and finance lease charges			2,261
Profit before taxation			41,123
Taxation			(8,122)
Net Profit for the period			33,001

### 3. PROFIT FROM OPERATIONS

	Unaudited Six months ended 30 September,	
	<b>2002</b> <i>HK\$</i> '000	2001 HK\$'000
Profit from operations has been arrived at after charging:		
Amortization of license fee included in cost of sales	1,000	1,000
Depreciation on property, plant and equipment	19,272	20,932
and crediting:		
Gain on disposal of property, plant and equipment	498	

### 4. TAXATION

	Unaudited Six months ended 30 September,	
	<b>2002</b> <i>HK\$</i> '000	<b>2001</b> <i>HK\$</i> '000
The charge comprises:		
Hong Kong Profits Tax calculated at 16% on estimated assessable profit Current period Overprovision in prior period PRC enterprise income tax calculated at the prevailing rates	4,776 _	5,306 (400)
Current period Under provision in prior period	592	246 901
Deferred taxation	5,368 (466)	6,053 2,069
	4,902	8,122

### 5. DIVIDENDS

On 2 September, 2002, a final dividend of HK5 cents (2001: HK6 cents) and a special dividend of HK3 cents (2001: Nil) per share were paid to the shareholders for the year ended 31 March, 2002.

The board of directors have determined that an interim dividend of HK2 cents (2001: HK2 cents) per share be paid on or before 13 January, 2003 to the shareholders of the Company whose names appear on the Register of Members on 27 December, 2002.

### 6. EARNINGS PER SHARE

The calculation of the earnings per share is based on the following data:

	Unaudited Six months ended 30 September,	
	2002 20	
	HK\$'000	HK\$'000
Earnings for the purposes of basic earnings per share	33,636	33,001
	Six 1	Unaudited nonths ended September,
	2002	2001
	Number	Number
	of Shares	of Shares
Number of ordinary shares		
for the purpose of basic		
	335,432,520	335,432,520

# 7. INVESTMENT PROPERTY AND PROPERTY, PLANT AND EQUIPMENT

During the period, the Group spent approximately HK\$12,530,000 on additions to property, plant and equipment (2001: HK\$23,239,000) and disposed of land and buildings with a carrying value of approximately HK\$5,014,000 (2001: Nil) for a consideration of HK\$5,500,000, resulting in a gain on disposal of approximately HK\$486,000.

In addition, the Group's land and building with carrying value of approximately HK\$645,000, was transferred to investment property during the period.

At 30 September, 2002, the directors had considered the value of the Group's investment property and estimated that the carrying value did not differ significantly from which would be determined using fair values at the balance sheet date. Consequently, no revaluation surplus or deficit has been recognized in the current period.

### 8. INVESTMENTS IN SECURITIES

30	Unaudited September, 2002 HK\$'000	Audited 31 March, 2002 <i>HK</i> \$'000
Held-to-maturity securities, at cost Non-trading securities, at fair value	14,299 4,482	5,962
	18,781	5,962

During the period, the Group acquired securities of approximately HK\$15,488,000 (2001: Nil). Unrealised loss on investments of approximately HK\$1,480,000 (2001: HK\$1,787,000) was charged to the investment revaluation reserve account. In addition, the Group disposed of non-trading securities with a carrying value of approximately HK\$1,189,000 (2001: Nil) for a consideration of HK\$1,170,000, resulting in a loss on disposal of approximately HK\$19,000.

### 9. TRADE DEBTORS AND BILLS RECEIVABLE

The Group maintains defined credit policy generally up to 90 days. An aged analysis of trade debtors and bills receivable at the reporting date is as follows:

	Unaudited 30 September, 2002 <i>HK</i> \$'000	Audited 31 March, 2002 <i>HK\$</i> '000
Up to 90 days	152,790	81,254
91 – 120 days Over 120 days		984 13
	152,790	82,251

### 10. TRADE CREDITORS AND BILLS PAYABLE

11.

An aged analysis of trade creditors and bills payable at the reporting date is as follows:

	Unaudited 30 September, 2002 HK\$'000	Audited 31 March, 2002 HK\$'000
Up to 90 days 91 – 120 days Over 120 days	136,537 525 852	42,505 749 818
	137,914	44,072
SHARE CAPITAL Ordinary shares of HK\$0.10 each	Number of shares	Amount HK\$'000
Authorized: At 1 April, 2002 and at 30 September, 2002	600,000,000	60,000
Issued and fully paid: At 1 April, 2002 and at 30 September, 2002	335,432,520	33,543

There were no movements in the Company's share capital for the current period.

### 12. CAPITAL COMMITMENTS

	Unaudited 30 September, 2002 <i>HK</i> \$'000	Audited 31 March, 2002 <i>HK</i> \$'000
Capital expenditure contracted for but not provided in respect of acquisition of property, plant and equipment	782	121

### 13. RELATED PARTY TRANSACTIONS

During the period, rental expenses paid and payable to Allan Investment Company Limited amounted to HK\$450,000 (2001: HK\$450,000) and Income Village Limited amounted to HK\$102,000 (2001: HK\$102,000). The rentals were determined with reference to estimated market rates.

Mr. Cheung Lun, Mr. Cheung Pui, Mr. Cheung Shu Wan, Ms. Cheung Lai Chun, Maggie and Ms. Cheung Lai See, Sophie, directors of the Company, were interested in these transactions as directors and/or substantial shareholders of the above mentioned related companies.

### 14. POST BALANCE SHEET EVENT

Subsequent to 30 September, 2002, the Group disposed of investments in non-trading securities with an aggregate carrying value of approximately HK\$2,552,000 for a consideration of approximately HK\$3,140,000.

### **BUSINESS REVIEW AND PROSPECTS**

For the six months ended 30 September, 2002, the Group recorded sales turnover of HK\$396,064,000 (2001: HK\$400,241,000). Although there has been a slight decrease of 1% in sales turnover, profit after taxation increased by 2% to HK\$33,636,000 (2001: HK\$33,001,000). Earnings per share increased by 2% to HK10.03 cents (2001: HK9.84 cents). The Board of Directors have determined that an interim dividend of HK2 cents (2001: HK2 cents) per share shall be paid.

Geographically, turnover to Europe increased by 14% to HK\$194,970,000 representing 49% of the Group's turnover. Turnover to America suffered a 12% decrease to HK\$148,683,000 representing 38% of the Group's turnover. Sales to America, which is mainly personal care products, had been affected by the port strike at the US west coast. Some shipments originally scheduled in September had been delayed to October and November. Turnover to Asia and other markets decreased by 13% to HK\$52,411,000 representing 13% of the Group's turnover.

Turnover of household electrical appliances increased by 5% to HK\$299,781,000 (2001: HK\$286,013,000) representing 76% of the Group's turnover. Turnover of personal products dropped by 16% to HK\$96,283,000 (2001: HK\$114,228,000) representing 24% of the Group's turnover.

Business environment remains difficult and highly competitive. The Group was constantly faced with downward pricing pressure from our customers. Despite the adverse conditions and difficult business environment, the Group has been able to further streamline the cost structure and achieved a 5% improvement in profit from operations. The drop in gross profit margin due to downward selling price was compensated by cost savings achieved in distribution costs and administrative expenses.

The group continues to maintain a strong balance sheet with a healthy liquidity position. As at 30 September, 2002, the Group's net assets amounted to HK\$406,309,000 with a bank deposit and cash balance of HK\$160,261,000. With the existing cash reserve and available banking facilities, we have sufficient financial resources for our current commitments, working capital requirements, further expansion of the Group's business operations and future investment opportunities, as and when required.

Looking ahead, the Group will continue to focus on continuous improvement in quality and efficiency in manufacturing, product development and cost control. In view of the current global economic situation, we believe the business environment would continue to be tough. However, with our strong financial position, determination and focus in manufacturing and product development, we are confident to meet the challenges lying ahead.

# DIRECTORS' INTERESTS IN THE SHARE CAPITAL OF THE COMPANY AND ASSOCIATED CORPORATIONS

As at 30 September, 2002, the interests of the directors and their associates in the share capital of the Company as recorded in the register maintained by the Company pursuant to section 29 of the Securities (Disclosure of Interests) Ordinance ("the SDI Ordinance") were as follows:

Name	Type of interest	Number of shares
Mr. Cheung Lun (Note 1)	Corporate and personal	149,679,960
Mr. Cheung Shu Wan (Note 2)	Corporate and personal	55,289,335
Ms. Cheung Lai Chun, Maggie	Personal	600,000
Ms. Cheung Lai See, Sophie Mr. Cheung Pui	Personal Personal	500,000 1,000,000

Notes:

- (1) A total of 144,821,960 shares are held by Allan Investment Company Limited ("AICL"), a company owned as to 89% by Mr. Cheung Lun and his spouse, Ms. Tse Kam. The balance of the shares (11%) in AICL is owned by Mr. Cheung Pui. In addition, a total of 858,000 shares are held by Commence Investment Ltd., a company beneficially owned by Mr. Cheung Lun. the remaining 4,000,000 shares are held by Mr. Cheung Lun personally.
- (2) a total of 6,694,935 shares are held by Topsail Investments Inc., a company beneficially owned by Mr. Cheung Shu Wan. The remaining 48,594,400 shares are held by Mr. Cheung Shu Wan personally.

## SUBSTANTIAL SHAREHOLDERS' INTERESTS

Other than the interests disclosed above in respect of certain directors, the register of substantial shareholders maintained by the Company pursuant to Section 16(1) of the SDI Ordinance discloses no person as having an interest of 10% or more in the issued share capital of the Company as at 30 September, 2002.

### **CLOSURE OF REGISTER**

The Register of Shareholders will be closed from 30 December, 2002 to 3 January, 2003, both days inclusive, during which period no transfer of shares will be effected.

All transfers, accompanied by the relevant share certificates must be lodged with the Company's Hong Kong branch share registrars, Standard Registrars Limited at 5th Floor, Wing On Centre, 111 Connaught Road Central, Hong Kong no later than 4:00 p.m. on 27 December, 2002, in order to qualify for the interim dividend above mentioned.

## PURCHASE, SALE OR REDEMPTION OF SECURITIES

Neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities during the six months ended 30 September, 2002.

## CODE OF BEST PRACTICE

In the opinion of the Directors, the Company has complied with the Code of Best Practice as set out in Appendix 14 to the Listing Rules throughout the accounting period under review.

### AUDIT COMMITTEE

The Audit Committee and the external auditors have reviewed the unaudited interim financial statements of the Group for the six months ended 30 September, 2002.

### APPRECIATION

On behalf of the Board, I would like to take this opportunity to express our sincere appreciation to our employees, shareholders and business associates for their contribution and support to the Group.

> On behalf of the Board Cheung Shu Wan Managing Director

Hong Kong, 12 December, 2002