Corporate Mission

"Growing with you for a better life" has always been the mission of Hengan

International. We will continue to adhere to our corporate spirit of "Integrity, Diligency, Innovation and Dedication". Our goal is "to build an effective corporate management and to develop a quality, ethical and enthusiastic staff team". By building an excellent corporate culture, reinforcing our brand image, and focusing on consumer and market need, Hengan International will become China's leading corporation in feminine hygiene products, diapers and family hygiene products.



(Incorporated in the Cayman Islands with limited liability)

Unit 2101D, 21/F., Admiralty Centre, Tower 1, 18 Harcourt Road, Admiralty, Hong Kong.
Tel:2798 0770

Fax:2799 7372

e-mail:hengan@hengan.com.hk

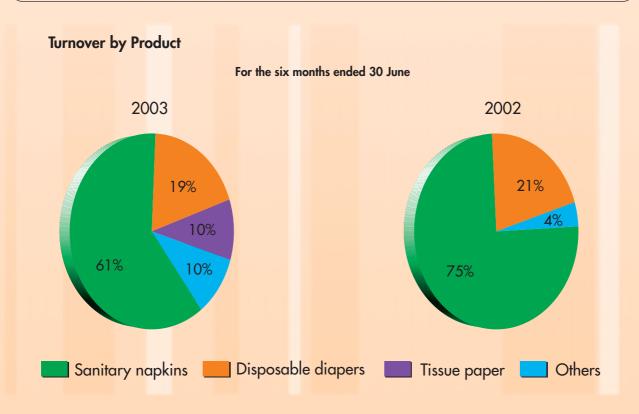
website: http://www.hengan.com

http://www.irasia.com/listco/hk/hengan

Hengan International Group Company Limited

"Growing with You for a Better Life"

| Financial Summary | | | | | | |
|-------------------------|---------------|--------------------|--------------|----------------------|----------|--|
| | | Unaudited | | | | |
| | For | the six months end | ed 30 June | | | |
| | 2 | 003 | 2002 | | | |
| | НК | \$'000 | HK\$'000 | HK\$'000 % of change | | |
| | Including | | | Including | | |
| | Tissue Paper | Existing | | Tissue Paper | Existing | |
| | Business | Business | | Business | Business | |
| Turnover | 696,761 | 625,749 | 548,440 | 27 | 14 | |
| Profit attributable to | | | | | | |
| shareholders | 121,143 | 113,983 | 89,864 | 35 | 27 | |
| Gross profit margin | 42.9% | 43.0% | 42.8% | _ | _ | |
| Net profit margin | 17.4% | 18.2% | 16.4% | 6 | 11 | |
| Earnings per share | HK12.03 cents | HK11.45 cents | HK9.03 cents | 33 | 27 | |
| Finished goods turnover | 63 days | | 65 days | | | |
| Accounts receivable | | | | | | |
| turnover | 36 days | | 28 days | | | |
| Current ratio | 1.9 times | | 7.5 times | | | |
| Gearing ratio | 17.7% | | nil | | | |



INTERIM RESULTS

The Board of Directors of Hengan International Group Company Limited ("Hengan International" or the "Company") is pleased to present the interim report and condensed accounts of the Company and its subsidiaries ("the Group") for the six months ended 30 June 2003. The consolidated results, condensed consolidated cash flow statement and statement of changes in equity of the Group for the six months ended 30 June 2003, and the consolidated balance sheet as at 30 June 2003 of the Group, all of which are unaudited, along with comparative figures and selected explanatory notes, are set out below:

Consolidated profit and loss account

Unaudited For the six months ended 30 June

| | Note | 2003 HK\$'000 | 2002 HK\$'000 |
|-------------------------------------|------|------------------|-------------------|
| Turnover | 2 | 696,761 | 548,440 |
| Cost of sales | | (397,976) | (313,724) |
| Gross profit | | 298,785 | 234,716 |
| Other revenues | | 17,073 | 16,223 |
| Selling and administrative expense | 25 | (170,326) | (149,782) |
| on a summer any on points | | | |
| Operating profit | 3 | 145,532 | 101,157 |
| Finance costs | | (2,089) | (62) |
| | | | |
| Profit before taxation | | 143,443 | 101,095 |
| Taxation | 4 | (15,228) | (10,287) |
| | | | |
| Profit after taxation | | 128,215 | 90,808 |
| Minority interests | | (7,072) | (944) |
| | | | |
| Profit attributable to shareholders | | 121,143 | 89,864 |
| Interim dividend | | 103,987 | 70.405 |
| illeriili dividend | | 103,767 | 79,625 |
| Earnings per share | 6 | HK 12.03 cents | HK 9.03 cents |
| Lamings per silate | | | - THC 7.00 Cellis |

Consolidated balance sheet

| | | Unaudited As at | Audited and | |
|---|------------|---------------------------------------|-------------|-----------------------|
| | | | 21 D | As at |
| | N . | 30 June 2003 | 31 Decem | |
| | Note | HK\$'000 | | HK\$'000 |
| Intangible assets | 7 | 206,179 | | 4,711 |
| Fixed assets | 7 | 1,110,840 | | 682,183 |
| Construction-in-progress | | 38,856 | | 29,172 |
| Investments | | 23,054 | | 23,054 |
| Deferred tax assets | | 2,225 | | _ |
| Current assets | | | | |
| Inventories | | 382,735 | | 234,222 |
| Due from related companies | | _ | | 5,103 |
| Tra <mark>de recei</mark> vables | 8 | 192,002 | | 81,512 |
| Other receivables, prepayments and deposits | | 77,427 | | <mark>5</mark> 3,026 |
| Marketable securities | | _ | | 4 5,509 |
| Ba <mark>nk balan</mark> ces and cash | | 600,775 | | <mark>70</mark> 9,751 |
| | | | _ | |
| | | 1,252,939 | 1, | 12 <mark>9,123</mark> |
| C It I show | | | | |
| Current liabilities | | | | 700 |
| Due to related companies | 9 | 147.440 | | 789 |
| Trade payables | 9 | 167,660 | | 67,224 |
| Ot <mark>her paya</mark> bles and accrued charges Due to the then shareholders | | 146,419 | | 80,054 |
| | | 17,933 10,409 | | 7 027 |
| Taxation payable Bank loans | | 320,392 | | 7,037 |
| bank loans | | 320,392 | | |
| | | 662,813 | | <mark>15</mark> 5,104 |
| | | · · · · · · · · · · · · · · · · · · · | | |
| Net current assets | | 590,126 | | <mark>97</mark> 4,019 |
| | | | | |
| Total assets less current liabilities | | 1,971,280 | 1, | <mark>71</mark> 3,139 |
| C'a an and have | | | | |
| Financed by: | 11 | 102 007 | | 00 521 |
| Share capital Reserves | 11 | 103,987 1,602,718 | 1 | 99,531 477,774 |
| Proposed dividend | 5 | 1,002,718 | 1, | |
| Toposed dividend | J | | | 99,531 |
| Shareholders' funds | | 1,810,692 | 1. | <mark>67</mark> 6,836 |
| Minority interests | | 146,722 | | 22,437 |
| Deferred tax liabilities | | 13,866 | | 13,866 |
| | | · · · · · · | | |
| | | 1,971,280 | 1, | <mark>71</mark> 3,139 |
| | | | | |

Condensed consolidated cash flow statement

Unaudited For the six months ended 30 June

| | 2003 HK\$'000 | 2 <mark>002</mark> HK \$ ′000 |
|---|-------------------------------|---|
| Net cash from operating activities | 168,018 | 143,778 |
| Net cash used in investing activities | (174,746) | (3,963) |
| Net cash used in financing activities | (102,002) | (100,553) |
| (Decrease)/Increase in cash and cash equivalents Cash and cash equivalents at 1 January Effect of foreign exchange rate changes | (108,730) 709,751 (246) | 39,262 546,782 1,648 |
| Cash and cash equivalents at 30 June | 600,775 | 587,692 |

Consolidated statement of changes in equity

| | Share capital HK\$'000 | Share premium account HK\$'000 | Capital reserve | Capital redemption reserve | Unaudited Property revaluation reserve HK\$'000 | Statutory reserves HK\$'000 | Exchange reserve HK\$'000 | Retained earnings HK\$'000 | Total HK\$′000 |
|--|------------------------------|--------------------------------|-----------------|----------------------------|---|-----------------------------------|---------------------------------|----------------------------------|-----------------------|
| At 1 January 2003, as previously reported | 99,531 | 625,308 | | | | | 15,884 | | |
| Effect of adopting SSAP 12 (note 1) | 99,331 | - | 517,705 | 1,807 | 50,896 | 116,148 | - | | (13,866) |
| At 1 January 2003, | 99,531 | 625,308 | 517,705 | 1,807 | 37,030 | 116,148 | 15,884 | 263,423 | 1,676,836 |
| 2002 <mark>final divide</mark> nd paid New Issue of shares Profit attributable | 4,456 | 108,044 | _ _ | _ _ | _ | _ _ | | (99,531) — | |
| to sh <mark>areholders</mark> Appropriation to | _ | _ | - | _ | _ | - | - | 121,143 | 121,143 |
| statutory reserves Translation of PRC subsidiaries' accounts | _ | | _ | _ | _ | 14,804 | (256) | (14,804) | (256) |
| At 30 June 2003 | 103,987 | 733,352 | 517,705 | 1,807 | 37,030 | 130,952 | 15,628 | 270,231 | 1,810,692 |
| At 1 January 2002, as previously reported Effect of adopting | 99,531 | 625,308 | 517,705 | 1,807 | 50,896 | 101,318 | 15, <mark>816</mark> | 257,699 | 1,670,080 |
| SSAP 12 (note 1) | | | _ | | (13,866) | | | | (13,866) |
| At 1 January 2002, as restated 2001 final dividend paid | 99,531 | 625,308 | 517,705 | 1,807 | 37,030 | 101,318 | 15, <mark>816</mark> | 257,699 (99,531) | 1,656,214 (99,531) |
| Profit attributable to shareholders | _ | | _ | _ | _ | _ | _ | 89,864 | 89,864 |
| Appropriation to statutory reserves Translation of PRC | _ | _ | - | - | _ | 1 <i>7</i> ,551 | - | (17,551) | - |
| subs <mark>idiaries' accounts</mark> | | | | | | | 1,648 | | 1,648 |
| At 30 June 2002 | 99,531 | 625,308 | 517,705 | 1,807 | 37,030 | 118,869 | 17, <mark>464</mark> | 230,481 | 1,648,195 |

Notes:

1. Principal accounting policies

These unaudited consolidated condensed interim accounts are prepared in accordance with Hong Kong Statement of Standard Accounting Practice ("SSAP") 25, Interim Financial Reporting, issued by the Hong Kong Society of Accountants ("HKSA") and should be read in conjunction with the 2002 annual accounts.

The accounting policies and methods of calculation used in the preparation of these unaudited condensed accounts are consistent with those used in the annual accounts for the year ended 31 December 2002 except that the Group has adopted the new SSAP 12: Income Taxes, issued by the HKSA, which is effective for accounting periods commencing on or after 1 January 2003. The effects of the change to the Group's accounting policies are set out below.

Under the new SSAP 12, deferred taxation is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the accounts. Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised. Tax rates enacted or substantively enacted by the balance sheet date are used to determine deferred tax assets and liabilities.

In previous years, deferred taxation was accounted for at the current taxation rate in respect of timing difference between profit as computed for taxation purposes and profit as stated in the accounts to the extent that a liability or an asset was expected to be payable or recoverable in the foreseeable future. The adoption of the new SSAP 12 represents a change in accounting policy, which has been applied retrospectively and comparatives presented have been restated to conform to the changed policy. As a result, total deferred tax liabilities as at 31 December 2001 and 2002 increased by HK\$13,866,000 (with a corresponding reduction of HK\$13,866,000 in property revaluation reserves respectively) as detailed in the condensed consolidated statement of changes in equity above.

2. Segment information

(a) Business segment analysis

Unaudited For the six months ended 30 June

2003 2002 Sanitary Skin care Sanitary Skin care products, napkins napkins products, and Tissue hygiene and Tissue hygiene disposable disposable materials materials paper paper diapers products and others Group diapers products and others Group HK\$'000 HK\$'000 HK\$'000 HK\$'000 HK\$'000 HK\$'000 HK\$'000 HK\$'000 Total turnover 574,233 779,250 526,993 563,075 72,554 132,463 36,082 Inter-segment sales (16,365)(1,540)(64,584)(82,489)(93)(14,542)(14,635)Segment turnover 557,868 71,014 67,879 696,761 526,900 21,540 548,440 Segment results 120,402 15,262 10,726 146,390 99,836 818 100,654 (4,913)Unallocated costs (5,620)Operating profit 141,477 95,034 Interest income 4,055 6,123 (2,089)Finance costs (62)Profit before taxation 143,443 101,095 (15,228) (10,287) Taxation Profit after taxation 128,215 90,808 (7,072)Minority interests (944)Profit attributable to shareholders 121,143 89,864

⁽b) No geographical analysis is provided as less than 10% of the Group's turnover and less than 10% of the consolidated trading results of the Group are attributable to markets outside the PRC.

3. Operating profit

The operating profit is stated after crediting and charging the following:

Unaudited For the six months ended 30 June

| | 2003 | 2002 |
|--|----------|----------|
| | HK\$'000 | HK\$'000 |
| Crediting | | |
| | 057 | |
| Write-back of provision for obsolete stock | 957 | _ |
| Charging | | |
| Depreciation | 42,965 | 34,038 |
| Loss on disposal of fixed assets | 458 | 296 |
| Amortisation of goodwill | 1,267 | _ |
| Amortisation of trademarks | 224 | _ |
| Operating lease expenses in respect of | | |
| factory premises and sales offices | 3,031 | 2,599 |
| Staff costs Staff costs | 46,106 | 34,326 |
| Provision for doubtful debts | 2,385 | 6,147 |
| | | |

4. Taxation

Taxation in the consolidated profit and loss account represents:

Unaudited For the six months ended 30 June

| | 2003 | 2002 |
|----------------------------|-------------|----------|
| | HK\$'000 | HK\$'000 |
| | | |
| PRC income tax (note b) | 17,453 | 10,287 |
| Deferred taxation (note c) | (2,225) | _ |
| | | |
| | 15,228 | 10,287 |
| | | 10/20/ |
| | | |

- (a) No provision for Hong Kong profits tax has been made in the accounts as the Group has no assessable profits in Hong Kong during the period.
- (b) PRC income tax represents tax charges on the assessable profits of the PRC subsidiaries of the Group at the prevailing tax rates applicable thereto.
- (c) Deferred taxation represents tax credit relating to the origination and reversal of temporary differences.

5. Interim dividend

Unaudited For the six months ended 30 June

| 2003 | 2002 |
|----------|----------|
| HK\$'000 | HK\$'000 |
| 103,987 | 79,625 |

Proposed interim dividend of HK 10 cents per share (2002: HK 8 cents)

6. Earnings per share

The calculation of earnings per share is based on the profit attributable to shareholders of HK\$121,143,000 (2002: HK\$89,864,000) and the weighted average of 1,006,635,232 shares (2002: 995,312,000 shares) in issue during the period. There is no diluted earnings per share since the Company has no dilutive potential ordinary shares.

7. Capital Expenditures — net book value

| Fixed assets HK\$'000 | Unaudited Goodwill HK\$'000 | | emarks K\$′000 |
|--------------------------|---|---|---|
| 682,183 | _ | | 4,711 |
| (7) | _ | | (1) |
| 289,754 | 202,960 | | _ |
| 12,116 | _ | | _ |
| 174,063 | _ | | _ |
| (4,304) | _ | | _ |
| (42,965) | (1,267) | | (224) |
| 1,110,840 | 201,693 | | 4,486 |
| | HK\$'000 682,183 (7) 289,754 12,116 174,063 (4,304) (42,965) | Fixed assets HK\$'000 682,183 (7) 289,754 12,116 174,063 (4,304) (42,965) Goodwill HK\$'000 | Fixed assets HK\$'000 HK\$'000 682,183 (7) 289,754 202,960 12,116 174,063 (4,304) (42,965) (1,267) |

8. Trade receivables

The majority of the Group's sales is on open accounts with credit term of 60 days:

| Current | |
|-----------|--------|
| 31 - 180 | days |
| 181 - 365 | 5 days |

| Unaudited | Audited |
|-----------|---------------------------|
| As at | As at |
| 30 June | 31 <mark>De</mark> cember |
| 2003 | 2002 |
| HK\$'000 | HK\$'000 |
| | |
| 64,577 | 36,521 |
| 125,161 | 41,761 |
| 2,264 | 3,230 |
| | |
| 192,002 | 81,512 |
| | |

Trade payables

| Current |
|----------------|
| 31 - 180 days |
| 181 - 365 days |
| Over 365 days |

| Unaudited | Audited |
|-----------|-------------|
| As at | As at |
| 30 June | 31 December |
| 2003 | 2002 |
| HK\$'000 | HK\$'000 |
| | |
| 85,687 | 44,961 |
| 55,607 | 20,040 |
| 11,965 | 1,174 |
| 14,401 | 1,049 |
| | |
| 167,660 | 67,224 |
| | |

10. Acquisition

On 16 May 2003, the Group completed the acquisition of the entire equity interest in United Wealth International (Holdings) Limited ("United Wealth"). United Wealth is an investment holding company whose principal asset is an approximate 68.9% equity interest in Changde Hengan Paper Products Co. Ltd ("Changde Paper"). Changde Paper and its subsidiaries are principally engaged in the manufacture and sale of tissue paper products under a well-recognised trademark of "Hearttex" (心相印) in the PRC. The aggregate consideration of up to HK\$416,130,000 (subject to adjustments) comprises the initial consideration and, if any, the earn-out payment. The initial consideration was satisfied as to (i) HK\$262,500,000 by cash and (ii) HK\$112,500,000 by way of the allotment and issue of 44,554,455 consideration shares at an issue price of HK\$2.525 per share.

The fair value of the net assets at the acquisition date was approximately HK\$217,590,000 and the goodwill on acquisition of HK\$202,960,000 will be amortised over a period of 20 years. Revenue and profit contribution to the Group from this acquisition for the period from 16 May 2003 to 30 June 2003 amounted to approximately HK\$71,014,000 and HK\$15,262,000 respectively.

Assets and liabilities from the acquisition are as follows:

| | HK\$'000 |
|-------------------------------|-----------|
| Fixed assets | 289,754 |
| Shareholders' loans | (221,500) |
| Other assets less liabilities | 149,336 |
| | |
| Fair value of net assets | 217,590 |
| Goodwill | 202,960 |
| | |
| Total purchase consideration | 420,550 |
| | |

11. Share capital

| | | Authorised share capital Ordinary shares of HK\$0.10 each | | |
|------------------------------------|----------------------|---|--|--|
| | Number of shares | HK\$'000 | | |
| At 1 January 2003 and 30 June 2003 | 3,000,000,000 | 300,000 | | |
| | Issued and full | y paid | | |
| | Ordinary shares of H | K\$0.10 each | | |
| | Number of shares | HK\$'000 | | |
| At 1 January 2003 | 995,312,000 | 99,531 | | |
| New shares issue | 44,554,455 | 4,456 | | |
| At 30 June 2003 | 1,039,866,455 | 103,987 | | |

On 16 May 2003, the Company issued at a premium a total of 44,554,455 shares of HK\$0.10 each at a price of HK\$2.525 per share as part of the consideration for the acquisition of a subsidiary. These shares were issued and credited as fully paid and rank pari passu in all aspects with all the existing shares.

12. Commitments

(a) Capital commitments

| | Unaudited | | | A | Audited |
|---|--------------|---|----|-----|--------------|
| | As at | | | | As at |
| | 30 June | | 31 | Dec | cember |
| | 2003 | | | | 2002 |
| | HK\$'000 | | | HK | (\$'000 |
| Contracted but not provided for in respect of Plant, machinery and equipment Land and buildings | 2,844 212 | | | | 7,831 123 |
| Authorized but not contracted for in respect of plant, machinery and equipment | 47,116 | | | | |
| | 50,172 | _ | | | 7,954 |

(b) Commitments under operating leases

At 30 June 2003, the Group had total future aggregate minimum lease payments under non-cancellable operating leases in respect of land and buildings and factory premises as set out below:

| | Unaudited | | | Audited | 4 | |
|-----------------------------|--------------------|----------|----|-----------------|-------|--------------------|
| | As at 30 June 2003 | | As | at 31 Decem | ber 2 | <mark>200</mark> 2 |
| | Land and | | Lo | ınd and | | |
| | buildings | Others | bı | vildings | | Others |
| | HK\$'000 | HK\$'000 | HI | K\$ ′000 | | HK\$'000 |
| Within one year | 4,343 | 2,028 | | 5,094 | | _ |
| In the second to fifth year | 8,785 | 3,000 | | 13,463 | | _ |
| After the fifth year | 2,506 | | | 4,759 | | |
| | 15,634 | 5,028 | | 23,316 | | _ |

13. Contingent liabilities

There were no material contingent liabilities as at 30 June 2003 and 31 December 2002.

14. Connected transactions

As mentioned in note 10 above, the Group acquired 68.9% of the equity interest in Changde Paper during the period under review. The other major shareholder of Changde Paper, Gather Wise Investments Ltd ("Gather Wise"), is deemed as a connected person to the extent that it is a substantial shareholder of both Changde Paper and all the subsidiaries of Changde Paper ("Paper Subsidiaries") and as a result, transactions among certain subsidiaries of the Group are regarded as connected transactions under the Rules Governing the Listing of Securities on the Stock Exchange. During the period under review, the following transactions were entered into among certain subsidiaries of the Group on normal commercial terms in the ordinary and usual course of business of all the companies concerned.

Unaudited For the six months ended 30 June

Purchase of raw materials from Changde Paper
Commission income received from Changde Paper and Paper Subsidiaries
Sales of products among Changde Paper and Paper Subsidiaries
Sales of raw materials by Changde Paper to Paper Subsidiaries

| 2002 |
|----------------|
| HK\$'000 |
| 5 |
| 5,107 |
| 7,663 |
| 33,307 |
| <i>57</i> ,119 |
| |

MARKET REVIEW

Following completion of the workflow and process improvement project and the organization restructuring, Hengan International continued to reinforce its distribution channels during the period, widen the Group's product base and optimize the production efficiency. As a result, efficiency of most of the operating processes have improved which gave rise to an encouraging interim results. After its accession to the WTO, China continues to achieve impressive economic growth and demand for consumer goods and personal hygiene products are growing steadily. The outbreak of Severe Acute Respiratory Syndrome (SARS) did not have any significant impact on the Chinese economy but on the contrary arouse awareness of personal hygiene that help accelerated sales of the Group's products. Although market competition remained intense, by leveraging on their competitive advantages, sales of the Group's products are back on track.

In May 2003, the Group completed the acquisition of the tissue paper business ("Hearttex") that further enriches its product base and at the same time, lower the Group's level of dependency on core products. During the period under review, this tissue paper business already contributed to the profit of the Group.

BUSINESS REVIEW

For the six months ended 30 June 2003, the Group's turnover totaled to HK\$696,761,000, representing a growth of 27% over the corresponding period of last year. Profit attributable to shareholders was HK\$121,143,000, increased by 35% as compared to the same period of last year. Earnings per share reached HK 12.03 cents (2002: HK 9.03 cents), thanks to the satisfactory performance of the core products, mid to high-end sanitary napkins and diapers, together with additional revenue from the "Missmay" skin-care products and the newly acquired tissue paper business "Hearttex".

The workflow and process improvement project and the organizational restructuring that took place in the past started to see the results which demonstrated higher operation efficiency as well as staff morale. Prices of most raw materials did not change significantly during the period under review and production costs remained at the same level as last year. The average gross profit margin was 42.9% (2002: 42.8%). During the period under review, the Group increased investments in strengthening the building of the modern channels, which led to an increase in distribution and general administration costs. The increase in distribution costs was mainly caused by the increase in chain store related expenses, wages of sales promoters and promotional expenses. On the other hand, termination of the consulting contract at the beginning of this year has saved the payment of a significant amount of consultation fees for the period, hence a reduction in the general and administration costs.

Sanitary Napkins

Sanitary napkins continue to be the Group's core products that accounted for 61% of the turnover (2002: 75%). To maintain its market share in a highly competitive market, the Group implemented a series of marketing and sales strategies, including exerting more effort in promotions, increasing reliance on chain stores and improving product quality. Because of the impact of the decline in low-end products, these measures have helped a slight increase in turnover for the period. The increase in sales volume of mid to high-end products further strengthened the Group's market position in China's sanitary napkins market.

As the Group's flagship product line, the "Anerle" series recorded satisfactory growth in both volume and sales revenue.

Sales volume of the ordinary low-end "Anle" sanitary napkins continued to decline during the period but the increase in sales of those improved "Anle" napkins have not only helped to make up some of the shortfall in revenue, it also provides higher gross profit.

In terms of new products, the Group launched during the period a product called "嬌適安心" under the "Anerle" collection to target the mid-end market which was well received by the market.

Growth of pantiliners continued during the period under review that both sales volume and revenue recorded satisfactory growth. Gross profit was comparable to that of last year.

Baby Diapers

With China's increasing per capita disposable income, especially the increasing consumption power of young couples, the demand for disposable nappies continued to grow. With its good product quality, the Group's products have built up a group of loyal customers. Together with a series of promotional campaign and building and reinforcement of the sales channels, turnover surged 20% to HK\$130,700,000 during the period under review. However, intense market competition dragged down product prices that led to a reduction in gross profit margin.

Since the domestic market for adult diapers is still preliminary, sales of "ElderJoy" were mostly from exports. Although "ElderJoy" has not generated a significant contribution to the Group's turnover and profit, it does further enrich the Group's product base. In addition, witnessing the ageing population and improving living standards in China, the Group remains optimistic of its future prospects.

Tissue Paper

During the period under review, sales growth of the tissue paper business that the Group acquired on 16 May 2003 was satisfactory. Turnover reached approximately HK\$290,000,000 for the six months ended 30 June 2003, representing 70% of the sales of the whole year last year. The one and a half months period following completion of the acquisition aleady contributed to the Group approximately HK\$71,000,000 in sales, which accounted for 10% of the Group's total turnover.

"Hearttex" is one of the leading brands in the domestic premier tissue paper market, with products spanning across facial tissue, paper handkerchief and toilet paper. Leveraging on the growing popularity and rapid increase in the consumption of premier tissue paper, coupled with the high quality and the right sales and marketing strategies, the brand awareness and turnover of "Hearttex" continued to rise.

Based on the sales of the first half of 2003, the Group is confident that the profit of the tissue paper business for 2003 will meet the profit guarantee as undertaken in the acquisition agreement and it is expected that sales revenue and profit contribution to the Group in the second half of 2003 will be more significant. The acquisition of the "Hearttex" tissue paper business did not only widen the Group's product base, it also provides synergy to the Group's existing business to the extent of maximization of administration, human resources, sales and promotion.

Skin Care & Cleansing Products

The Group's skin care & cleansing products are manufactured and sold under the brandname of "Missmay" which started as a regional brand and has now been gradually expanded to become a nationwide brand. During the period under review, it achieved impressive development in both the brand building and sales that contributed approximately HK\$35,000,000 to the Group. During the period under review, the outbreak of SARS aroused the concern and awareness of personal hygiene. As a result, antiseptic washing gel and soap became immensely popular and recorded a satisfactory sales volume. Capitalizing on the favorable market condition, the Group will further amplify the branding effect of "Missmay" to accelerate its market development so as to generate more profit to the Group.

FUTURE PROSPECTS

The Group marked a significant improvement in its management, production control and sales and marketing processes following the two-year long improvement project and that some of the effects has already been reflected in the interim results. Looking ahead, the Group will continue to enhance its product innovation, improve product quality and strengthen product and brand image in the intense competitive market, as well as to achieve a balanced development in the production control and sales and marketing strategies in order to enhance the Group's performance.

The Group will implement measures to enhance the management of its production process and strengthen its purchasing, inventory control and cost control so as to become more cost competitive. In regards to sales and marketing, the Group will adopt proactive strategies to strengthen the management of the sales teams and increase the investments in the chain stores.

Exploring new products and new markets is pivotal for Hengan International to sustain its long-term development and growth. As a leading market player in the competitive consumer market, the Group will continue to strengthen its core competence and to further enrich its product base as well as explore new overseas markets.

ACQUISITION OF SUBSIDIARIES

On 2 May 2003, a resolution was passed in an extraordinary general meeting of shareholders for the Company to acquire from Mr. Sze Man Bok, Mr. Hui Chi Lin and Mr. Yeung Wing Chun, who are also directors and substantial shareholders (except Mr. Yeung Wing Chun) of the Company, the entire issued share capital of United Wealth and the shareholders' loans in the amount of about HK\$221,500,000 at an aggregate consideration of up to HK\$416,130,000 (note 10). The acquisition was completed on 16 May 2003.

The directors believe that the acquisition represents an invaluable opportunity for the Group to expand its product range and capture the market potential in the tissue paper industry in the PRC.

LIQUIDITY, FINANCIAL RESOURCES AND BANK LOANS

At 30 June 2003, the Group's bank and cash amounted to approximately HK\$600,775,000, represented a decrease of HK\$108,000,000 from the balance as at 1 January 2003. The reduction in bank and cash balances during the period was mainly a result of the payment of HK\$262,500,000 cash for the acquisition of the tissue paper business. In addition, other capital expenditures of the Group for the period amounted to approximately HK\$12,000,000.

At 30 June 2003, the Group had short-term bank borrowings amounted to approximately HK\$320,000,000 with interest rates ranging from 4.536% to 4.788% per annum of which approximately HK\$28,270,000 of the loan is secured by certain of the Group's production facilities. All the loans are repayable within 6 months.

At 30 June 2003, the Group's gearing ratio, which was measured on the basis of total bank borrowings as a percentage of total shareholders' equity, was 17.7% (31 December 2002: nil).

FOREIGN CURRENCY RISKS

Approximately 99% of the Group's income is in Renminbi while certain of its raw materials and equipment purchases are required to be settled in US dollars and Japanese Yen. The Group has never any difficulties in getting sufficient foreign currencies for settlement of the purchases or repartriation of profits declared by the subsidiaries to the holding company in Hong Kong. As at 30 June 2003, the Group had not issued any financial instruments or entered into any contracts for foreign currency hedging purposes.

EMPLOYEES

At 30 June 2003, the Group employed approximately 11,000 full-time and temporary staff and a majority of the temporary staff are sales promoters and production workers. The Group's human resources policies and procedures are based on performance and merit and remuneration package is determined with reference to the experience and qualification of individual staff and general market conditions. Bonus is linked to the financial results of the Group as well as performance and contribution of the individual. The Group also ensures that staff are provided adequate training and continued professional development opportunity according to their needs.

The Group has also a share option scheme available for directors and employees.

INTERIM DIVIDEND AND CLOSURE OF REGISTER OF MEMBERS

The Board of Directors has declared an interim dividend of HK 10 cents (2002: HK 8 cents) per share for the six months ended 30 June 2003 to be paid to shareholders whose names appear on the Register of Members of the Company at the close of business on 26 September 2003. Dividend warrants will be despatched to shareholders on 15 October 2003.

The Register of Members of the Company will be closed from 29 September to 3 October 2003 (both days inclusive), during which no transfer of shares will be effected. In order to be qualified for the interim dividend, all transfers accompanied by the relevant share certificates shall be lodged with the Company's share registrar, Abacus Share Registrars Limited, at G/F, Bank of East Asia, Harbour View Centre, 56 Gloucester Road, Wanchai, Hong Kong by 4:00 p.m. on 26 September 2003.

Directors' Interests in the Shares, Underlying Shares and Debentures of the Company or any Associated Corporation

At 30 June 2003, the interests of each director in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO"), as recorded in the register maintained by the Company under Section 352 of the SFO and disclosed in accordance with the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited (the "Stock Exchange") (the "Listing Rules") were detailed as follows:

| | | Family | Corporate | | | | |
|--------------------------------|-------------------|-----------------|--------------------------|--|-------------|--------------------------------|--|
| | Personal | interests | inter <mark>e</mark> sts | | | Total interests | |
| | interests | (interests of | (interests of | | | as % of the | |
| | (held as | spouse or | controlled | Other | Total | re <mark>levant iss</mark> ued | |
| Name | beneficial owner) | child under 18) | corporation) | c <mark>orporati</mark> on) in <mark>terest</mark> s i | | share capital | |
| Sze Man Bok | 240,335,505 | | | | 240,335,505 | 23.1122% | |
| | · | _ | _ | | | | |
| Hui Chi L <mark>in</mark> | 216,930,693 | 6,630,224* | _ | _ | 223,560,917 | 21.4990% | |
| Yeung W <mark>ing Chu</mark> n | 48,824,257 | 45,619* | _ | _ | 48,869,876 | 4.6996% | |
| Zhang Sh <mark>i Pa</mark> o | 14,644,027* | _ | _ | _ | 14,644,027 | 1.4083% | |
| Hung Ch <mark>ing Shan</mark> | 9,120,000 | _ | _ | _ | 9,120,000 | 0.8770% | |
| Xu Da Zu <mark>o</mark> | 20,270,135* | _ | _ | _ | 20,270,135 | 1.9493% | |
| Xu Chun <mark>Man</mark> | 19,783,445* | _ | _ | _ | 19,783,445 | 1.9025% | |

^{*} These interests were held by Hengan International Investments Limited, a nominee company holding shares of the Company on behalf of certain directors and senior management of the Group and their family members.

Share Option Scheme

No options has been granted under the Share Option Scheme approved by the shareholders of the Company on 10 November 1998 nor has there been any options granted since the adoption of the Share Option Scheme by the shareholders of the Company on 2 May 2003 ("New Scheme"). In accordance with the New Scheme, the Company may grant upto 99,531,200 share options within 10 years from its adoption date.

Substantial Shareholders' Interests and Short Positions in the Shares, Underlying Shares of the Company

The register of substantial shareholders maintained under section 336 of the SFO shows that as at 30 June 2003, the Company had been notified of the following substantial shareholders' interests and short positions, being 5% or more of the company's issued share capital. These interests are in addition to those disclosed above in respect of the directors.

| Subst <mark>antial Sh</mark> areholders | Long Position | Per <mark>centage of</mark> Issu <mark>ed C</mark> apital |
|---|---------------|---|
| J.P. Morgan Chase & Co. | 63,278,000* | 6.09% |

^{* 47,658,000} shares are held in the capacity of investment manager, while 15,620,000 shares are in the lending pool.

PURCHASE, SALE OR REDEMPTION OF SHARES

The Company did not redeem any of the Company's shares during the period. Neither the Company nor any of its subsidiaries has purchased or sold any of the Company's listed securities during the period.

AUDIT COMMITTEE

The members of the Audit Committee comprise four independent non-executive directors of the Company which was established for review and supervision of the Group's financial reporting process and internal controls. The Audit Committee has reviewed the unaudited condensed consolidated interim accounts for the six months ended 30 June 2003 of the Group with the management.

CORPORATE GOVERNANCE

The Directors are of the opinion that the Company has been in compliance with the Code of Best Practice as set out in Appendix 14 of the Listing Rules of the Stock Exchange during the six months ended 30 June 2003, except for Guideline 7 that Independent non-executive directors of the Company are not appointed for a specific term as they are subject to retirement by rotation and re-election at the Company's annual general meeting in accordance with the Company's Articles of Association.

ACKNOWLEDGEMENT

On behalf of the Board of Directors, I extend my gratitude to all the staff for their hard work and dedication.

Sze Man Bok
Chairman

Hong Kong, 10 September 2003