

# INTERIM REPORT 2003

嘉利美商國際有限公司

FRANKIE DOMINION
INTERNATIONAL LIMITED

(Incorporated in Bermuda with limited liability)

#### CORPORATE INFORMATION

#### BOARD OF DIRECTORS

Mr. Lam Po Kwai, Frankie (Chairman)

Ms. Wong Yau Ching, Maria (Vice Chairman)

Ms. Lee Yuen Bing, Nina

Ms. So Man Yee, Katherine

Mr. Au Son Yiu (Independent Non-Executive Director)

Mr. Lee Johnson (Independent Non-Executive Director)

Ms. He Ling (Non-Executive Director)

#### **AUDIT COMMITTEE**

Mr. Lee Johnson Mr. Au Son Yiu

#### COMPANY SECRETARY

Mr. Cheung Chiu Fan

#### COMPANY SOLICITORS

In Hong Kong

Sit, Fung, Kwong & Shum

Deacons

In Bermuda

Appleby, Spurling & Kempe

#### **AUDITORS**

Deloitte Touche Tohmatsu
Certified Public Accountants

#### PRINCIPAL BANKERS

The Hongkong and Shanghai Banking Corporation Limited Hang Seng Bank Limited

### SHARE REGISTRARS AND TRANSFER OFFICE

In Hong Kong

Secretaries Limited

In Bermuda

**Butterfield Corporate Services Limited** 

#### PRINCIPAL OFFICE IN HONG KONG

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Hong Kong Tel: 2518 8383 Fax: 2518 3038

E-mail: hk1@fdhl.com.hk

Website: www.frankiedominion.com

### REGISTERED OFFICE

Canon's Court 22 Victoria Street Hamilton HM 12 Bermuda

### **RESULTS**

The board of directors (the "Directors") of Frankie Dominion International Limited (the "Company") are pleased to announce the unaudited consolidated results of the Company and its subsidiaries (collectively referred to as the "Group"), for the six months ended 30th June, 2003 with comparative figures for the corresponding period of 2002 as follows:

### CONDENSED CONSOLIDATED INCOME STATEMENT

		For the six months ended 30th June,	
		2003	2002
		(unaudited)	(unaudited)
	Notes	HK\$	HK\$
Turnover	3	497,741,303	440,119,881
Cost of sales		(430,265,754)	(373,634,970)
Gross profit		67,475,549	66,484,911
Other operating income		1,293,480	469,363
Distribution costs		(31,685,280)	(29,982,538)
Administrative expenses		(35,331,593)	(35,200,368)
Unrealized holding loss on other investments	8	(2,107,308)	(4,741,441)
Loss from operations	4	(355,152)	(2,970,073)
Finance costs	5	(2,592,611)	(1,857,849)
		(2,947,763)	(4,827,922)
Share of losses of associates		(362,374)	(461,631)
Loss before taxation		(3,310,137)	(5,289,553)
Taxation	6	(627,660)	
Net loss after taxation		(3,937,797)	(5,289,553)
Minority interests		4,641,023	1,656,353
Profit (loss) attributable to shareholders		703,226	(3,633,200)
Interim dividend			_
Earnings (loss) per share – basic	7	0.15 Cent	(0.76) Cent

## CONDENSED CONSOLIDATED BALANCE SHEET

	Notes	At 30th June, 2003 (unaudited) HK\$	At 31st December, 2002 (audited) HK\$
Non-current assets Property, plant and equipment Interest in associates Investments in securities Club debenture	8	181,334,129 1,754,219 5,530,000 880,000	192,143,075 2,116,597 5,530,000 880,000
Current assets		189,498,348	200,669,672
Inventories Amount due from associates Debtors and prepayments Investments in securities Tax recoverable Short term bank deposits Short term pledged bank deposits Bank balances and cash	9	141,314,263 516,165 96,363,816 4,682,318 1,109,932 64,089,690 2,668,310 22,081,811 332,826,305	141,404,907 516,165 100,082,698 4,198,851 1,109,932 28,876,145 2,668,310 18,939,702 297,796,710
Current liabilities Creditors, bills payable and accrued charges Obligations under finance leases – due within one year Taxation Bank borrowings – due within one year	10	130,292,020 3,091,054 179,903 108,642,514 242,205,491	146,502,672 5,418,342 179,903 56,985,888 209,086,805
Net current assets		90,620,814	88,709,905
Total assets less current liabilities		280,119,162	289,379,577
Capital and reserves Share capital Reserves	11 12	47,792,629 167,530,623	47,792,629 171,606,660
Total capital and reserves		215,323,252	219,399,289
Minority interests		57,384,680	62,025,703
Non-current liabilities Deferred taxation Obligations under finance leases	13	7,322,690	6,695,030
– due after one year		88,540	1,259,555
		7,411,230	7,954,585
		280,119,162	289,379,577

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the six months ended 30th June, 2003

	Total equity (unaudited) <i>HK\$</i>
At 30th June, 2002	214,612,492
Exchange differences arising on translation of overseas operations not recognised in income statement	(169,604)
Net profit for the period	4,956,401
At 31st December, 2002	219,399,289
Net profit for the period	703,226
Final dividend for 2002 paid	(4,779,263)
At 30th June, 2003	215,323,252

### CONDENSED CONSOLIDATED CASH FLOW STATEMENT

	For the six months	
	ended 30th June,	
	2003	2002
	(unaudited)	(unaudited)
	HK\$	HK\$
Net cash (used in) from operating activities	(2,338,876)	20,870,072
Net cash used in investing activities	(2,684,530)	(8,536,771)
Net cash from financing activities	43,379,060	4,671,628
Increase in cash and cash equivalents	38,355,654	17,004,929
Cash and cash equivalents at 1st January	47,815,847	31,067,643
Cash and cash equivalents at 30th June	86,171,501	48,072,572
Being:		
Short term bank deposits	64,089,690	36,926,387
Bank balances and cash	22,081,811	11,155,634
Bank overdrafts		(9,449)
	86,171,501	48,072,572

#### NOTES TO THE CONDENSED FINANCIAL STATEMENTS

#### 1. Basis of preparation

The condensed financial statements of the Group for the six months ended 30th June, 2003 have been prepared in accordance with the Statement of Standard Accounting Practice ("SSAP") No. 25 "Interim financial reporting" issued by the Hong Kong Society of Accountants and with the applicable disclosure requirement of Appendix 16 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

### 2. Principal accounting policies

The principal accounting policies used in the preparation of the condensed financial statements are consistent with those adopted by the Group in its financial statements for the year ended 31st December, 2002 except adoption of the following which is effective for the accounting periods commencing on or after 1st January, 2003.

SSAP 12 (revised) : Income Taxes

The principal effect of the implementation of SSAP 12 (revised) is in relation to deferred tax. In previous years, partial provision was made for deferred tax using the income statement liability methods, i.e. a liability was recognized in respect of timing differences arising, except where those timing differences were not expected to reverse in the foreseeable future. SSAP 12 (revised) requires the adoption of a balance sheet liability method, whereby deferred tax is recognized in respect of all temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax basis used in the computation of taxable profit, with limited exceptions.

The adoption of SSAP 12 (revised) represents a change in accounting policy, which has not had any material effect on the results for the current or prior accounting periods. Accordingly, no prior period adjustment has been required.

The condensed financial statements of the Group for the six months ended 30th June, 2003 are unaudited and have been reviewed by the Audit Committee of the Company.

#### 3. Turnover

Turnover represents the net amounts received and receivables for goods sold by the Group to outside customers, less returns and allowance for the six months ended 30th June, 2003.

#### **Business segments**

The Group is mainly engaged in trading, manufacturing and sale of household and consumer products and operates under three divisions. These divisions are the basis on which the Group reports its primary segment information.

### Principal activities are as follows:

Trading – resale of household products

Manufacturing – household products – manufacturing and sale of household products

Manufacturing – others – manufacturing and sale of other consumer

products

Segment information about these businesses is presented below.

### Unaudited income statement for the six months ended 30th June, 2003

	Trading <i>HK\$</i>	Manufacturing - household products HK\$	Manufacturing - others HK\$	Consolidated HK\$
Turnover				
External sales	70,471,914	81,043,094	346,226,295	497,741,303
Results				
Segment results	3,315,580	22,864,871	9,609,818	35,790,269
Unallocated income and expenses				(34,038,113)
Unrealised holding loss on other investments				(2,107,308)
Loss from operations				(355,152)
Finance costs				(2,592,611)
Share of losses of associates				(362,374)
Loss before taxation				(3,310,137)
Taxation				(627,660)
Loss after taxation				(3,937,797)

### Unaudited income statement for the six months ended 30th June, 2002

	Trading	Manufacturing - household	O	Compalidated
	HK\$	products <i>HK\$</i>	– others <i>HK\$</i>	Consolidated <i>HK\$</i>
Turnover				
External sales	55,937,964	64,462,142	319,719,775	440,119,881
Results				
Segment results	2,882,917	14,593,671	19,025,786	36,502,374
Unallocated income and expenses				(34,731,006)
Unrealised holding loss on other investments				(4,741,441)
Loss from operations				(2,970,073)
Finance costs				(1,857,849)
Share of losses of associates				(461,631)
Loss before taxation Taxation				(5,289,553)
Loss after taxation				(5,289,553)

### Geographical segments

The Group's operations are mainly located in Hong Kong and the People's Republic of China (other than Hong Kong) (the "PRC").

The following table provides an analysis of the Group's sales by geographical market, irrespective of the origin of the goods.

For the six months		
ended 30th June,		
2003	2002	
(unaudited)	(unaudited)	
HK\$	HK\$	
186,914,771	170,526,312	
85,864,148	62,066,712	
61,601,978	60,158,569	
57,893,758	43,280,738	
28,644,148	37,613,652	
34,783,393	26,945,089	
24,925,884	17,743,076	
6,068,117	10,734,213	
5,095,884	4,882,305	
5,949,222	6,169,215	
497,741,303	440,119,881	
	ende 2003 (unaudited) HK\$  186,914,771 85,864,148 61,601,978 57,893,758 28,644,148 34,783,393 24,925,884 6,068,117 5,095,884 5,949,222	

### 4. Loss from operations

Loss from operations has been arrived at after charging (crediting):

For the six months	
ended 30th June,	
2003	2002
(unaudited)	(unaudited)
HK\$	HK\$
13,074,859	14,901,760
704,172	(18,619)
9,196,811	9,036,821
250,200	_
	endec 2003 (unaudited) <i>HK\$</i> 13,074,859 704,172 9,196,811

#### 5. Finance costs

	For the six months ended 30th June,	
	2003	
	(unaudited)	(unaudited)
	HK\$	HK\$
Interest on:		
Bank borrowings wholly repayable within five years	2,481,523	1,828,263
Obligations under finance leases	111,088	29,586
	2,592,611	1,857,849

#### 6. Taxation

		e six months d 30th June,
	2003	
	(unaudited)	(unaudited)
	HK\$	HK\$
Deferred taxation resulting from an increase		
in tax rate (note 13)	627,660	_

No provision for profit tax is payable by the Group since the Group had no assessable profit for the period. Profits tax for 2003 and 2002 was calculated at the rate of 17.5% and 16% respectively on the estimated assessable profit for that period.

#### 7. Earnings (loss) per share

The calculation of basic earnings (loss) per share is based on the profit attributable to shareholders for the period of HK\$703,226 (2002: Loss of HK\$3,633,200) and the weighted average of 477,926,292 (2002: 477,926,292) shares in issue during the period.

No diluted earnings (loss) per share is shown as there is no dilutive effect on the earnings (loss) per share for the six months ended 30th June, 2002 and 30th June, 2003.

#### 8. Property, plant and equipment

During the period, the Group spent approximately HK\$6,009,000 (2002: HK\$8,908,000) on additions to property, plant and equipment to upgrade its manufacturing capabilities.

#### 9. **Debtors and prepayments**

	30th June, 2003	31st December, 2002
	(unaudited) HK\$	(audited)  HK\$
Trade debtors Bills receivable Other debtors and prepayments	86,068,290 - 10,295,526	80,404,126 1,762,269 17,916,303
Other decicis and prepayments	96,363,816	100,082,698

The Group allows an average credit period of 90 days to its trade customers.

	30th June,	31st December,
	2003	2002
	(unaudited)	(audited)
	HK\$	HK\$
0 – 60 days	70,614,760	65,215,315
61 – 90 days	8,402,915	8,993,850
> 90 days	7,050,615	6,194,961
	86,068,290	80,404,126
. Creditors, bills payable and accrued charg	ges	
	30th June,	31st December,

### 10.

	2003	2002
	(unaudited)	(audited)
	HK\$	HK\$
Trade creditors	85,504,285	90,288,298
Bills payable	1,965,822	9,463,721
Other creditors and accrued charges	42,821,913	46,750,653
	130,292,020	146,502,672

The following is an aged analysis of trade creditors as at the reporting date:

	30th June, 2003	31st December, 2002
	(unaudited)	(audited)
	HK\$	HK\$
0 – 60 days	67,215,283	58,357,958
61 – 90 days	12,769,972	23,467,095
> 90 days	5,519,030	8,463,245
	85,504,285	90,288,298

### 11. Share capital

There were no movements in the share capital of the Company during the period from 1st January, 2003 to 30th June, 2003.

		dinary shares of 0.10 each	Nomi	nal value
	30th June, 2003 (unaudited)	31st December, 2002 (audited)	30th June, 2003 (unaudited) HK\$	31st December, 2002 (audited) HK\$
Authorised: Ordinary shares of HK\$0.1 each	1,000,000,000	1,000,000,000	100,000,000	100,000,000
Issued and fully paid: Ordinary share of HK\$0.1 each	477,926,292	477,926,292	47,792,629	47,792,629

### 12. Reserves

	Share Premium <i>HK\$</i>	Goodwill <i>HK</i> \$	Translation reserve HK\$	Capital redemption reserve HK\$	Dividend reserve <i>HK</i> \$	Retained Profits HK\$	Total HK\$
At 1st January, 2002	144,997,035	(42,196,793)	1,295,807	85,000	4,779,263	66,272,014	175,232,326
Exchange adjustment	-	-	(169,604)	-	-	-	(169,604)
Profit for the period Amount set aside	-	-	-	-	-	1,323,201	1,323,201
for 2002 dividend Final dividend	-	-	-	-	4,779,263	(4,779,263)	-
for 2001 paid					(4,779,263)		(4,779,263)
At 31st December, 2002	144,997,035	(42,196,793)	1,126,203	85,000	4,779,263	62,815,952	171,606,660
Profit for the period Final dividend	-	-	-	-	-	703,226	703,226
for 2002 paid					(4,779,263)		(4,779,263)
At 30th June, 2003	144,997,035	(42,196,793)	1,126,203	85,000		63,519,178	167,530,623

### 13. Deferred Taxation

Movement in deferred tax liabilities during the period as follows:

		Accelerated tax depreciation	
		2003	2002
		(unaudited)	(audited)
		HK\$	HK\$
	At 1st January	6,695,030	6,872,929
	Charged (credited) to income statement	627,660	(177,899)
	At 30th June, 2003/31st December, 2002	7,322,690	6,695,030
14.	Contingent liabilities		
		30th June,	31st December,
		2003	2002
		(unaudited)	(audited)
		HK\$	HK\$
	Export bills discounted with recourse	49,645,065	40,634,703

#### 15. Capital commitments

	30th June, 2003 (unaudited) <i>HK\$</i>	31st December, 2002 (audited) HK\$
Capital expenditure in respect of acquisition of property, plant and equipment contracted for but not provided in the financial statements	272,000	138,000

#### INTERIM DIVIDEND

The directors have resolved not to pay any interim dividend for the six months ended 30th June, 2003 (2002: Nil).

#### MANAGEMENT DISCUSSION AND ANALYSIS

#### **BUSINESS REVIEW**

During the first half of 2003, the global economy continued to be volatile with weak consumer confidence and the retail market remained sluggish. The Group faced persistent pressure on order prices and fierce market competition. For the six months ended 30th June 2003, the Group recorded an unaudited turnover of approximately HK\$497,741,000, representing an increase of 13% from approximately HK\$440,119,000 for the same period in the previous year. The Group's unaudited profit attributable to shareholders amounted to HK\$703,226 compared with a loss of HK\$3,633,200 for the previous corresponding period. Earnings per share recovered to HK\$0.0015 from a loss per share of HK\$0.0076 in 2002. The unsatisfactory performance of the first half of this year was mainly attributable to the loss in operations from a non wholly-owned subsidiary and unrealized holding losses on other investments during the current period.

### **Bigfield Goldenford Holdings Limited**

Bigfield Goldenford Holdings Limited, a 62.50% subsidiary of the Group, recorded a half year turnover of approximately HK\$341,561,500, an increase of 8.20% from that of the previous corresponding period. It has been suffering losses over the last two years and continued to incur a loss of approximately HK\$11.50 million in the first half of 2003, comparable to a loss of approximately HK\$4.15 million in the corresponding period in 2002. The loss was primarily attributable to an increase in cost of production and drop of profit margin. In early April of this year, the new management implemented stringent control over expenses through rationalization of its processes and system re-engineering aiming to improve operational efficiency at lower overhead and reduced break-even volume. Management focus on improvements in profitability continues to be a priority in the second half of 2003.

### Frankie Dominion (Holdings) Limited

Frankie Dominion (Holdings) Limited remained a profitable operation, albeit under constant margin squeezes from its customers. Turnover amounted to approximately HK\$168,084,000 in the first half of the year, an increase of 25.45% compared with the same period in 2002. The Management expects that it will maintain a steady growth with stable profit contribution to the Group in 2003.

#### Finance costs

As a result of increasing bank borrowings, finance cost rose to 0.52% in the first half of 2003 compared with 0.42% of the Group's turnover as at 30th June, 2002.

#### Provisions for bad and doubtful debt.

A provision of HK\$250,200 was made for the six months ended 30th June, 2003. In the corresponding period of 2002, no provision was being provided.

### Charges on assets

There has been no material change in the charges on the Group's assets since 31st December, 2002.

#### LIQUIDITY AND FINANCIAL RESOURCES

Net current assets and current ratio were HK\$88,709,905 and 1.42:1 as at 31st December, 2002 and HK\$90,620,814 and 1.37:1 as at 30th June, 2003. A slight increase in net current assets is largely due to an increase in bank deposits and inventories.

The Group's gearing ratio was increased from 6% as at 31st December, 2002 to 10.67% as at 30th June, 2003, which was calculated based on the net borrowings of HK\$22,982,297 (31st December, 2002: HK\$13,179,628) and the shareholders' funds of HK\$215,323,252 (31st December, 2002: HK\$219,399,289).

As at 30th June, 2003, the Group does not engage in foreign currency speculation or any financial instrument used for hedging purposes.

The Group generally finances its business with internally generated cash flows and revolving credit facilities provided by the Group's principal bankers. With net current assets of HK\$90,620,814 the management believes that the Group has sufficient financial resources to discharge its debts and to finance its daily operations and capital expenditure.

#### EMPLOYEES AND REMUNERATION

During the first half of 2003, the Group continued to consolidate and improve its staff productivity with the number of employees reducing to approximately 8,500 as at 30th June, 2003 (31st December, 2002: 9,800 employees). Less than 130 staff are stationed in Hong Kong and the rest are PRC workers.

Employees are remunerated according to the nature of the job and market trends, with a built-in merit component incorporated in the annual increment and a year-end performance bonus to reward and motivate individual performance. There was no share option granted to any employee during the period.

#### **PROSPECTS**

The global economic recovery is likely to remain uncertain for the rest of the year. The business environment will remain highly competitive. In this difficult operating environment, the Group is consolidating and restructuring the existing production bases into a more streamlined operation. At the same time, the Group will continue to adopt prudent cost control policies to improve profitability and competitiveness. The Board is cautiously optimistic for the second half of the year and believes the Group may improve its performance in 2003.

#### AUDIT COMMITTEE

The Audit Committee has reviewed with management the accounting policies and practice adopted by the Group and discussed auditing, internal controls and financial reporting matters including a review of the interim financial statements for the period ended 30th June, 2003.

#### DIRECTORS' INTERESTS IN SHARES

As at 30th June, 2003, the interests of the directors and chief executive of the Company in the shares, underlying shares and debentures of the Company and its associated corporations, within the meaning of Part XV of the Securities and Future Ordinance (the "SFO") which are required (a) to be notified to the Company and The Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to Divisions 7 and 8 of Part XV of the SFO; or (b) pursuant to section 352, to be entered in the register referred to therein; or (c) pursuant to the Model Code for Securities Transactions by

Directors of Listed Companies to be notified to the Company and the Stock Exchange were as follows:

Number of shares held					
	Personal	Corporate		Percentage of	
Name of directors	interests	interests	Total	shareholding	
Lam Po Kwai Frankie	71,345,785	104,729,411 (a)	176,075,196 (c)	36.84	
Wong Yau Ching Maria	19,073,433	_	19,073,433	3.99	
Lee Yuen Bing Nina	10,867,059	24,367,798 (b)	35,234,857 (d)	7.37	
So Man Yee Katherine	737,045	_	737,045	0.15	
Au Son Yiu	1,433,660	-	1,433,660	0.30	

#### Notes:

- (a) These shares are held through Carrson Holdings Investment Limited and Frankfort Capital Investment Limited, both of which are companies beneficially owned by Mr. Lam Po Kwai Frankie.
- (b) These shares are held through Joint Admin Benefit Corporation Limited, a company beneficially owned by Ms. Lee Yuen Bing Nina.
- (c) Ms. Lee Yuen Bing, Nina is the spouse of Mr. Lam Po Kwai, Frankie and is deemed to be interested in these shares.
- (d) Mr. Lam Po Kwai, Frankie is the spouse of Ms. Lee Yuen Bing, Nina and is deemed to be interested in these shares.

All the interests stated above represent long positions. Save as disclosed above, as at 30th June, 2003, none of the directors or chief executives held any interest or short position in any shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of the SFO) which are required (a) to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO; or (b) pursuant to section 352, to be entered in the register referred to therein; or (c) pursuant to the Model Code for Securities Transactions by Directors of Listed Companies to be notified to the Company and the Stock Exchange.

#### SUBSTANTIAL SHAREHOLDERS' INTEREST

As at 30th June, 2003, the register of substantial shareholders maintained by the Company pursuant to the SFO recorded that, other than interest disclosed above in respect of certain directors, the following shareholders had an interest of 5% or more in the issued share capital of the Company.

Name	Capacity	Number of shares held	Percentage of shareholdings
Solidpole Ltd.	Interest of controlled corporation	34,855,428	7.29
China Everbright Holdings Company Ltd.	Beneficial owner	34,855,428 (e)	7.29

Note(e): China Everbright Holdings Company Ltd. is the holding company of Solidpole Ltd. and is deemed to be interested in these shares.

The interests stated above represent long positions. Save as disclosed above, as at 30th June, 2003, the Company has not been notified of any other interests required to be kept under section 336 of the SFO.

#### SHARE OPTION SCHEME

Pursuant to a resolution passed on 25th April, 2002, the Company adopted a new executive share option scheme (the "New Scheme") which became effective on 31st May, 2002 for the primary purpose of providing incentives to directors and eligible employees, and will expire on 30th May, 2012. Under the New Scheme, the Board of Directors of the Company may grant options to eligible employees, including directors of the Company and its subsidiaries, to subscribe for shares in the Company. Additionally, the Company may, from time to time, grant share options to outside third parties.

No share options were granted under the New Scheme during the period or were outstanding as at 30th June, 2003.

#### CORPORATE GOVERNANCE

The Company has complied throughout the six months ended 30th June, 2003 with the Code of Best Practice as set out in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

## PURCHASE, SALE OR REDEMPTION OF OWN LISTED SECURITIES

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

By Order of the Board **Lam Po Kwai, Frankie** *Chairman* 

Hong Kong, 19th September, 2003