

# 主席報告

## Chairman's Statement



各位股東：

本人謹代表泰盛實業集團有限公司（「本公司」，連同其附屬公司統稱「本集團」）欣然宣佈，本集團於二零零三年業務表現出色，股東應佔溢利淨額錄得顯著增長。

### 本年度業績

截至二零零三年十二月三十一日止年度，本集團之營業額升至約589,653,000港元（二零零二年：約554,548,000港元），升幅約6.3%。儘管營商環境競爭激烈，本集團之毛利率仍得以改善約0.8%至約18.8%（二零零二年：約18.0%）。

除稅及少數股東權益前經營溢利較上年度增加約179.1%至約28,521,000港元（二零零二年：約10,219,000港元）。

於回顧年度內，股東應佔溢利淨額增加約198.8%至約23,050,000港元（二零零二年：約7,713,000港元）。此外，截至二零零二年十二月三十一日止年度之每股盈利由約1.39港仙增加至截至二零零三年十二月三十一日止年度約4.19港仙。

Dear Shareholders,

I am pleased to report that 2003 was another successful year for Karce International Holdings Company Limited (the "Company" which, together with its subsidiaries, (the "Group")) and the Group had experienced significant growth in net profit attributable to shareholders.

### RESULTS OF THE YEAR

For the year ended 31 December 2003, turnover of the Group rose by approximately 6.3 per cent. to approximately HK\$ 589,653,000 (2002: approximately HK\$554,548,000). In spite of the competitive business environment, the Group was able to improve the gross profit margin by approximately 0.8 per cent. to approximately 18.8 per cent. (2002: approximately 18.0 per cent.).

Operating profit before taxation and minority interests increased by approximately 179.1 per cent. from previous year to approximately HK\$28,521,000 (2002: approximately HK\$10,219,000).

Net profit attributable to shareholders has also increased by 198.8 per cent. to approximately HK\$23,050,000 for the year ended 31 December 2003 (2002: approximately HK\$7,713,000). In addition, the earnings per share increased from approximately HK\$1.39 cents for the year ended 31 December 2002 to approximately HK\$4.19 cents for the year ended 31 December 2003.

## 股息

為感謝股東在過去一年對本集團鼎力支持，本公司董事（「董事」）欣然建議派付末期股息每股0.5港仙，該股息將於二零零四年六月三十日或之前派付予於二零零四年五月二十五日名列本公司股東名冊之股東。該建議須待於即將舉行之股東週年大會上取得股東批准後方可作實。按派付本公司股東之股息總額相較本集團股東應佔溢利計算之派息比率約為11.9%。是次慷慨之派息率乃與本集團致力為股東們增值之目標一致。

## 業務回顧

於二零零三年，本集團之業績面臨極具挑戰性的經濟環境，如嚴重急性呼吸系統綜合症（「非典型肺炎」）爆發、伊拉克戰爭及消費意慾不振等衝擊。儘管受到此等因素影響，本集團所有業務均表現良好，過去所作的投資亦為本集團帶來穩定的業務增長。

本集團之既有業務在扣除利息、稅項、折舊及攤銷前溢利（「EBITDA」）增加約37.8%至約72,842,000港元（二零零二年：約52,861,000港元）。本集團一方面致力維持穩健之財務狀況，而另一方面則繼續拓展其核心業務。

董事對於成功投資聯營公司長盈通訊設備控股有限公司（「長盈控股」，連同其附屬公司統稱為「長盈集團」）感到鼓舞，本集團持有其49%股本權益。

二零零三年是長盈集團業績豐盛的一年。截至二零零三年十二月三十一日止年度，長盈集團營業額創新高，營業額增加486倍及除稅前溢利上升90倍。由於產品設計創新及功能超卓，致使長盈集團產品銷量大增，現有客戶訂單增加，大大提升該集團拓展新市場的能力，尤其是歐美及亞太區市場。

## DIVIDEND

In appreciation of shareholders' support for the Group, the directors of the Company ("Directors") are pleased to recommend a final dividend of HK0.5 cent per share payable on or before 30 June 2004 to shareholders whose names appear on the register of members of the Company on 25 May 2004 and is subject to the approval by the shareholders in the forthcoming annual general meeting. The total dividend paid out to our shareholders represents about 11.9 per cent. payout ratio on the Group's profit attributable to shareholders. This generous dividend payout ratio is in line with our aim to create shareholders' value.

## BUSINESS REVIEW

The results of 2003 reflected challenging economic conditions attributed by the outbreak of Severe Acute Respiratory Syndrome ("SARS"), the war in Iraq and poor consumer sentiment. Despite these conditions, all of the Group's businesses performed soundly and grew steadily from the investments undertaken in prior years.

Earnings before interest, taxation, depreciation and amortisation ("EBITDA") from the Group's established businesses grew 37.8 per cent. to approximately HK\$72,842,000 (2002: approximately HK\$52,861,000). The Group will continue to develop and expand its core businesses while maintaining its healthy financial position.

The Directors are encouraged by the successful investment in an associate, Ascalade Communications Holdings Limited ("Ascalade Holdings", which together with its subsidiaries, the "Ascalade Group") in which the Group owned 49 per cent. of its equity interest.

It was a very successful year for the Ascalade Group in 2003. For the year ended 31 December 2003, the Ascalade Group had achieved 486 times increases in record turnover and 90 times increase in profit before taxation respectively. Strong growth of sales in the Ascalade Group has been driven by our innovation in product design and functionality which had led to increases in orders from the existing customers and thus, enhancing the ability to open up new markets, particularly in Europe, the United States of America (the "America") and the Asia Pacific region.

## 主席報告 Chairman's Statement

長盈集團之客戶主要是歐洲市場內大型的電訊營運商及電訊產品分銷商。長盈集團之核心業務，將繼續為數碼及模擬有線和無線電話之設計及製造，銷往歐美及亞太區市場內主要的電訊公司及分銷商。

藉著能幹而投入之管理隊伍，長盈集團已作好準備，充滿信心地繼續迎接未來之挑戰與機會。

The customer base of the Ascalade Group comprises mainly of prime telecom operating companies and telecom product distributors in the European market. The core business of the Ascalade Group continues to be the design and manufacture of digital and analogue corded and cordless telephones for sale to major telecom companies and distributors in Europe, America and Asia-Pacific.

Supported by a capable and dedicated management team, the Ascalade Group is well positioned to take on further challenges and opportunities in full confidence.



非典型肺炎對於本集團截至二零零三年十二月三十一日止年度之業務影響不大，主要是對客戶造成影響，妨礙其前往本集團於東莞各個廠房實地視察生產設施。

另一方面，儘管在未能預見之環境因素中帶來了困境下，董事欣然宣佈整體的產品銷量仍錄得增長。這主要是因為本集團在生產規模上提升了營運及管理效率。本集團作為亞洲區主要的消費電子產品及組件製造商，再加上多年來一直致力鞏固業務基礎，致使本集團在困境中的復原能力遠勝同業。

憑藉過去一年之努力，本集團得以維持其在品牌電子計算機製造業內的領導地位。電子計算機及電子記事簿業務於二零零三年之經營溢利按年增長46.3%至19,401,000港元，二零零二年則為13,263,000港元。

SARS had limited impact on the operations of the Group for the year ended 31 December 2003. It had mainly affected our customers' site inspections for production facilities in our factories in Dongguan.

On the other hand, the Directors are pleased to report an increase in overall sales volume despite the difficult times brought by unforeseeable environmental factors. This was largely attributed to the Group's operating and management efficiency derived from production scale. As one of the leading manufacturers of consumer electronic products and components in Asia, the Group is a lot more resilient to adverse situation than its peers, thanks to years of dedicated efforts in consolidating the fundamentals.

Given all our hard work in the past year, the Group has maintained its dominant position in the branded electronic calculators manufacturing sector. Operating profit derived from the electronic calculators and organizers segment rose year-on-year by 46.3 per cent. to HK\$19,401,000 in 2003, compared with HK\$13,263,000 in 2002.

為達致先前訂立之目標，本集團致力開拓印製電路板及導電硅橡膠按鍵之製造及分銷業務。隨著美國及歐洲經濟穩步復甦，本集團之管理層喜見二零零三年下半年用於流動電話及相關電訊產品之印製電路板訂單錄得強勁增長。

於回顧年度內，隨著全球需求增加、供應鏈持續外判予中國，為本集團提供更多機會，增加本集團在區內的市場佔有率。於二零零三年十二月三十一日，尚未付貨之印製電路板訂單進一步增加，訂單與收賬比率維持在一倍以上。

故此，截至二零零三年十二月三十一日止年度，印製電路板業務之營業額增加約53.7%，從約86,583,000港元增至約133,093,000港元。

截至二零零三年十二月三十一日止年度，導電硅橡膠按鍵業務之營業額增加約14.3%，從約105,682,000港元增至約120,748,000港元。

### 未來計劃及前景

雖然二零零三年是艱苦的一年，而在非典型肺炎、伊拉克戰事及全球營商環境競爭日趨激烈的衝擊下，本集團在其所有既有業務上仍然表現良好，其多元化業務為本集團帶來龐大之現金流量。本集團既有業務之EBITDA增加約37.8%至約72,842,000港元(二零零二年：約52,861,000港元)。本集團一方面致力維持穩健之財務狀況，而另一方面則繼續拓展其核心業務。

隨著經濟明顯復甦，預期來年會為本集團帶來新的商機。

In line with previously stated goals, the Group expanded its business into the manufacturing and distribution of Printed Circuit Boards ("PCB") and conductive silicon rubber keypads products. With the US and Europe economy in steady pace of recovery, the management of the Group saw strong PCB bookings in mobile handsets and communication related products in the second half of 2003.

During the year under review, the increases in world demand together with the continuous supply chain outsourcing into China have provided the Group with more opportunities to expand its market share in the region. As at 31 December 2003, PCB backlogs further built up as the book-to-bill ratio stood at above one.

As a result, turnover derived from the PCB business increased by approximately 53.7 per cent. from approximately HK\$86,583,000 to approximately HK\$133,093,000 for the year ended 31 December 2003.

For the year ended 31 December 2003, turnover derived from the conductive silicon rubber keypads products grew up by approximately 14.3 per cent. from approximately HK\$105,682,000 to approximately HK\$120,748,000.

### FUTURE PLANS AND PROSPECTS

Although 2003 was a difficult year due to SARS, the war in Iraq and an increasingly competitive world environment, the Group had performed well in all of its established business sectors and enjoyed strong cashflows from its diversified operations. EBITDA from the Group's established businesses had grown by approximately 37.8 per cent. to approximately HK\$72,842,000 (2002: approximately HK\$52,861,000). The Group will continue to develop and expand its core businesses while maintaining its healthy financial position.

With affirmed improving economy ahead, the Group is expecting new business opportunities in the coming year.



#### 電子計算機及電子記事簿

電子計算機及電子記事簿業務將為各主要客戶訂製各款指定之電子計算機及電子記事簿，預期為既有之電子組件及電子集成連接器業務帶來額外的訂單。

為配合日後之業務擴展，現正增設額外的生產設施及淨化車間，預計於二零零四年第二季落成。

#### 印製電路板

隨著現有及新的電訊業客戶帶來更多商機，本集團預計二零零四年對應用於電訊產品之印製電路板需求將會大增，從中可改良其層計組合。

預期主要原料價格會進一步上揚，因此，來年之印製電路板售價能得以站穩，甚或略為向上。連同經改良之層計組合，印製電路板產品之平均售價在來年可望進一步提高。

#### Electronic calculators and organisers

The electronic calculators and organizers business will manage to get customized electronic modules approved by various major customers. This will bring additional business along with the established businesses of electronic components and electronic-integrated connectors.

To cater for the upcoming business expansion, additional production capacity and clean rooms are in the process of setting up and expected to be completed by the end of the second quarter of 2004.

#### PCB

With growing business opportunities from both existing and new communication customers, the Group is expecting greater PCB demand for application of communication products in 2004, which would bring about even better layer count mix.

It is expected that critical raw material prices may trend further upwards and as a result, PCB selling prices should be able to hold well and even move slightly upwards in the coming year. Accordingly, together with the layer count mix improvement, the average selling price of the PCB products is expected to improve further in the coming year.

本集團將審慎評估現有客戶及新客戶帶來之商機，在適當時機來臨時，將推行擴展計劃。

The Group will cautiously evaluate the business opportunities available from both the existing customers and newly developed customers and will launch an expansion plan when the right market opportunities warrant.



#### 長盈集團

長盈集團於二零零四年上半年接獲之銷售訂單持續增加，董事有信心可望於下半年接獲更多訂單。長盈集團之管理層於二零零四年一直致力發展新產品，其中參與於德國漢諾威舉行之「世界辦公室及資訊設備展覽會」的初步反應理想。本集團在來年將隨著長盈集團在無線電話業務方面之增長，積極提升生產力。

儘管市場競爭激烈，董事預計未來一年將是令人振奮的一年，可望接獲大量訂單並得以擴充客戶基礎。董事相信長盈集團之營業額及純利在來年將持續增長。

隨著中國中央政府推出一系列振興經濟之政策，如中華人民共和國（「中國」）與香港建立更緊密經貿關係的安排（「CEPA」），香港的經濟正逐步復甦。當然，本集團之業務亦受全球經濟趨勢影響，尤其是受美國及歐洲經濟以至全球競爭日趨激烈等因素影響。

#### Ascalade Group

The sales orders of the Ascalade Group in the first half of 2004 have continued to be strong and the Directors are confident that a full order book can be attained for the balance of the year. The management of the Ascalade Group has been working diligently on new product development for 2004 and the initial response in "CEBIT" held at Hannover in Germany has been very positive. In the coming year, the Group will progressively increase the manufacturing capacity in tandem to cope with the growing cordless telephone business in the Ascalade Group.

Despite the competitive market condition, the Directors anticipate another exciting year ahead with full orders and growing customer base. The Directors believe that both the turnover and the net profit derived from the Ascalade Group will report another year of growth.

With the introduction of a number of economic revival policies such as the People's Republic of China (the "PRC") and Hong Kong Closer Economic Partnership Arrangement ("CEPA") by the Central Government of the PRC, economic recovery is now underway in Hong Kong. Of course, our businesses are also sensitive to global economic trends, and in particular the US and European economies, as well as increasing global competition.

## 主席報告 Chairman's Statement

儘管未來充滿挑戰，董事深信憑藉本集團穩健之財務狀況、穩固之業務根基，再加上能幹盡忠之管理層及員工，本集團現有之所有核心業務可望於二零零四年繼續帶來令人滿意之經常性收益，而長盈集團將充份發揮潛能，為股東創造長遠之內在價值。

在無不可預見情況下，管理層深信，隨著本集團之增長平台更臻完善及鞏固，未來財政年度之表現將可望改善。

### 致謝

最後，本集團全體員工之盡忠職守及鼎力支持，本人謹代表董事會致以深切謝意。此外，就各股東、供應商、往來銀行及客戶對本集團不斷之支持，本人謹此致謝。

主席  
唐錫麟

二零零四年四月十九日

Despite the challenges we may be facing ahead, the Directors are fully confident that with the healthy financial position, solid business foundation, efficient and loyal management and staff, all of the existing core businesses will continue to provide satisfactory recurring contributions in 2004 and the operations in the Ascalade Group will demonstrate their potential to create long-term intrinsic value to our shareholders.

Barring unforeseeable circumstances, the management is confident of further improving performances in the coming financial year as the Group's growth platform has been refined and strengthened.

### ACKNOWLEDGEMENTS

Finally, on behalf of the Directors, I wish to express my sincere appreciation to all the staff of the Group for their continuing dedication and support. I would also like to thank our shareholders, our suppliers, our bankers and our customers for their continued support.

**Tong Shek Lun**  
*Chairman*

19 April 2004

