

The Directors submit their report together with the audited financial statements for the year ended 31 December 2003.

# PRINCIPAL ACTIVITIES AND GEOGRAPHICAL ANALYSIS OF OPERATIONS

The principal activity of the Company is investment holding. The activities of the subsidiaries are set out in note 14 to the financial statements.

An analysis of the Group's performance for the year by business and geographical segments is set out in note 3 to the financial statements.

# **RESULTS AND APPROPRIATIONS**

The results of the Group for the year are set out in the consolidated income statement on page 18.

The Directors recommend the payment of a final dividend of HK2.75 cents per ordinary share, totaling HK\$5,500,000.

### RESERVES

Movements in the reserves of the Group and the Company during the year are set out in note 23 to the financial statements.

### **D**ONATIONS

Charitable and other donations made by the Group during the year amounted to HK\$963,000.

### FIXED ASSETS

Details of the movements in fixed assets of the Group are set out in note 13 to the financial statements.

### SHARE CAPITAL

Particulars of the share capital of the Company are set out in note 22 to the financial statements.

### DISTRIBUTABLE RESERVES

Distributable reserves of the Company at 31 December 2003 amounted to HK\$27,588,000 (2002: HK\$27,698,000). Under Section 34 of the Companies Law (2001 Second Revision) of the Cayman Islands, the share premium is available for distribution to shareholders subject to the provisions of the Articles of Association of the Company and no distribution shall be paid to shareholders out of the share premium unless the Company shall be able to pay its debts as they fall due in the ordinary course of business.



### FIVE YEAR FINANCIAL SUMMARY

A summary of the results and of the assets and liabilities of the Group for the last five financial years is set out on page 55.

# PURCHASE, SALE OR REDEMPTION OF SHARES

The Company has not redeemed any of its shares during the year. Neither the Company nor any of its subsidiaries has purchased or sold any of the Company's shares during the year.

### SHARE OPTIONS

Share option scheme (the "Scheme") was adopted by the shareholders of the Company by way of written resolution passed on 29 December 2000. Details of the Scheme are as follows:

(a) Purpose of the Scheme

The Directors believe that the Scheme will assist in the recruitment and retention of high calibre executives and employees.

### (b) Participants

The Directors may, at their discretion, invite full-time employees of the Group, including full-time Executive Directors of the Group, to take up options to subscribe for ordinary shares of HK\$0.1 each ("Shares") in the share capital of the Company at a price calculated in accordance with paragraph (f) below. HK\$1.00 is payable by the grantee of an option upon the acceptance by him of the grant of an option.

### (c) Maximum number of Shares

The maximum number of Shares subject to the Scheme shall not (when aggregated with any securities subject to any other share option schemes of the Company and/or its subsidiaries including those which have been granted and accepted but which have been cancelled (the "Cancelled Shares")) exceed 10% of the issued share capital of the Company from time to time, excluding for this purpose Shares allotted and issued upon the exercise of options granted under the Scheme.

At 31 December 2003, no share options were granted under the Scheme.



(d) Maximum number of options to any one individual

No options may be granted to any one person which if exercised in full would result in the total number of Shares already issued and issuable to him under the Scheme together with the Cancelled Shares exceeding 25% of the maximum aggregate number of Shares for the time being issued or issuable under to the Scheme at the time of the proposed grantee of that option.

### (e) Time of exercise of option

An option may be exercised in accordance with the terms of the Scheme at any time during the period commencing immediately on the date which the option is deemed to be granted and accepted and expiring on a date to be determined and notified by the Board of Directors to each grantee, but in any event not later than 10 years from the date of grant.

(f) Basis of determining the exercise price

The exercise price for the Shares under the Scheme may be determined by the Board of Directors in its absolute discretion but in any event will not be less than 80% of the average of the official closing price of the Shares as stated in the Stock Exchange's daily quotation sheets for the five trading days immediately preceding the date of the grant of the option or the nominal value of the Shares, whichever is the greater.

### (g) Period of the Scheme

The Scheme shall be valid and effective for a period of 10 years commencing 29 December 2000, being the date the Company conditionally adopted the Scheme by ordinary resolution. The Company may, by ordinary resolution in general meeting or the Board of Directors may determine the Scheme at any time.



### DIRECTORS

The Directors during the year were:

Mr. Wong Chor Wo Ms. Rosita Andres Mr. Wong Chor Sang Mr. Po, Eric Mr. Kwok Kee Ho, Danny Mr. Chan Sheung Kwan \* Mr. Wong Tin Sang, Patrick \*

\* Independent Non-executive Directors

In accordance with Article 116 of the Company's Articles of Association, Mr. Po, Eric and Mr. Chan Sheung Kwan retire at the forthcoming Annual General Meeting but, being eligible, offer themselves for re-election.

# DIRECTORS' SERVICE CONTRACTS

Each of the Executive Directors has entered into a Director's Service Contract with the Company for a term of 3 years beginning on 15 January 2003. The contracts may be terminated by either party thereto giving to the other 3 months' prior notice in writing.

The five Executive Directors together are entitled to a fixed salary of HK\$2,456,000 per annum in aggregate and any further performance related bonus shall be determined by the Company having regard to the operating results of the Group provided that the total sum of any performance related bonus payable to all the Directors in respect of any financial year shall not exceed 5% of the audited consolidated net profit after taxation of the Group in respect of the same financial year.

Save as disclosed above, none of the Directors who are proposed for re-election at the forthcoming Annual General Meeting has a service contract with the Company which is not determinable within one year without payment of compensation, other than statutory compensation.



### **BIOGRAPHICAL DETAILS OF DIRECTORS AND SENIOR MANAGEMENT**

### **Executive Directors**

Mr. Wong Chor Wo, aged 54, is the Chairman of the Company and the founder of the Group. Mr. Wong has over 31 years' experience in the handbag industry. He is responsible for formulating the overall business strategies and plans of the Group. He also oversees the finance and product development of the Group. Mr. Wong was appointed as a vice chairman to the Returned Overseas Chinese Association of Sichuan Province, a committee member of the Sichuan Chinese Overseas Friendship Association, All-China Federation of Returned Overseas Chinese Committee Member, and a committee member of Jiangxi Province Committee of The Chinese People's Political Consultative Conference in April, May 2000, March 2001 and 2003 respectively.

Mr. Wong Chor Sang, aged 48, is an Executive Director and the Vice-Chairman of the Company. He joined the Group in September 1987 and is in charge of the purchasing of raw materials and subcontracting business. He assists Mr. Wong, the Chairman of the Company, in the day-to-day affairs of the Group. Mr. Wong Chor Sang has over 28 years' experience in the handbag industry. He is the brother of Mr. Wong.

Mr. Po, Eric, aged 34, is an Executive Director, the Chief Financial Officer and the Company Secretary of the Company. Mr. Po joined the Group in April 2000 and is responsible for the financial control and management of the Group. He has over nine years' experience in auditing and corporate finance. Mr. Po graduated from the City University of Hong Kong (formerly known as City Polytechnic of Hong Kong) with a Bachelor of Arts (Honours) degree in Business Studies. He is a fellow member of the Association of Chartered Certified Accountants and an associate member of the Hong Kong Society of Accountants.

Mr. Kwok Kee Ho, Danny, aged 36, is an Executive Director and the production manager of the Company. He has over nine years' experience in the handbag industry. Mr. Kwok joined the Group in May 1995 and has substantial experience in factory operations and management. He mainly stations at the Hui Zhou factory and is responsible for the overall management and planning of the Group's production facilities in the PRC.

Ms. Rosita Andres, aged 51, is an Executive Director. Ms. Andres has over 23 years' experience in the handbag industry. She joined the Group in September 1987 and is presently responsible for the overall management and daily operations of the Company. Ms. Andres is the spouse of Mr. Wong, the Chairman of the Company.



### **Independent Non-executive Directors**

Mr. Chan Sheung Kwan, aged 40, is a Non-executive Director. He is a fellow member of the Hong Kong Society of Accountants and Chartered Financial Analyst. He holds a Bachelor of Social Science degree from the University of Hong Kong and a Master of Business Administration degree from the University of Birmingham. He has over 15 years' diversified experience in banking, auditing and accounting.

Mr. Wong Tin Sang, Patrick, aged 71, is a Non-executive Director. He is a retired banker. Mr. Wong has over 40 years' experience in the banking industry and had held senior positions in major banking institutions. His last position was a business adviser in the corporate banking group at a local bank. Mr. Wong is also an independent non-executive director of another company which is listed on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited.

### Senior management

Ms. Chan Siu Ling, aged 34, is the sales and purchasing manager of the Group. Ms. Chan has over 16 years' experience in the sales and marketing of handbags and related products. Ms. Chan joined the Group in November 1992. She is responsible for the sales and marketing of the Group's handbag business in the US, Japan and Europe.

Ms. Chiu Wan Yee, Wendy, aged 40, is the personnel and administration manager of the Group. Ms. Chiu joined the Group in October 1994 and has over 13 years' experience in administration. She is responsible for the general administration and personnel activities within the Group.

Mr. Tse Siu Yung, Simon, aged 37, is the merchandising manager of the Group. Mr. Tse graduated from the Bunka Fashion College in Japan with a Certificate in Fashion. He has over 11 years' experience in the handbag industry. Mr. Tse joined the Group in April 1999 and is responsible for the sales of handbags in Japan, the US and Europe.

# DIRECTORS' INTERESTS IN CONTRACTS

No contracts of significance in relation to the Group's business to which the Company, its subsidiaries or its holding company was a party and in which a Director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

# **CONNECTED TRANSACTIONS**

No disclosable connected transactions were entered into by the Group under the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited ("Listing Rules").



# DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY OR ANY ASSOCIATED CORPORATIONS

At 31 December 2003, the interests of the Directors and chief executives in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of the Securities and Futures Ordinance ("SFO")), as recorded in the register maintained by the Company under Section 352 of the SFO or as notified to the Company were as follows:

	Number of ordinary shares of HK\$0.1 each in the Company		
	Family interests	Corporate interests	Total
Mr. Wong Chor Wo – long position	15,000,000 (note 1)	135,000,000 (note 3)	150,000,000
Ms. Rosita Andres – long position	135,000,000 (note 2)	15,000,000 (note 4)	150,000,000

Notes:

- (1) These shares are ultimately beneficially owned by Ms. Rosita Andres, the spouse of Mr. Wong Chor Wo.
- (2) These shares are ultimately beneficially owned by Mr. Wong Chor Wo, the spouse of Ms. Rosita Andres.
- (3) These shares are registered in the name of Wisechoice Assets Limited, the entire issued share capital of which is held by Mr. Wong Chor Wo.
- (4) These shares are registered in the name of Accuport Developments Limited, the entire issued share capital of which is held by Ms. Rosita Andres.

Apart from the above, at no time during the year, the Directors and chief executives (including their spouse and children under 18 years of age) had any interest in, or had been granted, or exercised, any rights to subscribe for shares (or warrants or debentures, if applicable) of the Company and its associated corporations (within the meaning of the SFO).

At no time during the year was the Company, its subsidiaries, its associate company or its holding company a party to any arrangement to enable the Directors and chief executives of the Company to hold any interests or short positions in the shares or underlying shares in, or debentures of, the Company or its associated corporations.



# SUBSTANTIAL SHAREHOLDERS' INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES OF THE COMPANY

At 31 December 2003, the register of substantial shareholders maintained under Section 336 of the SFO shows that the Company had not been notified of any substantial shareholders' interests and short positions, being 5% or more of the Company's issued share capital, other than those of the Directors and chief executives as disclosed above.

# **MANAGEMENT CONTRACTS**

No contracts concerning the management and administration of the whole or any substantial part of the business of the Company were entered into or existed during the year.

# MAJOR CUSTOMERS AND SUPPLIERS

The percentages of purchases and sales for the year attributable to the Group's major suppliers and customers are as follows:

### Purchases

– the largest supplier	51%
<ul> <li>– five largest suppliers combined</li> </ul>	80%
Sales	
– the largest customer	35%
<ul> <li>– five largest customers combined</li> </ul>	85%

None of the Directors, their associates or any shareholder (which to the knowledge of the Directors owns more than 5% of the Company's share capital) had an interest in the major suppliers or customers noted above.

# COMPLIANCE WITH THE CODE OF BEST PRACTICE OF THE LISTING RULES

Throughout the year, the Company was in compliance with the Code of Best Practice as set out in Appendix 14 of the Listing Rules.



# AUDIT COMMITTEE

The written terms of reference which describe the authority and duties of the Audit Committee were prepared and adopted with reference to "A Guide for The Formation of An Audit Committee" published by the Hong Kong Society of Accountants.

The Audit Committee provides an important link between the Board and the Company's auditors in matters coming within the scope of the group audit. It also reviews the effectiveness of both the external and internal audit and of internal controls and risk evaluation. The Committee comprises two Independent Non-Executive Directors, namely Mr. Chan Sheung Kwan and Mr. Wong Tin Sang, Patrick. Two meetings were held during the current financial year.

# DIRECTORS' INTEREST IN COMPETING BUSINESS

None of the Directors of the Company had interest in a business which competes or may compete with the business of the Group.

# **PRE-EMPTIVE RIGHTS**

There is no provision for pre-emptive rights under the Company's Memorandum of Association and there are no restrictions against such rights under the laws in the Cayman Islands.

# **A**UDITORS

The financial statements for the two financial years ended 31 December 2001 and 2000 were audited by PricewaterhouseCoopers. The financial statements for the two financial years ended 31 December 2003 and 2002 were audited by RSM Nelson Wheeler.

A resolution to re-appoint the retiring auditors, RSM Nelson Wheeler, will be put at the forthcoming annual general meeting.

On behalf of the Board

Wong Chor Wo Chairman

20 April 2004