



## INTERIM REPORT 2004

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*)

Mr. Tang Tin Sek, Terence (*Independent Non-Executive Director*)  
(*appointed on 1st July, 2004*)

Ms. He Ling (*Non-Executive Director*)

### **AUDIT COMMITTEE**

Mr. Lee Johnson

Mr. Au Son Yiu

Mr. Tang Tin Sek, Terence

### **COMPANY SECRETARY**

Mr. Cheung Chiu Fan

### **COMPANY SOLICITORS**

*In Hong Kong*

Sit, Fung, Kwong & Shum

Deacons

*In Bermuda*

Appleby Spurling Hunter

### **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

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Website: [www.frankiedominion.com](http://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, 2004 with comparative figures for the corresponding period of 2003 as follows:

### CONDENSED CONSOLIDATED INCOME STATEMENT

		<b>For the six months ended 30th June,</b>	
		<b>2004</b>	2003
		<b>(unaudited)</b>	(unaudited)
	<i>Notes</i>	<b>HK\$'000</b>	<i>HK\$'000</i>
Turnover	2	<b>399,677</b>	497,741
Cost of sales		<b>(341,180)</b>	(430,266)
		<hr/>	<hr/>
Gross profit		<b>58,497</b>	67,475
Other operating income		<b>941</b>	1,293
Distribution costs		<b>(17,595)</b>	(31,685)
Administrative expenses		<b>(30,138)</b>	(35,331)
Unrealized holding profit (loss) on other investments		<b>376</b>	(2,107)
		<hr/>	<hr/>
Profit (loss) from operations	3	<b>12,081</b>	(355)
Finance costs	4	<b>(1,482)</b>	(2,593)
		<hr/>	<hr/>
		<b>10,599</b>	(2,948)
Share of losses of associates		<b>(78)</b>	(362)
		<hr/>	<hr/>
Profit (loss) before taxation		<b>10,521</b>	(3,310)
Taxation	5	<b>(1,200)</b>	(628)
		<hr/>	<hr/>
Net profit (loss) after taxation		<b>9,321</b>	(3,938)
Minority interests		<b>1,727</b>	4,641
		<hr/>	<hr/>
Profit attributable to shareholders		<b>11,048</b>	703
		<hr/> <hr/>	<hr/> <hr/>
Interim dividend		<b>7,169</b>	–
		<hr/> <hr/>	<hr/> <hr/>
Earnings per share – basic	6	<b>HK2.31 Cents</b>	HK0.15 Cent
		<hr/> <hr/>	<hr/> <hr/>

## CONDENSED CONSOLIDATED BALANCE SHEET

		At 30th June, 2004 (unaudited) HK\$'000	At 31st December, 2003 (audited) HK\$'000
	<i>Notes</i>		
<b>Non-current assets</b>			
Property, plant and equipment	7	165,240	168,577
Interests in associates		1,966	2,044
Club debenture		880	880
		<u>168,086</u>	<u>171,501</u>
<b>Current assets</b>			
Inventories		98,154	85,912
Amount due from an associate		516	516
Debtors and prepayments	8	96,254	92,560
Investments in securities		33,054	13,396
Tax recoverable		–	149
Short term bank deposits		35,387	33,631
Short term pledged bank deposits		2,688	2,688
Bank balances and cash		57,643	53,726
		<u>323,696</u>	<u>282,578</u>
<b>Current liabilities</b>			
Creditors, bills payable and accrued charges	9	106,765	97,371
Taxation		1,508	507
Bank borrowings – due within one year		90,144	63,625
		<u>198,417</u>	<u>161,503</u>
<b>Net current assets</b>		<u>125,279</u>	<u>121,075</u>
<b>Total assets less current liabilities</b>		<u>293,365</u>	<u>292,576</u>
<b>Capital and reserves</b>			
Share capital	10	47,793	47,793
Reserves	11	184,499	178,230
<b>Total capital and reserves</b>		<u>232,292</u>	<u>226,023</u>
<b>Minority interests</b>		<u>54,570</u>	<u>60,050</u>
<b>Non-current liability</b>			
Deferred taxation		6,503	6,503
		<u>293,365</u>	<u>292,576</u>

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

*For the six months ended 30th June, 2004*

	<b>Total equity (Unaudited) <i>HK\$'000</i></b>
At 30th June, 2003	<b>215,323</b>
Exchange differences arising on translation of overseas operations not recognised in income statement	<b>830</b>
Net profit for the period	<b>9,870</b>
	<hr/>
At 31st December, 2003	<b>226,023</b>
Net profit for the period	<b>11,048</b>
Final dividend for 2003 paid	<b>(4,779)</b>
	<hr/>
At 30th June, 2004	<b>232,292</b>
	<hr/> <hr/>

## CONDENSED CONSOLIDATED CASH FLOW STATEMENT

	<b>For the six months ended 30th June,</b>	
	<b>2004</b> <b>(unaudited)</b> <b>HK\$'000</b>	<b>2003</b> <b>(unaudited)</b> <b>HK\$'000</b>
Net cash used in operating activities	<b>(4,653)</b>	(2,339)
Net cash used in investing activities	<b>(7,661)</b>	(2,684)
Net cash from financing activities		
Repayments of bank borrowings	<b>(210,636)</b>	(220,884)
Other financing cash flows	<b>228,623</b>	264,263
	<b>17,987</b>	43,379
Increase in cash and cash equivalents	<b>5,673</b>	38,356
Cash and cash equivalents at 1st January	<b>87,357</b>	47,816
Cash and cash equivalents at 30th June	<b>93,030</b>	86,172
Being:		
Short term bank deposits	<b>35,387</b>	64,090
Bank balances and cash	<b>57,643</b>	22,082
	<b>93,030</b>	86,172

## NOTES TO THE CONDENSED FINANCIAL STATEMENTS

### 1. Basis of preparation

The condensed financial statements of the Group for the six months ended 30th June, 2004 have been prepared in accordance with the Statement of Standard Accounting Practice (“SSAP”) No. 25 “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public 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.

The condensed financial statements of the Group for the six months ended 30th June, 2004 are unaudited and have been reviewed by the Audit Committee of the Company.

### 2. 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, 2004.

#### *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, 2004**

	<b>Trading</b>	<b>Manufacturing – household products</b>	<b>Manufacturing – others</b>	<b>Consolidated</b>
	<i>HK\$'000</i>	<i>HK\$'000</i>	<i>HK\$'000</i>	<i>HK\$'000</i>
<b>Turnover</b>				
External sales	<u>85,395</u>	<u>64,311</u>	<u>249,971</u>	<u>399,677</u>
<b>Results</b>				
Segment results	<u>3,885</u>	<u>23,479</u>	<u>13,538</u>	40,902
Unallocated income and expenses				(29,197)
Unrealized holding profit on other investments				<u>376</u>
Profit from operations				12,081
Finance costs				(1,482)
Share of losses of associates				<u>(78)</u>
Profit before taxation				10,521
Taxation				<u>(1,200)</u>
Net profit after taxation and before minority interests				<u>9,321</u>



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

	Trading <i>HK\$'000</i>	Manufacturing – household products <i>HK\$'000</i>	Manufacturing – others <i>HK\$'000</i>	Consolidated <i>HK\$'000</i>
<b>Turnover</b>				
External sales	70,472	81,043	346,226	497,741
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
<b>Results</b>				
Segment results	3,315	22,865	9,610	35,790
	<u>          </u>	<u>          </u>	<u>          </u>	
Unallocated income and expenses				(34,038)
Unrealized holding loss on other investments				<u>(2,107)</u>
Loss from operations				(355)
Finance costs				(2,593)
Share of losses of associates				<u>(362)</u>
Loss before taxation				(3,310)
Taxation				<u>(628)</u>
Net loss after taxation and before minority interests				<u><u>(3,938)</u></u>

**3. Profit (Loss) from operations**

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

	<b>For the six months ended 30th June,</b>	
	<b>2004</b>	2003
	<b>(unaudited)</b>	(unaudited)
	<b><i>HK\$'000</i></b>	<i>HK\$'000</i>
Depreciation and amortisation	<b>11,536</b>	13,075
Loss on disposal of property, plant and equipment	–	704
Operating lease payments in respect of rented properties	<b>8,258</b>	9,197
Provision for bad and doubtful debts	<b>314</b>	250
	<u>          </u>	<u>          </u>

#### 4. Finance costs

	For the six months ended 30th June,	
	2004	2003
	(unaudited)	(unaudited)
	HK\$'000	HK\$'000
Interest on:		
Bank borrowings wholly repayable within five years	1,482	2,482
Obligations under finance leases	—	111
	<u>1,482</u>	<u>2,593</u>

#### 5. Taxation

	For the six months ended 30th June,	
	2004	2003
	(unaudited)	(unaudited)
	HK\$'000	HK\$'000
Current tax:		
Hong Kong Profits Tax		
Current period	1,200	—
Deferred tax:		
Current period	—	—
Attributable to a change in tax rate	—	628
	<u>1,200</u>	<u>628</u>

Hong Kong Profits Tax is calculated at 17.5% (2003: 17.5%) of the estimated assessable profit for the period.

#### 6. Earnings per share

The calculation of basic earnings per share is based on the profit attributable to shareholders for the period of approximately HK\$11,048,000 (2003: approximately HK\$703,000) and the weighted average of approximately 477,926,000 (2003: approximately 477,926,000) shares in issue during the period.

No diluted earnings per share is shown as there is no dilutive effect on the earnings per share for the six months ended 30th June, 2003 and 30th June, 2004.

## 7. Property, plant and equipment

During the period, the Group spent approximately HK\$8,198,000 (2003: HK\$6,009,000) on additions to property, plant and equipment to upgrade its manufacturing capabilities.

## 8. Debtors and prepayments

	<b>30th June, 2004 (unaudited) HK\$'000</b>	31st December, 2003 (audited) HK\$'000
Trade debtors	<b>89,373</b>	84,852
Other debtors and prepayments	<b>6,881</b>	7,708
	<b><u>96,254</u></b>	<b><u>92,560</u></b>

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

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

	<b>30th June, 2004 (unaudited) HK\$'000</b>	31st December, 2003 (audited) HK\$'000
0 – 60 days	<b>61,916</b>	66,648
61 – 90 days	<b>5,664</b>	4,510
> 90 days	<b>21,793</b>	13,694
	<b><u>89,373</u></b>	<b><u>84,852</u></b>

## 9. Creditors, bills payable and accrued charges

	<b>30th June, 2004 (unaudited) HK\$'000</b>	31st December, 2003 (audited) HK\$'000
Trade creditors	81,736	65,650
Bills payable	1,616	–
Other creditors and accrued charges	23,413	31,721
	<u>106,765</u>	<u>97,371</u>

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

	<b>30th June, 2004 (unaudited) HK\$'000</b>	31st December, 2003 (audited) HK\$'000
0 – 60 days	74,756	55,839
61 – 90 days	6,031	8,740
> 90 days	949	1,071
	<u>81,736</u>	<u>65,650</u>

## 10. Share capital

There were no movements in the share capital of the Company during the period from 1st January, 2004 to 30th June, 2004.

	Number of ordinary shares of HK\$0.10 each		Nominal value	
	30th June, 2004 (unaudited)	31st December, 2003 (audited)	30th June, 2004 (unaudited) HK\$	31st December, 2003 (audited) HK\$
Authorised:				
Ordinary shares of HK\$0.1 each	<u>1,000,000,000</u>	1,000,000,000	<u>100,000,000</u>	<u>100,000,000</u>
Issued and fully paid:				
Ordinary share of HK\$0.1 each	<u>477,926,292</u>	477,926,292	<u>47,792,629</u>	<u>47,792,629</u>

## 11. Reserves

	Share Premium <i>HK\$'000</i>	Goodwill <i>HK\$'000</i>	Translation reserve <i>HK\$'000</i>	Capital Redemption reserve <i>HK\$'000</i>	Dividend Reserve <i>HK\$'000</i>	Retained Profits <i>HK\$'000</i>	Total <i>HK\$'000</i>
At 1st January, 2003	144,997	(42,197)	1,126	85	4,779	62,816	171,606
Exchange adjustment	-	-	830	-	-	-	830
Profit for the year	-	-	-	-	-	10,573	10,573
Amount set aside for 2003 dividend	-	-	-	-	4,779	(4,779)	-
Final dividend for 2002 paid	-	-	-	-	(4,779)	-	(4,779)
At 31st December, 2003	144,997	(42,197)	1,956	85	4,779	68,610	178,230
Profit for the period	-	-	-	-	-	11,048	11,048
Final dividend for 2003 paid	-	-	-	-	(4,779)	-	(4,779)
At 30th June, 2004	<u>144,997</u>	<u>(42,197)</u>	<u>1,956</u>	<u>85</u>	<u>-</u>	<u>79,658</u>	<u>184,499</u>

## 12. Contingent liabilities

	<b>30th June, 2004 (unaudited) <i>HK\$'000</i></b>	31st December, 2003 (audited) <i>HK\$'000</i>
Export bills discounted with recourse	<u><b>50,406</b></u>	<u>32,314</u>

## 13. Capital commitments

	<b>30th June, 2004 (unaudited) <i>HK\$'000</i></b>	31st December, 2003 (audited) <i>HK\$'000</i>
Capital expenditure in respect of acquisition of property, plant and equipment contracted for but not provided in the financial statements	<u><b>378</b></u>	<u>558</u>

## **INTERIM DIVIDEND**

The Directors have resolved that an interim dividend of HK1.5 Cents per share (2003: Nil) will be paid in cash on 8th November, 2004 to shareholders whose names shall appear on the register of members of the Company on 29th October, 2004. The total dividend of HK\$7,168,894 is calculated based on 477,926,292 shares in issue.

## **CLOSURE OF REGISTERS OF MEMBERS**

The registers of members will be closed from 25th October, 2004 to 29th October, 2004 both days inclusive, during which period no transfer of shares will be effected. In order to qualify for the 2004 interim dividend, all share certificates with completed transfer form either overleaf or separately, must be lodged with the Company's branch registrars in Hong Kong, Secretaries Limited, G/F, Bank of East Asia Harbour View Centre, 56 Gloucester Road, Hong Kong not later than 4:00 p.m. on 21st October, 2004.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **BUSINESS REVIEW**

For the six months ended 30th June, 2004, the Group recorded an unaudited turnover of approximately HK\$399,677,000, representing a decrease of 19.7% from approximately HK\$497,741,000 for the same period in the previous year. Despite pressure from rising raw materials prices and fierce market competition, the Group was able to maintain its gross profit margin at about 14.6%. The Group's unaudited profit attributable to shareholders substantially increased by 1,471.6% to HK\$11,048,000. Earnings per share also increased by 1,440% to HK2.31 Cents from HK0.15 Cent. The growth was mainly attributable to the continuous effective policy to enhance marginal profitability and to achieve better cost control and to increasing profit contributions derived from wholly-owned subsidiaries of the Company.

### **Bigfield Goldenford Holdings Limited**

Bigfield Goldenford Holdings Limited, a 62.50% subsidiary of the Group, recorded a half year turnover of approximately HK\$244.40 million, a decrease of 28.45% from that of the previous corresponding period. Net loss for the period reduced to approximately HK\$4.27 million from HK\$11.50 million in the same period of last year. The management focus on improvements in profitability continues to be a priority in the second half of 2004.

## **Frankie Dominion (Holdings) Limited**

Frankie Dominion (Holdings) Limited recorded a steady growth with increased profit contribution to the Group for the six months ended 30th June, 2004. Turnover increased by 7.49% amounting to approximately HK\$180.67 million in the first half of the year as compared with the same period in 2003.

### **Finance costs**

As a result of lower bank borrowings, finance cost dropped to 0.37% in the first half of 2004 compared with 0.52% of the Group's turnover as at 30th June, 2003.

### **Provisions for bad and doubtful debt**

A provision of approximately HK\$314,000 was made for the six months ended 30th June, 2004. In the corresponding period of 2003, a provision of approximately HK\$250,000 was provided.

### **Charges on assets**

There has been no material change in the charges on the Group's assets since 31st December, 2003.

## **LIQUIDITY AND FINANCIAL RESOURCES**

Net current assets and current ratio were approximately HK\$121,075,000 and 1.75:1 as at 31st December, 2003 and approximately HK\$125,279,000 and 1.63:1 as at 30th June, 2004. A slight increase in net current assets is largely due to an increase in bank deposits.

The Group's bank balance and cash amounted to approximately HK\$95,718,000 as at 30th June, 2004 (31st December, 2003: approximately HK\$90,045,000) and bank borrowings amounted to approximately HK\$90,144,000 (31st December, 2003: approximately HK\$63,625,000). Therefore, the calculation of net debt to equity ratio was not applicable because the Group had surplus cash of approximately HK\$5,574,000 over bank borrowings (31st December, 2003: approximately HK\$26,420,000).

As at 30th June, 2004, the Group did 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 approximately HK\$125,279,000 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**

As at 30th June, 2004, the Group had approximately 6,500 employees (31st December, 2003: 6,500 employees). Less than 100 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**

Looking into the second half of 2004, the global economy is likely to be unstable, particularly as the US consumer markets are clouded by uncertainties brought by rising oil prices, interest rates and a growing trade deficit. The business environment will remain highly competitive. The Group will implement proactive measures to eliminate any negative factors that will affect the Group's profitability and also continue to enhance the efficiency and effectiveness of operations through cost control measures as well as through aggressive marketing and pricing strategies. In addition, the Group will closely monitor the inventory with a view to keeping this at a reasonable level and make use of economies of scale to increase bargaining power in negotiating lower purchase prices. The Group anticipates that it will continue to perform well in the second half of the year.

## **AUDIT COMMITTEE**

The Audit Committee is composed of three independent non-executive directors. It 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, 2004.



## DIRECTORS' INTERESTS IN SHARES

As at 30th June, 2004, the interests of the directors and their associates in the shares of the Company as recorded in the register maintained by the Company pursuant to Section 352 of the Securities and Futures Ordinance (“SFO”) or as otherwise notified to the Company and The Stock Exchange of Hong Kong Limited pursuant to the Model Code for Securities transactions by Directors of Listed Companies, were as follows:

### Long position – ordinary shares of HK\$0.1 each of the Company

Name of director	Number of shares held		Total number of issued ordinary shares held	Percentage of the issued share capital
	Personal interest	Corporate interest		
Mr. Lam Po Kwai Frankie	72,545,785	104,729,411 (a)	177,275,196 (c)	37.09%
Ms. Wong Yau Ching Maria	19,073,433	–	19,073,433	3.99%
Ms. Lee Yuen Bing Nina	10,867,059	24,367,798 (b)	35,234,857 (d)	7.37%
Ms. So Man Yee Katherine	737,045	–	737,045	0.15%
Mr. 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 Join 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.

Save as disclosed above, except for certain nominee shares in subsidiaries held by Mr. Lam Po Kwai, Frankie in trust for the Group, non of the directors or their associates had any interests or short positions in any shares of the Company or any of its associated corporation as at 30th June, 2004.

## **SUBSTANTIAL SHAREHOLDERS' INTEREST**

As at 30th June, 2004, the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO showed that, other than interest disclosed above in respect of certain directors, the following shareholders had notified the Company of relevant interests in the issued share capital of the Company.

### **Long position – ordinary shares of HK\$0.1 each of the Company**

<b>Name</b>	<b>Capacity</b>	<b>Number of issued Ordinary shares held</b>	<b>Percentage of the issued share capital</b>
Solidpole Ltd.	Beneficial owner	34,855,428	7.29%
China Everbright Holdings Company Ltd.	Held by controlled corporation	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.

Other than the interests disclosed above the register of substantial shareholders maintained by the Company pursuant to section 336 of the SFO discloses no person as having a notifiable interest or short position in the issued share capital of the Company as at 30th June, 2004.

## **CORPORATE GOVERNANCE**

The Company has complied throughout the six months ended 30th June, 2004 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 (the "Listing Rules").

The Company has also adopted the Model Code for Securities Transactions by Directors of listed companies contained in Appendix 10 of the Listing Rules.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S 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, 17th September, 2004