



### **INTERIM REPORT**

The ultimate name in

Pearls

The Board of Directors of Man Sang International Limited (the "Company") is pleased to announce the unaudited financial results of the Company and its subsidiaries (collectively referred to as the "Group") for the six months ended September 30, 2004. The results have been reviewed by the Company's audit committee and by the Company's auditors, Moores Rowland Mazars, in accordance with the Hong Kong Statement of Auditing Standards 700 "Engagements to Review Interim Financial Reports" issued by the Hong Kong Institute of Certified Public Accountants.

### Moores Rowland Mazars 摩斯倫・馬賽<sub>會計師事務所</sub>

### INDEPENDENT REVIEW REPORT

#### TO THE BOARD OF DIRECTORS OF MAN SANG INTERNATIONAL LIMITED

(incorporated in Bermuda with limited liability)

#### Introduction

We have been instructed by the Company to review the interim financial report set out on pages 2 to 9.

#### Respective responsibilities of directors and auditors

The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of an interim financial report to be in compliance with Statement of Standard Accounting Practice 25 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants and the relevant provisions thereof. The interim financial report is the responsibility of, and has been approved by, the directors.

It is our responsibility to form an independent conclusion, based on our review, on the interim financial report, and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

#### **Review work performed**

We conducted our review in accordance with Statement of Auditing Standards 700 "Engagements to Review Interim Financial Reports" issued by the Hong Kong Institute of Certified Public Accountants. A review consists principally of making enquiries of group management and applying analytical procedures to the interim financial report and based thereon, assessing whether the accounting policies and presentation have been consistently applied unless otherwise disclosed. A review excludes audit procedures such as tests of controls and verification of assets, liabilities and transactions. It is substantially less in scope than an audit and therefore provides a lower level of assurance than an audit. Accordingly we do not express an audit opinion on the interim financial report.

#### **Review conclusion**

On the basis of our review which does not constitute an audit, we are not aware of any material modifications that should be made to the interim financial report for the six months ended September 30, 2004.

#### **Moores Rowland Mazars**

Chartered Accountants Certified Public Accountants

Hong Kong, November 12, 2004

### Condensed Consolidated Income Statement

	For the six months ende September 30,		
		2004	2003
	NOTES	HK\$'000	HK\$'000
		(unaudited)	(unaudited)
Turnover		207,061	168,396
Cost of sales		(147,691)	(123,279)
Gross profit		59,370	45,117
Investment income		334	654
Net unrealised gain on listed other investments		116	2,031
Gain on disposal of an investment property		33,387	
Other operating income		3,522	3,425
Selling expenses		(4,445)	(4,140)
Administrative expenses		(39,401)	(33,038)
Profit from operations	4	52,883	14,049
Finance costs		(78)	(274)
Profit before taxation		52,805	13,775
Taxation	5	(3,873)	(3,011)
Net profit for the period		48,932	10,764
Earnings per share	7		
- Basic		5.38 cents	1.18 cents

## Condensed Consolidated Balance Sheet

At September 30, 2004

	NOTES	9.30.2004 <i>HK\$'000</i> (unaudited)	3.31.2004 <i>HK\$'000</i> (audited)
ASSETS AND LIABILITIES			
Non-current assets			
Investment properties Property, plant and equipment	8 8	82,160 113,714	153,760 110,699
Investment securities	0	-	856
Deferred tax assets		4,854	3,649
		200,728	268,964
Current assets			
Inventories		95,877	115,297
Trade and other receivables	9	71,263	79,626
Other investments		7,892	7,776
Bank balances and cash		193,070	90,451
		368,102	293,150
Current liabilities			
Trade and other payables	10	28,805	38,296
Taxation		6,781 5,575	1,560 5,575
Secured bank borrowings - due within one year		5,575	
		41,161	45,431
Net current assets		326,941	247,719
Total assets less current liabilities		527,669	516,683
Non-current liabilities			
Secured bank borrowings – due after one year		3,229	6,016
Amount due to immediate holding company		4,459	6,000
Deferred tax liabilities		14,931	15,237
		22,619	27,253
NET ASSETS		505,050	489,430
CAPITAL AND RESERVES			
Share capital		90,976	82,706
Reserves		414,074	406,724
		505,050	489,430

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# Condensed Consolidated Statement of Changes in Equity

	Share capital HK\$'000	Share premium HK\$'000	Other non- distributable reserve HK\$'000	Merger reserve HK\$'000	Investment property revaluation reserve HK\$'000	Other property revaluation reserve HK\$'000	Translation reserve HK\$'000	Accumulated profits HK\$'000	<b>Total</b> <i>HK</i> \$'000
Balance at April 1, 2003 (audited)	75,187	75,728	2,001	(200)	_	3,659	4,488	248,084	408,947
Reversal of deferred tax liabilities on demolition of investment properties Exchange differences arising	-				1,228				1,228
from translation of financial statements of overseas operations	_	_		_			(62)		(62)
Net gain not recognised in the income statement	-				1,228		(62)		1,166
Capitalisation on bonus issue of shares Net revaluation deficit on investment properties	7,519	(7,519)		-	-	-	-	-	-
charged to income statement	-	-	-	-	1,781	-	-	-	1,781
Release on demolition of investment properties Release on depreciation of	-	-		-	(3,009)	-	-	-	(3,009)
leasehold land and buildings Net profit for the period	-	-				(99)	-	99 10,764	10,764
Balance at September 30, 2003 (unaudited)	82,706	68,209	2,001	(200)		3,560	4,426	258,947	419,649
Revaluation increase on investment properties	-	-	-	-	35,692	-	-	-	35,692
Revaluation increase on leasehold land and buildings	-	-	-	-	-	4,682	-	-	4,682
Deferred tax liability arising on revaluation of properties Exchange differences arising from translation of financial statements of overseas	-	-	-	-	(1,343)	(56)	-	-	(1,399)
operations –							116		116
Net gain not recognised in the income statement					34,349	4,626	116		39,091
Release on disposal of investment properties Release on depreciation of	-	-	-	-	4,274	-	-	-	4,274
leasehold land and buildings Net profit for the period	-	-				(112)	-	112 26,416	26,416
Balance at March 31, 2004 (audited) =	82,706	68,209	2,001	(200)	38,623	8,074	4,542	285,475	489,430

# Condensed Consolidated Statement of Changes

### in Equity (Continued)

For the six months ended September 30, 2004

	Share capital HK\$'000	Share premium HK\$'000	Other non- distributable reserve HK\$'000	Merger reserve HK\$'000	Investment property revaluation reserve HK\$'000	Other property revaluation reserve HK\$'000	Translation reserve HK\$'000	Accumulated profits HK\$'000	<b>Total</b> HK\$'000
Balance at March 31,									
2004 (audited)	82,706	68,209	2,001	(200)	38,623	8,074	4,542	285,475	489,430
Exchange differences arising from translation of financial statements of overseas operations	-						66		66
Net gain not recognised in the income statement							66		66
Capitalisation on bonus issue of shares Release on disposal of	8,270	(8,270)	-	-	-	-	-	-	-
investment properties Release on depreciation of	-	-	-	-	(33,378)	-	-	-	(33,378)
leasehold land and buildings	-	-	-	-	-	(129)	-	129	-
Net profit for the period	-							48,932	48,932
Balance at September 30,									
2004 (unaudited)	90,976	59,939	2,001	(200)	5,245	7,945	4,608	334,536	505,050

The merger reserve represents the differences between the nominal value of shares of subsidiaries acquired, and the nominal value of the Company's shares issued for the acquisition under the corporate reorganisation in 1997.

### Condensed Consolidated Cash Flow Statement

	For the six months ended September 30,		
	2004 HK\$'000	2003 HK\$'000	
	(unaudited)	(unaudited)	
Net cash from operating activities	48,540	29,102	
Net cash from (used in) investing activities	58,401	(43,322)	
Net cash used in financing activities	(4,328)	(13,343)	
Net increase (decrease) in cash and cash equivalents	102,613	(27,563)	
Cash and cash equivalents at beginning of the period	90,451	75,638	
Effect of foreign exchange rate changes	6	(1)	
Cash and cash equivalents at end of the period, represented by bank balances and cash	193,070	48,074	

### Notes to the Condensed Financial Statements

#### For the six months ended September 30, 2004

#### 1. BASIS OF PREPARATION

The unaudited condensed consolidated financial statements have been prepared in accordance with Statement of Standard Accounting Practice 25 "Interim Financial Reporting" and with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

#### 2. PRINCIPAL ACCOUNTING POLICIES

The unaudited condensed consolidated financial statements have been prepared under the historical cost convention, as modified for the revaluation of properties and investments in securities.

The accounting policies adopted are consistent with those followed in the preparation of the Group's annual financial statements for the year ended March 31, 2004.

#### 3. SEGMENT INFORMATION

For management purposes, the Group is currently organised into two operating segments – pearls and property investment. The following segments are the basis on which the Group reports its primary segment information:

Pearls – Purchasing, processing, assembling, merchandising, wholesale and retail distribution of pearls and jewelry products

Property investment – Leasing of properties

Segment information about these businesses is presented below:

#### Six months ended September 30, 2004

	Pearls <i>HK\$'000</i>	Property investment <i>HK\$'000</i>	Consolidated <i>HK\$'000</i>
Revenue External sales or rentals	207,061	2,879	209,940
Result Segment results	21,801	31,937	53,738
Unallocated other operating and investment income Unallocated corporate expenses			1,092 (1,947)
Profit from operations			52,883

#### 3. SEGMENT INFORMATION (Continued)

#### Six months ended September 30, 2003

		Property	
	Pearls	investment	Consolidated
	HK\$'000	HK\$'000	HK\$'000
Revenue			
External sales or rentals	168,396	2,875	171,271
Result			
Segment results	15,794	(3,584)	12,210
Unallocated other operating and investment income			3,235
Unallocated corporate expenses			(1,396)
Profit from operations			14,049

#### 4. PROFIT FROM OPERATIONS

		For the six months ended		
		Septembe	er 30,	
		2004	2003	
		HK\$'000	HK\$'000	
Profit from operations h	as been arrived at after charging:			
Depreciation and amort	sation of property, plant and equipment	3,400	3,837	
Net revaluation deficit o	n investment properties	-	1,781	
Loss on demolition on a	n investment property	-	2,421	
Staff cost and related e	xpenses (including directors' emoluments)	16,557	15,205	

#### 5. TAXATION

	For the six months ended September 30,		
	<b>2004</b> 200 <b>HK\$'000</b> HK\$'00		
Current tax: - Hong Kong - People's Republic of China, other than Hong Kong (the "PRC")	5,836 (452)	2,832	
	5,384	3,228	
Deferred tax: - Current period	(1,511)	(217)	
	3,873	3,011	

Hong Kong Profits Tax is calculated at 17.5% of the estimated assessable profit for the six months ended September 30, 2004 (six months ended September 30, 2003: 17.5%). Income tax in the PRC is calculated at the rate of 15.0% of the income of the PRC subsidiaries for both periods.

#### 6. DIVIDEND

The directors do not recommend the payment of an interim dividend (six months ended September 30, 2003: Nil) and propose that the profit for the period be retained. No dividend was paid during the period.

#### 7. EARNINGS PER SHARE

The calculation of the basic earnings per share is based on the net profit for the period of HK\$48,932,000 (six months ended September 30, 2003: HK\$10,764,000) and on 909,764,000 (six months ended September 30, 2003: 909,764,000) shares in issue during the period.

The number of ordinary shares for both periods for the purpose of basic earnings per share has been adjusted for the bonus issue approved pursuant to the annual general meeting held on August 4, 2004.

The adjustments to comparative earnings per share, arising from the bonus issue are as follows:

	HK cents
Reported figure before adjustments Adjustment arising from the bonus issue	1.30 (0.12)
Restated figure	1.18

No diluted earnings per share has been presented for both periods because there are no dilutive potential ordinary shares in issue for the six months ended September 30, 2004 and September 30, 2003.

#### 8. INVESTMENT PROPERTIES AND PROPERTY, PLANT AND EQUIPMENT

During the six months ended September 30, 2004, the movements of investment properties are as follows:

• the Group disposed of an investment property and recognised a gain on disposal of HK\$33,387,000. No Hong Kong Profits Tax is provided as the gain is capital in nature.

The directors are of the opinion that the market values of the Group's investment properties and leasehold land and buildings as at September 30, 2004 are not materially different from the carrying amount of the investment properties and leasehold land and buildings.

#### 9. TRADE AND OTHER RECEIVABLES

The Group allows an average credit period of 60 days to its trade customers.

Included in trade and other receivables of the Group are trade receivables of HK\$63,642,000 (March 31, 2004: HK\$62,993,000) and their aged analysis is as follows:

	9.30.2004 <i>HK\$'000</i>	3.31.2004 <i>HK</i> \$'000
0 – 60 days 61 – 120 days	63,642	62,735 258
	63,642	62,993

#### 10. TRADE AND OTHER PAYABLES

Included in trade and other payables of the Group are trade payables of HK\$9,649,000 (March 31, 2004: HK\$13,234,000) and their aged analysis is as follows:

	9.30.2004 HK\$'000	3.31.2004 <i>HK\$'000</i>
0 – 60 days 61 – 120 days >120 days	9,062 554 33	12,980 193 61
2 120 ddy0	9,649	13,234

### The Second Interim Dividend

The Board of Directors resolved not to declare the second interim dividend in respect of the six months ended September 30, 2004 (six months ended September 30, 2003: Nil).

### **Business Review and Prospects**

For the six months ended September 30, 2004, the Group recorded a turnover of approximately HK\$207.1 million, representing an increase of 23.0% as compared to the same period in 2003. Profit attributable to shareholders was approximately HK\$48.9 million after including the gain of HK\$33.4 million on the disposal of one of our investment properties. Excluding the effect of the contribution of this disposal gain, the profit attributable to shareholder was increased by 44.4% when compared to same period last year. The improvement in performance is mainly due to the increase in sales in the first quarter of this financial year compared to the same period last year which was adversely affected by the negative economic effects of Severe Acute Respiratory Syndrome ("SARS") and the Iraq war.

On the pearl business side, South Sea pearls including white and gold South Sea pearls and Tahitian Black pearls continue to be our key contributor to our sales performance, representing 47.1% of the group's total turnover for the six months ended September 30, 2004. Buyers have been more active in recent auctions and tradeshows due to better economic conditions worldwide and are more confident about their future sales. Sales of the assembled jewelry products continue to grow at a healthy pace.

Overall international fashion designers predict that the demand for pearl jewelry will continue to grow over the next few years. Pearls and pearl jewelry products have gained a firm foothold in the fashion world and are becoming more popular among young and trendy consumers, with new designs combining all types of pearls and jewelry materials, and various price ranges to suit different customers.

Gross profit margin increased slightly by 1.9% when compared to last year mainly due to the contribution of the first quarter of this financial year of which the performance in same period last year was affected by SARS and Iraq war. In addition, increased pearl sales with a higher gross profit margin than assembled jewelry products also accounts for the improvement.

Selling and administrative expenses were higher by 17.9% when compared to same period last year mainly due to higher exhibition expenses and an increase in our provision for doubtful debts as a result of higher sales performance as well as the impairment of investment securities.

We continue to expand our core pearl business and also place emphasis in further enlarging our assembled jewelry products business by offering the products and services that suit our customers' needs as well as using flexible pricing strategies. By attending international tradeshows and exhibitions and adopting aggressive marketing strategies, we believe that we can further enlarge our market share and customer base. We also closely monitor changes in market demand, environment and conditions so that we can react in line with such changes. At the same time, we will continue to maintain effective cost control measures to bring the best results to our operations. Looking forward, with the worldwide economic condition continually improving, we anticipate that the performance in the coming quarters will continue to look promising and positive.

### Liquidity and Capital Resources

At September 30, 2004, the Group's total shareholders' funds amounted to HK\$505.1 million, compared with HK\$489.4 million at March 31, 2004. The gearing ratio was 1.7% at September 30, 2004, compared to 2.4% at March 31, 2004.

At September 30, 2004, the Group had a working capital of HK\$326.9 million, which included a cash balance of HK\$193.1 million, compared to the working capital of HK\$247.7 million, which included a cash balance of HK\$90.5 million at March 31, 2004. The increase in working capital was mainly due to an increase in cash balance by HK\$102.6 million and a decrease in trade and other payables by HK\$9.5 million, but being offset by the decrease in inventories and trade and other receivables by HK\$19.4 million and HK\$8.4 million respectively.

The Group had available working capital facilities of HK\$47.0 million in total with various banks at September 30, 2004. Such banking facilities include letter of credit arrangements, import loans, overdraft and other facilities commonly used in jewelry business. All such banking facilities bear interest at floating rates generally offered by banks in Hong Kong and are subject to periodic review. At September 30, 2004, the Group had a zero balance on each of these credit facilities.

### Directors' Interests and Short Positions in Shares, Underlying Shares and Debentures

At September 30, 2004, the interests of the directors and their associates in the shares and underlying shares of the Company and its associated corporations, 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:

#### (a) Ordinary shares of the Company

		Number of ordinary shares of HK\$0.10 each held Deemed			Percentage of the issued share capital of	
Name of director	Capacity	Direct interest	interest (Note)	Total interest	the Company	
Mr. Cheng Chung Hing	Beneficial owner and interest of a controlled corporation	39,600,000	449,460,000	489,060,000	53.76%	
Mr. Cheng Tai Po	Beneficial owner and interest of a controlled corporation	34,272,744	449,460,000	483,732,744	53.17%	

*Note:* These shares were indirectly owned by Cafoong Limited, a company incorporated in the British Virgin Islands, through an indirect interest in Man Sang International (B.V.I.) Limited, a company which directly holds these 449,460,000 shares. Cafoong Limited indirectly holds a 100% equity interest in Man Sang International (B.V.I.) Limited through Man Sang Holdings, Inc. ("MSH"), in which Cafoong Limited holds 62.42% of the common stock and all the Series A preferred stock at September 30, 2004, which totally represent 74.94% of the voting rights of MSH. Messrs. Cheng Tai Po own 60% and 40% of the issued share capital of Cafoong Limited, respectively.

#### (b) Share options of the Company

No options have been granted under the Company's share option scheme which was adopted on August 2, 2002.

#### (c) Common stock in an associated corporation – MSH

Name of director Capacity		Numbers of shares of common stock of US\$0.001 each in MSH held (Note)	Percentage of the common stock of MSH	
Mr. Cheng Chung Hing	Held by a controlled corporation	2,750,000	62.42%	
Mr. Cheng Tai Po	Held by a controlled corporation	2,750,000	62.42%	

*Note:* These shares were directly and indirectly owned by Cafoong Limited, a company incorporated in the British Virgin Islands. Cafoong Limited holds 62.42% of the common stock and all the Series A preferred stock of MSH at September 30, 2004, which totally represent 74.94% of the voting rights of MSH. Messrs. Cheng Chung Hing and Messrs. Cheng Tai Po owned 60% and 40% of the issued share capital of Cafoong Limited, respectively.

#### (d) Stock options of an associated corporation – MSH

Name of director	Capacity	Date of grant	Number of stock options of MSH held (Note)	Number of underlying shares
Mr. Cheng Chung Hing	Beneficial owner	September 16, 1997	100,000	100,000
		March 26, 2003	150,000	150,000
Mr. Cheng Tai Po	Beneficial owner	September 16, 1997	100,000	100,000
		March 26, 2003	100,000	100,000
Ms. Yan Sau Man, Amy	Beneficial owner	September 16, 1997	100,000	100,000

*Note:* The stock options were granted under the stock option plan of MSH adopted on October 17, 1996 and entitle the holders thereof to subscribe for shares of common stock of US\$0.001 each in MSH. For stock options granted on September 16, 1997, the holders can subscribe for the shares of common stock at a subscription price of US\$1.22 per share. 50% of the granted stock options vested and became exercisable on September 16, 1998 and the remainder vested and became exercisable on September 16, 1998. The options expire on September 15, 2007. For stock options granted on March 26, 2003, the holders can subscribe for the shares of common stock at a subscription price of US\$1.10 per share, 50% of which vested and became exercisable on March 26, 2004, and the remainder vest and became exercisable on March 26, 2005. The options expire on March 25, 2013.

All interests stated above represent long positions.

Save as disclosed above and certain nominee shares in subsidiaries held by certain directors in trust for the Group, none of the directors nor their associates, had any interests or short positions in any shares, underlying shares or debentures of the Company or any of its associated corporations at September 30, 2004.

### Substantial Shareholders

At September 30, 2004, the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO showed that, other than the interests disclosed under the section headed "Directors' Interests and Short Positions in Shares, Underlying Shares and Debentures" in respect of certain directors, the following shareholders had notified the Company of relevant interests in the share capital of the Company:

		Percenta Number of shares held issued			•	
Name of shareholder	Capacity	Direct interest	Deemed interest	capital of the Company	Notes	
Man Sang International (B.V.I.) Limited	Beneficial owner	449,460,000	-	49.40%		
MSH	Held by a controlled corporation	-	449,460,000	49.40%	1	
Cafoong Limited	Held by a controlled corporation	-	449,460,000	49.40%	2	
Guangdong Development Bank Shenzhen Branch	Beneficial owner	109,071,820	-	11.99%		

Notes:

1. This represented the deemed interest in 449,460,000 shares in the Company held by Man Sang International (B.V.I.) Limited which is a wholly-owned subsidiary of MSH.

2. This represented the deemed interest in 449,460,000 shares in the Company held by Man Sang International (B.V.I.) Limited whereby Cafoong Limited holds 62.42% of the common stock and all of the Series A preferred stock of MSH at September 30, 2004, which represent 74.94% of the voting rights.

Save as disclosed above, the Company has not been notified of any other relevant interests or short positions in the Company's issued share capital at September 30, 2004.

### Purchase, Sale or Redemption of the Company's Securities

During the six months ended September 30, 2004, neither the Company nor any of its holding companies or subsidiaries purchased, sold or redeemed any listed securities of the Company.

## **Corporate Governance**

None of the directors is aware of any information that would reasonably indicate that the Company is not, or was not for any part of the six months ended September 30, 2004 in compliance 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 ("Listing Rules).

# Model Code

The Company has adopted the Model Code as set out in Appendix 10 of the Listing Rules. All directors have confirmed, following enquiry by the Company, that they have complied with the required standard set out in Model Code throughout the period.

### Audit Committee

The primary duties of the Audit Committee are to review the financial reporting process and internal control procedures of the Group. The Audit Committee has reviewed the Group's unaudited condensed financial statements for the six months ended September 30, 2004.

On behalf of the Board CHENG CHUNG HING Chairman

Hong Kong, November 12, 2004