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二零零四年標誌著新鴻基公司創立三十五週年。
集團將致力成為本港最大的非銀行金融機構之一。

Chairman's Statement

主席報告

2004 marked the achievement of the 35th anniversary of the founding of Sun Hung Kai & Co. It also saw the end of a long and difficult period of deflation in Hong Kong. Our core businesses were able to benefit from the strong market rebound that followed. Additionally, our focus on cost rationalization resulted in savings whilst we recognized the requirement for expenditure, where necessary, to meet the challenges of a recovering economy.

Our strengths remain our healthy balance sheet, an effective business strategy and a dedicated staff force as we seek to position ourselves as one of the largest non-bank financial institutions in Hong Kong.

The Board has decided in the light of the Group's improved earnings that it would be appropriate to share the benefit with shareholders and accordingly has recommended a special dividend of HK4 cents per share together with a normal final dividend of HK2 cents per share, making a total dividend for the year 2004 of HK9 cents per share.

ASSOCIATED COMPANIES

For 2004, the performances of the Group's three principal associated companies were sound.

Tian An China Investments Company Limited ("Tian An") recorded sales of total gross floor areas of approximately 225,000m² (2003: 291,000m²), contributing to a 96% increase in the net profit to HK\$200.6 million. Tian An maintains its positive outlook and is hopeful that P.R.C. property markets may maintain a steady and sustainable uptrend in the medium to longer term.

Quality HealthCare Asia Limited has been successful in delivering significantly improved results for 2004 with an 84% increase in net profit to HK\$45 million. The improved performance was a result of continued cost control, an expansion in coverage and services, and an increase in private paying clients.

二零零四年標誌著新鴻基公司創立三十五週年，亦是香港漫長而艱難的通縮期告終的一年。經濟好轉，我們的核心業務大大受惠。另一方面，我們亦審慎理財，除必要開支外，我們積極控制成本，以面對經濟復甦帶來的種種挑戰。

集團財政狀況維持穩健，加上有效的商業策略及員工的努力不懈，將致力成為本港最大的非銀行金融機構之一。

鑒於集團之盈利增長，董事會認為現乃適當時刻與股東共同分享成果，因而建議派發特別股息每股4港仙，連同末期股息每股2港仙，二零零四年全年股息每股合共9港仙。

聯營公司

於二零零四年，集團三間主要聯營公司均取得理想業績。

天安中國投資有限公司（「天安」）錄得售出之總樓面面積約為225,000平方米（二零零三年：291,000平方米），淨溢利增長96%至200.6百萬港元。對於內地房市之前景，天安仍然感到樂觀，並期望房市在中期至長期維持平穩上升之趨勢。

卓健亞洲有限公司成功大幅改善其二零零四年度之業績，淨溢利增長84%至45百萬港元。持續控制成本、擴大服務覆蓋範圍與種類，以及私人付款客戶之增長令該公司之業績取得上述改善。

Chairman's Statement 主席報告

We continue to be encouraged by the performance of the major investments of Yu Ming Investments Limited. The international bonds portfolio, the Argyle Centre shopping mall in Mongkok, and the Asia World-Expo at the Hong Kong International Airport have all delivered their anticipated performance.

RESULTS FOR THE YEAR

During the year, the Group recorded a 71.18% increase in profit before tax to HK\$513.2 million (2003: HK\$299.8 million). Consolidated profit attributable to shareholders increased by 59.07% to HK\$384.8 million (2003: HK\$241.9 million). Earnings per share increased 65.24% to HK30.9 cents (2003: HK18.7 cents). Turnover was HK\$807 million for the year, against HK\$667.5 million for the previous year.

OPERATIONS

The Group reaffirms its commitment to deliver a comprehensive range of quality financial services and products to its increasing client base.

BUSINESS EXPANSION

Although negotiations commenced in late 2004, it was only in March 2005 that the Group concluded, subject to normal regulatory approvals, its acquisition of Excalibur Securities Limited and Excalibur Futures Limited. After the acquisition, we expect to command the leadership position in both the Hang Seng Index Futures and Options markets.

The Group also agreed to purchase property in the Tian An Centre in Shanghai from our associated company, Tian An, for possible future expansion of our Shanghai office with any unused portions to be leased in the meantime.

對禹銘投資有限公司各項主要投資項目之表現，集團繼續感到鼓舞。其所持有之環球債券組合、位於旺角區之旺角中心商場權益以及於香港國際機場經營之亞洲國際博覽館，表現均與集團預期一致。

全年業績

於二零零四年，集團錄得71.18%之除稅前溢利增長，達513.2百萬港元（二零零三年：299.8百萬港元）。股東應佔綜合溢利增長59.07%至384.8百萬港元（二零零三年：241.9百萬港元）。每股盈利增長65.24%至30.9港仙（二零零三年：18.7港仙）。本年度營業額為807百萬港元，二零零三年則為667.5百萬港元。

業務

集團貫徹其承諾，向不斷增加之客戶層提供優質、多元化金融服務及產品。

業務擴展

集團於二零零四年底開始就收購駿溢証券有限公司及駿溢期貨有限公司展開磋商，並於二零零五年三月在取得有關監管機構之正式批准後完成該項收購。收購完成後，預期集團將會在恒指期貨及期權市場中穩佔領導地位。

集團亦與聯營公司天安協定購入上海天安中心之物業，以作集團上海辦事處日後可能擴充之用，並會將其餘空置之單位租出。

Chairman's Statement 主席報告

EXTENSION OF FINANCIAL PRODUCTS AND CLIENT SERVICE CAPABILITIES

The Group continues to expand and increase its service offerings and client service capabilities.

Our Alternative Investments division launched the SHK Credit Opportunities Fund and the SHK Value Restructuring Fund to take advantage of the growing demand for hedge funds in the Asia Pacific Region. Our branch network was further enhanced by the opening of a Customer Service Centre in Macau.

In 2004, the Group reached agreement with Sun Microsystems of California Limited ("Sun Microsystems") for the joint development of a leading edge trading solution, the "Automated Dealing System Re-engineering (ADSR)" project, using Sun Microsystems' Java 2 Enterprise Edition (J2EE). This initiative again demonstrates that the Group is a pioneer in the local brokerage industry and committed to developing the best and most secure trading environment possible for our staff and clients.

Online trading of U.S. equities provided through Pershing LLC was launched mid-year to further broaden the extensive trading services available to our clients. Our Internet trading platform for Hang Seng Index Futures and Options, e-Futures, continues to be a popular service for clients, and additional related products are planned for 2005.

擴展金融產品及客戶服務

集團不斷擴展服務範圍，並加強客戶服務。

為配合亞太區對對沖基金的強勁需求，另類投資部推出新鴻基信用基金及新鴻基價值重建基金。集團亦已於澳門開設客戶服務中心，藉此進一步加強集團之分行網絡。

於二零零四年，集團與Sun Microsystems of California Limited (「Sun Microsystems」) 達成協議，合作開發一套利用Sun Microsystems Java 2平台企業版 (J2EE) 編寫的優質交易系統方案「Automated Dealing System Re-engineering (ADSR)」。此舉再次顯示集團是本地證券經紀行業之佼佼者，致力為僱員及客戶發展最佳及最安全之交易環境。

透過Pershing LLC提供之美國股票網上交易服務已於年中推出，以進一步增強我們向客戶提供之多元化服務。集團的恒指期貨及期權互聯網交易平台——電子期貨產品，仍是客戶廣泛使用的服務，集團亦計劃於二零零五年陸續推出其他相關產品。

Chairman's Statement 主席報告

OUR COMMUNITY

The Group participates in various sponsorships and charitable donations with different social service organizations on an ongoing basis. In response to the tsunami that struck southern Asia in December 2004, the Group launched a fund-raising campaign involving two charity events, "Crossing Border Fund-raising Show" and "SHK Financial Group Round-the Island Drive", which together resulted in the provision of much-needed donations. The Group also participated in The Community Chest supported "Run-up Two IFC Charity Race" to benefit "Services for the Mentally Handicapped" and supported charitable activities such as "Walk for Millions" and "Standard Chartered Hong Kong Marathon".

As in previous years, we partnered with University of Hong Kong School of Professional And Continuing Education (SPACE) to offer scholarships to the three top performing students from the Financial Studies Certificate programme. We were also the main sponsor for the 15th China-Hong Kong Investment Stimulation Competition 2004-2005, a joint university investment competition with the aim of providing students in both the mainland and Hong Kong with the opportunity to gain financial knowledge regarding investment strategies in different markets through an online investment simulation game.

OUTLOOK

In 2005, Hong Kong and China-related equity markets may face structural and cyclical pressures. For example, there is growing external pressure for a timely revaluation of the RMB, but no clear indication of whether it will take place.

Hong Kong itself appears to be emerging from a deflationary period of more than five years. The unemployment rate is falling, and there is upward pressure on consumer prices and wages. Against this backdrop, we face rising U.S. interest rates and slowing growth rates for the China economy as tightening measures continue. We anticipate that Hong Kong interest rates may rise, but possibly not to the same extent as those predicted for the U.S.

社會服務

集團多年來持續參與多個社會服務機構舉行之各種贊助及慈善活動。就南亞於二零零四年十二月之海嘯災難，本集團舉辦籌款活動，包括兩個捐款善舉「愛心無國界演藝界大匯演」及「新鴻基金融集團環島駕車巡遊」，帶來更多所須善款。本集團亦參與公益金贊助之「決戰國金慈善跑」以資助「弱智人士服務」，並支持「百萬行」及「渣打香港馬拉松」等慈善活動。

在過去幾年，集團與香港大學專業進修學院合作，提供獎學金予金融學證書課程的首三名表現最佳的學員。集團亦是二零零四／二零零五年度第十五屆中港大學聯校模擬投資比賽的主要贊助商。該比賽旨在為中港兩地學生提供機會，透過網上的模擬投資遊戲於不同股票市場投資，以汲取金融知識。

展望

於二零零五年，港股及中國股市或會面對結構性及周期性壓力，例如要求盡快重估人民幣的壓力日增，但會否落實仍為未知之數。

隨著失業率下降，消費物價及工資出現上調壓力，香港似乎已擺脫了逾五年長之通縮期。我們現在所面對的是美國利率上升，中國經濟增長率因持續推行緊縮措施而放緩。我們預期香港利率或會上升，但升幅未必會與美國之加息幅度相同。

Chairman's Statement 主席報告

An important factor to consider for 2005 is the large number of IPOs expected, which should draw liquidity from the market. In 2004, the amount raised totalled around HK\$95 billion; this year, the amount is expected to be higher still. In the future, investors will also have to consider the uncertainties relating to higher oil prices.

The likely impact of these factors on Hong Kong markets was addressed by our Research division in its Market Outlook 2005 press conference conducted in January this year. Overall, we believe the outlook is positive for Hong Kong and China-related equities.

APPRECIATION

On 17 June 2004, Mr. David Charles Parker resigned from his post of Group Chief Operating Officer to pursue personal interests. We offer our thanks and appreciation for his contribution to the Group.

CONCLUSION

In conclusion, I would like to thank our shareholders for their ongoing support; my fellow directors, our senior management, professional advisers and employees for their commitment and dedication; and our clients for their confidence and loyalty as we strive to make our 35th anniversary a memorable and successful year.



Arthur George Dew
Chairman

12 April 2005

於二零零五年，我們必須考慮的其中一項重要因素，就是接踵而來的首次公開招股活動將抽走市場大量資金。於二零零四年，市場總集資金額約為950億港元，今年預期將仍然偏高。投資者未來亦須留意油價上升所帶來之不明朗因素。

集團資料研究部已就上述因素可能對香港造成之影響，於今年一月份舉行之「二零零五年大市前瞻」新聞發布會中闡釋。整體來看，我們認為港股及中資股前景樂觀。

致謝

在二零零四年六月十七日，大衛帕克先生為追尋個人發展而辭去集團營運總監之職。就彼對集團作出之貢獻，我們特此感謝。

總結

本人謹此衷心感謝各位股東一直以來的支持；各位董事、高層管理人員、專業顧問與員工的承擔和努力；以及各位客戶的信賴與鼎力支持。適逢集團渡過第三十五週年，讓我們攜手為集團再創佳績，締造光輝的一年。



主席
狄亞法

二零零五年四月十二日