

CHAIRMAN'S STATEMENT

主席報告

Dear Shareholders,

The fiscal year 2005 marked a rewarding year during which the Group achieved steady business growth. During the year, Kenfair International recorded a profit attributable to shareholders of approximately HK\$36,943,000, growing approximately 15% when compared with the same period last year. The robust financial results clearly reflect our determination to achieve the mission of acting as “a gateway to achieve business opportunities”.



CHAIRMAN 主席

Mr. Ip Ki Cheung 葉紀章先生

致各股東

本集團於2005年財政年度錄得穩健的業務增長。於回顧年內，建發國際錄得股東應佔溢利約36,943,000港元，較去年同期上升約15%。年內強勁的財務業績充份反映了本集團貫徹其「開啟商機之門」承諾的決心。

INDUSTRY OVERVIEW

Trade exhibitions have long been regarded as important avenues for merchandising activities and indispensable trade platforms for small and medium enterprises ("SMEs"). Hong Kong - Asia's trade fair capital - hosts over 60 world-class trade fairs every year that attract more than 3.3 million international buyers to the city. Leveraging the persistent global economic recovery, industry players are geared up to explore exhibition markets overseas.

行業回顧

一直以來，貿易展覽會被視為採購商品的重要渠道，亦為中小型企業(「中小企」)推廣業務不可或缺的貿易平台。作為亞洲貿易展覽之都，香港每年舉辦超過60項世界級的貿易展，共吸引逾3,300,000名國際買家來港參觀。憑藉全球經濟持續復甦，各展覽服務供應商亦趁機加快開拓海外展覽市場的步伐。

Kenfair International

To grasp every opportunity for business growth in Hong Kong and overseas, the Group launched two world-renowned exhibition brands, namely the “Mega Show” series and “Asia Expo” series, during the year. The two branded exhibition series served more than 5,200 quality exhibitors and attracted over 95,000 professional buyers worldwide.

建發國際

為抓緊每個發展香港本土及海外業務的機會，本集團於年內分別擴展旗下兩項名為「亞洲展覽盛事」及「亞洲博覽會」的國際知名展覽品牌系列。兩項品牌展覽會系列合共吸引5,200家優質廠商參展及逾95,000名來自世界各國的專業買家蒞臨參觀。

“Mega Show” series (Hong Kong)

The “Mega Show” series, consisting of the **“October Shows – Mega Show Part One”** and **“Mega Show Part Two”**, is the annual flagship event of Kenfair International.

October Shows – Mega Show Part One

Comprising the Hong Kong International Toys & Gifts Show and the Asian Gifts Premium & Household Products Show held concurrently, October Shows – Mega Show Part One, a “UFI-approved event” of the Global Association of the Exhibition Industry (“UFI”), was successfully held in October 2004 at the Hong Kong Convention and Exhibition Centre (“HKCEC”). The 4-day mega event housed 3,058 exhibitors in a record high of 4,670 booths and attracted 63,905 international buyers. Effectively utilizing all available exhibition halls and even corridors of the HKCEC, this year’s “October Shows - Mega Show Part One” again shore as one of Asia’s largest trade fairs for toys, gifts, premium and household products.

Mega Show Part Two

To accommodate the overwhelming demand for trade exhibitions for toys, gifts, premium and houseware, we also launched “Mega Show Part Two” at the HKCEC just a few days after the first part of the “Mega Show” series. With 878 Asian exhibitors displaying their well-selected products in 973 booths, this Asian-exclusive trade event welcomed 15,189 buyers worldwide.

「亞洲展覽盛事」系列 (香港)

「亞洲展覽盛事」系列由「十月份展覽會—亞洲展覽盛事第一部份」及「亞洲展覽盛事第二部份」所組成，為建發國際一年一度的重點展覽項目。

十月份展覽會—亞洲展覽盛事第一部份

十月份展覽會—亞洲展覽盛事第一部份由「香港國際玩具及禮品展」暨「亞洲贈品及家居用品展」結合而成，這個已獲國際展覽聯盟UFI確認的「認可展覽會」於2004年十月假香港會議展覽中心（「會展」）順利舉行。是次一連四日的展覽會共有3,058家參展商擺設4,670個攤位，吸引了63,905名國際買家蒞臨參觀，打破歷屆紀錄，令「十月份展覽會—亞洲展覽盛事第一部份」再度成為亞洲最大型的玩具、禮品、贈品及家居用品貿易展之一，展會盡用了會展所有可供展覽的空間，甚至部分走廊位置也被佔用。

亞洲展覽盛事第二部份

為滿足市場對玩具、禮品、贈品及家居用品貿易展的殷切需求，我們於緊接「亞洲展覽盛事」系列的第一部份後數天假會展舉行「亞洲展覽盛事第二部份」。是次展會共有878家廠商於973個攤位展出其精選產品，吸引了15,189名來自世界各地的買家入場參觀採購。

“Asia Expo” series

During the year, the Group also generated remarkable results for the “Asia Expo” series, a perfect springboard for Asian toys, gifts, premium and houseware manufacturers to expand overseas markets.

Asia Expo (United Kingdom)

Held every February in London, the United Kingdom (“U.K.”) since 2001, the Asia Expo entered the fifth year with 687 Asian manufacturers taking up 718 booths. The 3-day “UFI-endorsed” show recorded an impressive attendance of 9,889 international buyers.

Kenfair Asian expo (United States)

The Kenfair Asian expo, the second trade exhibition in the “Asia Expo” series, was held for the second time in Las Vegas, the United States (“U.S.”) in August 2004. Continuing to lead Asian manufacturers to tap the world’s largest market, the 2nd Kenfair Asian expo gathered 586 exhibitors in 617 booths where they featured their top-notch products before 7,591 professional international buyers.

「亞洲博覽會」系列

於回顧年內，本集團亦舉辦「亞洲博覽會」系列，再度為亞洲玩具、禮品、贈品及家居用品廠商提供開拓海外市場的最佳平台。而本年度的「亞洲博覽會」系列再創佳績，取得參展商及買家的熱烈反應。

亞洲博覽會 (英國)

自2001年起每年2月於英國倫敦舉行，並榮獲UFI評定為「認可博覽會」。今年倫敦「亞洲博覽會」已踏入第五屆，是次為期三天的展覽會，雲集687家亞洲廠商設立718個攤位展示其優質亞洲產品，共吸引9,889名國際買家進場。

拉斯維加斯—亞洲博覽會 (美國)

作為本集團「亞洲博覽會」系列的第二炮，第二屆「拉斯維加斯—亞洲博覽會」於2004年8月在美國拉斯維加斯舉行，繼續帶領亞洲廠商進軍美國這個全球最大的市場。是次展覽會共有586家亞洲廠商參展，共設立617個攤位，向到場的7,591名專業國際買家展示其優質產品。

FUTURE OPPORTUNITIES

As a leading Hong Kong-based trade fair organizer, Kenfair International will continue to deliver the best exhibition services to exhibitors and buyers. Meanwhile, we will extend our market reach by launching new exhibition projects in Shanghai of China as well as Warsaw of Poland. Moreover, in order to meet the ever increasing demand for spaces in the “Mega Show” series, Kenfair International is exploring every possibility to cater for the potential exhibitors on the waiting list, including the rental of other possible sites around the city areas in Hong Kong during the same time slot of the “Mega Show” series. In addition, we have commenced our move to strengthen alliance with other major trade fair organizers, including co-organizing the “Hong Kong International Furniture Fair” in 2006 with the Hong Kong Trade Development Council (“HKTDC”). The Board of Directors of Kenfair International (the “Board of Directors”) is glad that everyone at Kenfair International is confident about the Group’s prospects in the coming years.

前景

作為一家在香港具領導地位的貿易展覽會主辦機構，建發國際將繼續為參展商及買家提供最優質的展覽服務。同時，我們亦透過於中國上海及波蘭華沙展開的新展覽項目擴大我們的市場範疇。此外，為滿足越來越多廠商欲參與「亞洲展覽盛事」系列展覽會的需求，建發國際正積極尋求各種可行辦法，務求讓於輪候名單中之潛在廠商獲得參展機會，其中包括於「亞洲展覽盛事」系列同時租用於香港市區內合適之場地。此外，我們亦開展了與其他主要展覽會主辦機構合作的步伐，包括將於2006年與香港貿易發展局(「貿發局」)合辦「香港國際傢俱展」。建發國際上下均對本集團的未來前景充滿信心，為此，建發國際董事會(「董事會」)亦感到非常欣慰。

APPRECIATION

In closing, on behalf of the Board of Directors, I would like to take this opportunity to express our gratitude for the continuous support of our shareholders, suppliers and customers. I would also like to thank all Kenfair International's staff for their dedicated work and commitment. Their concerted efforts and contribution made a real difference to our performance. With confidence and optimism, I believe the Group will continue to thrive on its mission and achieve the business goals in the coming years.



Ip Ki Cheung

Chairman

Hong Kong, 22 April 2005

致謝

最後，本人謹代表董事會，藉此機會向本集團各股東、供應商及客戶，對本集團一直以來的支持致以衷心感謝。本人亦感謝建發國際的所有員工，他們為過去一年本集團所付出的努力和貢獻促使建發國際再創佳績。本人對本集團的前景樂觀且充滿信心，深信建發國際定能於來年達致各項業務目標。



主席

葉紀章

香港，2005年4月22日