

天拿水與特種上光油

天拿水為生產塗料及油墨的主要原材料，於其他化工產品中亦具有廣泛的用途。於本年度生產特種上光油的公司主要為恒昌，而生產天拿水的公司包括恒昌、紫荊花及葉氏油墨。天拿水與特種上光油的業務簡介如下：

集團成立以來一直專為工業廠家提供工業用漆油、天拿水與特種上光油等化工產品及專業技術服務，業務對象包括玩具、紙品印刷、木器傢俬、電子和電器等各類輕工業。

THINNERS AND VARNISHES

Thinners is one of the main components in the manufacture of Paints and Inks and is widely used with other chemical products. In this financial year, Hang Cheung was engaged in the manufacture of Thinners and Varnishes while Bauhinia and Yip's Ink the manufacture of Thinners. The Thinners and Varnishes businesses are briefly described as follows:

All along, the Group has been focusing on providing industrial paints, thinners and varnishes and professional technical services to other manufacturing concerns. Its business scope covers a large range of light industries, including toys, paper products, wooden furniture, electronics and electrical goods.

天拿水與特種上光油 Thinners and Varnishes



集團堅守「優質、專業」之經營理念並嚴格執行品質管理體系，於二零零一年恒昌獲得了ISO9001(2000版)證書；去年八月，布吉廠設備先進完善的化驗室考獲了中國實驗室國家認可委員會（簡稱「CNAL」）之認可資格，可為客戶直接提供國際認可之產品檢測報告；恒昌下設塗料及高分子技術部，共有專業技術人員超過二百名，除不斷研發市場導向的化工產品外，亦為終端用戶提供各種度身訂造的技术服務；同時我們自備充裕的物流貨運能力，設有「一站式」之客戶服務中心，為客戶提供了快捷妥善之訂單、查詢、追蹤和送貨服務。

集團投資2.2億港元設備更完善的惠陽新廠在去年十月順利投產，令生產自動化程度更高，配合已投入運作的企業資源管理(ERP)電腦系統，集團已步上一個更專業的發展平台。在此平台上，集團將具備更優越的條件，一如既往地為客戶提供更優質和專業之產品及服務。

The Group's strong commitment to the principles of quality and professionalism is manifested in its strict implementation of a quality management system. Hang Cheung received the ISO9001(2000) certification in 2001, and last August, its laboratory in the Buji factory received accreditation from the China National Analytical Laboratory (CNAL), enabling it to provide internationally recognized product testing reports directly to customers. Hang Cheung's technical department for paints and high molecular chemicals includes over 200 technical professionals engaging in product R&D as well as providing customized technical service to end customers. In addition, Hang Cheung also has ample logistics capabilities as well as a "one-stop" customer service centre offering speedy ordering, enquiries, order tracking and delivery service.

The \$220 million new plant in Huiyang, with the most advanced automated equipment and facilities, was on stream last October. Together with the ERP system, the Group's operations has entered into a new chapter, making us even better positioned to provide products and services of the highest quality to our customers.

業務簡介

Business Profiles

漆油

漆油為本集團生產的重點產品之一，各類漆油除包括常見的民用漆外，亦包括傢具用漆油及其他工業用漆油。於本年度生產漆油的公司包括恒昌、紫荊花及惠陽大昌。漆油的業務簡介如下：

集團在香港及國內主營「紫荊花」品牌的各類油漆，包括民用、建築、汽車、傢俬、輕工業及重工業等。經過20多年持之以恆的研究改良，不斷引進外國高端技術，令

PAINTS

Paints is one of the Group's main products. There are various kinds of paints, from common domestic paints to furniture paints and other industrial paints. In the year, Hang Cheung, Bauhinia and Hui Yang Da Chang were engaged in the manufacture of Paints. The Division is briefly described as follows:

The Group has produced a large range of paint products named after the official emblem of Hong Kong, "Bauhinia", including domestic, architectural, automotive, furniture, as well as coatings for light and heavy industries. With over 20 years of continued

漆油 Paints



「紫荊花」產品在業內建立了良好的信譽，銷售額逐年遞升，本年度總銷售額將近達六億港元。

research, improvement and introduction of international advanced technology, the "Bauhinia" brand had developed a good reputation for quality as well as brand image in Hong Kong and in the Mainland. Turnover increased year on year. A turnover of almost HK\$600 million was recorded in the year.



漆油(續)

集團分別在深圳、汕頭、成都、長春、上海、惠陽及東莞設有廠房。一九九五年三月，「紫荊花」成為香港首家通過ISO9001質量認證的漆廠，並不斷致力於開發具有國際先進水平的高科技產品，經過三年多的努力，「紫荊花」科研中心研發了一項由油性裝修漆轉向水性漆的革命性環保產品—水性多功能漆及水性PU漆，經國家建築材料測試中心檢測，通過了各項質量及環保指標，於2003年全面投入市場。同年更獲得三種工業漆產品FDA證書；二零零五年四



月，「紫荊花」牌塗料生產基地全線通過了3C認證。

由一九九二年至今，「紫荊花」一直被香港房屋署及香港建築署指定為選用油漆，廣泛應用於社會各類大型場所及房屋住宅。秉承多年累積的經驗，借助營銷品牌「漆藝坊」的成功推行，「紫荊花」建築漆在中國亦取得過超過500項重點的工程紀錄。蓄勢待發的重工業漆推向市場，迅即承接了機場、大橋、碼頭、集裝箱及化工基地等大型項目，發展重工業漆將是紫荊花打造化工王國的另一里程。

PAINTS (CONTINUED)

The Group has manufacturing facilities located in Shenzhen, Shantou, Chengdu, Changchun, Shanghai, Huiyang and Dongguan. In March 1995 Bauhinia Paints became the first paint manufacturer in Hong Kong to gain the ISO9001 accreditation. We have put in continual effort in developing high-tech products with international advanced standards. With more than 3 years' effort, a revolutionary environmental product "water-based multi-functional paint and water-based PU paint" which changes the conventional solvent-based architectural paint to a water-based formulation was developed by the Bauhinia Paints R&D centre. The product passed all the tests on quality and environmental standards of National



Research Centre of Testing Techniques for Building Material and it was launched in 2003. In the same year, we obtained the FDA certification on three industrial paints. In April 2005, all manufacturing facilities of Bauhinia Paints gained the 3C accreditation.

Since 1992, Hong Kong's Housing Department and Architectural Services Department has put Bauhinia on the approved list of paints. Bauhinia Paints was widely used in all kinds of large scale social facilities and housing projects. With experience accumulated in the past years and with the successful promotion of the our brand through "Artistic Coatings Centre", Bauhinia architectural paints was used in more than 500 key projects in China. Paints for the heavy industries was very well received by the market. Since the launch of the product, it was quickly adopted by many large-scale projects including airports, bridges, ports, container manufacturing and chemical manufacturing complexes. The development of paints for heavy industries is another milestone for Bauhinia Paints.

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單體溶劑

單體溶劑(包括醋酸乙酯、醋酸正丁酯、醋酸混丁酯、甲苯及二甲苯等)為集團主要產品的相關配套組合，除了是生產漆油及油墨的主要原材料外，油漆、油墨或特種上光油等都必須配合單體溶劑使用，因此集團內多間子公司均有經營單體溶劑，包括江門謙信、江門天誠、恒昌、葉氏油墨及

RAW SOLVENTS

Raw solvents (including ethyl acetate, normal butyl acetate, mixed butyl acetate, toluene and xylene, etc) are complementary to the main products of the Group. Besides forming the main components in the manufacture of Paints and Inks, Raw solvents are also needed in the application of Paints, Inks and Varnishes. Various subsidiaries of the group including Jiangmen Handsome, Jiangmen Thansome, Hang Cheung, Yip's Ink and Bauhinia, were engaged in the



單體溶劑 Raw Solvents

紫荊花等。受惠於本年度的供求失衡，售價高漲，令該業務有明顯的增長。

該業務中較主力的企業：江門謙信及江門天誠持續發展，無論在銷售拓展，原材料來源以至生產擴能、節耗等等，在過去的一年皆獲得良好的收益及效果。管理層深信，隨著環保溶劑的普及使用，市場潛力仍大，只要不斷強化本身的競爭優勢，該業務將可持續穩健增長。

manufacture and/or trading of Raw Solvents. The supply and demand imbalances together with the soaring high selling price contributed to the substantial growth in the Division this year.

The core companies in the Division, Jiangmen Handsome and Jiangmen Thansome, had achieved continuous growth in a number of aspects, from sales promotion, raw material sourcing to capacity enhancements and energy reduction, etc. which led to good returns during the past year. The Management believes that following the increase in the popularity of environmentally friendly solvents, its market potential is huge. By continuously strengthening the competitive edge of this Division, it will maintain stable growth.

潤滑油

潤滑油生產始於一九九二年，主要生產和銷售以「力士」為品牌的汽車及工業潤滑油，為使潤滑油業務不斷擴大，於2005年2月，集團與太平洋石油有限公司原股東（「太平洋」）達成合作協定，成立新控股公司－「葉氏太平洋有限公司」，共同發展特種潤滑油業務。以下為潤滑油業務的簡介。

LUBRICANTS

The Lubricants Division began operations in 1992 and focused on the production and sales of automotive and industrial lubricants under the “Hercules” brand. In order to further expand the Division, the Group entered into an agreement with the original shareholders of Pacific Oil and Chemical Company Limited (“Pacific Oil”) in February 2005 to establish a new holding company “Yip’s Pacific Limited” to jointly develop the business of special lubricants. This Division is briefly described as follows:

潤滑油 Lubricants



以質量求生存，以高效求發展是集團潤滑油業務的經營哲學。以此為指引，集團分別在湛江市和天津市興建了大型現代化潤滑油調配廠，分別服務位於中國南北兩地的客戶。工廠已通過ISO9001：2000質量體系認證，憑藉先進的生產設施及嚴謹的品質管理，確保所生產的汽車及工業潤滑油品質優異，能滿足最嚴格的操作要求。

過去的二零零四／零五年，基礎油成本持續上漲，給潤滑油市場帶來較大震動。集團審時度勢，適時進行變革，並調整市場策略，加快「升級換代」步伐，推出「力士」系列中、高檔汽車發動機潤滑油，旨在進一步提升品牌形象。同時，工業潤滑油產品市場也得到進一步拓展，為潤滑油業務在變幻莫測的市場環境中繼續前行奠定了基礎。

“Quality is our lifeline. Efficiency is our route to development” is the philosophy of the Lubricants Division. The Group built large-scale modern lubricant blending plants in Tianjin and Zhanjiang to serve its customers from north to south. The plants have received ISO9001:2000 certification. With modern production equipment and stringent quality control, all automotive and industrial lubricants manufactured are of excellent quality and meet the most rigorous operating needs.

During the year 2004/05, the continual escalation of base oil price had a great impact on the lubricant market. After evaluating the market conditions, the Group made necessary transformations and adjusted its market strategy. We accelerated the upgrade of our product portfolio and launched medium-to-high grade automotive engine lubricants of the “Hercules” series to further enhance our brand image. At the same time, our industrial lubricants has also captured more market share. These established a good foundation for the Division to move forward in this difficult-to-predict market.

業務簡介

Business Profiles

潤滑油(續)

在特種潤滑油方面，原「太平洋」成立於一九九四年，主要從事生產及銷售高效能特種潤滑油及各加工行業工藝油。合營的葉氏太平洋業務收益有六成來自銷售自產的「博高」品牌的產品，另外四成來自代理外國著名品牌潤滑油的生意。太平洋由創辦至今，在同行業內一直處於領先地位。

LUBRICANTS (CONTINUED)

As far as special lubricants is concerned, the former Pacific Oil, founded in 1994, focused on the production and sales of high performance special lubricants and processing oils for many processing industries. Sales of the series of products under the "Pacoil" brand manufactured by Yip's Pacific contributed to 60% of the turnover. Distribution of famous international brands of lubricants contributed to the remaining 40% of the business. The business was in leading position in the market since establishment.



隨著20年前中國大陸的開放，各工業都引進了大量進口的先進設備及技術，同時，亦為特種潤滑油帶來一個更大的發展空間。為配合中國各工業對高新科技的需求，新公司將繼往開來，對產品及技術服務將不斷改良及升研，從而令產品質量及技術水平站於同業尖端，務求與中國工業共同進步茁壯！

Since the opening up of the Chinese market 20 years ago, various industries have imported large numbers of advanced equipment and technology. This brings with it huge opportunities for development in the area of special lubricants. To meet the demands of advanced technology from various industries in China, our new Company will continue to research and improve on our products and services as we have been doing in the past, so as to ensure our product quality and technical standards are at the forefront of the industry and to grow with all industries in China.

潤滑油 (續)

於本年度集團在廣東東莞市投資成立一「東莞太平洋博高潤滑油有限公司」，它座落於珠江河畔、廣州經濟技術開發區(廣州保稅區)新港對岸，毗鄰五萬噸級泊位的新興港口—「廣州新沙港碼頭」，水陸交通便利，充分迎合日常物料進出及產品發送頻繁之需。廠區面積達20,000平方米，設有辦公樓、品質管理化驗室、產品開發化驗室、

LUBRICANTS (CONTINUED)

The Group formed "Dongguan Pacoil Lubricant Company Limited" in Dongguan, Guangdong in 2005. It is situated by the Zhujiang river, opposite to the Guangzhou economic technical development zone (Guangzhou Free Trade Zone) and beside the new "Guangzhou Xinsha port" which can accommodate tankers of 50,000 MTs. Convenient transport by both road and sea fully meet the demands of the frequent delivery of raw materials and transportation of products. The 20,000 square meters factory complex includes an



油品調配區、金屬加工液調配區、油脂調配區、倉庫區、儲罐區(儲存量達9,000平方米)及碼頭裝卸區(可停靠5000噸級油輪)，產品年產量可達60,000噸。並已通過ISO9001-2000質量管理體系認證。

office building, a QC laboratory, a product development laboratory, a lubricant blending area, a metal-working fluid blending area, a grease production area, warehouse, tank farm with 9,000 cubic meters capacity and a jetty which can accommodate 5,000MTs tankers. The annual production capacity is 60,000MTs and the plant has received the ISO9001-2000 quality management system certification.

通過集團雄厚的資源及後勤配合，預計未來生意將會有可觀的增長。隨著協同效應的增強，展望在未來數年會有更大的發展商機，為集團帶來更大的貢獻！

With the resources and back office support of the Group, substantial growth in business is anticipated in the future. With the strengthening of synergy effect, further development opportunities and more contribution to the Group can be expected in the next few years.



業務簡介

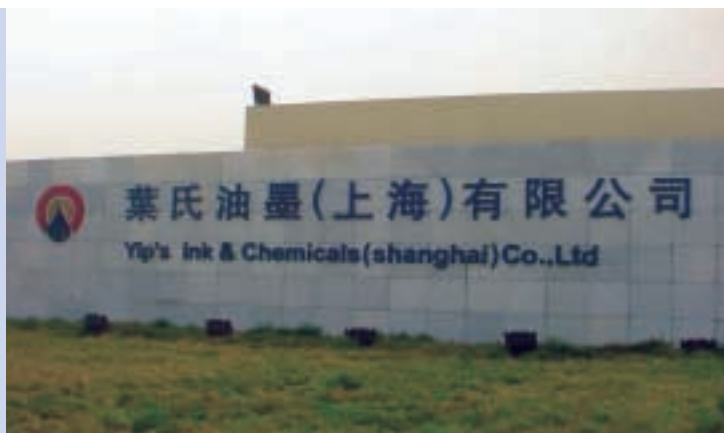
Business Profiles

油墨

油墨的主要服務對象為華東及華南珠三角的工業生產商及代理商，並一直專注發展塑料印刷油墨、紙凹油墨及金屬塗料等。產品結構由創業初期的表印、複合油墨到今天的技術水平較高的如通用型、無苯、醇溶等油墨。在廣大客戶群中，已豎立起「洋紫荊」油墨的品牌形象。現時生產及銷售油墨的主要為葉氏油墨轄下的上海廠及中山廠，以下為油墨業務的簡介。

INKS

The clientele of the Division are manufacturers and dealers in the Eastern part and the Pearl River Delta of China. The Division has specialized in the development of inks for plastic films printing, paper gravure and metal coatings. Its product ranges from surface printing inks and lamination printing inks in the early days, to the present technically more sophisticated products like general purpose lamination inks, aromatic-free and alcohol based inks. The Division has managed to successfully promote the 'Bauhinia Variegata' brand image in the large client base. At present, the Shanghai and Zhongshan plants under Yip's Ink are mainly engaged in the sales and manufacture of inks, the brief description of the Division is as follows:



油墨 Inks



油墨業務自一九九八年成立以來，短短7年間已成為全中國凹版油墨銷量冠軍，於零四年八月更錄得單月銷量達1,748噸的佳績。本年全年共銷售油墨12,772噸。除不斷優化現有塑料油墨質量，更大力開發環保型油墨產品，如醇溶性油墨和水性油墨等。

Since established in 1998, it took the Division only 7 years to become number one in terms of sales volume in the gravure ink sector in China. In August 2004, the monthly sales reached a record breaking level of over 1,748 MTs. This year total sales reached 12,772MTs. Besides the continual improvement in quality of plastic printing inks, we have also put in great effort in the development of environmentally-friendly ink products, including alcohol-based inks and water-based inks.

油墨業務目前除擁有中山、上海兩廠外，亦在廈門、成都、雲南、天津及大連等地設有銷售及運作中心，為配合未來業務發展，在中山市將興建一間佔地45,000平方米之新型工廠，現已進行土建階段，預算零六年中落成使用。

The Division now operates from two manufacturing facilities, in Zhongshan and Shanghai respectively. It has sales and distribution centres in Xiamen, Chengdu, Yunnan, Tianjin and Dalian. To support the future growth and development of the business, a new plant is being built in Zhongshan on a piece of land of 45,000 square meters. Construction has started and is expected to start operations in the middle of 2006.

零五年三月「洋紫荊」品牌被評為廣東省著名商標，此為第一間油墨生產廠獲此殊榮，由此對「洋紫荊」油墨在行業地位得到肯定。

In March 2005, Bauhinia Variegata was selected as "Famous brand of Guangdong Province", the first amongst ink manufacturers in Guangdong. This has affirmed the position of Yip's Ink in the industry.

去年度，油墨業務經歷了至為艱難的一年，原材料成本大漲但卻未能全部轉嫁給客戶，大大削弱了該業務的利潤空間，至使銷售額仍見大幅增加，惟純利倒退的畸型局面，為此油墨組各同事力求突破，在各環節工作上細意改進，隨著各材料成本的見頂及回落，相信在未來的一年，該業務將有可觀的盈利改善。

The past year has been the most difficult year for the ink business. Escalation of raw material prices together with the difficulties in passing it entirely on to customers has greatly reduced the profit margin of the business. This resulted in a drop in profits while a substantial increase in sales turnover was achieved. Colleagues of the ink business worked on various aspects of the business to try to breakthrough this difficult market condition. With prices of raw materials coming down off their peaks, we believe profitability of this Division will have substantial improvement in the coming year.

樹脂

樹脂為生產漆油及油墨的主要原材料。集團認為樹脂業務將不斷發展並大有可為，故此於本年度將樹脂業務獨立於漆油業務，簡介如下：

自1997年開始集團專業生產塗料和油墨用樹脂，初期主要供應給本集團內部使用。其後推廣至集團外之用，因質量穩定、重譽守諾，在業內得到良好口碑及廣泛認同。目前對外銷售量佔總量的三份之二以上，產品種類亦發展成包括醇酸樹脂、丙烯酸樹脂和固化劑三大類百餘個品種。

RESINS

Resins is one of the main components in the manufacture of Paints and Inks. The Group considered that the Resins business would have continuous growth and promising prospect, its results were thus separated from Paints this year. The Division is briefly described as follows:

The Group has been engaged in the production of resins for use in coatings and inks since 1997. Production was mainly for internal consumption in the early years. Our products with stable quality has gained approval from many external customers and good reputation in the industry. External customers currently account for more than two-thirds of the sales volume. We have developed more than 100 products of mainly 3 families, alkyd resins, acrylic resins and hardeners.

樹脂 Resins



惠陽大昌廠房設於廣東惠州，處於珠江三角洲的東部。在塗料業保持高速發展，特別是大亞灣石化工業區的逐步建成，從樹脂原料——樹脂——塗料，一個完整的產業鏈正在此區形成，提供了新的發展機遇。惠陽大昌順應這發展趨勢，去年成功地擴大年產能至2萬噸，為今後的發展打好基礎。

集團擁有一支精幹的技術隊伍，能自主開發客戶所需的產品；安裝了先進的自動化控制系統，全程控制生產工藝以保證生產安全和產品質量；配備了QUV、氣相色譜儀等先進的檢測儀器和專業檢測人才，能提供專業、公正的檢測報告；組建了一支危險品運輸車隊，提供安全快捷的送貨服務。惠陽大昌已獲得ISO9001：2000的認證。

隨著中國塗料行業的快速發展，高質量樹脂的需求亦不斷增長，本土化的樹脂廠在生產替代進口的樹脂方面有一定的優勢。集團的策略是廣聚樹脂專才，不斷應用新技術、推出新產品，並建立一支高素質的技術服務隊伍，為客戶提供快捷、專業、高效的技術支持，使惠陽大昌成為行業中最專業、最具客戶導向的公司之一。

The plant of Hui Yang Da Chang is located in Huizhou, eastern part of the Pearl River Delta. This area has a strong growth in coating business, especially with the completion of the Daya Bay petrochemical complex, a complete product chain from Raw materials for resins to Coatings is being formed offering new opportunities for growth and development. Going with this trend, Hui Yang Da Chang successfully increased production capacity to 20,000MTs last year. This lays a good foundation for future development.

The Group has a strong technical team which can develop products that meets our customers' needs. We have installed modern automatic control systems to control the production flow all the way ensuring safety at work and quality of products. We are equipped with advanced testing instruments, for example QUV and GC, and professional quality control engineers to issue professional and fair testing reports. Trucks for transportation of dangerous goods provide safe and speedy delivery of products. Hui Yang Da Chang has passed ISO9001:2000 accreditation.

The rapid growth of the coating industry in China has increased the demand for high quality resins. Domestic production has advantage over imported ones. The Group's strategy is to acquire resin professionals, to apply new technology, to launch new products and to establish a high quality technical service team to provide speedy, professional and effective technical support. Through these, Hui Yang Da Chang is aimed to become one of the most professional and most customer-oriented resin providers.