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## N Namtai

## NAM TAI ELECTRONIC \& ELECTRICAL PRODUCTS LIMITED

(incorporated in the Cayman Islands with limited liability)
(Stock Code: 2633)

## 3Q: Sales down 3.6\%; Net Profit up 19.0\% Core Business Net Profit down 10.0\%

The board of directors (the "Board") of Nam Tai Electronic \& Electrical Products Limited (the "Company") is pleased to announce the unaudited consolidated results of the Company for the third quarter of 2005 and 9 months ended 30 September 2005 together with comparative figures for the corresponding periods of last year as follows. You are advised to read the key highlights below in conjunction with the notes thereto. In particular, please note that the core business of the Company and its subsidiaries (the "Group") would have reported a decrease in net profit of $10.0 \%$ if the contribution of the newly acquired software business and the exchange gain on RMB reserve had been excluded:

## KEY HIGHLIGHTS

(In thousands of US Dollars, except as otherwise stated)

|  | Quarterly Results |  |  | 9 months Results |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2005 | 3Q 2004 | YoY (\%) | 9M 2005 | 9M 2004 | YoY (\%) |
| Sales (Turnover) | 44,912 | 46,601 | (3.6) | 126,608 | 121,395 | 4.3 |
| Gross Profit | 10,150 | 9,202 | 10.3 | 27,296 | 24,988 | 9.2 |
| \% of sales | 22.6 | 19.7 |  | 21.6 | 20.6 |  |
| Profit from Operations (Note 1) | 7,244 | 6,428 | 12.7 | 18,065 | 16,966 | 6.5 |
| \% of sales | 16.1 | 13.8 |  | 14.3 | 14.0 |  |
| Per share (US cent(s)) | 0.82 | 0.80 | 2.5 | 2.15 | 2.12 | 1.4 |
| Net Profit (Note 1) | 7,239 | 6,083 | 19.0 | 18,683 | 17,283 | 8.1 |
| \% of sales | 16.1 | 13.1 |  | 14.8 | 14.2 |  |
| Basic earnings per share (US cent(s)) | 0.82 | 0.76 | 7.9 | 2.22 | 2.16 | 2.8 |
| Diluted earnings per share (US cent(s)) | 0.82 | 0.76 | 7.9 | 2.22 | 2.16 | 2.8 |
| Weighted average number of shares ('000) |  |  |  |  |  |  |
| Basic (Notes 2 \& 3) | 881,671 | 800,000 |  | 840,985 | 800,000 |  |
| Diluted (Notes 2 \& 3) | 881,671 | 800,000 |  | 840,985 | 800,000 |  |

Note:
(1) The increase in gross profit, profit from operations and net profit of the Group for the third quarter of 2005 was mainly attributable to the contribution from Namtek Software Development Company Limited and its subsidiaries ("Namtek Group") since 17 May 2005 and/or the exchange gain recorded on the RMB reserve of the Group as a result of the appreciation of RMB in August this year. If there had not been the acquisition of Namtek Group and the exchange gain, the net profits for the third quarter of 2005 would have been a drop of US $\$ 610 \mathrm{~K}(10.0 \%)$ as shown below:

(2) Assuming that the Group Re-organisation and the Capitalisation Issue (details of which are disclosed in Appendix V to the prospectus of the Company dated 16 April 2004) had become effective on 1 January 2004.
(3) The Company issued $81,670,588$ shares for the acquisition of Namtek Group on 17 May 2005 and its profit was included as from that day.

## MANAGEMENT DISCUSSION \& ANALYSIS

## Business Review

The sales in the third quarter of 2005 dropped $3.6 \%$ as compared to the same period last year despite clearance of the deferred shipment brought forward from second quarter of 2005 . This was mainly due to the decline in sales of CMOS camera module as the Company could not achieve the technical specification requirement of a major customer on time and thus was not successful in obtaining orders for new mega pixel CMOS camera modules from such customer. Sales in educational products also dropped as compared to the same period last year. However, the decrease in sales was substantially compensated by the significant increase in sales of home entertainment devices and contribution from its newly acquired software business specializing in digital dictionaries and car navigation systems.

Net profit from the core business of the Group declined by approximately $10.0 \%$ if the contribution of the newly acquired software business and exchange gain on RMB cash reserve because of appreciation of RMB in August this year had been excluded. Viewing the Group as a whole, gross profit, profit from operations and net profit for the third quarter of 2005 increased $10.3 \%, 12.7 \%$ and $19.0 \%$ respectively as compared to the same period last year.

## Outlook

It is anticipated that the competitive market condition faced by the Group in the third quarter of 2005 will continue in the fourth quarter of 2005 and that there will be a shift in sales to lower margin box built products. As a result both gross profit and gross profit margin of the Group will likely be affected. However, the management will make its best endeavour to improve the Group's sales and to maintain as far as possible the Group's margins by trying to capture more business opportunities in the electronic manufacturing services segment. In this respect, the Company has already secured new orders on hand from its existing and new clients for its home entertainment devices and mobile phone accessories. In addition, the Group has also substantially improved its technical capability in the manufacturing of mega pixel CMOS camera module and is now in a position to capture more business in this area. The software development segment should also be able to continuously generate good return to the Group based on the steady growth of its digital dictionaries and development of its new car navigation system.

## INVESTMENT IN TCL CORPORATION ("TCL Corp.")

Based on the recommendation of an independent financial adviser, the fair value of the Company's investment in TCL Corp. was US $\$ 11.70$ million as at 30 June 2005 as compared to the cost of investment of US $\$ 12.00$ million. According to the latest published financial information of TCL Corp. available immediately prior to the date of this announcement, losses of TCL Corp. in the third quarter of 2005 continued to aggravate resulting in a significant increase of approximately $470.0 \%$ and $1,400.0 \%$ in operating loss and net loss respectively as compared to the same period last year. In this respect, the Company will seek the advice of an independent financial adviser to consider if the impairment on its investment in TCL Corp. has to be made in the fourth quarter of 2005.

## SUPPLEMENTARY INFORMATION

1. Quarterly Sales Breakdown
(In thousands of US Dollars, except percentages)

| Quarter | 2005 | $\mathbf{2 0 0 4}$ | YoY (\%) <br> (Quarterly) | YoY (\%) <br> (Quarterly <br> accumulated) |
| :--- | ---: | ---: | ---: | ---: |
| 1st Quarter | 42,028 | 27,478 | 53.0 | 53.0 |
| 2nd Quarter | 39,668 | 47,316 | $(16.2)$ | 9.2 |
| 3rd Quarter | 44,912 | 46,601 | $(3.6)$ | 4.3 |
| 4th Quarter | - | 42,189 | - | - |
| Total | 126,608 | 163,584 | - | - |
|  |  |  |  |  |

2. Sales Breakdown by Product Segment

| Segment 3 | 2005 |  | 2004 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3rd Quarter (\%) | $\begin{array}{r} \text { YTD } \\ (\%) \end{array}$ | 3rd Quarter (\%) | $\begin{gathered} \text { YTD } \\ (\%) \end{gathered}$ |
| Optical Devices | 22\% | 31\% | 47\% | 35\% |
| Educational Products | ts $8 \%$ | 15\% | 21\% | 25\% |
| Home Entertainment Devices | t $51 \%$ | 36\% | 15\% | 21\% |
| Mobile Phone Accessories | 16\% | 16\% | 17\% | 19\% |
| Software Development | 3\% | 2\% | - | - |
|  | 100\% | 100\% | 100\% | 100\% |

## 3. Key Highlights of Financial Position

(In thousands of US Dollars, except ratio and percentages)

|  | As at $\mathbf{3 0}$ September | 31As at <br> December |  |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 4}$ |
| Cash on Hand | 30,327 | 15,753 | 22,079 |
| Cash/Current Liabilities | 0.98 | 0.82 | 0.94 |
| Current Ratio | 2.89 | 4.66 | 3.66 |
| Total Assets/Total Liabilities | 5.45 | 6.92 | 5.79 |
| Return on Equity (\%) | 20 | 23 | 23 |
| Total Liabilities/Equity | 0.22 | 0.17 | 0.21 |
| Debtors Turnover Day | 61 | 65 | 66 |
| Inventory Turnover Day | 34 | 33 | 25 |
| Creditors Turnover Day | 63 | 42 | 52 |

## DIVIDEND

Depending on the financial positions and requirements of the Company at the relevant time, the Directors intend to distribute dividends on a semi-annual basis, and therefore no dividends will be declared for the third quarter of 2005.

CONDENSED CONSOLIDATED INCOME STATEMENT (UNAUDITED)
For the three months and nine months ended 30 September 2005
(In Thousands of US Dollars, except as otherwise stated)

|  | Unaudited <br> Three months ended 30 September |  | Unaudited <br> Nine months ended 30 September |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2004 | 2005 | 2004 |
| Turnover <br> Cost of sales | $\begin{gathered} 44,912 \\ (34,762) \end{gathered}$ | $\begin{aligned} & 46,601 \\ & (37,399) \end{aligned}$ | $\begin{aligned} & 126,608 \\ & (99,312) \end{aligned}$ | $\begin{aligned} & 121,395 \\ & (96,407) \end{aligned}$ |
| Gross profit | 10,150 | 9,202 | 27,296 | 24,988 |
| Other operating income | 1,147 | 251 | 1,625 | 566 |
| Selling and distribution costs | (567) | (675) | $(1,578)$ | $(2,094)$ |
| Administrative expenses | $(2,534)$ | $(1,783)$ | $(6,938)$ | $(4,891)$ |
| Research and development expenses | (952) | (567) | $(2,340)$ | $(1,603)$ |
| Profit from operations | 7,244 | 6,428 | 18,065 | 16,966 |
| Dividend income from available-for-sale financial assets | - | - | 579 | 926 |
| Bank interest income | 132 | 39 | 330 | 75 |
| Loss from discontinued operation | - | - | - | (253) |
| Profit before taxation Taxation | $\begin{gathered} 7,376 \\ (137) \end{gathered}$ | $\begin{gathered} 6,467 \\ (384) \end{gathered}$ | $\begin{array}{r} 18,974 \\ (291) \end{array}$ | $\begin{array}{r} 17,714 \\ (431) \end{array}$ |
| Net profit for the period attributable to equity holders of the Company | 7,239 | 6,083 | 18,683 | 17,283 |
| Interim Dividends | - | - | 3,391 | 3,846 |
| Final Dividends (2004) | - | - | 8,000 | - |
| Earnings per share |  |  |  |  |
| Basic (US cent(s)) | 0.82 | 0.76 | 2.22 | 2.16 |
| Diluted (US cent(s)) | 0.82 | 0.76 | 2.22 | 2.16 |

## Note:

(1) Comparative figures in other operating income have been reclassified to conform to the current period's presentation. These reclassifications had no effect on the net income or financial position for any period presented.
(2) The adoption of HKFRS2 has resulted in an increase in administrative expenses of approximately US $\$ 124 \mathrm{~K}$ and US $\$ 330 \mathrm{~K}$ for the three months and nine months ended 30 September 2005 respectively (approximately US\$140K and US $\$ 233 \mathrm{~K}$ for the three months and nine months ended 30 September 2004 respectively) and the profit of the relevant periods had been decreased accordingly.

As at the date of this announcement, the board of directors comprises:

Executive Directors:
Ms. WONG Kuen Ling, Karene
Mr. Guy BINDELS
Mr. Kazuhiro ASANO

Non-executive Directors: Independent Non-executive Directors:
Mr. KOO Ming Kown Mr. Thaddeus Thomas BECZAK
Mr. LI Shi Yuen, Joseph Mr. CHAN Tit Hee, Charles
Mr. LEE Wa Lun, Warren
By Order of the Board
Nam Tai Electronic \& Electrical Products Limited WONG Kuen Ling, Karene

Chairman

Hong Kong, 31 October 2005
"Please also refer to the published version of this announcement in South China Morning Post."

