

# MANAGEMENT DISCUSSION AND ANALYSIS

## 管理層討論及分析

### LIQUIDITY AND FINANCIAL RESOURCES

The Group maintained a robust financial position, with cash and bank balances of HK\$63,824,000 as at 31st December 2005 (2004: HK\$66,538,000). Basically the Group's working capital requirement has been financed by its internal resources. The Group believes that funds generated from internal operations, its existing reserve and the available banking facilities will enable the Group to meet its future cash requirements.

The Group had aggregate banking facilities of approximately HK\$284,125,000 as at 31st December 2005 (2004: HK\$239,125,000) for term loans and other trade finance facilities. Banking facilities utilised as at 31st December 2005 amounted to approximately HK\$93,577,000 (2004: HK\$84,801,000). The banking facilities were secured by corporate guarantees from the Company, and investment properties with a carrying value of approximately HK\$16,800,000.

The Group's borrowings are mainly denominated in Hong Kong Dollars. Banking facilities were granted to the Group which bear interest at prevailing market rates.

The Group conducts its business transactions mainly in Hong Kong Dollars, US Dollars and Australian Dollars. Currency forward contracts were arranged for the transactions denominated in currencies other than Hong Kong Dollars and US Dollars to mitigate the foreign currency risk. There was no outstanding forward exchange contract as at 31st December 2004 and 2005.

During the year under review there was no significant deviation from the policies above.

Over 90 percent of the Group's cash is either denominated in Hong Kong Dollars or US Dollars. The exposure to exchange fluctuation is minimal.

As at 31st December 2005, the gearing ratio (total debts/total assets of the Group) was 0.17 (2004: 0.17).

### 流動資金及財政資源

本集團維持穩健之財政狀況，於二零零五年十二月三十一日之現金及銀行結餘為63,824,000港元（二零零四年：66,538,000港元）。本集團所需之營運資金基本上來自本身之財政資源。本集團相信，由本身業務產生之資金，再加上其現有儲備及可動用之銀行融資，足以應付本集團日後之現金需求。

於二零零五年十二月三十一日，本集團之銀行融資共約284,125,000港元（二零零四年：239,125,000港元），其中包括定期貸款及其他貿易融資。於二零零五年十二月三十一日，已動用之銀行融資約達93,577,000港元（二零零四年：84,801,000港元）。銀行融資由本公司提供的公司擔保及其賬面值約16,800,000港元的投資物業作抵押。

本集團之借款主要以港元為單位，而獲批之銀行融資則按一般市場利率計息。

本集團之業務交易主要以港元、美元及澳元結算，並曾為以港元及美元以外貨幣結算之交易安排遠期外匯合約以減輕外幣風險。於二零零四年及二零零五年十二月三十一日，並無未結算之遠期外匯合約。

於回顧年度內，概無發生任何嚴重偏離以上政策之事件。

本集團90%以上之現金為港元或美元。匯率波動之風險較低。

於二零零五年十二月三十一日，資本負債比率（本集團之總貸款除以總資產）為0.17（二零零四年：0.17）。

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### STAFF AND EMPLOYMENT

Including the Directors of the Group, as at 31st December 2005, the Group employed a total of 165 (2004: 150) full-time employees. Total employee benefit expenses was approximately HK\$51,866,000 (2004: HK\$59,313,000).

Remuneration is reviewed annually and certain staff members are entitled to commission. In addition to the basic salaries and contributions to the mandatory provident fund, the Group also provides staff benefits including discretionary bonus and medical scheme.

### 員工及聘用情況

包括本集團董事在內，於二零零五年十二月三十一日，本集團共僱用165名(二零零四年：150名)全職僱員，員工福利開支合共約51,866,000港元(二零零四年：59,313,000港元)。

酬金每年檢討一次，部份員工亦享有佣金收入。除基本薪金及強制性公積金供款外，本集團並提供酌情花紅及醫療計劃等員工福利。