

CHAIRMAN'S STATEMENT

主席報告



Chairman 主席

Mr. Ip Ki Cheung
葉紀章先生

Dear Shareholders,

At its focused effort to develop its core trade exhibition and the related businesses, Kenfair International (Holdings) Limited ("Kenfair International" or the "Company" and together with its subsidiaries, the "Group") achieved remarkable financial results in the first seven months of the fiscal year 2007.

I am confident that by adhering to the Group's strategic plan of expanding the reach of its exhibition business in China and overseas, which are complemented by comprehensive exhibition services including a professional publication, a web portal and travel services, the Group will continue to grow steadily and realize its mission of serving exhibitor and buyer communities as "a gateway to achieve business opportunities".

致各股東：

憑藉本集團於專注發展貿易展覽會及相關業務所付出的努力，建發國際（控股）有限公司（「建發國際」或「本公司」及其附屬機構「本集團」）於二零零七年財政年度的首七個月錄得卓越的業績。

本人深信，透過策略性擴充中國及海外展覽業務的計劃，配合本集團所提供全面的展覽相關服務，包括專業商貿雜誌、商貿入門網站及旅遊服務，本集團將繼續穩健增長，實踐為參展商及買家「開啟商機之門」的使命。

Industry Overview

Acclaimed as Asia's trade fair capital, Hong Kong boasts advantages including being the base of experienced exhibition and convention specialists, having world-class exhibition and hotel facilities, well established infrastructure and a comprehensive transportation network. All these have kept Hong Kong at the leading edge of exhibition services and the best city in Asia for launching trade fairs.

According to the industry research of Hong Kong Exhibition and Convention Industry Association, a record high of 41,599 companies from around the world showcased their products and services at Hong Kong exhibitions and they attracted a total of 4,820,212 visitors in 2005.

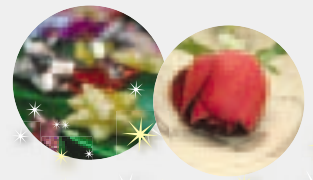
To accommodate the growing demand for exhibition space in Hong Kong, the Hong Kong Convention and Exhibition Center commenced second round expansion in July 2006, which is scheduled for completion in early 2009. The expansion will add 19,400 square meters of exhibition space and provide a total of 82,682 square meters of rentable exhibition space. The added exhibition space will give local exhibition organizers abundant room for staging bigger shows.

行業回顧

香港作為「亞洲展覽之都」，匯集經驗豐富的會展專才，具備世界級的展覽及酒店設施、完善的基建和交通網絡，此等優勢讓香港時刻走在展覽服務業的尖端，成為亞洲區內舉辦貿易展覽會的最佳城市。

根據香港展覽會議業協會進行的行業調查，二零零五年於香港舉辦的展覽會共吸引了全球41,599間公司參展及4,820,212名買家入場參觀，人數創紀錄新高。

為確保香港配備充足的展覽場地以應付日益增長的需求，香港會議展覽中心已於二零零六年七月開展第二期擴建工程，預期將於二零零九年初完成。是次擴充將為會展增添19,400平方米的展覽空間，可租用展覽場地亦將增加至合共82,682平方米。場地擴充將為本地展覽會主辦機構提供更多空間舉辦更大型的展覽活動。



Besides Hong Kong, the exhibition industry in the People's Republic of China ("China"), especially in Pearl River Delta area, has been growing at rocketing rate. For example, 763 exhibitions were held in Guangzhou in 2005, which was a 14.2 per cent growth for the industry. And with the completion of the world largest exhibition centre – the Guangzhou International Convention and Exhibition Centre – in the province, China can expect to attract more and more exhibition organizers to launch shows in the country.

Moreover, Macao Special Administrative Region ("Macao") will be another focus of the Group in the coming year. The Macao Government has pledged its full support to the city's exhibition industry, and the completion of the city's largest exhibition and convention center – The Venetian Macao Convention & Exhibition Center – in 2007, will guarantee the transformation of Macao into the "Las Vegas in Asia" and bolster growth of the city's exhibition industry.

除香港外，中華人民共和國（「中國」），尤其珠江三角洲地區的展覽業亦正迅速發展。以廣州為例，該市於二零零五年舉辦了763個展覽會，行業增長率達14.2%。而隨著全球最大的展覽中心——廣州國際會議展覽中心落成，預期將吸引更多展覽會主辦機構到中國舉辦展覽會。

此外，澳門特別行政區（「澳門」）將成為本集團來年另一重點發展地區。澳門政府已表明全力支持發展當地的展覽行業。澳門最大展覽及會議中心——澳門威尼斯人集團會展中心將於二零零七年落成，為當地展覽行業的發展提供有利條件，推動澳門發展成為「亞洲拉斯維加斯」。

Kenfair International

Trade Exhibitions

Kenfair International's mission is to serve as "a gateway to achieve business opportunities" for Asian manufacturers and international buyers by facilitating trade between them. To present exhibitors and buyers with ample business opportunities, the Group hosted five trade exhibitions in the seven months ended 31 October 2006 (the "Seven Months Period"). The trade exhibitions included the world famous "Mega Show" series, two exhibitions of the "Asia Expo" series and a brand new trade exhibition named "Hong Kong International Furniture Fair" co-organized with the Hong Kong Trade Development Council ("HKTDC").

Hong Kong

"Mega Show" Series

The UFI-approved Mega Show Part 1 ("Hong Kong International Toys & Gifts Show" and "Asian Gifts Premium & Household Products Show") entered its 15th anniversary in October 2006. To cater for the overwhelming demand of exhibitors, this year's mega show occupied also the new exhibition hall of the Hong Kong Convention & Exhibition Centre ("HKCEC") – the Expo Drive Hall and the Expo Drive Entrance. With the additional exhibition space, we were able to provide 400 more booths to our exhibitors, and thus the 2006 Mega Show Part 1 housed 3,475 exhibitors from 35 countries and regions in over 5,000 booths.

建發國際

貿易展覽會

建發國際一直以為亞洲廠商和國際買家「開啟商機之門」為己任，致力促進雙方之貿易活動。本集團於截至二零零六年十月三十一日止七個月內（「七個月期內」）共舉辦五項貿易展覽會，為參展商及買家締造龐大商機，當中包括全球知名的「亞洲展覽盛事」系列、「亞洲博覽會」系列其中兩個展覽會，以及與香港貿易發展局（「貿發局」）合辦名為「香港國際家具展」的全新貿易展覽會。

香港

「亞洲展覽盛事」系列

已獲「UFI」認可的「亞洲展覽盛事第一部份」（「香港國際玩具及禮品展」暨「亞洲贈品及家居用品展」）於二零零六年十月已踏入第十五屆。為滿足參展商殷切的需求，本年度的展覽會擴展至香港會議展覽中心（「會展」）新增的博覽道及博覽道入口展覽廳。隨著展覽空間增加，本集團能夠為參展商提供額外400個展覽攤位，令二零零六年「亞洲展覽盛事第一部份」能容納3,475名來自35個國家及地區的參展商，於超過5,000個攤位展示其產品。



“Mega Show” Series (cont’d)

To ensure success of Mega Show Part 1, we continued the strategic partnership with the trade media Alibaba.com, a leading e-commerce platform in the China. The agreement had www.alibaba.com – a trade portal with millions of registered users from over 200 countries and territories – served as one of the promotion platforms for the event. Riding on our partner’s extensive member network and our huge investment in promotion, the 4-day mega event attracted a flock of buyers worldwide.

Mega Show Part 2 began a few days after the Mega Show Part 1 as its continuation session. Seeing a growing demand for quality and exquisite tableware from buyers, we launched a new zone – Table Object Asia – for Asian tableware manufacturers to showcase their wide range of products to international buyers. This year’s Mega Show Part 2 housed a total of 1,192 booths presented by 879 exhibitors from 18 countries and regions, rendering international buyers an effective trade platform before the end of the selling and sourcing season of the year.

This year’s “Mega Show” series recorded satisfactory attendance with a total of 75,403 international buyers.

Hong Kong International Furniture Fair

Responding to an increasing global demand for high-end furniture, the Group cooperated with HKTDC to launch the 1st Hong Kong International Furniture Fair from 27 to 30 October 2006 at the Asia World-Expo.

The Hong Kong International Furniture Fair is the first-of-its-kind staged in Hong Kong and also the first jointly presented by HKTDC and the Group. At the combined effort of the two parties, the fair attracted 166 exhibitors from 14 countries to showcase their products, and 7,301 visitors. Reporting great success, the show has proven to be an exceptional trade platform for both buyers and exhibitors.

「亞洲展覽盛事」系列（續）

為確保「亞洲展覽盛事第一部份」的成功舉行，我們繼續與中國首屈一指的電子商貿平台阿里巴巴(Alibaba.com)維持策略性合作關係。根據雙方協議，擁有來自超過二百個國家及地區、數百萬名註冊用戶的貿易網站www.alibaba.com擔當本屆「亞洲展覽盛事」系列的宣傳平台之一。憑藉阿里巴巴廣闊的用戶網絡以及我們就展覽會所作出的大量宣傳，一連四日的展覽會吸引了來自世界各國的買家蒞臨參觀。

緊接「亞洲展覽盛事第一部份」結束後數天，「亞洲展覽盛事第二部份」亦假會展舉行。鑒於買家對質優精美的餐桌用品的需求日增，我們於展覽會新增「亞洲餐桌用品展」專題展覽區，讓亞洲餐桌用品生產商向國際買家展示一系列的產品。本年度的「亞洲展覽盛事第二部份」共有879名來自18個國家及地區的參展商於1,192個攤位展示其產品，為國際買家於本年度最後一個採購高峰期完結前提供一個有效的貿易平台。

本年度「亞洲展覽盛事」系列共吸引75,403名國際買家蒞臨參觀，成績斐然。

香港國際家具展

為應付全球市場對高檔家具的殷切需求，本集團與貿發局合作，於二零零六年十月二十七日至三十日假亞洲國際博覽館舉辦首屆「香港國際家具展」。

「香港國際家具展」乃香港首個以國際家具為主題的展覽，亦是本集團與貿發局合辦的首個展覽會。在雙方通力合作下，是次展覽會容納166名來自14個國家的參展商展示其產品，並吸引了7,301名買家進場參觀。是次展覽會取得空前成功，為買家及參展商提供另一個卓越的貿易平台。



Overseas

“Asia Expo” series – Asia Expo-Poland

Generating favorable business opportunities for Asian suppliers and Eastern European buyers, the 2nd Asia Expo-Poland was held in the Republic of Poland (“Poland”) between 6 and 8 June 2006.

Since its launch in 2005, Asia Expo-Poland has been well received by Asian exhibitors and International buyers. The 3-day show this year attracted 436 exhibitors who took up 483 booths to showcase their hottest products, and 4,037 keen buyers visited the show. The show provided a highly effective platform for Eastern European buyers to source top-notch yet competitively-priced toys, gifts, premium and household products from leading Asian manufacturers.

“Asia Expo” series – Kenfair Asian expo

The 4th Kenfair Asian expo in Las Vegas of the United States of America (the “U.S.”) continued to act as the most direct sourcing platform for Asian-made goods for US buyers. Running from 24 to 26 August 2006 at Bayside D, Mandalay Bay Convention Center in Las Vegas, it drew a gathering of 362 Asian suppliers in 382 booths and 3,524 visitors.

Exhibition-related Businesses

We continued to use our trade publication – MegAsia – and online portal www.kenfair.com, both established in 2002, and our travel agency Kenfair Travel Limited set up in 2003, to expand our business spectrum and provide comprehensive exhibition services to our customers. Stemmed from our determination to serve the needs of exhibitors and buyers to our shows, these three complementary businesses have also become the Group's stable income streams, and the Group has every confidence that they will continue to grow in the coming years.

海外

「亞洲博覽會」系列—波蘭—亞洲博覽會

第二屆「波蘭—亞洲博覽會」於二零零六年六月六日至八日於波蘭共和國（「波蘭」）舉行，為亞洲供應商及東歐買家締造龐大的商機。

自二零零五年首次舉辦以來，「波蘭—亞洲博覽會」一直深受亞洲參展商及國際買家歡迎。為期三日的展覽會合共吸引436名參展商設置483個攤位，向4,037名買家展示其最新產品。是項展覽會為東歐買家提供一個有效平台，讓他們以具競爭力的價格向亞洲廠商採購優質的玩具、禮品、贈品及家居用品。

「亞洲博覽會」系列—拉斯維加斯—亞洲博覽會

於美國拉斯維加斯舉行的第四屆「拉斯維加斯—亞洲博覽會」繼續成為美國買家採購亞洲產品的最直接平台。本屆展覽會於二零零六年八月二十四日至二十六日假拉斯維加斯Mandalay Bay Convention Center Bayside D舉行，共有362名亞洲參展商設立382個攤位，向到場的3,524名買家展示其產品。

展覽相關業務

透過於二零零二年首次出版的專業商貿雜誌MegAsia、於二零零二年成立的入門網站www.kenfair.com以及於二零零三年開設的建發旅運有限公司，我們不斷擴展業務範疇，為客戶提供全面的展覽服務。我們致力滿足參展商及買家的需要，而上述三項相輔相承的業務亦成為本集團穩定的收入來源，本集團對此等業務於未來維持增長勢頭充滿信心。



Future Opportunities

As a Hong Kong-based company with global vision and expertise, Kenfair International will strive to realize its mission of rendering Asian manufacturers exceptional platforms to reach volume buyers from around the world. We will continue to explore new opportunities for clients in Hong Kong and at the same time look to extend its reach to China and across the globe. In Hong Kong, our Hong Kong Spring Fair will once again be staged at the Asia World-Expo in January 2007, and our first-ever trade exhibition in Macao will also be launched in October 2007 featuring three main themes including Home Textile, Promotional & Advertising Premiums and Gifts & Housewares Products. And, in China, we will continue to look into the possibility of launching new trade exhibitions in other parts of China such as Guangzhou.

Overseas, apart from the "Asia Expo" in London to be held in February 2007, preparation is underway for a brand new trade fair – the "Asia Jewellery expo" scheduled to be launched in London in 2008.

To enhance our exposure worldwide and the quality of our services for international buyers, the Group will continue its partnership with the internationally renowned Hong Kong-based brands, Cathay Pacific Airways Limited ("Cathay Pacific"). The airline is the sole official carrier for our shows in Hong Kong including Mega Show Part 1, Mega Show Part 2 and the Hong Kong Spring Fair. Also, the Group will keep exploring new partnership with potential international corporations or organizations to grow its business and global network.

Appreciation

Finally, on behalf of the board of directors (the "Board") of Kenfair International, I would like to express my deepest appreciation to our shareholders, customers and suppliers for their continued support. My thanks also go to all staff of the Group for their remarkable efforts and contributions. With a competent management team and a professional operation team, I am confident that the Group will be able to fully demonstrate its strength in coming years.

Ip Ki Cheung

Chairman

Hong Kong, 15 December 2006

前景

作為具國際視野且專業的香港公司，建發國際將繼續貫徹其為亞洲廠商提供卓越貿易平台，以吸引大手買家的使命。同時，我們將繼續致力為香港客戶發掘更多商機，並積極於中國及全球市場拓展業務。香港方面，「香港春季交易會」將於二零零七年一月再度假亞洲國際博覽館舉行，而我們首個於澳門的貿易展覽會亦將於二零零七年十月舉行，該展覽會將以家用紡織、推廣及廣告贈品和禮品及家居用品三項為主題。中國方面，我們將繼續研究於中國其他地區如廣州等舉辦全新貿易展覽會的可行性。

海外市場方面，除即將於二零零七年二月於倫敦舉行的「亞洲博覽會」外，亦正積極籌備一項訂於二零零八年於倫敦舉行、名為「亞洲珠寶展」的全新貿易展覽會。

為進一步提升我們於全球市場的知名度，以及為國際買家提供更優質的服務，本集團將繼續與國際知名的本地品牌，國泰航空公司（「國泰」）合作。國泰為本集團於香港之展覽會，包括「亞洲展覽盛事第一部份」、「亞洲展覽盛事第二部份」及「香港春季交易會」的唯一指定航空公司。此外，本集團將積極物色具潛力的國際企業或機構訂立合作協議，以進一步拓展其業務及全球網絡。

致謝

最後，本人謹代表建發國際董事會，藉此機會向股東、客戶及供應商對我們一直以來的支持致以衷心感謝。本人並感謝本集團的全體員工於過去所付出的努力及貢獻。憑藉實力雄厚的管理層及專業營運團隊，本人深信本集團定能於未來全面發揮其潛能。

主席
葉紀章

香港，二零零六年十二月十五日