



**Dr. LEE Nai Shee, Harry, S.B.S., J.P.** *Chairman*  
李乃熺博士 S.B.S., J.P. 主席

"The Group will continue to maintain a healthy financial position,  
and endeavour to grow its core business further."

「集團將繼續維持穩健的財政狀況，  
努力地進一步開拓其核心業務。」

## Chairman's Statement

### 主席報告書



Dear Shareholders,

On behalf of the Board of Directors ("the Board"), I am pleased to report that Tradelink Electronic Commerce Limited ("Tradelink", "the Company") and its group of companies ("the Group") recorded a profit from operations of HK\$119.3 million for the year ended 31 December 2006, an increase of 8% compared to around HK\$110.3 million in 2005. Profit attributable to equity shareholders of the Company is HK\$83.2 million, a decrease of 9% compared to around HK\$91.4 million for last year. This is due to a decision by the Board to impair our remaining investment of HK\$10.0 million in OnePort Holdings (BVI) Limited ("OnePort") and the share of loss of HK\$7.7 million from our associated company Digital Trade and Transportation Network Limited ("DTTNC"). Basic earnings per share amounted to HK cents 10.7, a decrease of 14%.

### Dividend

The Directors recommend the payment of a final dividend of HK cents 5.10 per share. This amounts to HK\$39.7 million and together with the HK\$37.3 million paid as interim dividend for the first six months of 2006, the total dividend for the year 2006 will be HK\$77.0 million.

The proposed dividend represents a payout ratio of 93% for the whole year. This is higher than the 83% in relation to the interim dividend for 2006. This, however, does not represent a change in our existing dividend payout policy. In choosing the HK cents 5.10 payment, the Board took into consideration the one-off nature of the HK\$10.0 million impairment of our remaining investment in OnePort, and the fact that such impairment had no material impact on our normal business. Therefore, in the interests of our investors, the Board felt it should act to mitigate the negative impact of the OnePort impairment. Put another way, the payment of HK cents 5.10 is consistent with the payout ratio for the interim dividend for 2006 if the HK\$10.0 million impairment did not happen.

Before I move to the other parts of my report, let me say also that protecting the interests of our investors is top of our agenda. But how we would do so will be on a case by case basis, depending on the circumstances and the options that are open to us.

致各位股東：

本人謹代表董事會欣然宣布，貿易通電子貿易有限公司（「貿易通」或「本公司」）及旗下公司（「本集團」），於截至二零零六年十二月三十一日止年度錄得經營溢利港幣119,300,000元，較二零零五年的港幣約110,300,000元增長8%。本公司股權持有人應佔溢利為港幣83,200,000元，較去年的港幣約91,400,000元下降9%，主要由於董事會決定將投資於OnePort Holdings (BVI) Limited（「OnePort」）的剩餘數額港幣10,000,000元全數減值，以及分佔了集團旗下聯營公司數碼貿易運輸網絡有限公司（Digital Trade and Transportation Network Limited，「DTTNC」）的虧損港幣7,700,000元所致。每股基本盈利減少14%至10.7港仙。

### 股息

董事建議派付末期股息每股5.10港仙。是次建議派息合共為港幣39,700,000元，連同二零零六年首六個月已派付的中期股息港幣37,300,000元，二零零六年股息總額為港幣77,000,000元。

是次建議派息相當於全年派息率的93%。比率高於二零零六年中期股息分派溢利的83%，惟並不表示本公司現有股息政策有所改變。董事會於釐定派付5.10港仙的股息時，考慮到本公司為OnePort的剩餘投資港幣10,000,000元的減值屬一次性，而事實上此項減值對我們的日常業務並無重大影響。因此，為保障投資者的利益，董事會認為有必要採取措施，以緩和OnePort減值的負面影響。換句話說，如並無發生此港幣10,000,000元的減值，是次派付的5.10港仙股息，與二零零六年中期股息的派息率一致。

本人繼續匯報前，欲強調保護投資者的利益是我們首要任務。然而，如何具體地實行則需視乎個別情況及可供選擇的方案而定。



## Review

Tradelink's core businesses of providing Government Electronic Trading Services ("GETS") continued to remain strong and stable in 2006. We continued to uphold our leading position in the market. As updated in our interim results report, the use of electronic cargo manifest service for river and ocean carriers has become mandatory from 16 June 2006. This change contributed to a significant increase of revenue for the second half of 2006.

The new Digital Trade and Transportation Network ("DTTN") platform entered into a fee paying stage in October 2006. DTTNCo has expanded its sales force to speed up market penetration. A series of marketing and publicity programs have been carried out during the review period boosting the industry awareness about this world-first e-logistics network. Further marketing and promotion events are in the pipeline. The service now has around 500 registered customers and we are hopeful that the number of DTTN customers should reach 4,000-5,000 by the end of 2007.

DTTNCo has also started making notable progress beyond Hong Kong. During the review period, DTTNCo has signed Memoranda of Understanding with different partners in several overseas and Mainland markets. These will encourage the establishment of platforms of similar kind in their respective overseas markets, and pave way for possible network interconnection in the future. The latter will be a catalyst in boosting the usage of DTTN.

The Group's wholly-owned subsidiary Digi-Sign Certification Services Limited ("Digi-Sign") has extended its market reach to Taiwan. It is also exploring business opportunities in China and other Asian markets in the region.

## 回顧

於二零零六年，貿易通提供政府電子貿易服務（「GETS」）的核心業務，表現持續強勁和穩健。我們繼續穩佔市場領導地位。本公司中期業績報告曾匯報，由二零零六年六月十六日起，河道及海洋的貨物運輸已全面實行以電子方式提交貨物艙單。是項措施帶動二零零六年下半年的收益錄得顯著的增長。

自二零零六年十月起，全新的數碼貿易運輸網絡系統（Digital Trade and Transportation Network，「DTTN」）開始進入收費階段。年內，DTTNCo擴充其銷售隊伍，以增加其市場滲透率；另外，DTTNCo亦展開一連串市場營銷及推廣計劃，讓業界進一步認識這個全球首個電子物流網絡。DTTNCo現正密鑼緊鼓，舉辦更多市場推廣活動。DTTN服務現有約500名登記客戶。我們期望有關客戶數目可於二零零七年底增加至4,000至5,000名。

DTTNCo在香港以外地區亦開始有進一步的發展。年內，DTTNCo已與若干海外及內地市場的合作夥伴，簽訂諒解備忘錄。此舉將鼓勵海外市場建立類似的平台，並為將來進行可行的網絡互連奠下基礎，預期後者更有助推動DTTN的使用量。

本集團的全資附屬公司電子核證服務有限公司（Digi-Sign Certification Services Limited，「Digi-Sign」）的市場已伸展至台灣。Digi-Sign同時正在內地及亞洲區內的其他市場探索商機。



## Prospects

The Group is cautiously optimistic that the trade performance of Hong Kong will remain strong in 2007. The Group will continue to maintain a healthy financial position, and endeavour to grow its core business further.

Going forward, the Group will continue to promote DTTN to the trade and logistics community, so as to grow DTTN into a "digital express link" for its customers in and out of Hong Kong.

The Board would like to express their appreciation to the employees for their good work and dedication and to our shareholders and business partners for their continued support.

**Dr. LEE Nai Shee, Harry, S.B.S., J.P.**

*Chairman*

Hong Kong, 19 March 2007

## 展望

本集團審慎樂觀地認為，香港貿易市場將於二零零七年保持強勁的表現。本集團將繼續維持穩健的財政狀況，努力地進一步開拓其核心業務。

展望將來，本集團將會繼續向貿易及物流同業推廣 DTTN，並將 DTTN 發展成為香港以至海外地區客戶的「數碼直通快車」。

董事會謹此向集團員工的摯誠努力，以及股東及業務夥伴的鼎力支持，致以衷心謝意。

*主席*

**李乃熺博士，S.B.S.，J.P.**

香港，二零零七年三月十九日