

# LONKING 龙工

LONKING HOLDINGS LIMITED

中國龍工控股有限公司\*

(Incorporated in the Cayman Islands with limited liability)

Stock Code : 3339



Annual Report **2013**



# Contents

2	Corporate Information
3	Financial Highlights
6	Chairman's Statement
9	Management Discussion and Analysis
14	Profiles of Directors and Senior Management
20	Directors' Report
30	Corporate Governance Report
40	Independent Auditors' Report
42	Consolidated Statement of Profit or Loss
43	Consolidated Statement of Comprehensive Income
44	Consolidated Statement of Financial Position
46	Consolidated Statement of Changes in Equity
48	Consolidated Statement of Cash Flows
50	Statement of Financial Position
51	Notes to Financial Statements
144	Appendix: Summary of Financial Information



# Corporate Information

## BOARD OF DIRECTORS

### Executive directors

Mr. Li San Yim (*Chairman*)  
Mr. Qiu Debo (*Chief Executive Officer*)  
Mr. Chen Chao  
Mr. Luo Jianru  
Mr. Zheng Ke Wen  
Mr. Yin Kun Lun  
Mr. Lin Zhong Ming

### Non-executive directors

Ms. Ngai Ngan Ying

### Independent non-executive directors

Mr. Pan Longqing  
Dr. Qian Shizheng  
Mr. Jin Zhi Guo  
Mr. Wu Jian Ming

## AUDIT COMMITTEE

Dr. Qian Shizheng (*Chairman*)  
Mr. Pan Longqing  
Ms. Ngai Ngan Ying

## REMUNERATION COMMITTEE

Mr. Jin Zhiguo (*Chairman*)  
Dr. Qian Shizheng  
Ms. Ngai Ngan Ying

## NOMINATION COMMITTEE

Mr. Pan Long Qing (*Chairman*)  
Mr. Jin Zhiguo  
Ms. Ngai Ngan Ying

## EXECUTIVE COMMITTEE

Mr. Qiu Debo (*Chairman*)  
Mr. Li San Yim  
Mr. Chen Chao  
Mr. Luo Jianru  
Mr. Zheng Ke Wen  
Mr. Yin Kun Lun  
Mr. Lin Zhong Ming

## COMPANY SECRETARY

Mr. Chu Shun

## HEAD OFFICE

No. 26 Mingyi Road, Xinqiao,  
Songjiang Industrial,  
Shanghai (201612), PRC

## REGISTERED OFFICE

Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

## INVESTOR RELATIONS

Ms. Wang Yan Zhen  
wz@lonking.cn  
Tel: 86-21-3760 2031

## PRINCIPAL PLACE OF BUSINESS IN HONG KONG

Unit 1802, 18th Floor  
West Tower  
Shun Tak Centre  
168-200 Connaught Road Central  
Hong Kong

## WEBSITE

<http://www.lonking.cn>

## STOCK CODE

3339

## PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Royal Bank of Canada Trust Company (Cayman) Limited  
4th FL., Royal Bank House, 24 Shedden Road,  
PO Box 1586,  
Grand Cayman, KY1-1110,  
Cayman Islands

## HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Computershare Hong Kong Investor Services Limited  
Shops 1712-1716, 17/F, Hopewell Centre,  
183 Queen's Road East, Wanchai, Hong Kong

## SOLICITORS

Sidley Austin  
39/F, Two International Finance Centre  
8 Finance Street Central, Hong Kong

## AUDITORS

Ernst & Young  
Certified Public Accountant  
22nd Floor, CITIC Tower  
1 Tim Mei Avenue, Central  
Hong Kong

## PRINCIPAL BANKERS

Bank of China  
Longyan Branch  
Bank of China Tower  
No. 1 Longchuan Bei Road Longyan City  
Fujian, PRC

China Construction Bank  
Shanghai Songjiang Branch  
No. 89 Zhongshan Zhong P.O. Road  
Songjiang District  
Shanghai, PRC



## Financial Highlights

The table below sets forth the consolidated financial summary of Lonking Holdings Ltd (the "Company") and its subsidiaries (hereinafter collectively referred as to the "Group").

<b>Current period</b>	<b>2013 RMB'000</b>	2012 RMB'000	Change (+/-)
Turnover	<b>8,157,523</b>	7,895,964	+3.31%
Operating profits:			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>809,272</b>	616,238	+31.32%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>809,272</b>	617,016	+31.16%
EBITDA			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>1,174,782</b>	952,173	+23.28%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>1,174,782</b>	952,951	+23.28%
Profit attributable to equity parent	<b>486,046</b>	151,486	+216.89%
<b>Per share data</b>	<b>RMB</b>	RMB	
Basic earnings per share <sup>(1)#</sup>			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>0.11</b>	0.04	+218.53%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>0.11</b>	0.04	+216.89%
Net assets per share <sup>(2)#</sup>	<b>1.60</b>	1.46	+9.62%



## Financial Highlights

Key performance indicators	%	%	
<b>Profitability</b>			
Overall gross margin	<b>23.58</b>	19.37	+4.21%
Net profit margin			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>5.89</b>	1.91	+3.98%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>5.89</b>	1.92	+3.97%
EBITDA margin <sup>(3)</sup>			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>14.40</b>	12.06	+2.34%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>14.40</b>	12.07	+2.33%
Return on equity <sup>(4)</sup>	<b>7.02</b>	2.43	+4.59%
<b>Liquidity and solvency</b>			
Current ratio <sup>(5)</sup>	<b>2.64</b>	2.44	+8.05%
Interest coverage ratio <sup>(6)</sup>			
excluding unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>3.39</b>	1.81	+87.97%
including unrealized gain/(loss) on fair value changes in derivatives components of convertible bonds	<b>3.39</b>	1.81	+87.73%
Gearing ratio <sup>(7)</sup>	<b>97.85</b>	118.97	-21.13%
<b>Management efficiency</b>			
	<b>days</b>	days	
Inventory turnover days <sup>(8)</sup>	<b>149</b>	204	-55 days
Trade and bills payables turnover days <sup>(9)</sup>	<b>63</b>	108	-45 days
Trade and bills receivable turnover days <sup>(10)</sup>	<b>132</b>	140	-9 days



## Financial Highlights

- # Calculated based on the 4,280,100,000 shares outstanding as at 31 December 2014 (31 December 2013: 4,280,100,000).
- 1 Net profit attributable to equity holders of the parent for each period divided by the weighted average number of outstanding shares (WANOS) as at the end of each period.
- 2 Shareholders' equity divided by the WANOS as at the end of each period.
- 3 Earnings before interest, tax, depreciation and amortisation ("EBITDA") divided by turnover for each period.
- 4 Net profit attributable to equity holders of the parent for each period divided by equity attributable to equity shareholders of the parent as at the end of each period.
- 5 Current assets divided by current liabilities as at the end of each period.
- 6 Earnings before interest and income tax expenses ("EBIT") divided by interest expenses.
- 7 Total liabilities divided by the total equity as at the end of each period.
- 8 Average inventories divided by cost of sales and multiplied by 365 days.
- 9 Average trade and bills payables divided by cost of sales and multiplied by 365 days.
- 10 Average trade and bills receivables divided by turnover and multiplied by 365 days.



# Chairman's Statement

Dear shareholders and investors,

On behalf of the Board, I am pleased to present the annual Chairman's Statement of Lonking Holdings Limited ("China Lonking" or "Lonking") for the year ended 31 December 2013.

## Business Review for 2013

In 2013, the macro-economy was still complex and unstable both at home and abroad. Having exhibited paltry recovery though, the overall demand across the construction machinery market remained sluggish. The construction machinery industry in China was challenged by the declining demand, severe overcapacity, rising trade receivables and many other issues. The industry was undergoing intensive adjustment, and most construction machinery manufacturers were struggling on the path of transformation and upgrading.

In 2013, all the employees of Lonking confronted the risks with proactive adjustment, positive response, foundation consolidation and stricter risk control. All the employees worked in unison to implement feasible measures, emphasizing risk control, focusing on integration and consolidating the foundation for corporate development. After the self-adjustment and reform in 2012 and 2013, Lonking was the first in the industry to be out of the crisis. Against the backdrop of a severely weakened industry, Lonking achieved satisfying results with positive growth in sales revenue and substantial increase in profits. The majority of the Company's key financial indicators vastly surpassed the industry average. In particular, the risk of trade receivables was basically under control. In addition, through adjustment and integration, Lonking achieved notable results in various aspects, including raising gross profit margin and reducing the three expenses; moreover, the morale and confidence of agents, suppliers and employees in terms of development were greatly boosted, and the entire institutional establishment and the implementation of culture cultivation progressed in an orderly manner. Generally, the most difficult time was behind Lonking, and Lonking consolidated its development foundation and reserved its resources for development through adjustment, thus becoming prepared to restore its glory.

Having enjoyed a golden decade of high-speed development in the construction machinery industry and having also suffered from the difficulties during the intensive adjustment across the industry, employees of Lonking had proved their wisdom and courage with practice in overcoming difficulties during the challenging process; at the same time, we had built stronger confidence in our future development. Our confidence came from the following aspects: 1. Twenty years of development has forged Lonking's unique edges in reputation among users, quality, services, price-performance ratio, profitability and culture, etc. and cultivated its strong core competence. 2. After several rounds of adjustments in the construction machinery industry, both Lonking and its network of agents and suppliers have become more mature, calmer and healthier. 3. Although in the absence of significant growth in the construction machinery industry in the near future, China's construction machinery industry is still promising thanks to its overall scale; and the stable macro environment will be conducive to Lonking and to the integration of the industry. 4. Lonking is the first to complete the current round of adjustment in the industry and is equipped with optimal foundations and conditions to restore its glory. 5. More importantly, we have a management team and a cadre of staff members who are reliable, dedicated and motivated.



## Chairman's Statement

### Outlook for 2014

In 2014, the Chinese government has set the GDP growth target at around 7.5%, and no large-scale economic stimulus policies will be introduced. However, the central government has also explicitly pledged to maintain the sustainability and stability of China's economy. In our opinion, the overall level of infrastructure construction in China will stay as it is used to be, nevertheless, there is a great potential in regional economy, construction of small towns and water conservancy construction, and the Chinese construction machinery products will gain wider recognition from the international market and demand for those products will increase constantly. The overall demand for construction machinery in China remains huge, and the lion's share of the market remains untouched. Therefore, the prospect in the construction machinery industry is neither optimistic nor pessimistic.

Lonking must strive to accomplish the following key tasks:

**1. Making utmost efforts in developing the domestic and international markets.**

The 2014 master plan for work of the Board of Lonking proposes to "control risk strictly and flexibly, and maintain a stable development with comprehensive optimization of indicator"; and sets forth the growth targets and performance indicators for wheel loaders, forklifts, excavators, road rollers and various core parts and components, requires the four segments of whole machinery products and the accessories business to take the initiatives to grasp opportunities, and utilize Lonking's advantages in its institution, system and policies, so as to find ways to raise its market share. In respect of the domestic market: wheel loaders, especially those with a capacity over 3 tonnes, should strive to regain a leading position in the industry; the forklift business should increase by a larger margin; the excavator business should change its commercial model in order to find a way with controllable risks and that is appropriate for the development of Lonking; road rollers should place more emphasis on the transformation and upgrading of products, so as to enhance contributions; under the feeble market demand, we should step up our efforts in the marketing of accessories and services. In respect of the international market, we should continue to solidify the foundation of the overseas market, further develop the overseas market and service networks, striving to gain a substantial increase in the sales revenue of overseas business in 2014, thus making significantly higher contributions to the Group.

**2. Firmly establishing the principles on cost and quality, and building the core competence in price-performance ratio.**

The current position of Lonking in the industry is attributable to its core competence in price-performance ratio, which is surely a critical factor for the success in future competition. Therefore, it is imperative for us to firmly establish the principles on cost and quality, and provide customers with products having optimal price-performance ratio. We will continue to raise gross profit margin





## Chairman's Statement

through the integration of procurement and transportation; continue to reduce expenses, inventory and trade receivables; continue to optimize capital mix; further emphasize and make great efforts in R&D to launch new products that accommodate the needs of the market; and further raise the standard of workmanship to continue improving product quality.

Since its listing, Lonking has strived to maintain transparency and improve standards of corporate governance. We have maintained good communication with our investors. We are willing and hope to keep a closer tie with more investors, and strengthen interaction to promote sound development of the Company.

We are honoured to have a professional Board, an experienced and diligent management team, and industrious and intelligent employees. I wish to take this opportunity to express my sincere gratitude to all directors and employees for their assiduous efforts.

It is our firm belief that Lonking will be the first to stand out in the intensive adjustment across the industry and achieve better results in 2014. We will make utmost efforts to become a leading manufacturer in the construction machinery industry, attain sustainable growth and maintain profitability, and exert all our efforts to create the greatest value for our customers and bring the best returns to our shareholders.

**Li San Yim**

*Chairman of the Board*

26 March 2014



# Management Discussion and Analysis

## RESULT AND BUSINESS REVIEW

In 2013, the Group's consolidated turnover increased by 3.3% to RMB8,158 million (2012: approximately RMB7,896 million). Due to the efforts in boosting cost efficiency and the continued declining of material costs during the year, the Group's gross profit margin rose to 23.6% from 19.4% over the same period last year. Gross profit from operation was approximately RMB1,924 million, representing an increase of 25.8% as compared to approximately RMB1,529 million in the previous fiscal year. The Group recorded net profit of approximately RMB480 million in 2013, representing an increase of 216.9% as compared to approximately RMB152 million over the corresponding period last year. The increase was mainly due to factors such as (i) the increase in the gross profit from operation and (ii) the decrease in financial costs.

During the year, the northern regions of the PRC remained as the Company's principal marketing regions. Revenue from these regions dropped to 22.5% of our total turnover (2012: approximately 25.7% of our total turnover). Revenue from the eastern regions of the PRC accounted for 3.5% of our total turnover, an insignificant change as compared to 4.1% last year. As a result of rising demand for infrastructure construction in the central and western region, revenue from these regions increased substantially with 20.6% of increase from the sales in the central regions and 16.6% of increase from the sales in the southwestern regions. Sales from eastern and southern regions grew by 11.0% and 21.9% to RMB944 million and RMB742 million, respectively. Overseas Sales grew mildly by 8.6% to approximately RMB673 million (2012: approximately RMB620 million).

## ANALYSIS OF PRODUCTS

### Wheel Loaders

The turnover generated from wheel loader amounted to RMB5,320 million, representing approximately 65.2% of total Group's turnover (2012: approximately 65.4% of total Group's turnover).

ZL50 series continued to be the main revenue source of the Group with turnover for the year reaching RMB4,338 million, a small increase of 4.6% compared with that of last year. ZL30 series continued to be the second largest revenue source of the Group with turnover reaching RMB713 million, a decrease of approximately 9.4% compared with that of last year. The operating revenue from ZL60 series increased by 212.5% to RMB79 million this year (2012: approximately RMB25 million) due to an increased market demand. ZL40 series accounted for a small proportion in the overall sales with turnover reaching RMB34 million, representing only approximately 0.4% of the total turnover. The turnover from mini wheel loader amounted to RMB157 million, representing a decrease of 11.6% from last year.



## Management Discussion and Analysis

### Excavators

The operating revenue for excavator amounted to RMB781 million for the year ended 31 December 2013, or an decrease of 11.2% from last year (2012: approximately RMB880 million).

### Fork Lifts and Road Rollers

Fork lifts increased approximately 20.0% to approximately RMB983 million this year when compared with the same period in 2012 (2012: approximately RMB819 million) because of a slight recovery of demand.

Revenue from road rollers amounted to RMB120 million for the year ended 31 December 2013, or an increase of 4.4% from last year (2012: approximately RMB115 million).

### Components

The sales revenue generated from components amounted to approximately RMB769 million for the year ended 31 December 2013, an increase of 31.5% compared with the corresponding period last year (2012: RMB585 million), accounting for approximately 9.4% of the total turnover of the Group.

### Finance Lease Interest

Turnover from interest income of finance lease represented approximately 0.6% of the Group's total turnover in the year of 2013, representing a drop of 54.0% from last year to RMB48 million (2012: represented approximately 1.3% of the Group's turnover and RMB105 million).

The drop was due to the fact that finance lease business was gradually reduced by the Group.

## FINANCIAL REVIEW

### Other gains and losses

The other losses, net of the Group increased by 199.2% to RMB249 million for the year ended 31 December 2013 from RMB83 million for 2012, which was primarily attributable to a significant increase in allowance for bad and doubtful debts.

### Finance Costs

The finance costs of the Group decreased by 30.1% to RMB238 million for the year ended 31 December 2013 from RMB341 million for the year ended 31 December 2012, which was primarily attributed to decreased interest on convertible bonds and long-term loan notes.



## Management Discussion and Analysis

During the year of 2012, Company had redeemed or repurchased all of the outstanding 2007 Convertible Bonds and the major proportion of 2009 Convertible Bonds. There were only US\$1,150,000 in principal amount of 2009 Convertible Bonds outstanding as at 31 December 2012. As a result, the interest incurred on Convertible Bonds in 2013 decreased significantly.

The Company had also repurchased US\$69,640,000 of its outstanding US\$350,000,000 8.50% senior notes due 2016 during the year of 2012 and US\$12,000,000 of its outstanding US\$280,360,000 8.50% senior notes due 2016 during the year of 2013. As a result, the interest incurred on the long-term loan in 2013 decreased significantly.

### **Cash and Bank Balance**

As at 31 December 2013, the Group had bank balance and cash of approximately RMB995 million (31 December 2012: approximately RMB883 million).

Compared with last year, the cash and bank balance increased about RMB112 million, which is generated as a result of net cash inflow of around RMB1,576 million from operating activities, net cash outflow of RMB319 million from investing activities, and net cash outflow of RMB1,147 million from financing activities and effect of foreign exchange rate changes of RMB2 million.

### **Liquidity and Financial Resources**

We are committed to build a sound finance position. Total shareholders fund as at 31 December 2013 was approximately RMB6,845 million, a 9.60% increase from approximately RMB6,245 million as at 31 December 2012. The current ratio of the Group at 31 December 2013 was 2.64 (2012: 2.44).

During the Year, the Group financed its operations with internally generated cash flow, and the bank borrowings.

The directors believed that the Group will be in a strong and healthy position and has sufficient resources in support of its working capital requirement and meet its foreseeable capital expenditure.

### **Capital Structure**

During the year, the Company has not redeemed any of its shares.



## Management Discussion and Analysis

### 2009 Convertible Bonds

During the year, the Company has not repurchased, sold or redeemed any convertible bonds. There are US\$1,150,000 in principal amount of 2009 Convertible Bonds outstanding as at 31 December 2013.

### Long-term Loan Notes

During the year ended 31 December 2013, the Group and the Company repurchased with cash of up to US\$12,000,000 in principal amount of its outstanding US\$280,360,000 8.50% senior notes due 2016 and recognised a loss of RMB3,519,000 on the repurchase in profit or loss.

Save as disclosed above, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's shares and any other listed securities during the period.

As at 31 December 2013, the gross gearing ratio (defined as total liabilities over total assets) was approximately 49.46% (31 December 2012: 54.33%).

### Capital Expenditure

During the period, the Group acquired property, plant and equipment of approximately RMB317 million (2012: approximately RMB565 million) in line with the strategic transformation and improvement of production facilities by the Group.

The capital expenditures were financed by the internal resources and general borrowings of the Group.

Details of the movement in property, plant and equipment of the Group are set out in note 14 to the consolidated financial statements.

### Acquisition and disposals

There was no material acquisition or disposal during the year.

### Capital Commitment

As at 31 December 2013, the Group had contracted but not included in the financial statements expenditures of approximately RMB65 million in respect of acquisition of property, plant and equipment (31 December 2012: approximately RMB85 million).



## Management Discussion and Analysis

### PROSPECT

The construction machinery industry is still in downshift, albeit with a sign of slow recovery. Uncertainties will remain due to the serious overcapacity lingering in the industry and fierce competition at home and abroad. Nevertheless, the steady development trend of the market also provides a better environment for the Company to stay ahead of the curve. We expect the correction across the industry will be favorable for our long-term and sustainable stable growth.

The Group will focus on optimization and integration, with reference to its own conditions, to upgrade the transformation and step up innovations. Specifically, the Group will establish and improve a marketing model in line with the new market situation to tap on domestic market and further explore international business, while strengthening risk management and market research to uplift service capabilities. To continue the focus on R&D investment, the Company will cooperate with domestic and international engineering organizations and academic institutions to establish a multi-level, wide-range and open research platform to upgrade the overall level of manufacturing processes. A series of well-developed and marketable products and components will be rolled out to cater for various user needs and enhance the competitiveness of our offerings.

The Group will lay stress on the development of overseas market and international business. We envisage that as the global economic recovery is to proceed, the demand for construction machinery will be driven by the growing overseas infrastructure construction, thus leading to an improvement in our revenue from overseas markets.

## Profiles of Directors and Senior Management

**Mr. Li San Yim**, aged 63, is the Chairman of the Board and one of the founders of the Group. He has extensive experience in corporate management and is responsible for formulating the Group's management philosophy and business strategies. Mr. Li was appointed as a deputy of the 11th National People's Congress, member of the Executive Committee of the All-China Federation of Industry and Commerce (中華全國工商業聯合會執行委員), vice-chairman of the Fujian Province Federation of Industry and Commerce (福建省工商業聯合會副會長). Mr. Li has also been accredited as one of the "Outstanding Enterprise Founders under Chinese Socialism" (優秀中國特色社會主義事業建設者) and a National Labour Model (全國勞動模範). Mr. Li holds an EMBA at Fudan University in Shanghai. He was a non-executive director of Weichai Power Co., Ltd (stock code: 2338).

Mr. Li is the husband of Ms. Ngai Ngan Ying, being a non-executive director. Save as disclosed above, Mr. Li has not held directorships in any other listed public companies in the last three years and does not have any other relationships with any directors, senior management, substantial or controlling shareholder of the Company. Mr. Li's interest in the shares within the meaning of Part XV of the Securities and Futures Ordinance (Cap 571) (the "SFO") is set out on pages 23 to 24 of this annual report.

**Mr. Qiu Debo**, aged 51, is the Chief Executive Officer and President of the Group. Mr. Qiu joined the Group in August 1997. Mr. Qiu graduated from Fujian Normal University (福建師範大學) and holds an EMBA at Shanghai Jiao Tong University (上海交通大學) and a DBA degree of GRENOBLE ECOLE DE MANAGEMENT in France. Mr. Qiu has more than seventeen years of experience in corporate management, sales and marketing. He has served as a general sales manager, deputy general manager and general manager of the Group. He also acted as general manager of Fujian Longyan Construction Machinery (Group) Limited. Prior to joining the Group, Mr. Qiu also worked for Fujian Longgang Company Limited (福建龍鋼有限責任公司) as a department head. Mr. Qiu was appointed as a qualified senior economist by the Fujian Provincial Government. He has also received the "Outstanding Youth Entrepreneur of Fujian Province Award" (福建省優秀青年企業家).

Save as disclosed above, Mr. Qiu has not held directorships in any other listed public companies in the last three years. Mr. Qiu is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Qiu's interest in the shares within the meaning of Part XV of the SFO is set out on page 23 of this annual report.

**Mr. Chen Chao**, aged 39, is an executive Director and currently the vice-president of the Group. Mr. Chen joined the Group in July 1997, in charge of supply chain management. Mr. Chen holds an EMBA degree from Fudan University in Shanghai. Mr. Chen has over eleven years of experience in product development and quality control, and has previously served as a deputy chief of the product development department at Shanghai Longgong Machinery, manager of the research and development centre and deputy general manager of Shanghai Longgong Machinery. Mr. Chen was appointed as a member of the 5th Standing Council by the Machinery Design Society of the Chinese Mechanical Engineering Society. In addition, he has also been appointed as a qualified technology and quality expert (技術質量專家) by the Technology and Quality Standing Committee (技術質量委員會) of Mechanical Engineering Technology and Quality Message Site (全國工程機械行業技術質量信息網).



## Profiles of Directors and Senior Management

Save as disclosed above, Mr. Chen has not held directorships in any other listed public companies in the last three years. Mr. Chen is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Chen's interest in the shares of the Company within the meaning of Part XV of the SFO is set out on page 23 of this annual report.

**Mr. Luo Jianru**, aged 67, is a Vice-President of the Group. Mr. Luo joined the Group in September 1998. Mr. Luo received a "second class" Jiangxi Province Science and Technology Award (江西省科學技術進步二等獎) in 1986 and a "third class" award from China Aviation Industry Company (中國航空工業總公司三等獎) in 1997 in recognition of his contribution to the development of science and technology. He is the deputy chairman of the executive committee of the Association of Industry and Commerce of Songjiang District, Shanghai (上海市松江區工商業聯合會副會長) and a member of the People's Political Consultative Conference of Songjiang District, Shanghai (上海市松江區政協委員). Mr. Luo is a graduate of Hefei University of Technology (合肥工業大學) and has over 25 years of experience in corporate management and the infrastructure machinery industry. Mr. Luo has held various senior positions including the deputy general manager of Fujian Longyan Construction Machinery (Group) Limited, general manager of Longgong (Shanghai) Axle & Transmission Co., Limited and deputy general manager of the Group.

Save as disclosed above, Mr. Luo has not held directorships in any other listed public companies in the last three years. Mr. Luo is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Luo's interest in the shares of the Company within the meaning of Part XV of the SFO is set out on page 23 of this annual report.

**Mr. Lin Zhong Ming**, aged 51, joined the Company in March 2001. He is currently the general manager of the loader business department of the Group. Mr. Lin has a bachelor's degree in history from Shandong University and an EMBA degree from Xiamen University. He has over nine years of experience in corporate management.

Save as disclosed above, Mr. Lin has not held directorships in any other listed public companies in the last three years. Mr. Lin is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Lin does not have any interests in the shares of the company within the meaning of Part XV of the SFO.





## Profiles of Directors and Senior Management

**Mr. Zheng Ke Wen**, aged 39, joined the Group in September 1996. He was named as the “Outstanding Entrepreneur of Fujian Province” (福建省優秀企業家) in 2007-2008 and “Technical Innovation Expert” (技術創新能手) of Shanghai, and awarded a “second class” Fujian Province Science and Technology Award (福建省科學技術進步二等獎) and “Collective Representative of Model Worker of Shanghai” (上海市勞模集體代表). He was the committee member of third Youth Federation of Song Jiang District of Shanghai (上海市松江區第三屆青年聯合會委員). Mr. Zheng obtained an EMBA degree from Xiamen University. Mr. Zheng has over 15 years of experience in corporate management and sales and marketing. He has been the director of the chief control room, vice general manager and general manager of Longgong Shanghai Machinery Co. Ltd., general manager of Longgong (Shanghai) Axle & Transmission Co., Ltd., general manager of Longgong (Shanghai) Excavator Manufacturing Co. Ltd., and general manager of excavator business segment of Lonking. He is currently the vice President as well as the general manager of excavator business segment of the Company.

Save as disclosed above, Mr. Zheng has not held directorships in any other listed public companies in the last three years. Mr. Zheng is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Zheng’s interest in the shares of the Company within the meaning of Part XV of the SFO is set out on page 23 of this annual report.

**Mr. Yin Kun Lun**, aged 46 is an executive Director and the chief financial officer of the Group. Mr. Yin obtained a Bachelor’s degree from Jilin University Management School in 1990 and graduated from Washington University-Fudan University EMBA Program and obtained a MBA degree from Washington University in 2010, and is a qualified Certified Public Accountant in the PRC. He was the auditing director of a factory under China Petroleum Jilin Chemical Group, the chief financial officer of BASF JCIC NPG Company Ltd and Putzmeister Machinery (Shanghai) Company Ltd. as well as the chief financial officer of Mahle Technology (China) Holding Ltd. Mr. Yin has over 22 years of experiences in corporate finance and investment management.

Save as disclosed above, Mr. Yin has not held directorships in any other listed public companies in the last three years. Mr. Yin is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Yin does not have any interest in the shares of the Company within the meaning of Part XV of the SFO.

### NON-EXECUTIVE DIRECTORS

**Ms. Ngai Ngan Ying**, aged 58, is the Vice-Chairman of the Group and was appointed as a non-executive director of the Group in May 2004. Ms. Ngai is also one of the founders of the Group. Ms. Ngai is a standing committee member of the People’s Political Consultative Conference of Xinluo District, Fujian Province (龍岩市新羅區政協常務委員). Ms. Ngai is the wife of Mr. Li San Yim, being a director.



## Profiles of Directors and Senior Management

Save as disclosed above, Ms. Ngai has not held directorships in any other listed public companies in the last three years and does not have any other relationships with any directors, senior management, substantial or controlling shareholder of the Company. Ms. Ngai's interest in the shares within the meaning of Part XV of the SFO is set out on pages 23 to 24 of this annual report.

### INDEPENDENT NON-EXECUTIVE DIRECTORS

**Dr. Qian Shizheng**, aged 62, was appointed as an independent non-executive director in February 2005. Dr. Qian serves as a vice president of Shanghai Industrial Investment (Holdings) Co. Ltd. and a director of Shanghai Industrial Urban Development Group Co. Ltd. He graduated from Fudan University with a doctorate degree in management and has taught at Fudan University as associate director and professor in the faculty of Accountancy. Dr. Qian was an executive director of Shanghai Industrial Holdings Limited (stock code: 363). Mr. Qian also serves as a vice-chairman of Haitong Securities Co., Ltd (海通證券股份有限公司), and an independent director of Zoomlion Heavy Industrial Science and Technology Co., Ltd, (中聯重科股份有限公司) which are listed on Shenzhen Stock Exchange and Hong Kong Stock Exchange (stock code: 1157). He has over 25 years of experience in the finance and accounting fields.

Save as disclosed above, Dr. Qian has not held directorships in any other listed public companies in the last three years. Dr. Qian is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. He does not have any interests in the shares of the Company within the meaning of Part XV of the SFO.

**Mr. Pan Longqing**, aged 65, appointed as an independent non-executive Director in May 2009. He has attained the title as a senior economist. Throughout the past 30 years, Mr. Pan had held various key positions in the PRC government authorities including the deputy county mayor of Nanhui County of Shanghai City, the deputy party secretary, county mayor and the secretary of Jinshan County of Shanghai City, the deputy chief of Shanghai Municipal Agriculture Commission and Shanghai Municipal Economic System Reform Committee, the deputy secretary, the regional head and the secretary of Songjiang District of Shanghai City. Mr. Pan had also worked as the departmental party, party secretary and chief of Shanghai Foreign Economics & Trade Commission, and the chief of Shanghai Foreign Investment Commission, the party secretary and the general manager of Shanghai International Group Corporation Ltd. Mr. Pan also serves a deputy chairman of Metropolitan Bank (China) Ltd., a member of Metro Bank Group based in Philippine.

Save as disclosed above, Mr. Pan has not held any directorship in any other listed public companies in the last three years. Mr. Pan is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. He does not have any interests in the shares of the company within the meaning of Part XV of the SFO.

## Profiles of Directors and Senior Management

**Mr. Jin Zhi Guo**, aged 58, is an independent non-executive director since May 2012. Mr. Jin is currently the honorary chairman and executive advisor of Tsingtao Brewery Company Limited. He was the chairman and executive director of Tsingtao Brewery Company Limited (“Tsingtao Brewery”).

Mr. Jin received an EMBA degree from China Europe International Business School and a Science PhD degree in from Qingdao University. He is the national representative of the 10th and 11th National People’s Congress, “Top Ten Economic Figures” in 2007, “Chinese Brands Award – People of the Year” (品牌中國年度人物) in 2008, one of the “30 Persons in Chinese Reform-and-Open in 30 Years” (改革開放30年30人), and “Outstanding CEO” in China. He was awarded “Wuyi Laodong Award of China” (全國五一勞動獎章) and granted accredited as a “National Labour Model” (全國勞動模範). He was one of the seven entrepreneurs in China awarded the “Outstanding Brands Contribution Award” (品牌傑出貢獻獎) during the programme “60 Brands in 60 Years” of CCTV, one of the 25 Most Influential Business Leaders in 2009, 2010 and 2011, and the “Most Respected Entrepreneur Award in 2011”. He is an expert with special allowance from the State Council.

Mr. Jin has rich experience in strategic management, sales and marketing management and capital operations. He served as an assistant to factory director of Tsingtao Brewery No.1 Factory, general manager of Tsingtao Brewery Xi’an Company Limited, assistant to general manager of Tsingtao Brewery and general manager of Tsingtao Brewery North Office, general manager of Tsingtao Brewery Xi’an Company and President and Chairman of Tsingtao Brewery Company Limited. Mr. Jin has led a group and brought Tsingtao Beer into “Top 500 Brand of the World”, becoming the sixth greatest brewery company. In 2012, Tsingtao Beer has been selected by first volume of the Harvard Business Review magazine as the top ten enterprises with the most stable growth in the decade of the world, and the only Chinese enterprise on the list.

Mr. Jin served as an independent non-executive director of China Dongxiang (Group) Co., Ltd from July 2010 to May 2013, and was a director as well as a member of the audit committee and the nomination committee of this company. China Dongxiang (Group) Co., Ltd is a company listed on the main board of The Stock Exchange of Hong Kong Limited (stock code: 03818). Mr. Jin served as a director of QKL Stores Inc., during the period from September 2009 to April 2012. QKL Stores Inc. is a company listed on NASDAQ in the US (ticker symbol: QKLS). Mr. Jin was also an independent director of Hunan Jiuzhitang Co., Ltd. (九芝堂股份有限公司) during the period from August 2010 to September 2011, and was a member of its Board strategy committee and nomination, remuneration and evaluation committee during that period. Hunan Jiuzhitang Co., Ltd. is a company listed on the Shenzhen Stock Exchange (stock code: 000989).

Save as disclosed above, Mr. Jin has not held directorships in any other listed public companies in the last three years. Mr. Jin is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. Mr. Jin does not have any interest in the shares of the Company within the meaning of Part XV of the SFO.



## Profiles of Directors and Senior Management

**Mr. Wu Jian Ming**, aged 60, was appointed as an independent non-executive director of the Company in August 2013. He graduated from Central Party School of the Communist Party of China and is an economist. Mr. Wu has been a delegate of the 12th session of the People's Congress of Shanghai Municipality and was awarded the title of Model Worker of Shanghai. Over the past 30 years, Mr. Wu has held various positions in different divisions in Songjiang government in Shanghai, including the mayor of Cangqiao Town (倉橋鄉) in Songjiang County, the secretary of Chinese Communist Party Committee of Maogang Town (泖港鎮), the secretary of Chinese Communist Party Committee of Xinqiao Town (新橋鎮), the director of Construction and Transportation Management Committee in Songjiang District, the director of Administrative Committee of Songjiang Industry Park, a secretary and director of Administrative Committee of Export Processing Zone, and a chairman and general manager of Songjiang Economic and Technological Development Corporation (松江經濟技術發展總公司).

Saved as disclosed above, Mr. Wu has not held directorships in any other listed public companies in the last three years. Mr. Lin is not connected with any other directors, senior management, substantial or controlling shareholders of the Company. He does not have any interests in the shares of the Company within the meaning of Part XV of the SFO.



## Directors' Report

The directors present their annual report and the audited consolidated financial statements for the year ended 31 December 2013.

### PRINCIPAL ACTIVITIES

The Company acts as an investment holding company. The activities of its principal subsidiaries are set out in note 17 to the consolidated financial statements.

### RESULTS AND APPROPRIATIONS

The results of the Group for the year ended 31 December 2013 are set out in the consolidated statement of Profit or loss on page 42 of the annual report.

There were no any dividend paid out during the year.

The board of directors (the "Board") has proposed a final dividend of HKD0.065 per ordinary share for the year ended 31 December 2013.

### PROPERTY, PLANT AND EQUIPMENT

The Group expended RMB317 million on property, plant and equipment during the year.

Details of the movement during the year in property, plant and equipment of the Group are set out in note 14 to the consolidated financial statements.

### SUMMARY FINANCIAL INFORMATION

A summary of the published results and assets, liabilities and minority interest of the Group for the last five financial years is set out on page 144 of the annual report. This summary does not form part of the audited consolidated financial statements.

### SHARE CAPITAL

Details of movements during the year in the share capital of the Company are set out in note 32 to the consolidated financial statements.



## Directors' Report

### DISTRIBUTABLE RESERVES OF THE COMPANY

Movements in the reserves of the Group during the year are set out on page 46 of the annual report.

The Company's reserves available for distribution to shareholders comprise the share premium, contributed surplus and accumulated profits which in aggregate amounted to approximately RMB4,785 million as at 31 December 2013 (2012: RMB4,586 million). Under the Companies Law (Revised) Chapter 22 of the Cayman Islands, the share premium of the Company is available for paying distributions or dividends to shareholders subject to the provisions of its Memorandum and Articles of Association and provided that immediately following the distribution or dividend the Company is able to pay its debts as they fall due in the ordinary course of business. In accordance with the Company's Article of Association, dividends shall be distributed out of the accumulated profits or other reserves, including the share premium account, of the Company.

### DIRECTORS

The directors of the Company during the year and up to the date of this report were:

#### Executive directors:

Li San Yim ( <i>Chairman</i> )	(appointed on 11 May 2004)
Qiu Debo ( <i>Chief Executive Officer</i> )	(appointed on 17 February 2005)
Chen Chao	(appointed on 17 February 2005)
Luo Jianru	(appointed on 17 February 2005)
Zheng Kewen	(appointed on 25 May 2012)
Yin Kunlun	(appointed on 25 May 2012)
Lin Zhong Ming	(appointed on 24 October 2006)

#### Non-executive directors:

Ngai Ngan Ying	(appointed on 11 May 2004)
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#### Independent non-executive directors:

Pan Longqing	(appointed on 29 May 2009)
Qian Shizheng	(appointed on 17 February 2005)
Han Xuesong	(appointed on 15 May 2008) (retired on 28 May 2013 and without re-election)
Jin Zhiguo	(appointed on 25 May 2012)
Wu Jian Ming	(appointed on 27 August 2013)



## Directors' Report

Pursuant to the Articles of Association, at each annual general meeting one-third of the directors for the time being (or if their number is not a multiple of three, the number nearest to but not less than one-third) shall retire from office by rotation provided that every director shall be subject to retirement at least once every three years. Each of Mr. Li San Yim, Mr. Qiu Debo, Mr. Chen Chao, Mr. Luo Jianru, Mr. Zheng Ke Wen, Mr. Yin Kun Lun, Mr. Lin Zhong Ming, Ms. Ngai Ngan Ying, Mr. Pan Longqing, Dr. Qian Shizheng, Mr. Jin Zhiguo and Mr. Wu Jian Ming shall retire at the annual general meeting and all offer themselves for re-election at the annual general meeting.

The biographical details of the directors are set out on pages 14 to 19 of this annual report.

### **DIRECTORS' SERVICE CONTRACTS**

No director proposed for re-election at the forthcoming annual general meeting has a service contract which is not determinable by the Group within one year without payment of compensation (other than statutory compensation).

### **DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS IN SHARES AND UNDERLYING SHARES**

At 31 December 2013, the interests of the directors and their associates in the shares of the Company and its associated corporations, as recorded in the register maintained by the Company pursuant to Section 352 of the Securities and Futures Ordinance, or as otherwise notified to the Company and the Stock Exchange of Hong Kong Limited (the "Stock Exchange") pursuant to the Model Code for Securities Transactions by Directors of Listed Companies ("Model Code"), were as follows:



## Directors' Report

### (1) Long positions in shares and underlying shares of the Company

*Ordinary shares of HKD0.10 each of the Company*

Name of directors	Capacity	Number of shares held	Percentage of the issued share capital of the Company
Li San Yim and Ngai Ngan Ying ( <i>Note 1</i> )	Held by controlled corporation ( <i>Note 2</i> )	1,312,058,760	30.65%
Li San Yim and Ngai Ngan Ying ( <i>Note 1</i> )	Beneficial owner	1,071,467,760	25.03%
Qiu Debo	Beneficial owner	3,404,000	0.08%
Luo Jianru	Beneficial owner	1,460,000	0.03%
Chen Chao	Beneficial owner	1,344,000	0.03%
Zheng Kewen	Beneficial owner	429,900	0.01%
		2,390,164,420	55.84%

*Note 1:* Mr. Li San Yim and Ms. Ngai Ngan Ying are husband and wife to each other and are deemed to be interested in each other's interest.

*Note 2:* These shares were held through China Longgong Group Holdings Limited, a company that is wholly owned by Mr. Li San Yim and Ms. Ngai Ngan Ying as to 55% and 45% respectively, which is the registered shareholder of these 1,312,058,760 shares.





## Directors' Report

### (2) Long positions in shares of the associated corporation of the Company, Longgong (Shanghai) Machinery Company Limited

*Ordinary shares of HKD0.10 each of the Company*

<u>Name of directors</u>	<u>Capacity</u>	<u>Register share capital</u>	<u>Percentage of the issued share capital of the Company</u>
Li San Yim	Corporate <i>(Note)</i>	480,000	0.11%
Ngai Ngan Ying	Corporate <i>(Note)</i>	480,000	0.11%

*Note:* The 0.11% interest of Longgong (Shanghai) Machinery Company Limited is held by Shanghai Longgong Machinery Limited, which is owned by Mr. Li and Mrs. Li as to 39.5% and 60.5% respectively.

Save as disclosed above as at 31 December 2013, none of the directors, chief executives of the Company or any of their associates, had registered any interests or short positions in any shares and underlying shares of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) that was required to be recorded and kept in the register by the Company in accordance with the Section 352 of the SFO, or any interests required to be notified to the Company and the Stock Exchange pursuant to the Model Code.

### ARRANGEMENTS TO PURCHASE SHARES OR DEBENTURES

At no time during the year was the Company, its holding companies, or any of its subsidiaries or fellow subsidiaries, a party to any arrangements to enable the directors of the Company to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

### DIRECTORS' INTERESTS IN CONTRACTS OF SIGNIFICANCE

No contract of significance, to which the Company, its holding companies, subsidiaries or fellow subsidiaries was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.



## Directors' Report

### SUBSTANTIAL SHAREHOLDERS

As at 31 December 2013, the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO shows that other than the interests disclosed above in respect of directors, the following shareholders had notified the Company of the relevant interests in the issued share capital of the Company.

#### Long positions

*Ordinary shares of HKD0.10 each of the Company*

<b>Name of shareholder</b>	<b>Capacity</b>	<b>Number of ordinary shares interested</b>	<b>Percentage of the issued share capital of the Company</b>
China Longgong Group Holdings Limited (Note 1)	Beneficial owner	1,312,058,760	30.65%
Government of Singapore Investment Corporation Pte. Ltd	Investment Manager	257,764,916	6.02%

*Note 1:* Mr. Li and Mrs. Li own 55% and 45%, respectively, of the issued shares in the share capital of China Longgong Group Holdings Limited.

Saved as disclosed above, as at 31 December 2013, the Company has not been notified of any other interests or short positions in the issued share capital of the Company as recorded and kept under Section 336 of the SFO as having an interest of 5% or more in the issued share capital of the Company.

### APPOINTMENT OF INDEPENDENT NON-EXECUTIVE DIRECTORS

The Company has received, from each of the independent non-executive directors, an annual confirmation of his independence pursuant to Rule 3.13 of the Rules Governing the Listing Securities on the Stock Exchange of Hong Kong Limited. The Company considers all of the independent non-executive directors are independent.



## Directors' Report

### **PURCHASE, SALE OR REDEMPTION OF COMPANY'S LISTED SECURITIES**

During the year, the Company has not redeemed any of its shares.

#### **2009 Convertible Bonds**

During the year, the Company has not repurchased, sold or redeemed any convertible bonds. There are US\$1,150,000 in principal amount of 2009 Convertible Bonds outstanding as at 31 December 2013.

#### **Long-term Loan Notes**

During the year ended 31 December 2013, the Group and the Company repurchased with cash of up to US\$12,000,000 in principal amount of its outstanding US\$280,360,000 8.50% senior notes due 2016 and recognised a loss of RMB3,519,000 on the repurchase in profit or loss.

Save as disclosed above, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's shares and any other listed securities during the period.



## Directors' Report

### EMOLUMENT POLICY

The emolument policy of the employees of the Group is set up by the Human Resources Division on the basis of their merit, qualifications and competence.

The emoluments of the directors of the Company are decided by the Remuneration Committee, having regard to the Company's operating results, individual performance and comparable market statistics.

The five highest paid employees of the Group were all directors of the Company and details of their remuneration are included in note 8 to the consolidated financial statements.

At 31 December 2013, the Group employed approximately 7,619 employees.

### MAJOR CUSTOMERS AND SUPPLIERS

The five largest customers accounted for approximately 13% (2012: 17%) of the Group's total turnover for the year. The five largest suppliers accounted for approximately 37% (2012: 35%) of the Group's total purchases for the year and the largest supplier accounted for approximately 13% (2012: 12%) of the total purchases.

During the year, Mr. Li San Yim, the executive director of the Company, is interested in 3.26% of the issued shares of Weichai Power Co., Ltd (stock code: 2338), which is one of the Group's five largest suppliers.

Save as disclosed above, none of the directors of the Company, an associate of the directors or a shareholder of the Company (which to the knowledge of the directors own more than 5% of the Company's issued share capital) have interest in any of the Group's five largest suppliers or customers.

### CONNECTED TRANSACTIONS

On 31 December 2012, the Company entered into a Renewed Master Purchase Agreement ("Renewed Jinlong Master Purchase Agreement") with LongYan City Jinlong Machinery Company Limited ("Jinlong"), a company incorporated in the PRC with limited liability and owned as to approximately 82.67% by Mr. Ngai Ngan Qin, a brother of Ms. Ngai Ngan Ying, the non-executive director of the Company, pursuant to which the Group agreed to purchase the Parts from Jinlong from time to time for a term commencing from 1 January 2013 and ending on 31 December 2013.

On 31 December 2012, the Company and Herkules (Shanghai) Automation Equipment Co. Ltd. ("Herkules"), a company established under the laws of the PRC with limited liability and wholly-owned by Mr. Chen Jie, the son-in-law of Mr. Li San Yim, an executive Director, chairman and controlling shareholder of the Company, entered into a Renewed Master Purchase Agreement ("Renewed Herkules Master Purchase Agreement"), pursuant to which the Group agreed to purchase the Automation Robot Products from Herkules from time to time for a term commencing from 1 January 2013 and ending on 31 December 2013.



## Directors' Report

On 31 December 2013, the Company and Shanghai Refined Machinery Co. Ltd. ("Refined"), a company established under the laws of the PRC with limited liability and wholly-owned by Refined Holdings Limited, which is in turn wholly owned by Mr. Li Bin, the son of Mr. Li San Yim, an executive Director, chairman and controlling shareholder of the Company, entered into a Renewed Landscaper Master Purchase Agreement ("Renewed Refined Landscaper Master Purchase Agreement"), pursuant to which the Group agreed to purchase the Landscaper Products from Refined from time to time for a term commencing from 1 January 2013 and ending on 31 December 2013; On 6 May 2013, the Company and Shanghai Refined Machinery entered into a Rotary Drilling Rigs Purchase Agreement ("Refined Rotary Drilling Rigs Purchase Agreement"), pursuant to which the Company has agreed to purchase the Rotary Drilling Rigs Products from Shanghai Refined Machinery from time to time for a term commencing from 6 May 2013 and ending on 31 December 2013.

The transaction contemplated under each of the Renewed Jinlong Master Purchase Agreement, the Renewed Herkules Master Purchase Agreement, the Renewed Refined Landscaper Master Purchase Agreement and the Refined Rotary Drilling Rigs Purchase Agreement constitute continuing connected transactions for the Company under Rule 14A.34 of the Listing Rules and are exempt from the independent shareholders' approval requirement under the Listing Rules by virtue of the fact that each of the relevant percentage ratios (other than the profit ratio) in respect of the purchase amount is less than 5% on an annual basis. For the year ended 2013, the Company purchased the parts approximately RMB39 million from Jinlong under the Renewed Jinlong Master Purchase Agreement, the Automation Robot Products approximately RMB3 million under the Renewed Herkules Master Purchase Agreement, the Landscrapper Products approximately RMB6 million under the Renewed Refined Landscaper Master Purchase Agreement and the Rotary Drilling Rigs Products approximately RMB4 million under the Refined Rotary Drilling Rigs Purchase Agreement.

Details of the related party transactions of the Company during the year are set out in Note 38 to the consolidated financial statements. Except for the related party transactions of the Company with Lonking (Xinjiang) Mechanical & Technical Service Co. Ltd and Neimenggu Zhongcheng Madirneny Co. Ltd as disclosed in Note 38, all the related party transactions disclosed in the annual financial statements in accordance with HKAS 24 "Related Party Disclosure" fall under the definition of connected transactions or continuing connected transactions in Chapter 14A of the Main Board Rules. In the opinion of the directors, the Company had during the year ended 31 December 2013 complied with all the disclosure requirements in accordance with Chapter 14A of the Main Board Rules.

The independent non-executive directors confirm that the Transactions have been entered into by the Company in the ordinary course of its business, on normal commercial terms, and in accordance with the terms of the agreement governing such transactions that are fair and reasonable and in the interests of the shareholders of the Company as a whole.

Company has engaged its external auditor to review the Group's continuing connected transactions with Jinlong, Herkules and Refined in accordance with Hong Kong Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information" and with reference to Practice Note 740 "Auditor's Letter on continuing connected transactions under the Hong Kong Listing Rules" issued by the Hong Kong Institute of Certified Public Accountants. The auditor has issued an unqualified letter containing its conclusions in respect of the non-exempted continuing connected



## Directors' Report

transactions mentioned above pursuant to Rule 14A.38 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange"). A copy of the auditor's letter has been provided by the Company to the Stock Exchange.

### POST BALANCE SHEET EVENTS

The Company did not have any significant post balance sheet events.

### PRE-EMPTIVE RIGHTS

There are no provisions for pre-emptive rights under the Company's articles of bye-laws, or the laws of Cayman Islands, which would oblige the Company to offer new shares on a pro-rata basis to existing shareholders.

### SUFFICIENCY OF PUBLIC FLOAT

The Company has maintained a sufficient public float throughout the year ended 31 December 2013.

### AUDITORS

Deloitte Touche Tohmatsu, Certified Public Accountants ("Deloitte") retired as auditor of the Company on 20 May 2011. Ernst & Young, Certified Public Accountants ("Ernst & Young") was appointed by the board of directors (the "Board") to fill the casual vacancy following the retirement of Deloitte. There have been no other changes of auditor in the past three years. A resolution will be submitted to the annual general meeting of the Company to re-appoint Ernst & Young as the auditor of the Company.

On behalf of the Board

**Mr. Li San Yim**  
*CHAIRMAN*

Shanghai, 26 March 2014



# Corporate Governance Report

## **CORPORATE GOVERNANCE PRINCIPLES**

To become a company which enjoys the continuously growing trust of its shareholders and all other stakeholders by maximizing its corporate value, the Company is working to improve its management efficiency, advocate corporate ethics and ensure sound management on a Group-wide basis. To further improve the transparency of the management to shareholders and investors, the Company will disclose information in a fair and timely manner and actively engage in investor relations activities by holding meetings in the PRC and Hong Kong to explain its business results and operations. The Company will endeavor to comply with the laws and regulations of the place of operation of the Company and the requirements and guidelines of the Stock Exchange of Hong Kong Limited and local regulatory bodies.

## **CORPORATE GOVERNANCE FUNCTIONS**

The Board is responsible for the corporate governance duties as follows:

- (a) To develop and review the Company's policies and practices on corporate governance and make recommendations to the board;
- (b) To review and monitor the training and continuous professional development of directors and senior management;
- (c) To review and monitor the Company's policies and practices on compliance with legal and regulatory requirements;
- (d) To develop, review and monitor the code of conduct and compliance manual (if any) applicable to employees and directors; and
- (e) To review the Company's compliance with the Code and disclosure in the Corporate Governance Report.

## **COMPLIANCE WITH THE CODE ON CORPORATE GOVERNANCE PRACTICES (THE "CODE")**

The Board is committed to maintaining and ensuring high standards of corporate governance practices.

The Board emphasizes on maintaining a quality Board with balance of skill set of directors, better transparency and effective accountability system in order to enhance shareholders' value. In the opinion of the directors, the Company has adopted and complied with the principles and applicable code provisions of Corporate Governance Code and Corporate Governance Report ("CG Code") as set out in Appendix 14 of the Listing Rules, except for certain deviations which are summarized as below.



## Corporate Governance Report

### **Code Provision A.1.8**

As stipulated in the Code provision A.1.8 of CG Code, an issuer should arrange appropriate insurance cover in respect of legal action against its directors. The Company has not yet made this insurance arrangement as the board of directors considers that the director liability insurance has not yet been identified on the market with reasonable insurance premium while providing adequate suitable security to directors.

### **Code Provision A.6.7**

As stipulated in the Code provision A.6.7 of CG Code, independent non-executive directors and other non-executive directors shall attend general meetings. Four independent non-executive directors were unable to attend annual general meeting of the Company held on 28 May 2013 (the "2013 AGM") due to other important engagement.

### **Code Provision A.4.3**

Mr. Qian Shi Zheng has been appointed as an independent non-executive Director for more than nine years since February 2005. Pursuant to Code A.4.3 of the CG Code, (a) having served the Company for more than nine years could be relevant to the determination of an independent nonexecutive director's independence and (b) if an independent non-executive director has served more than nine years, his further appointment should be subject to a separate resolution to be approved by shareholders.

Mr. Qian has extensive experience in the finance and accounting fields. He provide a wide range of expertise and experience which can meet the requirement of Group's business and his participant in the Board brings independent judgment on issues relating to the Group's strategy, performance, conflicts of interest and management process to ensure that the interest of the shareholders have been duly considered.

The Company has received from Mr. Qian a confirmation of his independence pursuant to Rule 3.13 of the Listing Rules. Mr. Qian has not engaged in any executive management of the Group. Taking into consideration of his independent scope of works in the past years, the Directors consider Mr. Qian to be independent under the Listing Rules despite the fact that he has served the Company for more than nine years. Accordingly, Mr. Qian shall be subject to retirement rotation and re-election by way of a separate resolution to be approved by the Shareholders at the forthcoming Annual General Meeting.

## **COMPLIANCE WITH THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS OF THE COMPANY**

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules (the "Model Code") as the code of conduct regarding directors' securities transactions. Specific enquiry has been made to all directors, who have confirmed that they had complied with the required standard set out in the Model Code for the year ended 31 December 2013.





## Corporate Governance Report

The Board will continue to review and foster its own Code of Corporate Governance Practices from time to time. The Company will seek to improve its management and raise its control level to enhance the Company's competitiveness and operating efficiency, to ensure its sustainable development and to generate greater returns for the shareholders.

### **CORPORATE GOVERNANCE STRUCTURE**

The Board is responsible for the management of the Company with acting in the interest of the Company and its shareholders as its principle and is accountable to the shareholders for the assets and resources entrusted to them by the shareholders. The key responsibilities of the Board include the formulation of the Company's long-term development strategies and operating direction, setting of the management targets and supervising members of the management in implementing matters resolved by the Board and performing their duties. Under the Board, there are currently 4 board committees, namely Executive Committee, Audit Committee, Remuneration Committee and Nomination Committee. All these committees perform their distinct roles in accordance with their respective terms of reference.

### **BOARD OF DIRECTORS**

The Board currently comprises 12 directors, including 7 executive directors, 1 non-executive directors and 4 independent non-executive directors. Each director has a duty to act in good faith in the best interests of the Company. The directors are aware of their collective and individual responsibilities to the shareholders.

Pursuant to Rules 3.10 (1) and (2) of the Listing Rules, Dr. Qian Shizheng, one of the independent non-executive directors, has specialized in related financial management expertise.

A written confirmation was received from each of the independent non-executive directors, Mr. Pan Longqing, Dr. Qian Shizheng, Mr. Jin Zhi Guo and Mr. Wu Jian Ming confirming their independence pursuant to Rule 3.13 of the Listing Rules.

All members of the Board are of relevant professional background with plenty of experience who can have a positive and motivational effect in raising the development and management level of the Company. In addition, the Company also separates the duties of the chairman of the Board and the chief executive officer. The two positions are held by different directors with the aim of reinforcing the independence of the Board and the management. The chairman of the Board is mainly responsible for the leadership and effective running of the Board, and making key strategic decisions for the Company. The chief executive officer is mainly responsible for the daily operation and management of the Group's business, and implementation of the approved strategies in achieving the overall Company's objectives.

Included in the composition of the Board are two family members: the chairman of the Board, Mr. Li San Yim and his wife Ms. Ngai Ngan Ying, one of the non-executive directors of the Company are subject to retirement by rotation and offer themselves for re-election in the same manner as the executive directors. The Company will review the composition of the Board regularly to ensure the Board possesses the appropriate and necessary expertise, skills and experience to meet the needs of the Group's business.



## Corporate Governance Report

For detailed information on the members of the directors and senior management, please refer to the section headed “Profiles of Directors and Senior Management” from pages 14 to 20 of this annual report.

For the year ended 31 December 2013, the Board held 4 meetings. Notice of at least 14 days is given for a regular Board meeting to give all directors an opportunity to attend. The following table shows the attendance records of individual directors at the meetings of the Board and the attendance records of individual members at the meetings of the respective Board Committees held for the year ended 31 December 2013:

Name of directors	Number of meetings attended/Number of Meetings held for the year ended 31 December 2013					Annual General Meeting
	Board	Executive Committee	Audit Committee	Remuneration Committee	Nomination Committee	
<b>Executive Directors</b>						
Mr. Li San Yim ( <i>Chairman</i> )	4/4	2/2	N/A	N/A	N/A	1/1
Mr. Qiu Debo ( <i>Chief Executive Officer</i> )	4/4	2/2	N/A	N/A	N/A	0/1
Mr. Luo Jianru	4/4	2/2	N/A	N/A	N/A	0/1
Mr. Chen Chao	4/4	2/2	N/A	N/A	N/A	1/1
Mr. Lin Zhong Ming	4/4	2/2	N/A	N/A	N/A	0/1
Mr. Zheng Ke Wen	4/4	2/2	N/A	N/A	N/A	1/1
Mr. Yin Kun Lun	4/4	2/2	N/A	N/A	N/A	1/1
<b>Non-Executive Director</b>						
Ms. Ngai Ngan Ying	4/4	N/A	2/2	1/1	1/1	1/1
<b>Independent Non-Executive Directors</b>						
Dr. Pan Longqing	4/4	N/A	2/2	N/A	1/1	0/1
Dr. Qian Shizheng	4/4	N/A	2/2	1/1	N/A	0/1
Mr. Han Xuesong	1/4	N/A	N/A	N/A	N/A	0/1
Mr. Jin Zhiguo	4/4	N/A	N/A	1/1	1/1	0/1
Mr. Wu Jian Ming	2/4	N/A	N/A	N/A	N/A	N/A

N/A Not Applicable

### BOARD COMMITTEES

As part of good corporate governance practice, the Board has delegated certain authorities to a number of committees. These committees include representation from non-executive and independent non-executive directors whose objective views are important in the execution of the controls expected in a listed company.



## Corporate Governance Report

### EXECUTIVE COMMITTEE

The executive committee is responsible for recommending general policy and advising direction for the Company to the Board and as such, it interacts with the audit, remuneration committees and nomination committee in respect of their policy submissions. The executive committee reviews on a regular basis the need to appoint directors with specific business acumen in appropriate sectors that would further enhance the present skill set, or add expertise in a developing business sector and assess the independence of the Company's independent non-executive directors.

The Committee currently consists of 7 executive directors, namely Mr. Li San Yim, Mr. Qiu Debo, Mr. Luo Jianru, Mr. Chen Chao, Mr. Lin Zhong Ming, Mr. Zheng Ke Wen and Mr. Yin Kun Lun. Mr. Qiu Debo is elected as the chairman.

Under the executive committee, the Company set up a strategy and governance committee and adopted the company code, being its own code on corporate governance. The principal role of the strategy and governance committee are lay down the Company's strategies, policies and business plan and set up appropriate policies to manage risks in pursuit of the Company's strategy objective.

### AUDIT COMMITTEE

The audit committee currently comprises 1 non-executive director, namely Ms. Ngai Ngan Ying, and 2 independent non executive directors, namely Dr. Qian Shizheng and Mr. Pan Longqing. Dr. Qian Shizheng was elected as chairman.

The primary duties and responsibilities of the audit committee is to assist the Board in fulfilling its oversight responsibilities of the Company's compliance with legal and regulatory requirements with respect to financial matters and those required by the Listing Rules of the Stock Exchange of Hong Kong Limited and other regulatory bodies.

The functions of audit committee include but not limited to the following:

Serve as an independent party to monitor the integrity of the Company's financial statements, reporting process and internal control mechanism;

Review and assess audit efforts of the Company's independent auditors; directly appointing, retaining, compensating, evaluating and terminating the Company's independent auditors;

Review the qualifications, independence and performance of the independent auditor; and

Provide an intermediary of open communication among the Company's independent auditors, financial and senior management and board of directors.



## Corporate Governance Report

The audit committee has reviewed the Company's interim and final results for the year of 2013.

The terms of reference of the Audit Committee are posted on the Company's Website.

### AUDITOR'S REMUNERATION

For the year ended 31 December 2013, Ernst & Young Certified Public Accountants ("Ernst & Young") the external auditors of the Group received approximately RMB2.99 million (2012: approximately RMB2.44 million) for audit and review services.

### REMUNERATION COMMITTEE

The remuneration committee currently consists of 1 non-executive director, namely Ms. Ngai Ngan Ying, and 2 independent non-executive directors, namely Dr. Qian Shizheng and Mr. Jin Zhi Guo. The primary duties and responsibilities of the remuneration committee is to assist its board of directors (the "Board") in determining the policy and structure for the remuneration of its executive directors, evaluating the performance of its executive directors, reviewing incentive schemes and directors' service contracts and fixing the remuneration packages for all its directors and senior management. No director plays a part in any discussions about his own remuneration for the year ended 31 December 2013. The terms of reference of the Remuneration Committee are posted on the Company's Website.

### NOMINATION COMMITTEE

The nomination committee currently comprises 1 non-executive director, namely Ms. Ngai Ngan Ying, and 2 independent non-executive directors, namely Mr. Pan Longqing and Mr. Jin Zhi Guo. The primary duties and responsibilities of the nomination committee is to assist its board of directors (the "Board") in identification of suitable individuals qualified to become Board members, review the structure, size and composition of the Board, review as appropriate to ensure the effectiveness of the board diversity policy and monitor of the implementation of this policy and make recommendations on any proposed changes to the Board to complement the Company's corporate strategy. The terms of reference of the Nomination Committee are posted on the Company's Website.

### BOARD DIVERSITY POLICY

During the year, the Board has adopted a board diversity policy effective on 1 September 2013. The Company seeks to achieve board diversity through the consideration of a number of factors, including but not limited to gender, race, language, cultural background, educational background, industry experience and professional experience, independence, expertise, skills and know-how.

Board nomination and appointments will continue to be made on merit basis based on its business needs from time to time while taking into account diversity.



## Corporate Governance Report

The nomination committee of the Board (the “Nomination Committee”) has primary responsibility for identifying suitably qualified candidates to become members of the Board and shall give adequate consideration to this policy in selection of board candidates.

Selection of board candidates shall be based on a range of diversity perspectives with reference to the Company’s business model and specific needs, including but not limited to gender, race, language, cultural background, educational background, industry experience and professional experience, independence, expertise, skills and know-how.

The Nomination Committee will review, as appropriate, to ensure the effectiveness of the Board Diversity Policy and monitor the implementation of this policy. The Nomination Committee will discuss any revisions that may be required, and recommend any such revisions to the Board for consideration and approval.

As at the date of this report, the Board comprises 12 Directors, including 1 non-executive directors and 4 independent non-executive directors. Among which, one of them is a woman who is non-executive Director, two of them specialize in accounting or related financial management expertise, four of them had experiences other than infrastructure machinery manufacturing, or from different industry and background. The Directors are of diverse background and possess a wide spectrum of professional qualifications and industry experience. The Board is of significant diversity, whether considered in terms of gender, industry experience, background and skills.

### INTERNAL CONTROLS

It is the Board’s responsibility for developing and maintaining an effective internal control system of the Company to protect shareholders’ interest and to safeguard the Group’ property and assets by reviewing major control procedures for financial, compliance and enterprise risk management. However, such a system was designed to manage various risks of the Group within certain acceptable risk level, rather than the complete elimination of the risk of failure to achieve the business objectives of the Group. Therefore it can provide reasonable but not absolute assurance against material misstatement of the management as well as financial information and records, or financial fraud or losses.

The Company continually reviews and enhances its business and operational activities to identify areas of significant business risks and take necessary measures to control and mitigate these risks.

#### Internal Audit

The Company enhances the independence of internal audit department since the first half of year 2006 for the purpose of reviewing, in a more effective manner, the company wide systems of internal control. The department was monitored and held responsible to the Board and as well as to the audit committee. The internal audit department carries out inspection, monitoring and evaluation of the Company’s financial information disclosures, operations and internal control procedures on a regular or in ad hoc basis, with a



## Corporate Governance Report

view to ensuring transparency in information disclosures, operational efficiencies and effectiveness of the corporate control regime.

Independent evaluations and recommendations is the core element in the department, the internal audit staff are authorized to access any information relating to the Company and to make enquiries to staff concerned. Besides that, internal audit department would assist external auditors during an external audit by providing pertinent financial information in a timely manner.

### **Strengthening Systems of Internal Controls**

Since 1 January 2006, the Company has fully adopted a comprehensive budget management and a level-based performance appraisal management, so as to monitor the operations of the Company according to the budget and adjust operating objectives and management initiatives in a timely manner. For a more scientific and effective human resources management, the Company has, from 1 January 2006, carried out in-depth analysis on each position for a clear and reasonable definition of job missions, duties, skills requirements and key performance targets.

### **Key internal controls of the Company include**

- Establishment of policies, rules, procedures and approval limits for key financial and personnel matters, and the rules to the delegation of authorities;
- Internal documentation of key processes and procedures;
- Maintenance of proper accounting records;
- Safeguarding the Company's assets;
- Ensuring reliability of financial information;
- Ensuring compliance with appropriate legislation and regulations; and
- Having qualified and experienced persons take charge of important functions.

### **CONTINUOUS PROFESSIONAL DEVELOPMENT**

Pursuant to code provision A.6.5 of the Code, all directors should participate in continuous professional development to develop and refresh their knowledge and skills. This is to ensure that their contribution to the Board remains informed and relevant. During the year ended 31 December 2013, all directors have participated in continuous professional development by way of attending briefings, conference, courses, forum and seminars, teaching, self-reading and participated in business-related research which are relevant to the business or directors duties.



## Corporate Governance Report

### INVESTOR RELATIONS

#### Information Disclosures and Investor Relations Management

The Company believes that it is crucial to maintain effective communication with investors to enhance their knowledge and understanding of the Company. In this regard, the Company attaches high importance to implement positive policies that facilitate investor relations and communication. The Company seeks to enhance the transparency and consolidate the knowledge and understanding of the investors towards the Company effectively through various means such as open, fair and impartial information disclosure to investors.

The Company received communications from a total of 512 domestic and overseas investors throughout the year 2013, including over 90 on-site meetings and over 55 telephone meetings. In 2013, the Company received group visits with 20 to 50 members for 12 times.

#### Shareholder's Rights

The Board recognises the importance of effective communication with the shareholders. The Company communicates with the shareholders through various channels including publication of interim and annual reports, announcements, circulars and other corporate communications and publications available on the websites of the Stock Exchange and the Company.

The general meetings of the Company provide an opportunity for direct communication between the Board and the shareholders. The Company encourages the participation of the shareholders through annual general meetings and other general meetings where the shareholders meet and exchange views with the Board, and to exercise their right to vote at meetings. The Company shall arrange notices of meetings and circulars containing details on proposed resolutions to be sent to the shareholders.

Shareholders may at any time send their enquiries and concerns to the Board in writing through the Investor Relations Department of the Company. Investor Relations Department of the Company handles both telephone and written enquiries from Shareholders from time to time. Shareholders' enquiries and concerns will be forwarded to the Board and/or relevant Board Committees of the Company, where appropriate, to answer the Shareholders' questions. The contact details of the Investor Relations Department are set out in the Corporate Information section of this Annual Report.

Pursuant to Article 58 of the Articles of Association of the Company, the Board may whenever it thinks fit call extraordinary general meetings. Any one or more Members holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of the Company carrying the right of voting at general meetings of the Company shall at all times have the right, by written requisition to the Board or the Secretary of the Company, to require an extraordinary general meeting to be called by the Board for the transaction of any business specified in such requisition; and such meeting shall be held within two (2) months after the deposit of such requisition. If within twenty-one (21) days of such deposit the Board



## Corporate Governance Report

fails to proceed to convene such meeting the requisitionist(s) himself (themselves) may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of the Board shall be reimbursed to the requisitionist(s) by the Company.

Pursuant to Article 88 of the Articles of Association of the Company, no person other than a Director retiring at the meeting shall, unless recommended by the Directors for election, be eligible for election as a Director at any general meeting unless a Notice signed by a Member (other than the person to be proposed) duly qualified to attend and vote at the meeting for which such notice is given of his intention to propose such person for election and also a Notice signed by the person to be proposed of his willingness to be elected shall have been lodged at the head office or at the Registration Office provided that the minimum length of the period, during which such Notice(s) are given, shall be at least seven (7) days and that (if the Notices are submitted after the dispatch of the notice of the general meeting appointed for such election) the period for lodgment of such Notice(s) shall commence on the day after the dispatch of the notice of the general meeting appointed for such election and end no later than seven (7) days prior to the date of such general meeting. The procedures for Shareholders to propose a person for election as a Director is posted on the Company's website.

### **Other Stakeholders' interests**

While dedicated to maximizing shareholders' value, the Company is also committed to its customers, in terms of provision of quality products and services, and to the staff, by making available opportunities to them for career development. The Company had a strong commitment to shareholders, investors, staff, customers, suppliers and the community at large and always acting in good faith and with integrity. The Company believed that the sustainable development of a company cannot be achieved in isolation from a healthy environment. The Company pledges to contribute to the community while pursuing profit growth, by managing the business within the bounds of relevant laws and environmental regulations, improving standard of corporate governance and enhancing corporate transparency and actively participating in social charities and contribute to the local social development.

During the year ended 31 December 2013, there has been no significant change in the Company's constitutional documents.

## **CORPORATE SOCIAL RESPONSIBILITY**

The Group also dedicates itself to contributing to the society and serving the community in the midst of its rapid development. Taking into consideration the actual situation in the place where it operates, the subsidiaries of the Group take part in local social services. Our involvement in community service helps to build a good image of the Company and contribute to the local social development.

In the future, we will continue to support and participate in diversified social and community activities. To promote the relationship between the Company and investors and to enhance the transparency of the operation of the enterprise, the Company will communicate information regarding the Company's business development through various channels when appropriate.





# Independent Auditors' Report

## **TO THE SHAREHOLDERS OF LONKING HOLDINGS LIMITED**

*(Incorporated in the Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Lonking Holdings Limited (the "Company") and its subsidiaries (together, the "Group") set out on pages 4 to 143, which comprise the consolidated and company statements of financial position as at 31 December 2013, and the consolidated statement of profit or loss, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

## **DIRECTORS' RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS**

The directors of the Company are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the disclosure requirements of the Hong Kong Companies Ordinance, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## **AUDITORS' RESPONSIBILITY**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. Our report is made solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation of consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.



## Independent Auditors' Report

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **OPINION**

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Company and of the Group as at 31 December 2013, and of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

#### **Ernst & Young**

*Certified Public Accountants*

22nd Floor, CITIC Tower,  
1 Tim Mei Avenue, Central,  
Hong Kong  
26 March 2014



## Consolidated Statement of Profit or Loss

Year ended 31 December 2013

	Notes	2013 RMB'000	2012 RMB'000
REVENUE	4	<b>8,157,523</b>	7,895,964
Cost of sales		<b>(6,233,923)</b>	(6,366,750)
Gross profit		<b>1,923,600</b>	1,529,214
Other income	5	<b>44,814</b>	46,316
Other gains and losses	5	<b>(249,235)</b>	(83,300)
Selling and distribution expenses		<b>(331,996)</b>	(382,816)
Administrative expenses		<b>(267,507)</b>	(255,988)
Research and development costs		<b>(315,121)</b>	(268,030)
Other expenses		<b>(58,071)</b>	(5,757)
Finance income	5	<b>62,788</b>	37,377
Finance costs	6	<b>(238,490)</b>	(341,362)
PROFIT BEFORE TAX	7	<b>570,782</b>	275,654
Income tax expense	10	<b>(90,450)</b>	(124,081)
PROFIT FOR THE YEAR		<b>480,332</b>	151,573
Attributable to:			
Owners of the parent	11	<b>480,046</b>	151,486
Non-controlling interests		<b>286</b>	87
		<b>480,332</b>	151,573
EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT			
Basic:			
– For profit for the year	13	<b>RMB0.11</b>	RMB0.04
Diluted			
– For profit for the year	13	<b>RMB0.11</b>	RMB0.04

Details of the dividends payable and proposed for the year are disclosed in note 12 to the financial statements.



## Consolidated Statement of Comprehensive Income

Year ended 31 December 2013

<i>Notes</i>	<b>2013</b> <b>RMB'000</b>	2012 RMB'000
PROFIT FOR THE YEAR	<b>480,332</b>	151,573
OTHER COMPREHENSIVE INCOME		
Other comprehensive income to be reclassified to profit or loss in subsequent periods:		
Exchange differences on translation of foreign operations	<b>120,390</b>	–
Net other comprehensive income to be reclassified to profit or loss in subsequent periods:	<b>120,390</b>	–
Net other comprehensive income not to be reclassified to profit or loss in subsequent periods:	–	–
OTHER COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX	<b>120,390</b>	–
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	<b>600,722</b>	151,573
Attributable to:		
Owners of the parent	<b>600,436</b>	151,486
Non-controlling interests	<b>286</b>	87
	<b>600,722</b>	151,573



## Consolidated Statement of Financial Position

31 December 2013

	Notes	2013 RMB'000	2012 RMB'000
<b>Non-current assets</b>			
Property, plant and equipment	14	3,720,187	3,822,103
Prepaid land lease payments	15	316,259	320,618
Investments in associates	18	6,000	66,011
Finance lease receivables	16	3,485	66,346
Deferred tax assets	30	310,115	158,387
Prepayments for property, plant and equipment		44,641	158,068
Long-term receivables	19	79,298	122,478
Pledged deposits	23	1,002,500	1,000,000
<b>Total non-current assets</b>		<b>5,482,485</b>	5,714,011
<b>Current assets</b>			
Prepaid land lease payments	15	7,206	7,201
Inventories	20	2,341,643	2,731,223
Finance lease receivables	16	22,522	215,607
Trade and bills receivables	21	2,938,836	2,944,444
Due from related parties	38	1,933	1,595
Prepayments, deposits and other receivables	22	1,553,592	1,092,709
Pledged deposits	23	200,009	84,286
Cash and cash equivalents	23	995,123	883,051
<b>Total current assets</b>		<b>8,060,864</b>	7,960,116
<b>Current liabilities</b>			
Trade and bills payables	24	1,100,927	1,048,340
Other payables and accruals	25	872,705	896,320
Interest-bearing bank borrowings	26	803,058	1,183,924
Convertible bonds	27	9,660	–
Due to related parties	38	18,791	6,580
Tax payable		126,860	13,899
Provisions	29	119,748	108,020
Derivative financial instruments	27	712	–
<b>Total current liabilities</b>		<b>3,052,461</b>	3,257,083
<b>Net current assets</b>		<b>5,008,403</b>	4,703,033
<b>Total assets less current liabilities</b>		<b>10,490,888</b>	10,417,044



## Consolidated Statement of Financial Position

31 December 2013

	<i>Notes</i>	<b>2013</b> <b>RMB'000</b>	2012 RMB'000
<b>Non-current liabilities</b>			
Deposits for finance leases	16	<b>51,461</b>	39,879
Interest-bearing bank borrowings	26	<b>1,789,396</b>	2,150,643
Convertible bonds	27	–	8,151
Long-term loan notes	28	<b>1,636,165</b>	1,762,203
Long-term liabilities		–	32,138
Deferred tax liabilities	30	<b>86,482</b>	83,644
Provisions	29	<b>13,310</b>	22,682
Derivative financial instruments	27	–	739
Deferred income	31	<b>68,671</b>	72,284
<b>Total non-current liabilities</b>		<b>3,645,485</b>	4,172,363
<b>Net assets</b>		<b>6,845,403</b>	6,244,681
<b>Equity</b>			
<b>Equity attributable to owners of the parent</b>			
Issued capital	32	<b>444,116</b>	444,116
Share premium and reserves	33 (a)	<b>6,178,381</b>	5,798,312
Proposed final dividend	12	<b>220,367</b>	–
		<b>6,842,864</b>	6,242,428
<b>Non-controlling interests</b>		<b>2,539</b>	2,253
<b>Total equity</b>		<b>6,845,403</b>	6,244,681

**Li San Yim**  
DIRECTOR

**Yin Kun Lun**  
DIRECTOR



# Consolidated Statement of Change in Equity

Year Ended 31 December 2013

2013	Attributable to owners of the parent									
	Issued capital	Share premium*	Special reserve*	Non-distributable reserve*	Retained profits*	Exchange fluctuation reserve*	Proposed final dividend	Total	Non controlling interests	Total equity
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
At 1 January 2013	444,116	854,922	355,335	856,630	3,649,370	82,055	-	6,242,428	2,253	6,244,681
Profit for the year	-	-	-	-	480,046	-	-	480,046	286	480,332
Other comprehensive income for the year:										
Exchange differences on translation of foreign operations	-	-	-	-	-	120,390	-	120,390	-	120,390
Total comprehensive income for the year	-	-	-	-	480,046	120,390	-	600,436	286	600,722
Proposed final 2013 dividend	-	-	-	-	(220,367)	-	220,367	-	-	-
Transfer from retained profits	-	-	10,994	390,829	(401,823)	-	-	-	-	-
At 31 December 2013	444,116	854,922	366,329	1,247,459	3,507,226	202,445	220,367	6,842,864	2,539	6,845,403

\* These reserve accounts comprise the consolidated share premium and reserves of RMB6,178,381,000 (2012: RMB5,798,312,000) in the consolidated statement of financial position.



## Consolidated Statement of Change in Equity

Year Ended 31 December 2013

2012	Attributable to owners of the parent									Total equity RMB'000
	Issued capital RMB'000	Share premium* RMB'000	Special reserve* RMB'000	Non-distributable reserve* RMB'000	Retained profits* RMB'000	Exchange fluctuation reserve* RMB'000	Proposed final dividend RMB'000	Total RMB'000	Non controlling interests RMB'000	
At 1 January 2012	444,116	854,922	355,335	798,628	3,555,886	82,055	313,661	6,404,603	2,166	6,406,769
Profit for the year	-	-	-	-	151,486	-	-	151,486	87	151,573
Other comprehensive income for the year:										
Exchange differences on translation of foreign operations	-	-	-	-	-	-	-	-	-	-
Total comprehensive income for the year	-	-	-	-	151,486	-	-	151,486	87	151,573
Final 2011 dividend declared	-	-	-	-	-	-	(313,661)	(313,661)	-	(313,661)
Transfer from retained profits	-	-	-	58,002	(58,002)	-	-	-	-	-
At 31 December 2012	444,116	854,922	355,335	856,630	3,649,370	82,055	-	6,242,428	2,253	6,244,681





## Consolidated Statement of Cash Flows

Year ended 31 December 2013

	Notes	2013 RMB'000	2012 RMB'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before tax		<b>570,782</b>	275,654
Adjustments for:			
Finance costs	6	<b>238,490</b>	341,362
Interest income	5	<b>(62,788)</b>	(37,377)
Impairment of financial assets	7	<b>239,401</b>	82,040
Write-down of inventories to net realisable value		<b>35,224</b>	1,819
Loss on disposal of items of property, plant and equipment	5	<b>16,395</b>	2,957
Depreciation	14	<b>356,676</b>	329,418
Amortisation of land lease payments	15	<b>8,834</b>	6,517
Exchange gain from banks		<b>(2,296)</b>	–
Exchange gain from convertible bonds	5	<b>(2)</b>	(105)
Exchange loss/(gain) from long-term loan notes		<b>604</b>	(4,318)
Exchange gain from bank loans		<b>(12,694)</b>	(3,091)
Fair value gain on the derivative component of convertible bonds	5	–	(778)
Loss on redemption of convertible bonds	5	–	41,354
Loss/(gain) on repurchase of long-term loan notes	5	<b>3,519</b>	(9,504)
		<b>1,392,145</b>	1,025,948
Decrease in inventories		<b>354,356</b>	1,646,676
Increase in trade, bills and other receivables		<b>(551,999)</b>	(289,067)
Decrease in finance lease receivables		<b>255,946</b>	1,016,513
Increase in amounts due from related parties		<b>(338)</b>	(1,595)
Increase/(decrease) in trade, bills and other payables		<b>207,040</b>	(2,130,236)
Increase/(decrease) in provisions		<b>2,356</b>	(45,041)
Increase/(decrease) in amounts due to related parties		<b>12,211</b>	(6,124)
Increase/(decrease) in deposits for finance leases		<b>11,582</b>	(68,147)
Increase in deferred revenue		–	72,284
Cash generated from operations		<b>1,683,299</b>	1,221,211
Interest received		<b>19,287</b>	37,377
Income tax paid		<b>(126,379)</b>	(179,937)
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>		<b>1,576,207</b>	1,078,651



## Consolidated Statement of Cash Flows

Year Ended 31 December 2013

<i>Notes</i>	<b>2013</b> <b>RMB'000</b>	2012 RMB'000
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of items of property, plant and equipment	<b>(241,727)</b>	(558,763)
Purchases of interests in associates	–	(6,793)
Payment for lease premium for land	<b>(4,480)</b>	–
Proceeds from disposal of items of property, plant and equipment	<b>17,545</b>	48,312
Proceeds from disposal of interests in associates	<b>31,015</b>	–
Decrease in deferred revenue	<b>(3,613)</b>	–
Increase in pledged bank deposits	<b>(118,223)</b>	(613,637)
Collection of loan receivables	–	2,120
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(319,483)</b>	(1,128,761)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayment from issue of long-term loan notes	<b>(77,831)</b>	(429,290)
Convertible bonds redeemed	–	(1,125,034)
New bank loans	<b>418,526</b>	3,511,545
Non-derecognised payables	<b>(178,185)</b>	364,785
Repayment of bank loans	<b>(1,078,755)</b>	(2,481,031)
Dividends paid	–	(313,661)
Interest paid	<b>(230,703)</b>	(278,553)
<b>NET CASH FLOWS USED IN FINANCING ACTIVITIES</b>	<b>(1,146,948)</b>	(751,239)
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>109,776</b>	(801,349)
Cash and cash equivalents at beginning of year	<b>883,051</b>	1,684,400
Effect of foreign exchange rate changes, net	<b>2,296</b>	–
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>995,123</b>	883,051



## Statement of Financial Position

31 December 2013

	Notes	2013 RMB'000	2012 RMB'000
<b>Non-current assets</b>			
Property, plant and equipment	14	17,317	19,450
Investments in subsidiaries	17	98,507	130,233
<b>Total non-current assets</b>		<b>115,824</b>	149,683
<b>Current assets</b>			
Due from subsidiaries	17	3,508,234	4,054,799
Other receivables	22	606	626
Cash and cash equivalents	23	45,404	60,337
<b>Total current assets</b>		<b>3,554,244</b>	4,115,762
<b>Current liabilities</b>			
Other payables	25	18,325	13,188
Interest-bearing bank borrowings	26	370,778	543,924
Convertible bonds	27	9,660	–
Derivative financial instruments	27	712	–
<b>Total current liabilities</b>		<b>399,475</b>	557,112
<b>Net current assets</b>		<b>3,154,769</b>	3,558,650
<b>Total assets less current liabilities</b>		<b>3,270,593</b>	3,708,333
<b>Non-current liabilities</b>			
Interest-bearing bank borrowings	26	1,767,896	1,834,143
Convertible bonds	27	–	8,151
Long-term loan notes	28	1,636,165	1,762,203
Derivative financial instruments	27	–	739
<b>Total non-current liabilities</b>		<b>3,404,061</b>	3,605,236
<b>Net (liabilities)/assets</b>		<b>(133,468)</b>	103,097
<b>Equity</b>			
Equity attributable to owners of the parent			
Issued capital	32	444,116	444,116
Share premium and reserves	33 (b)	(577,584)	(341,019)
<b>Total equity</b>		<b>(133,468)</b>	103,097



# Notes to Financial Statements

31 December 2013

## 1. CORPORATE INFORMATION

Lonking Holdings Limited (the "Company") is incorporated in the Cayman Islands under the Companies Law as an exempted company with limited liability under the Companies Law (2000 Revision) Chapter 22 of the Cayman Islands on 11 May 2004 and its shares are listed on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange").

In the opinion of the directors, the holding and the ultimate holding company of the Company is China Longgong Group Holdings Limited, which is incorporated in the British Virgin Islands.

The addresses of the registered office and principal place of business of the Company are disclosed in the introduction to the annual report.

The consolidated financial statements are presented in Renminbi ("RMB"), which is also the functional currency of the Company's subsidiaries.

The principal activities of the Company and its subsidiaries (the "Group") are the manufacture and distribution of wheel loaders, road rollers, excavators, forklifts and other infrastructure machinery and the provision of finance leases for infrastructure machinery.

## 2.1 BASIS OF PREPARATION

These financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") (which include all Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations) issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance. They have been prepared under the historical cost convention, except for derivative financial instruments which have been measured at fair value. These financial statements are presented in RMB and all values are rounded to the nearest thousand except when otherwise indicated.



## Notes to Financial Statements

31 December 2013

### 2.1 BASIS OF PREPARATION *(Continued)*

#### **Basis of consolidation**

The consolidated financial statements include the financial statements of the Company and its subsidiaries (collectively referred to as the "Group") for the year ended 31 December 2013. The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. The results of subsidiaries are consolidated from the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Profit or loss and each component of other comprehensive income are attributed to the owners of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control described in the accounting policy for subsidiaries below. A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises (i) the assets (including goodwill) and liabilities of the subsidiary, (ii) the carrying amount of any non-controlling interest and (iii) the cumulative translation differences recorded in equity; and recognises (i) the fair value of the consideration received, (ii) the fair value of any investment retained and (iii) any resulting surplus or deficit in profit or loss. The Group's share of components previously recognised in other comprehensive income is reclassified to profit or loss or retained profits, as appropriate, on the same basis as would be required if the Group had directly disposed of the related assets or liabilities.



## Notes to Financial Statements

31 December 2013

### 2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The Group has adopted the following new and revised HKFRSs for the first time for the current year's financial statements.

HKFRS 1 Amendments	Amendments to HKFRS 1 <i>First-time Adoption of Hong Kong Financial Reporting Standards – Government Loans</i>
HKFRS 7 Amendments	Amendments to HKFRS 7 <i>Financial Instruments: Disclosures – Offsetting Financial Assets and Financial Liabilities</i>
HKFRS 10	<i>Consolidated Financial Statements</i>
HKFRS 11	<i>Joint Arrangements</i>
HKFRS 12	<i>Disclosure of Interests in Other Entities</i>
HKFRS 10, HKFRS 11 and HKFRS 12 Amendments	Amendments to HKFRS 10, HKFRS 11 and HKFRS 12 – <i>Transition Guidance</i>
HKFRS 13	<i>Fair Value Measurement</i>
HKAS 1 Amendments	Amendments to HKAS 1 <i>Presentation of Financial Statements – Presentation of Items of Other Comprehensive Income</i>
HKAS 19 (2011)	<i>Employee Benefits</i>
HKAS 27 (2011)	<i>Separate Financial Statements</i>
HKAS 28 (2011)	<i>Investments in Associates and Joint Ventures</i>
HKAS 36 Amendments	Amendments to HKAS 36 <i>Impairment of Assets – Recoverable Amount Disclosures for Non-Financial Assets (early adopted)</i>
HK(IFRIC)-Int 20 <i>Annual Improvements 2009-2011 Cycle</i>	<i>Stripping Costs in the Production Phase of a Surface Mine</i> Amendments to a number of HKFRSs issued in June 2012

Other than as further explained below regarding the impact of HKFRS 10, HKFRS 11, HKFRS 12, HKFRS 13, HKAS 19 (2011), amendments to HKFRS 10, HKFRS 11, HKFRS 12, HKAS 1 and HKAS 36, and certain amendments included in *Annual Improvements 2009-2011 Cycle*, the adoption of the new and revised HKFRSs has had no significant financial effect on these financial statements.



## Notes to Financial Statements

31 December 2013

### 2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES (Continued)

The principal effects of adopting these new and revised HKFRSs are as follows:

- (a) HKFRS 10 replaces the portion of HKAS 27 Consolidated and Separate Financial Statements that addresses the accounting for consolidated financial statements and addresses the issues in HK(SIC)-Int 12 *Consolidation – Special Purpose Entities*. It establishes a single control model used for determining which entities are consolidated. To meet the definition of control in HKFRS 10, an investor must have (a) power over an investee, (b) exposure, or rights, to variable returns from its involvement with the investee, and (c) the ability to use its power over the investee to affect the amount of the investor's returns. The changes introduced by HKFRS 10 require management of the Group to exercise significant judgement to determine which entities are controlled.

As a result of the application of HKFRS 10, the Group has changed the accounting policy with respect to determining which investees are controlled by the Group.

The application of HKFRS 10 does not change any of the consolidation conclusions of the Group in respect of its involvement with investees as at 1 January 2013.

- (b) HKFRS 11 replaces HKAS 31 Interests in Joint Ventures and HK(SIC)-Int 13 *Jointly Controlled Entities – Non-Monetary Contributions by Venturers*. It describes the accounting for joint arrangements with joint control. It addresses only two forms of joint arrangements, i.e., joint operations and joint ventures, and removes the option to account for joint ventures using proportionate consolidation. The classification of joint arrangements under HKFRS 11 depends on the parties' rights and obligations arising from the arrangements. A joint operation is a joint arrangement whereby the joint operators have rights to the assets and obligations for the liabilities of the arrangement and is accounted for on a line-by-line basis to the extent of the joint operators' rights and obligations in the joint operation. A joint venture is a joint arrangement whereby the joint venturers have rights to the net assets of the arrangement and is required to be accounted for using the equity method in accordance with HKAS 28 (2011).

The directors of the Company reviewed and assessed the classification of the Group's investments in joint arrangements in accordance with the requirements of HKFRS 11, and concluded that there was no change to the classification of the Group's investments in accordance with the requirements of HKFRS 11.

- (c) HKFRS 12 sets out the disclosure requirements for subsidiaries, associates and structured entities previously included in HKAS 27 *Consolidated and Separate Financial Statements and HKAS 28 Investments in Associates*. It also introduces a number of new disclosure requirements for these entities. Details of the disclosures for subsidiaries and associates are included in notes 17 and 18 to the financial statements.



## Notes to Financial Statements

31 December 2013

### 2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES *(Continued)*

- (d) The HKFRS 10, HKFRS 11 and HKFRS 12 Amendments clarify the transition guidance in HKFRS 10 and provide further relief from full retrospective application of these standards, limiting the requirement to provide adjusted comparative information to only the preceding comparative period. The amendments clarify that retrospective adjustments are only required if the consolidation conclusion as to which entities are controlled by the Group is different between HKFRS 10 and HKAS 27 or HK(SIC)-Int 12 at the beginning of the annual period in which HKFRS 10 is applied for the first time.
- (e) HKFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across HKFRSs. The standard does not change the circumstances in which the Group is required to use fair value, but rather provides guidance on how fair value should be applied where its use is already required or permitted under other HKFRSs. HKFRS 13 is applied prospectively and the adoption has had no material impact on the Group's fair value measurements. As a result of the guidance in HKFRS 13, the policies for measuring fair value have been amended. Additional disclosures required by HKFRS 13 for the fair value measurements of financial instruments are included in note 41 to the financial statements.
- (f) The HKAS 1 Amendments change the grouping of items presented in other comprehensive income ("OCI"). Items that could be reclassified (or recycled) to profit or loss at a future point in time (for example, exchange differences on translation of foreign operations) are presented separately from items which will never be reclassified (for example, the revaluation of land and buildings). The amendments have affected the presentation only and have had no impact on the financial position or performance of the Group. The consolidated statement of comprehensive income has been restated to reflect the changes. In addition, the Group has chosen to use the new title "statement of profit or loss" as introduced by the amendments in these financial statements.
- (g) HKAS 19 (2011) includes a number of amendments that range from fundamental changes to simple clarifications and re-wording. The revised standard introduces significant changes in the accounting for defined benefit pension plans including removing the choice to defer the recognition of actuarial gains and losses. Other changes include modifications to the timing of recognition for termination benefits, the classification of short-term employee benefits and disclosures of defined benefit plans. As the Group does not have any defined benefit plan or employee termination plan and the Group does not have any significant employee benefits that are expected to be settled for more than twelve months after the reporting period, the adoption of the revised standard has had no effect on the financial position or performance of the Group.





## Notes to Financial Statements

31 December 2013

### 2.2 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES *(Continued)*

- (h) The HKAS 36 Amendments remove the unintended disclosure requirement made by HKFRS 13 on the recoverable amount of a cash-generating unit which is not impaired. In addition, the amendments require the disclosure of the recoverable amounts for the assets or cash-generating units for which an impairment loss has been recognised or reversed during the reporting period, and expand the disclosure requirements regarding the fair value measurement for these assets or units if their recoverable amounts are based on fair value less costs of disposal. The amendments are effective retrospectively for annual periods beginning on or after 1 January 2014 with earlier application permitted, provided HKFRS 13 is also applied. The Group has early adopted the amendments in these financial statements. The amendments have had no impact on the financial position or performance of the Group.
- (i) *Annual Improvements to HKFRSs 2009-2011 Cycle* issued in June 2012 sets out amendments to a number of HKFRSs. There are separate transitional provisions for each standard. While the adoption of some of the amendments may result in changes in accounting policies, none of these amendments are expected to have had a significant financial impact on the Group. Details of the key amendments most applicable to the Group are as follows:
- *HKAS 1 Presentation of Financial Statements*: Clarifies the difference between voluntary additional comparative information and the minimum required comparative information. Generally, the minimum required comparative period is the previous period. An entity must include comparative information in the related notes to the financial statements when it voluntarily provides comparative information beyond the previous period. The additional comparative information does not need to contain a complete set of financial statements.

In addition, the amendment clarifies that the opening statement of financial position as at the beginning of the preceding period must be presented when an entity changes its accounting policies; makes retrospective restatements or makes reclassifications, and that change has a material effect on the statement of financial position. However, the related notes to the opening statement of financial position as at the beginning of the preceding period are not required to be presented.



## Notes to Financial Statements

31 December 2013

### 2.3 ISSUED BUT NOT YET EFFECTIVE HONG KONG FINANCIAL REPORTING STANDARDS

The Group has not applied the following new and revised HKFRSs, that have been issued but are not yet effective, in these financial statements.

HKFRS 9	<i>Financial Instruments</i> <sup>3</sup>
HKFRS 9, HKFRS 7 and HKAS 39 Amendments	<i>Hedge Accounting and amendments to HKFRS 9, HKFRS 7 and HKAS 39</i> <sup>3</sup>
HKFRS 10, HKFRS 12 and HKAS 27 (2011) Amendments	Amendments to HKFRS 10, HKFRS 12 and HKAS 27 (2011) – <i>Investment Entities</i> <sup>1</sup>
HKAS 19 Amendments	Amendments to HKAS 19 <i>Employee Benefits</i> – <i>Defined Benefit Plans: Employee Contributions</i> <sup>2</sup>
HKAS 32 Amendments	Amendments to HKAS 32 <i>Financial Instruments: Presentation</i> – <i>Offsetting Financial Assets and Financial Liabilities</i> <sup>1</sup>
HKAS 39 Amendments	Amendments to HKAS 39 <i>Financial Instruments: Recognition and Measurement</i> – <i>Novation of Derivatives and Continuation of Hedge Accounting</i> <sup>1</sup>
HK(IFRIC)-Int 21 <i>Annual Improvements 2010-2012 Cycle</i>	<i>Levies</i> <sup>1</sup>
<i>Annual Improvements 2011-2013 Cycle</i>	Amendments to a number of HKFRSs issued in January 2014 <sup>2</sup>
HKFRS 14	Amendments to a number of HKFRSs issued in January 2014 <sup>2</sup>
	<i>Regulatory Deferral Accounts</i> <sup>4</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2014

<sup>2</sup> Effective for annual periods beginning on or after 1 July 2014

<sup>3</sup> No mandatory effective date yet determined but is available for adoption

Further information about those HKFRSs that are expected to be applicable to the Group is as follows:

HKFRS 9 issued in November 2009 is the first part of phase 1 of a comprehensive project to entirely replace HKAS 39 *Financial Instruments: Recognition and Measurement*. This phase focuses on the classification and measurement of financial assets. Instead of classifying financial assets into four categories, an entity shall classify financial assets as subsequently measured at either amortised cost or fair value, on the basis of both the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. This aims to improve and simplify the approach for the classification and measurement of financial assets compared with the requirements of HKAS 39.



## Notes to Financial Statements

31 December 2013

### 2.3 ISSUED BUT NOT YET EFFECTIVE HONG KONG FINANCIAL REPORTING STANDARDS *(Continued)*

In November 2010, the HKICPA issued additions to HKFRS 9 to address financial liabilities (the "Additions") and incorporated in HKFRS 9 the current derecognition principles of financial instruments of HKAS 39. Most of the Additions were carried forward unchanged from HKAS 39, while changes were made to the measurement of financial liabilities designated at fair value through profit or loss using the fair value option ("FVO"). For these FVO liabilities, the amount of change in the fair value of a liability that is attributable to changes in credit risk must be presented in other comprehensive income ("OCI"). The remainder of the change in fair value is presented in profit or loss, unless presentation of the fair value change in respect of the liability's credit risk in OCI would create or enlarge an accounting mismatch in profit or loss. However, loan commitments and financial guarantee contracts which have been designated under the FVO are scoped out of the Additions.

In December 2013, the HKICPA added to HKFRS 9 the requirements related to hedge accounting and made some related changes to HKAS 39 and HKFRS 7 which include the corresponding disclosures about risk management activity for applying hedge accounting. The amendments to HKFRS 9 relax the requirements for assessing hedge effectiveness which result in more risk management strategies being eligible for hedge accounting. The amendments also allow greater flexibility on the hedged items and relax the rules on using purchased options and non-derivative financial instruments as hedging instruments. In addition, the amendments to HKFRS 9 allow an entity to apply only the improved accounting for own credit risk-related fair value gains and losses arising on FVO liabilities as introduced in 2010 without applying the other HKFRS 9 requirements at the same time.

HKAS 39 is aimed to be replaced by HKFRS 9 in its entirety. Before this entire replacement, the guidance in HKAS 39 on impairment of financial assets continues to apply. The previous mandatory effective date of HKFRS 9 was removed by the HKICPA in December 2013 and a mandatory effective date will be determined after the entire replacement of HKAS 39 is completed. However, the standard is available for application now. The Group will quantify the effect in conjunction with other phases, when the final standard including all phases is issued.

Amendments to HKFRS 10 include a definition of an investment entity and provide an exception to the consolidation requirement for entities that meet the definition of an investment entity. Investment entities are required to account for subsidiaries at fair value through profit or loss in accordance with HKFRS 9 rather than consolidate them. Consequential amendments were made to HKFRS 12 and HKAS 27 (2011). The amendments to HKFRS 12 also set out the disclosure requirements for investment entities. The Group expects that these amendments will not have any impact on the Group as the Company is not an investment entity as defined in HKFRS 10.



## Notes to Financial Statements

31 December 2013

### **2.3 ISSUED BUT NOT YET EFFECTIVE HONG KONG FINANCIAL REPORTING STANDARDS** *(Continued)*

The HKAS 32 Amendments clarify the meaning of “currently has a legally enforceable right to set off” for offsetting financial assets and financial liabilities. The amendments also clarify the application of the offsetting criteria in HKAS 32 to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. The amendments are not expected to have any impact on the financial position or performance of the Group upon adoption on 1 January 2014.

### **2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

#### **Subsidiaries**

A subsidiary is an entity (including a structured entity), directly or indirectly, controlled by the Company. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee (i.e., existing rights that give the Group the current ability to direct the relevant activities of the investee).

When the Company has, directly or indirectly, less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- (a) the contractual arrangement with the other vote holders of the investee;
- (b) rights arising from other contractual arrangements; and
- (c) the Group’s voting rights and potential voting rights.

The results of subsidiaries are included in the Company’s statement of profit or loss to the extent of dividends received and receivable. The Company’s investments in subsidiaries that are not classified as held for sale in accordance with HKFRS 5 are stated at cost less any impairment losses.

#### **Investments in associates**

An associate is an entity in which the Group has a long term interest of generally not less than 20% of the equity voting rights and over which it is in a position to exercise significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Investments in associates** *(Continued)*

The Group's investments in associates are stated in the consolidated statement of financial position at the Group's share of net assets under the equity method of accounting, less any impairment losses.

Adjustments are made to bring into line any dissimilar accounting policies that may exist.

The Group's share of the post-acquisition results and other comprehensive income of associates is included in the consolidated statement of profit or loss and consolidated other comprehensive income, respectively. In addition, when there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes, when applicable, in the consolidated statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and its associates are eliminated to the extent of the Group's investments in the associates, except where unrealised losses provide evidence of an impairment of the asset transferred.

The results of associates are included in the Company's statement of profit or loss to the extent of dividends received and receivable. The Company's investments in associates are treated as non-current assets and are stated at cost less any impairment losses.

#### **Fair value measurement**

The Group measures its investment properties, derivative financial instruments and equity investments at fair value at the end of each reporting period. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market for the asset or liability, or in the absence of a principal market, in the most advantageous market for the asset or liability. The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Fair value measurement** *(Continued)*

- Level 1 – based on quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is observable, either directly or indirectly
- Level 3 – based on valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### **Impairment of non-financial assets**

Where an indication of impairment exists, or when annual impairment testing for an asset is required (other than inventories and financial assets), the asset's recoverable amount is estimated. An asset's recoverable amount is the higher of the asset's or cash-generating unit's value in use and its fair value less costs of disposal, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case the recoverable amount is determined for the cash-generating unit to which the asset belongs.

An impairment loss is recognised only if the carrying amount of an asset exceeds its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. An impairment loss is charged to the statement of profit or loss in the period in which it arises in those expense categories consistent with the function of the impaired asset.

An assessment is made at the end of each reporting period as to whether there is an indication that previously recognised impairment losses may no longer exist or may have decreased. If such an indication exists, the recoverable amount is estimated. A previously recognised impairment loss of an asset other than goodwill is reversed only if there has been a change in the estimates used to determine the recoverable amount of that asset, but not to an amount higher than the carrying amount that would have been determined (net of any depreciation/amortisation) had no impairment loss been recognised for the asset in prior years. A reversal of such an impairment loss is credited to the statement of profit or loss in the period in which it arises, unless the asset is carried at a revalued amount, in which case the reversal of the impairment loss is accounted for in accordance with the relevant accounting policy for that revalued asset.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Related parties**

A party is considered to be related to the Group if:

- (a) the party is a person or a close member of that person's family and that person
  - (i) has control or joint control over the Group;
  - (ii) has significant influence over the Group; or
  - (iii) is a member of the key management personnel of the Group or of a parent of the Group;

or

- (b) the party is an entity where any of the following conditions applies:
  - (i) the entity and the Group are members of the same group;
  - (ii) one entity is an associate or joint venture of the other entity (or of a parent, subsidiary or fellow subsidiary of the other entity);
  - (iii) the entity and the Group are joint ventures of the same third party;
  - (iv) one entity is a joint venture of a third entity and the other entity is an associate of the third entity;
  - (v) the entity is a post-employment benefit plan for the benefit of employees of either the Group or an entity related to the Group;
  - (vi) the entity is controlled or jointly controlled by a person identified in (a); and
  - (vii) a person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Property, plant and equipment and depreciation**

Property, plant and equipment, other than construction in progress, are stated at cost less accumulated depreciation and any impairment losses. The cost of an item of property, plant and equipment comprises its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

Expenditure incurred after items of property, plant and equipment have been put into operation, such as repairs and maintenance, is normally charged to the statement of profit or loss in the period in which it is incurred. In situations where the recognition criteria are satisfied, the expenditure for a major inspection is capitalised in the carrying amount of the asset as a replacement. Where significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognises such parts as individual assets with specific useful lives and depreciates them accordingly.

Depreciation is calculated on the straight-line basis to write off the cost of each item of property, plant and equipment to its residual value over its estimated useful life. The principal annual rates used for this purpose are as follows:

Buildings	3% to 19%
Plant and machinery	9% to 32%
Motor vehicles	10% to 19%
Furniture and fixtures	9% to 32%

Where parts of an item of property, plant and equipment have different useful lives, the cost of that item is allocated on a reasonable basis among the parts and each part is depreciated separately. Residual values, useful lives and the depreciation method are reviewed, and adjusted if appropriate, at least at each financial year end.

An item of property, plant and equipment including any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on disposal or retirement recognised in the statement of profit or loss in the year the asset is derecognised is the difference between the net sales proceeds and the carrying amount of the relevant asset.

Construction in progress represents buildings and machinery under construction or installation, which are stated at cost less any impairment losses, and are not depreciated. Cost comprises the direct costs of construction and installation, and capitalised borrowing costs on related borrowed funds during the period of construction. Construction in progress is reclassified to the appropriate category of property, plant and equipment when completed and ready for use.





## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Intangible assets (other than goodwill)**

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is the fair value at the date of acquisition. The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are subsequently amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year end.

#### *Research and development costs*

All research costs are charged to the statement of profit or loss as incurred.

Expenditure incurred on projects to develop new products is capitalised and deferred only when the Group can demonstrate the technical feasibility of completing the intangible asset so that it will be available for use or sale, its intention to complete and its ability to use or sell the asset, how the asset will generate future economic benefits, the availability of resources to complete the project and the ability to measure reliably the expenditure during the development. Product development expenditure which does not meet these criteria is expensed when incurred.

#### **Leases**

Leases that transfer substantially all the rewards and risks of ownership of assets to the Group, other than legal title, are accounted for as finance leases. At the inception of a finance lease, the cost of the leased asset is capitalised at the present value of the minimum lease payments and recorded together with the obligation, excluding the interest element, to reflect the purchase and financing.

Leases where substantially all the rewards and risks of ownership of assets remain with the lessor are accounted for as operating leases. Where the Group is the lessor, assets leased by the Group under operating leases are included in non-current assets, and rentals receivable under the operating leases are credited to the statement of profit or loss on the straight-line basis over the lease terms. Where the Group is the lessee, rentals payable under operating leases net of any incentives received from the lessor are charged to the statement of profit or loss on the straight-line basis over the lease terms.

Prepaid land lease payments under operating leases are initially stated at cost and subsequently recognised on the straight-line basis over the lease terms.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Investments and other financial assets**

##### *Initial recognition and measurement*

Financial assets are classified, at initial recognition, as loans and receivables or as derivatives designated as hedging instruments in an effective hedge, as appropriate. When financial assets are recognised initially, they are measured at fair value plus transaction costs that are attributable to the acquisition of the financial assets, except in the case of financial assets recorded at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the trade date, that is, the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace.

##### *Subsequent measurement*

The subsequent measurement of financial assets depends on classification as follows:

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such assets are subsequently measured at amortised cost using the effective interest rate method less any allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and includes fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in other income and gains in the statement of profit or loss. The loss arising from impairment is recognised in the statement of profit or loss in finance costs for loans and in other expenses for receivables.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Derecognition of financial assets**

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

- the rights to receive cash flows from the asset have expired; or
- the Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risk and rewards of ownership of the asset. When it has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

#### **Impairment of financial assets**

The Group assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that occurred after the initial recognition of the asset have an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that a debtor or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Impairment of financial assets** *(Continued)*

##### *Financial assets carried at amortised cost*

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition).

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the statement of profit or loss. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans and receivables together with any associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group.

If, in a subsequent period, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to other expenses in the statement of profit or loss.

#### **Financial liabilities**

##### *Initial recognition and measurement*

Financial liabilities are classified, at initial recognition, as loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

The Group's financial liabilities include trade and bills payables, amounts due to related parties, derivative financial instruments, interest-bearing bank borrowings, deposits for finance leases, convertible bonds and financial liabilities included in other payables and accruals.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Financial liabilities** *(Continued)*

##### *Subsequent measurement*

The subsequent measurement of financial liabilities depends on their classification as follows:

##### *Loans and borrowings*

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost, using the effective interest rate method unless the effect of discounting would be immaterial, in which case they are stated at cost. Gains and losses are recognised in the statement of profit or loss when the liabilities are derecognised as well as through the effective interest rate amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in the statement of profit or loss.

##### *Financial guarantee contracts*

Financial guarantee contracts issued by the Group are those contracts that require a payment to be made to reimburse the holder for a loss it incurs because the specified debtor fails to make a payment when due in accordance with the terms of a debt instrument. A financial guarantee contract is recognised initially as a liability at its fair value, adjusted for transaction costs that are directly attributable to the issuance of the guarantee. Subsequent to initial recognition, the Group measures the financial guarantee contract at the higher of: (i) the amount of the best estimate of the expenditure required to settle the present obligation at the end of the reporting period; and (ii) the amount initially recognised less, when appropriate, cumulative amortisation.

##### *Convertible bonds*

The component of convertible bonds that exhibits characteristics of a liability is recognised as a liability in the statement of financial position, net of transaction costs. On issuance of convertible bonds, the fair value of the liability component is determined using a market rate for an equivalent non-convertible bond; and this amount is carried as a long term liability on the amortised cost basis until extinguished on conversion or redemption. The remainder of the proceeds is allocated to the conversion option that is recognised and included in shareholders' equity, net of transaction costs. The carrying amount of the conversion option is not remeasured in subsequent years. Transaction costs are apportioned between the liability and equity components of the convertible bonds based on the allocation of proceeds to the liability and equity components when the instruments are first recognised.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Financial liabilities** *(Continued)*

##### *Convertible bonds (Continued)*

If the conversion option of convertible bonds exhibits characteristics of an embedded derivative, it is separated from its liability component. On initial recognition, the derivative component of the convertible bonds is measured at fair value and presented as part of derivative financial instruments. Any excess of proceeds over the amount initially recognised as the derivative component is recognised as the liability component. Transaction costs are apportioned between the liability and derivative components of the convertible bonds based on the allocation of proceeds to the liability and derivative components when the instruments are initially recognised. The portion of the transaction costs relating to the liability component is recognised initially as part of the liability. The portion relating to the derivative component is recognised immediately in the statement of profit or loss.

#### **Derecognition of financial liabilities**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and a recognition of a new liability, and the difference between the respective carrying amounts is recognised in the statement of profit or loss.

#### **Inventories**

Inventories are stated at the lower of cost and net realisable value. Cost is determined on the weighted average basis and, in the case of work in progress and finished goods, comprises direct materials, direct labour and an appropriate proportion of overheads. Net realisable value is based on estimated selling prices less any estimated costs to be incurred to completion and disposal.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Cash and cash equivalents**

For the purpose of the consolidated statement of cash flows, cash and cash equivalents comprise cash on hand and demand deposits, and short term highly liquid investments that are readily convertible into known amounts of cash, are subject to an insignificant risk of changes in value, and have a short maturity of generally within three months when acquired, less bank overdrafts which are repayable on demand and form an integral part of the Group's cash management.

For the purpose of the statement of financial position, cash and cash equivalents comprise cash on hand and at banks, including term deposits, and assets similar in nature to cash, which are not restricted as to use.

#### **Provisions**

A provision is recognised when a present obligation (legal or constructive) has arisen as a result of a past event and it is probable that a future outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation.

When the effect of discounting is material, the amount recognised for a provision is the present value at the end of the reporting period of the future expenditures expected to be required to settle the obligation. The increase in the discounted present value amount arising from the passage of time is included in finance costs in the statement of profit or loss.

Provisions for product warranties granted by the Group on certain products are recognised based on sales volume and past experience of the level of repairs and returns, discounted to their present values as appropriate.

#### **Income tax**

Income tax comprises current and deferred tax. Income tax relating to items recognised outside profit or loss is recognised outside profit or loss, either in other comprehensive income or directly in equity.

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period, taking into consideration interpretations and practices prevailing in the countries in which the Group operates.

Deferred tax is provided, using the liability method, on all temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Income tax** *(Continued)*

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries and associates, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, the carryforward of unused tax credits and any unused tax losses. Deferred tax assets are recognised, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, the carryforward of unused tax credits and unused tax losses can be utilised, except:

- when the deferred tax asset relating to the deductible temporary differences arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries and associates, deferred tax assets are only recognised to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.





## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Government grants**

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the costs which it is intended to compensate, are expensed.

Where the grant relates to an asset, the fair value is credited to a deferred income account and is released to the statement of profit or loss over the expected useful life of the relevant asset by equal annual instalments.

#### **Revenue recognition**

Revenue is recognised when it is probable that the economic benefits will flow to the Group and when the revenue can be measured reliably, on the following bases:

- (a) from the sale of goods, when the significant risks and rewards of ownership have been transferred to the buyer, provided that the Group maintains neither managerial involvement to the degree usually associated with ownership, nor effective control over the goods sold; and
- (b) interest income, on an accrual basis using the effective interest method by applying the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or a shorter period, when appropriate, to the net carrying amount of the financial asset.

#### **Employee benefits**

##### *Pension scheme*

The employees of the Group's subsidiaries which operate in Mainland China are required to participate in a central pension scheme operated by the local municipal government. The subsidiaries are required to contribute a percentage of their payroll costs to the central pension scheme. The contributions are charged to the statement of profit or loss as they become payable in accordance with the rules of the central pension scheme.



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, i.e., assets that necessarily take a substantial period of time to get ready for their intended use or sale, are capitalised as part of the cost of those assets. The capitalisation of such borrowing costs ceases when the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs capitalised. All other borrowing costs are expensed in the period in which they are incurred. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

#### **Dividends**

Final dividends proposed by the directors are classified as a separate allocation of retained profits within the equity section of the statement of financial position, until they have been approved by the shareholders in a general meeting. When these dividends have been approved by the shareholders and declared, they are recognised as a liability.

Interim dividends are simultaneously proposed and declared, because the Company's memorandum and articles of association grant the directors the authority to declare interim dividends. Consequently, interim dividends are recognised immediately as a liability when they are proposed and declared.

#### **Foreign currencies**

These financial statements are presented in RMB, which is the Company's functional and presentation currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Foreign currency transactions recorded by the entities in the Group are initially recorded using their respective functional currency rates prevailing at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency rates of exchange ruling at the end of the reporting period. Differences arising on settlement or translation of monetary items are recognised in the statement of profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured. The gain or loss arising on translation of a non-monetary item measured at fair value is treated in line with the recognition of the gain or loss on change in fair value of the item (i.e., translation difference on the item whose fair value gain or loss is recognised in other comprehensive income or profit or loss is also recognised in other comprehensive income or profit or loss, respectively).



## Notes to Financial Statements

31 December 2013

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES *(Continued)*

#### **Foreign currencies** *(Continued)*

The functional currencies of certain overseas subsidiaries are currencies other than RMB. As at the end of the reporting period, the assets and liabilities of these entities are translated into the presentation currency of the Company at the exchange rates prevailing at the end of the reporting period and their statements of profit or loss are translated into RMB at the weighted average exchange rates for the year.

The resulting exchange differences are recognised in other comprehensive income and accumulated in the exchange fluctuation reserve. On disposal of a foreign operation, the component of other comprehensive income relating to that particular foreign operation is recognised in the statement of profit or loss.

### 3. SIGNIFICANT ACCOUNTING ESTIMATES

The preparation of the Group's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and their accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amounts of the assets or liabilities affected in the future.

#### **Estimation uncertainty**

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

#### ***Current income tax***

The Group is subject to income taxes in numerous jurisdictions in the PRC. As a result of the fact that certain matters relating to the income taxes have not been confirmed by the local taxation authorities, objective estimates and judgements based on currently enacted tax laws, regulations and other related policies are required in determining the provision of corporate income taxes. Where the final tax outcome of these matters is different from the amounts originally recorded, the differences will impact the corporate income tax and tax provisions in the period in which the differences are realised.



## Notes to Financial Statements

31 December 2013

### 3. SIGNIFICANT ACCOUNTING ESTIMATES *(Continued)*

#### **Estimation uncertainty** *(Continued)*

##### *Impairment of non-financial assets (other than goodwill)*

The Group assesses whether there are any indicators of impairment for all non-financial assets at the end of each reporting period. Other non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable. An impairment exists when the carrying value of an asset or a cash-generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use. The calculation of the fair value less costs of disposal is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. When value in use calculations are undertaken, management must estimate the expected future cash flows from the asset or cash-generating unit and choose a suitable discount rate in order to calculate the present value of those cash flows.

##### *Deferred tax assets*

Deferred tax assets are recognised for unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies. The carrying value of deferred tax assets relating to recognised tax losses at 31 December 2013 was RMB45,515,000 (2012: RMB37,258,000). The amount of unrecognised tax losses at 31 December 2013 was RMB64,677,000 (2012: RMB47,646,000). Further details are contained in note 30 to the financial statements.

##### *Deferred tax liabilities*

Deferred tax liabilities are recognised for withholding corporate income taxes relating to the unremitted earnings of the Group's subsidiaries established in Mainland China that are subject to withholding taxes. Significant management judgement is required to determine the amount of deferred tax liabilities, based upon the likely distribution level of such earnings from these subsidiaries in the foreseeable future. The carrying value of deferred tax liabilities arising from the withholding tax associated with the investments in subsidiaries in Mainland China for the year ended 31 December 2013 was RMB80,140,000 (31 December 2012: RMB75,723,000). Further details are contained in note 30 to the financial statements.



## Notes to Financial Statements

31 December 2013

### 3. SIGNIFICANT ACCOUNTING ESTIMATES *(Continued)*

#### **Estimation uncertainty** *(Continued)*

##### *Impairment of trade and bills receivables, and finance lease receivables*

The Group maintains an allowance for the estimated loss arising from the inability of its customers to make the required payments. The Group makes its estimates based on the ageing of its receivable balances, customers' creditworthiness, and historical write-off experience. If the financial condition of its customers deteriorates such that the actual impairment loss might be higher than expected, the Group would be required to revise the basis for making the allowance and its future results would be affected.

##### *Net realisable value of inventories*

Net realisable value of an inventory is the estimated selling price in the ordinary course of business, less estimated costs to be incurred to completion and disposal. These estimates are based on the current market condition and the historical experience of selling products of a similar nature which could change significantly as a result of changes in customer taste or competitor actions in response to severe consumer product industry cycles. Management reassesses these estimates at each reporting date.

##### *Provision for warranty costs*

As explained in note 29, the Group offers an 18 months' warranty for the excavators and a 12 months' warranty for the wheel loaders, road rollers, forklifts, during which free warranty service for the repair and maintenance of parts and components under normal usage is provided to the customers. The provision for warranty costs is based on the historical experience and statistics. As at 31 December 2013, the carrying amount of provision for warranty costs was RMB133,058,000 (31 December 2012: RMB130,702,000).

##### *Fair value of the derivatives*

The directors of the Company use their judgement in selecting appropriate valuation techniques for derivative financial instruments, where the valuation techniques are those commonly applied by market practitioners. Assumptions are made based on market statistics and adjusted for specific features of the instruments. The carrying amount of the derivative instruments was RMB712,000 (31 December 2012: RMB739,000). Details of the derivative financial instruments and the assumptions used are disclosed in note 27.



## Notes to Financial Statements

31 December 2013

### 4. OPERATING SEGMENT INFORMATION

For management purposes, the Group is organised into business units based on their products and services and has two reportable operating segments as follows:

- (a) the sale of construction machinery
- (b) the finance lease of construction machinery

Management monitors the results of the Group's operating segments separately for the purpose of making decisions about resources allocation and performance assessment. Segment performance is evaluated based on reportable segment profit, which is a measure of adjusted profit before tax from continuing operations. The adjusted profit before tax from continuing operations is measured consistently with the Group's profit before tax from continuing operations except that interest income, finance costs, fair value gains or losses from the Group's financial instruments as well as head office and corporate expenses are excluded from such measurement.

Segment assets exclude part of deferred tax assets, pledged deposits, cash and cash equivalents, and other unallocated head office and corporate assets as these assets are managed on a group basis.

Segment liabilities exclude part of derivative financial instruments, interest-bearing bank borrowings and long-term loan notes, convertible bonds, income tax payable, deferred tax liabilities and other unallocated head office and corporate liabilities as these liabilities are managed on a group basis.

Intersegment sales and transfers are transacted with reference to the selling prices used for sales made to third parties at the then prevailing market prices.



## Notes to Financial Statements

31 December 2013

### 4. OPERATING SEGMENT INFORMATION *(Continued)*

Year ended 31 December 2013

SEGMENT REVENUE AND RESULTS

	Sale of construction machinery RMB'000	Finance lease of construction machinery RMB'000	Total RMB'000
<b>Segment revenue</b>	<b>8,109,319</b>	<b>48,204</b>	<b>8,157,523</b>
Segment results	<b>710,304</b>	<b>34,744</b>	<b>745,048</b>
Reconciliation:			
Interest income			<b>62,788</b>
Unallocated other income and gains			<b>6,561</b>
Corporate and other unallocated expenses			<b>(5,125)</b>
Finance costs			<b>(238,490)</b>
<b>Profit before tax</b>			<b>570,782</b>
<b>Segment assets</b>	<b>13,322,617</b>	<b>57,870</b>	<b>13,380,487</b>
Corporate and other unallocated assets			<b>162,862</b>
<b>Total assets</b>			<b>13,543,349</b>
<b>Segment liabilities</b>	<b>2,248,523</b>	<b>220,861</b>	<b>2,469,384</b>
Corporate and other unallocated liabilities			<b>4,228,562</b>
<b>Total liabilities</b>			<b>6,697,946</b>
<b>OTHER SEGMENT INFORMATION</b>			
Impairment losses recognised in the statement of profit or loss	<b>283,436</b>	<b>–</b>	<b>283,436</b>
Impairment losses reversed in the statement of profit or loss	<b>(8,811)</b>	<b>–</b>	<b>(8,811)</b>
Depreciation and amortisation	<b>363,505</b>	<b>2,005</b>	<b>365,510</b>
Investments in associates	<b>6,000</b>	<b>–</b>	<b>6,000</b>
Capital expenditure*	<b>321,606</b>	<b>–</b>	<b>321,606</b>

\* Capital expenditure consists of additions to property, plant and equipment and intangible assets including assets from the acquisition of a subsidiary.



## Notes to Financial Statements

31 December 2013

### 4. OPERATING SEGMENT INFORMATION *(Continued)*

Year ended 31 December 2012

#### SEGMENT REVENUE AND RESULTS

	Sale of construction machinery RMB'000	Finance lease of construction machinery RMB'000	Total RMB'000
<b>Segment revenue</b>	7,791,273	104,691	7,895,964
Segment results	514,039	69,035	583,074
Reconciliation:			
Interest income			37,377
Unallocated other income and gains			1,697
Corporate and other unallocated expenses			(5,132)
Finance costs			(341,362)
<b>Profit before tax</b>			<b>275,654</b>
<b>Segment assets</b>	12,532,111	1,030,248	13,562,359
Corporate and other unallocated assets			111,768
<b>Total assets</b>			<b>13,674,127</b>
Segment liabilities	2,699,253	484,201	3,183,454
Corporate and other unallocated liabilities			4,245,992
<b>Total liabilities</b>			<b>7,429,446</b>

#### OTHER SEGMENT INFORMATION

Impairment losses recognised in the statement of profit or loss	92,715	–	92,715
Impairment losses reversed in the statement of profit or loss	(5,398)	(3,458)	(8,856)
Depreciation and amortisation	334,084	1,851	335,935
Investments in associates	66,011	–	66,011
Capital expenditure	687,497	852	688,349





## Notes to Financial Statements

31 December 2013

### 4. OPERATING SEGMENT INFORMATION *(Continued)*

#### Revenue derived from major products and services

The following is an analysis of the Group's revenue derived from its major products and services:

	2013		2012	
	RMB'000	%	RMB'000	%
Wheel loaders	<b>5,320,211</b>	<b>65.2</b>	5,160,573	65.4
Excavators	<b>781,490</b>	<b>9.6</b>	880,070	11.1
Road rollers	<b>119,607</b>	<b>1.5</b>	114,561	1.5
Fork lifts	<b>982,719</b>	<b>12.0</b>	818,951	10.4
Others	<b>905,292</b>	<b>11.1</b>	817,118	10.3
Subtotal	<b>8,109,319</b>	<b>99.4</b>	7,791,273	98.7
Finance lease interest income	<b>48,204</b>	<b>0.6</b>	104,691	1.3
Total	<b>8,157,523</b>	<b>100</b>	7,895,964	100

There is no single customer from whom the revenue derived accounted for 10% or more of the total revenue of the Group.

#### Geographical information

The Group's operations are substantially located in Mainland China and substantially all non-current assets of the Group are located in Mainland China. Therefore no further analysis of geographical information is presented.



## Notes to Financial Statements

31 December 2013

### 5. OTHER INCOME, FINANCE INCOME AND OTHER GAINS AND LOSSES

	Group	
	2013	2012
	RMB'000	RMB'000
<b>Finance income</b>		
Bank interest income	62,788	37,377
<b>Other income</b>		
Government grants	27,276	40,763
Penalty income	11,851	4,190
Others	5,687	1,363
	<b>44,814</b>	<b>46,316</b>
<b>Other gains and losses</b>		
Foreign exchange gains	10,078	32,664
Exchange gain from convertible bonds	2	105
Allowance for doubtful debts ( <i>note 7</i> )	(239,401)	(82,040)
Loss on disposal of items of property, plant and equipment	(16,395)	(2,957)
(Loss)/gain on repurchase of long-term loan notes	(3,519)	9,504
Fair value gain on the derivative component of convertible bonds	-	778
Loss on redemption of convertible bonds	-	(41,354)
	<b>(249,235)</b>	<b>(83,300)</b>



## Notes to Financial Statements

31 December 2013

### 6. FINANCE COSTS

An analysis of finance costs from continuing operations is as follows:

	Group	
	2013	2012
	RMB'000	RMB'000
Interest on bank borrowings wholly repayable within five years	<b>88,820</b>	130,013
Interest on long-term loan notes	<b>147,890</b>	182,112
Interest on convertible bonds ( <i>note 27</i> )	<b>1,780</b>	64,849
Total interest expense on financial liabilities not at fair value through profit or loss	<b>238,490</b>	376,974
Less: interest capitalised	-	(35,612)
	<b>238,490</b>	341,362



## Notes to Financial Statements

31 December 2013

### 7. PROFIT BEFORE TAX

The Group's profit before tax is arrived at after charging/(crediting):

	2013 RMB'000	2012 RMB'000
Cost of inventories sold	6,233,923	6,366,750
Depreciation ( <i>note 14</i> )	356,676	329,418
Amortisation of prepaid land lease payments ( <i>note 15</i> )	8,834	6,517
Research and development costs	315,121	268,030
Auditors' remuneration	2,993	2,440
Employee benefit expense (excluding directors' remuneration ( <i>note 8</i> ))		
Wages and salaries	419,826	379,866
Contributions to a retirement benefit scheme	33,075	40,880
<b>Total staff costs</b>	<b>452,901</b>	<b>420,746</b>
Foreign exchange differences, net	10,080	32,769
Impairment/(reversal of impairment) of financial assets		
– trade receivables ( <i>note 21</i> )	47,054	32,078
– other receivables ( <i>note 22</i> )	192,347	50,062
– finance lease receivables ( <i>note 16</i> )	–	(100)
	<b>239,401</b>	<b>82,040</b>
Write-down of inventories to net realisable value	35,224	1,819
Product warranty provision	124,847	167,986
Loss on redemption of convertible bonds	–	41,354
Loss/(gain) on repurchase of long-term loan notes	3,519	(9,504)
Fair value gain on the derivative component of convertible bonds	–	(778)
Bank interest income	(62,788)	(37,377)
Loss on disposal of items of property, plant and equipment	16,395	2,957



## Notes to Financial Statements

31 December 2013

### 8. DIRECTORS' REMUNERATION

Directors' remuneration for the year, disclosed pursuant to the Listing Rules and Section 161 of the Hong Kong Companies Ordinance, is as follows:

	Group	
	2013 RMB'000	2012 RMB'000
Fees	1,600	1,500
Other emoluments:		
Salaries, allowances and discretionary bonuses	7,447	15,068
Pension scheme contributions	35	34
	<b>7,482</b>	15,102
	<b>9,082</b>	16,602

#### (a) Independent non-executive directors

The fees paid to independent non-executive directors during the year were as follows:

	2013 RMB'000	2012 RMB'000
Dr. Qian Shizheng	200	100
Mr. Han Xuesong*	-	100
Mr. Pan Longqing	100	100
Mr. Jin Zhiguo*	100	-
Mr Wu Jianming*	-	-
	<b>400</b>	300

\* Mr. Han Xuesong resigned as an independent non-executive director of the Company with effect from 28 May 2013 and was replaced by Mr. Jin Zhiguo. Mr. Wu Jianming was appointed as an independent non-executive director of the Company with effect from 27 August 2013.

There were no other emoluments payable to the independent non-executive directors during the year (2012: Nil).



## Notes to Financial Statements

31 December 2013

### 8. DIRECTORS' REMUNERATION (Continued)

#### (b) Executive directors and a non-executive director

	Fees RMB'000	Salaries and allowances RMB'000	Discretionary bonuses RMB'000	Pension scheme contributions RMB'000	Total remuneration RMB'000
<b>2013</b>					
Executive directors:					
Mr. Li San Yim	-	2,000	-	-	2,000
Mr. Qiu Debo	-	1,000	601	7	1,608
Mr. Luo Jianru	-	600	284	7	891
Mr. Yin Kunlun	-	400	-	7	407
Mr. Chen Chao	-	600	361	7	968
Mr. Zheng Kewen	-	600	361	7	968
Mr. Lin Zhong Ming	-	400	240	-	640
		5,600	1,847	35	7,482
Non-executive director:					
Ms. Ngai Ngan Ying	1,200	-	-	-	1,200
	1,200	5,600	1,847	35	8,682



## Notes to Financial Statements

31 December 2013

### 8. DIRECTORS' REMUNERATION (Continued)

#### (b) Executive directors and a non-executive director (Continued)

	Fees RMB'000	Salaries and allowances RMB'000	Discretionary bonuses RMB'000	Pension scheme contributions RMB'000	Total remuneration RMB'000
2012					
Executive directors:					
Mr. Li San Yim	–	2,000	–	–	2,000
Mr. Qiu Debo	–	1,000	4,437	7	5,444
Mr. Luo Jianru	–	600	1,479	7	2,086
Mr. Yin Kunlun*	–	400	–	6	406
Ms. Fang Deqin*	–	150	1,479	–	1,629
Mr. Chen Chao	–	600	1,479	7	2,086
Mr. Zheng Kewen	–	600	–	7	607
Mr. Lin Zhong Ming	–	400	444	–	844
	–	5,750	9,318	34	15,102
Non-executive director:					
Ms. Ngai Ngan Ying	1,200	–	–	–	1,200
	1,200	5,750	9,318	34	16,302

\* Ms. Fang Deqin retired as an executive director of the Company with effect from 25 May 2012 and was replaced by Mr. Yin Kunlun.

There was no arrangement under which a director waived or agreed to waive any remuneration during the year.

### 9. FIVE HIGHEST PAID EMPLOYEES

The five highest paid employees of the Group in 2013 and 2012 were all directors of the Company and details of their remuneration are included in note 8 above.



## Notes to Financial Statements

31 December 2013

### 10. INCOME TAX EXPENSE

	2013 RMB'000	2012 RMB'000
Group:		
Current tax		
Charged for the year	255,512	72,808
Overprovision in prior years	(16,172)	(6,909)
Withholding tax paid	–	532
	<b>239,340</b>	66,431
Deferred tax (note 30)	<b>(148,890)</b>	57,650
<b>Total tax charge for the year</b>	<b>90,450</b>	124,081

The Company, China Dragon Development Holdings Limited and China Dragon Investment Holdings Limited are tax exempted companies registered in the Cayman Islands or British Virgin Islands. No provision for Hong Kong profits tax has been made as the Group's profit neither arose in nor derived from Hong Kong during the year.

Under the Law of the People's Republic of China on Enterprise Income Tax (the "EIT Law") and Implementation Regulation of the EIT Law, the tax rate of the PRC subsidiaries has become 25% from 1 January 2008 onwards.

- (a) In 2013, about 12 entities had been identified as "High and New Technology Enterprises" ("HNTE") and in accordance with the EIT Law they were subject to an income tax rate of 15% for the effective years.
- (b) The EIT Law imposes withholding tax on dividends distributed from the Group's subsidiaries in Mainland China to the holding companies located off-shore starting from 1 January 2008. In 2009, the off-shore intermediate holding companies were recognised as the tax residents of Hong Kong by the Inland Revenue Department of Hong Kong. Since their PRC subsidiaries declared dividends in 2010 out of the 2009 after-tax profit, the tax bureaus in charge of the subsidiaries elect to apply a 5% preferential withholding income tax rate on the dividends based on the tax treaty between the Hong Kong Special Administrative Region and Mainland China. In view of the above, a 5% withholding tax rate is applicable to the dividends, for the period starting from 1 January 2009, distributed from the PRC subsidiaries to these off-shore companies, and was also applicable in year 2013.





## Notes to Financial Statements

31 December 2013

### 10. INCOME TAX EXPENSE (Continued)

A reconciliation of the tax expense applicable to profit before tax at the statutory rate in Mainland China to the tax expense at the effective tax rate, and a reconciliation of the applicable rate (i.e., the statutory tax rate) to the effective tax rate, are as follows:

	Group			
	2013		2012	
	RMB'000	%	RMB'000	%
Profit before tax	<b>570,782</b>		275,654	
Tax at the statutory tax rate of 25% (2012: 25%)	<b>142,696</b>	<b>25.0</b>	68,780	25.0
Income not subject to tax	–	–	(2,571)	(0.9)
Expenses not deductible for tax (i)	<b>59,308</b>	<b>10.4</b>	76,585	27.7
Overprovision in respect of prior years	<b>(16,172)</b>	<b>(2.8)</b>	(6,909)	(2.5)
Tax losses utilised from previous periods	<b>(9,612)</b>	<b>(1.7)</b>	–	–
Deferred tax charged at different income tax rates	<b>2,514</b>	<b>0.4</b>	(6,674)	(2.4)
Effect of withholding tax	<b>4,417</b>	<b>0.8</b>	7,209	2.6
Effect of preferential tax rates of 15%	<b>(92,701)</b>	<b>(16.2)</b>	(12,339)	(4.5)
Tax charge and effective tax rate for the year	<b>90,450</b>	<b>15.8</b>	124,081	45.1

- (i) Expenses not deductible for tax purposes generally refer to expenses without proper tax deductible documents and other miscellaneous expenses which are in excess of the allowable tax deduction limit, such as entertainment expenses and advertising expenses.

### 11. PROFIT ATTRIBUTABLE TO OWNERS OF THE PARENT

The consolidated profit attributable to owners of the parent for the year ended 31 December 2013 includes a loss of RMB207,866,000 (2012:RMB153,707,000) which has been dealt with in the financial statements of the Company (note 33(b)).



## Notes to Financial Statements

31 December 2013

### 12. DIVIDENDS

	2013 RMB'000	2012 RMB'000
Proposed final – HK\$0.065 (2012: nil) per ordinary share	<b>220,367</b>	–

The proposed final dividend for the year is subject to the approval of the Company's shareholders at the forthcoming annual general meeting.

### 13. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic earnings per share amount is based on the profit for the year attributable to ordinary equity holders of the parent, and the weighted average number of ordinary shares of 4,280,100,000 (2012: 4,280,100,000) in issue during the year.

The calculation of the diluted earnings per share amount is based on the profit for the year attributable to ordinary equity holders of the parent, adjusted to reflect the interest on the convertible bonds, exchange realignment on convertible bonds and fair value gain on the derivative component of convertible bonds, where applicable (see below). The weighted average number of ordinary shares used in the calculation is the number of ordinary shares in issue during the year, as used in the basic earnings per share calculation, and the weighted average number of ordinary shares assumed to have been issued at no consideration on the deemed exercise or conversion of all dilutive potential ordinary shares into ordinary shares.

No adjustment has been made to the basic earnings per share amounts presented for the years ended 31 December 2013 and 2012 in respect of a dilution as the impact of convertible bonds outstanding had an anti-dilutive effect on the basic earnings per share amounts presented.



## Notes to Financial Statements

31 December 2013

### 13. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT *(Continued)*

The calculations of the basic and diluted earnings per share are based on:

	2013 RMB'000	2012 RMB'000
<b>Earnings</b>		
Profit attributable to ordinary equity holders of the parent, used in the basic earnings per share calculation	480,046	151,486
Interest on convertible bonds	–	–
Exchange realignment on convertible bonds	–	–
Fair value gain on the derivative component of convertible bonds	–	–
Profit attributable to ordinary equity holders of the parent, as adjusted for the effect of convertible bonds	480,046	151,486
	Number of shares	
	2013 '000	2012 '000
<b>Shares</b>		
Weighted average number of ordinary shares in issue during the year used in the basic earnings per share calculation	4,280,100	4,280,100
Effect of dilution – weighted average number of ordinary shares:		
Convertible bonds	–	–
Weighted average number of ordinary shares used in the calculation of diluted earnings per share	4,280,100	4,280,100

The convertible bonds had an anti-dilutive effect on the basic earnings per share for the year ended 31 December 2013 and were therefore not included in the calculation of diluted earnings per share.



## Notes to Financial Statements

31 December 2013

### 14. PROPERTY, PLANT AND EQUIPMENT

#### Group

2013	Buildings RMB'000	Plant and machinery RMB'000	Motor vehicles RMB'000	Furniture and fixtures RMB'000	Construction in progress RMB'000	Total RMB'000
Cost						
At 1 January 2013	1,381,699	2,682,911	60,681	130,966	628,716	4,884,973
Additions	1,410	44,903	200	839	269,774	317,126
Transfers	161,050	358,030	602	69	(519,751)	-
Disposals	(892)	(101,991)	(652)	(1,529)	-	(105,064)
Exchange realignment	(1,424)	-	-	(37)	-	(1,461)
At 31 December 2013	1,541,843	2,983,853	60,831	130,308	378,739	5,095,574
Accumulated depreciation and impairment						
At 1 January 2013	241,813	719,361	35,085	66,611	-	1,062,870
Charge for the year	62,044	272,620	8,852	13,160	-	356,676
Disposals	(67)	(42,429)	(437)	(1,191)	-	(44,124)
Exchange realignment	27	-	-	(62)	-	(35)
At 31 December 2013	303,817	949,552	43,500	78,518	-	1,375,387
Carrying amount						
At 31 December 2013	1,238,026	2,034,301	17,331	51,790	378,739	3,720,187
2012	Buildings RMB'000	Plant and machinery RMB'000	Motor vehicles RMB'000	Furniture and fixtures RMB'000	Construction in progress RMB'000	Total RMB'000
Cost						
At 1 January 2012	1,324,145	2,382,216	58,072	130,882	564,339	4,459,654
Additions	2,324	137,728	3,823	1,108	420,055	565,038
Transfers	55,230	299,295	732	421	(355,678)	-
Disposals	-	(136,328)	(1,946)	(1,445)	-	(139,719)
At 31 December 2012	1,381,699	2,682,911	60,681	130,966	628,716	4,884,973
Accumulated depreciation and impairment						
At 1 January 2012	180,659	562,153	26,944	52,146	-	821,902
Charge for the year	61,154	243,621	9,039	15,604	-	329,418
Disposals	-	(86,413)	(898)	(1,139)	-	(88,450)
At 31 December 2012	241,813	719,361	35,085	66,611	-	1,062,870
Carrying amount						
At 31 December 2012	1,139,886	1,963,550	25,596	64,355	628,716	3,822,103



## Notes to Financial Statements

31 December 2013

### 14. PROPERTY, PLANT AND EQUIPMENT *(Continued)*

#### Company

2013	Buildings RMB'000	Furniture and fixtures RMB'000	Total RMB'000
Cost			
At 1 January 2013	19,805	378	20,183
Exchange realignment	(1,424)	(37)	(1,461)
At 31 December 2013	18,381	341	18,722
Accumulated depreciation and impairment			
At 1 January 2013	573	160	733
Charge for the year	630	77	707
Exchange realignment	27	(62)	(35)
At 31 December 2013	1,230	175	1,405
Carrying amount At 31 December 2013	17,151	166	17,317
2012	Buildings RMB'000	Furniture and fixtures RMB'000	Total RMB'000
Cost			
At 1 January 2012	17,971	378	18,349
Additions	1,834	–	1,834
At 31 December 2012	19,805	378	20,183
Accumulated depreciation and impairment			
At 1 January 2012	–	30	30
Charge for the year	573	130	703
At 31 December 2012	573	160	733
Carrying amount At 31 December 2012	19,232	218	19,450

The buildings of the Group are substantially situated in Mainland China under a long term lease.



## Notes to Financial Statements

31 December 2013

### 14. PROPERTY, PLANT AND EQUIPMENT *(Continued)*

The construction in progress is mainly related to the construction of factory premises and production plants which had not been completed at the end of the reporting period.

As at 31 December 2013, the Group was in the process of applying for title certificates of certain buildings with a carrying amount of RMB805,925,000 (2012: RMB726,260,000). The directors are of the view that the Group is entitled to lawfully and validly occupy and use the above-mentioned buildings. The directors are also of the opinion that the aforesaid matter will not have any significant impact on the Group's financial position as at 31 December 2013.

As at 31 December 2013, no property, plant and equipment of the Group were pledged (2012: Nil).

### 15. PREPAID LAND LEASE PAYMENTS

	Group	
	2013	2012
	RMB'000	RMB'000
Carrying amount at 1 January	327,819	211,025
Additions	4,480	123,311
Recognised during the year	(8,834)	(6,517)
Carrying amount at 31 December	323,465	327,819
Current portion	(7,206)	(7,201)
Non-current portion	316,259	320,618

The leasehold land is situated in Mainland China and is held under a long term lease.

The lease payments for land are charged to the statement of profit or loss over the term of the land use rights.

The Group was in the process of obtaining the land use right certificate for the leasehold land with a carrying amount of RMB123,478,000 at 31 December 2013 (2012: RMB123,764,000).

The directors are of the view that the Group is entitled to lawfully and validly occupy and use the above-mentioned leasehold land. The directors are also of the opinion that the aforesaid matter will not have any significant impact on the Group's financial position as at 31 December 2013.



## Notes to Financial Statements

31 December 2013

### 16. FINANCE LEASE RECEIVABLES

	Group			
	Minimum lease payments		Present value of minimum lease payments	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Finance lease receivables comprise:				
Within one year	25,892	235,093	22,522	215,607
One to five years	6,189	78,627	5,383	71,621
	<b>32,081</b>	313,720	<b>27,905</b>	287,228
Less: Unearned finance income	4,176	26,492	–	–
Less: Provision for impairment	1,898	5,275	1,898	5,275
Present value of minimum lease payment receivables	<b>26,007</b>	281,953	<b>26,007</b>	281,953
Analysed as:				
Current			22,522	215,607
Non-current			3,485	66,346
			<b>26,007</b>	281,953

The movements of the provision for impairment of finance lease receivables are as follows:

	2013 RMB'000	2012 RMB'000
At 1 January	5,275	5,375
Impairment losses recognised (note 7)	–	(100)
Write-off	<b>(3,377)</b>	–
At 31 December	<b>1,898</b>	5,275



## Notes to Financial Statements

31 December 2013

### 16. FINANCE LEASE RECEIVABLES *(Continued)*

The effective interest rates of the above finance leases range from 7.05% to 8.80% (2012: 6.8% to 8.95%) per annum.

Finance lease receivables are secured over the leased infrastructure machinery. The Group is not permitted to sell or repledge the collateral in the absence of default by the lessees.

As at 31 December 2013, the Group's refundable finance lease deposits are as follows:

	<b>Group</b>	
	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Current ( <i>note 25</i> )	<b>23,435</b>	113,301
Non-current	<b>51,461</b>	39,879
	<b>74,896</b>	153,180

The finance lease deposits are non-interest-bearing and are settled on terms according to the lease agreements.

### 17. INVESTMENTS IN SUBSIDIARIES

	<b>Company</b>	
	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Unlisted shares, at cost	<b>98,507</b>	130,233

The amounts due from subsidiaries included in the Company's current assets of RMB3,508,234,000 (2012: RMB4,054,799,000) are unsecured, interest-free and are repayable on demand.





## Notes to Financial Statements

31 December 2013

### 17. INVESTMENTS IN SUBSIDIARIES (Continued)

Particulars of the principal subsidiaries are as follows:

Name	Place of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
Lonking Shanghai Machinery Co., Ltd. (龍工(上海)機械製造有限公司)	13 August 2004 People's Republic of China ("PRC") Sino foreign equity joint venture	HK\$448,000,000	–	99.89%	Manufacture and distribution of wheel loaders
Lonking (Shanghai) Precision Hydraulic Component Co., Ltd. (龍工(上海)精工液壓有限公司, formerly known as Lonking (Shanghai) Axle & Transmission Co., Ltd.)	17 September 2001 PRC wholly-owned foreign investment enterprise ("WFOE")	HK\$168,000,000	–	100%	Manufacture and distribution of axles and gear boxes
Lonking Fujian Machinery Co., Ltd. (龍工(福建)機械有限公司)	15 September 2004 PRC WFOE	HK\$400,000,000	–	100%	Manufacture and distribution of wheel loaders
Fujian Longyan Lonking Machinery Components Co., Ltd. (福建龍岩龍工機械配件有限公司)	1 March 1999 PRC WFOE	HK\$29,680,000	–	100%	Manufacture and distribution of wheel loader components
Lonking (Shanghai) Hydraulic Co., Ltd. (龍工(上海)液壓機械有限公司, formerly known as Hydraulics (Shanghai) Hydraulics Machinery Co., Ltd.)	30 September 2003 PRC WFOE	US\$31,800,000	–	100%	Manufacture and distribution of wheel loader components
Lonking (Shanghai) Machinery Components Co., Ltd. (龍工(上海)機械部件有限公司, formerly known as Refined (Shanghai) Machinery Co., Ltd.)	27 November 2003 PRC WFOE	HK\$50,000,000	–	100%	Manufacture and distribution of wheel loader components



## Notes to Financial Statements

31 December 2013

### 17. INVESTMENTS IN SUBSIDIARIES (Continued)

Particulars of the principal subsidiaries are as follows: (Continued)

Name	Place of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
Lonking (Jiangxi) Machinery Co., Ltd. (龍工(江西)機械有限公司)	12 September 2003 PRC WOFE	RMB257,350,253	–	100%	Manufacture and distribution of wheel loader components
Lonking (Fujian) Hydraulics Machinery Co., Ltd. (龍工(福建)液壓有限公司)	15 January 2007 PRC WOFE	HK\$100,000,000	–	100%	Manufacture and distribution of wheel loader components
Lonking (Fujian) Axle & Transmission Co., Ltd. (龍工(福建)橋箱有限公司)	16 January 2007 PRC WOFE	HK\$200,000,000	–	100%	Manufacture and distribution of axles and gear boxes
Lonking (Shanghai) Road Machinery Construction Co., Ltd. (龍工(上海)路面機械製造 有限公司)	12 September 2007 PRC WOFE	HK\$100,000,000	–	100%	Manufacture and distribution of wheel loaders and road rollers
Lonking (Shanghai) Excavator Co., Ltd. (龍工(上海)挖掘機製造 有限公司)	12 September 2007 PRC WOFE	HK\$260,000,000	–	100%	Manufacture and distribution of excavators
Monarch (Shanghai) Machinery Co., Ltd. (摩納凱(上海)機械有限公司)	1 January 2007 PRC WOFE	HK\$83,600,000	–	100%	Manufacture and distribution of hydraulic parts and other machinery products
Lonking (Shanghai) Forklift Co., Ltd. (龍工(上海)叉車有限公司)	7 Feb 2007 PRC WOFE	HK\$200,000,000	–	100%	Manufacture and distribution of forklifts



## Notes to Financial Statements

31 December 2013

### 17. INVESTMENTS IN SUBSIDIARIES (Continued)

Particulars of the principal subsidiaries are as follows: (Continued)

Name	Place of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
Henan Lonking Machinery Co., Ltd. (河南龍工機械製造有限公司)	11 July 2002 PRC Sino foreign equity joint venture	RMB482,700,000	–	100%	Manufacture and distribution of wheel loaders and farm machines
Lonking (Shanghai) Financial Leasing Co., Ltd. (龍工(上海)融資租賃有限公司)	28 March 2008 PRC WOFE	US\$23,000,000	–	100%	Financing leasing for wheel loaders and other machinery
Lonking (China) Machinery Sales Co., Ltd. (龍工(中國)機械銷售有限公司)	12 September 2008 PRC WOFE	RMB850,000,000	–	100%	Distribution of wheel loaders and other machinery
Lonking (Fujian) International Trade Co., Ltd. (龍工(福建)國際貿易有限公司)	19 June 2008 PRC WOFE	RMB30,000,000	–	100%	Distribution of wheel loaders and other machinery
Lonking (Fujian) Casting & Forging Co., Ltd. (龍工(福建)鑄鍛有限公司)	13 August 2008 PRC WOFE	US\$65,000,000	–	100%	Manufacture and distribution of wheel loader components
China Dragon Development Holdings Ltd. (中國龍工發展控股有限公司) (note 1)	3 May 2004 British Virgin Islands ("BVI")	US\$50,000	100%	–	Investment holding
China Dragon Investment Holdings Ltd. (中國龍工投資控股有限公司) (note 1)	3 May 2004 BVI	US\$50,000	100%	–	Investment holding



## Notes to Financial Statements

31 December 2013

### 17. INVESTMENTS IN SUBSIDIARIES (Continued)

Particulars of the principal subsidiaries are as follows: (Continued)

Name	Place of incorporation/ registration and business	Nominal value of issued ordinary/ registered share capital	Percentage of equity attributable to the Company		Principal activities
			Direct	Indirect	
Lonking (Hong Kong) International Trading Co., Ltd. (龍工(香港)國際貿易有限公司) (note 1)	10 December 2011 HK	HK\$500,000	100%	–	Trading of infrastructure machinery and components
Lonking (Fujian) Excavator Co., Ltd. (龍工(福建)挖掘機有限公司)	20 September 2010 PRC WOFE	RMB100,000,000	–	100%	Manufacture and distribution of excavators

Note 1: The Company directly holds the interests in China Dragon Development Holdings Ltd., China Dragon Investment Holdings Ltd. and Lonking (Hon Kong) International Trading Co., Ltd. All other interests shown above are indirectly held by the Company.

The above table lists all the subsidiaries of the Company which, in the opinion of the directors, principally affected the results for the year or formed a substantial portion of the net assets of the Group.

### 18. INVESTMENTS IN ASSOCIATES

	Group	
	2013 RMB'000	2012 RMB'000
Share of net assets	6,000	66,011



## Notes to Financial Statements

31 December 2013

### 18. INVESTMENTS IN ASSOCIATES (Continued)

Particulars of the associates are as follows:

Name	Registered capital issued shares held RMB'000	Place of incorporation/ registration and business	Percentage of ownership interest attributable to the Group	Principal activities
Longgong (Xinjiang) Machinery Technical Services Co., Ltd. (龍工新疆機械技術服務股份有限公司)	10,000	Xinjiang, PRC	40%	After-sales service of wheel loaders
Neimenggu Zhongcheng Machinery Co., Ltd. (內蒙古中城機械有限公司)	50,000	Neimenggu, PRC	20%	Sale, maintenance and lease of engineering machines
Fujian Changfeng Gear Co., Ltd. (福建暢豐齒輪有限公司)	200,000	Fujian, PRC	40%	Manufacture and sale of gears

Longgong (Xinjiang) Machinery Technical Services Co., Ltd. was established in the year 2011.

The ownership interest of Fujian Changfeng Gear Co., Ltd. was transferred to a third party during the year.

The Group's trade receivables and payables with the associates are disclosed in note 38 to the financial statements.

All the associates are not audited by Ernst & Young, Hong Kong or another member firm of the Ernst & Young global network.

The following table illustrates the aggregate financial information of the Group's associates that are not individually material:

	2013 RMB'000	2012 RMB'000
Share of the associates' loss for the year	(227)	(1,049)
Share of the associates' total comprehensive loss	(227)	(1,049)
Aggregate carrying amount of the Group's investments in the associates	6,000	66,011



## Notes to Financial Statements

31 December 2013

### 19. LONG-TERM RECEIVABLES

Long-term receivables are the receivables which would mature within two years according to the credit terms, and include the following items:

	Group	
	2013 RMB'000	2012 RMB'000
Trade receivables (note 21)	41,397	20,182
Other receivables (note 22)	37,901	102,296
	<b>79,298</b>	122,478

The carrying amounts of long-term receivables approximate to their fair values. The long-term trade receivables are non-interest-bearing and the long-term other receivables bear interest at approximately 6.8% per annum.

### 20. INVENTORIES

	Group	
	2013 RMB'000	2012 RMB'000
Raw materials	743,851	826,198
Work in progress	145,170	155,032
Finished goods	1,452,622	1,749,993
	<b>2,341,643</b>	2,731,223



## Notes to Financial Statements

31 December 2013

### 21. TRADE AND BILLS RECEIVABLES

	Group	
	2013 RMB'000	2012 RMB'000
Trade receivables	2,083,175	2,493,863
Impairment	(144,540)	(97,486)
Less: Non-current portion ( <i>note 19</i> )	(41,397)	(20,182)
	<b>1,897,238</b>	2,376,195
Bills receivable	<b>1,041,598</b>	568,249
	<b>2,938,836</b>	2,944,444

The Group's trading terms with its customers are mainly on credit, except for new customers, where payment in advance is normally required. The credit period is generally six to twelve months, extending up to eighteen to twenty-four months for some customers. Each customer has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables and has a credit control department to minimise credit risk. Overdue balances are reviewed regularly by senior management. In view of the aforementioned and the fact that the Group's trade receivables relate to a large number of diversified customers, there is no significant concentration of credit risk. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

An aged analysis of the trade receivables as at the end of the reporting period, based on the invoice date and net of provisions, is as follows:

	2013 RMB'000	2012 RMB'000
Within 3 months	1,407,967	1,514,186
3 to 6 months	299,914	323,767
6 months to 1 year	175,318	538,242
More than 1 year	14,039	–
	<b>1,897,238</b>	2,376,195



## Notes to Financial Statements

31 December 2013

### 21. TRADE AND BILLS RECEIVABLES (Continued)

The movements in the provision for impairment of trade receivables are as follows:

	2013 RMB'000	2012 RMB'000
At 1 January	97,486	66,568
Impairment losses recognised (note 7)	47,054	32,078
Amount written off as uncollectible	–	(1,160)
At 31 December	<b>144,540</b>	97,486

Included in the above provision for impairment of trade receivables is a provision for individually impaired trade receivables of RMB144,540,000 (2012: RMB97,486,000) with a carrying amount before provision of RMB514,896,000 (2012: RMB97,486,000).

The individually impaired trade receivables relate to customers that were in financial difficulties or were in default in both interest and/or principal payments and provision was made for these individually impaired trade receivables.

The impairment recognised represents the difference between the carrying amount of these receivables and the present value of the expected proceeds.

The aged analysis of the trade receivables that are not individually nor collectively considered to be impaired is as follows:

	Group	
	2013 RMB'000	2012 RMB'000
Neither past due nor impaired	1,313,552	1,837,953
Less than 1 month past due	333,055	292,854
1 to 3 months past due	150,395	199,159
3 months to 1 year past due	91,983	46,229
Over 1 year past due	8,253	–
	<b>1,897,238</b>	2,376,195

Receivables that were neither past due nor impaired relate to a large number of diversified customers for whom there was no recent history of default.





## Notes to Financial Statements

31 December 2013

### 21. TRADE AND BILLS RECEIVABLES *(Continued)*

Receivables that were past due but not impaired relate to a number of independent customers that have a good track record with the Group. Based on past experience, the directors of the Company are of the opinion that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.

Bills receivable were aged within 6 months at the end of the reporting period. At 31 December 2013, the Group had no bills receivable pledged to banks to get short-term credit facilities (2012: RMB70,616,000).

### 22. PREPAYMENTS, DEPOSITS AND OTHER RECEIVABLES

	Group		Company	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Prepayments	<b>239,808</b>	228,958	–	–
Deductible value-added tax	<b>190,753</b>	158,312	–	–
Deposits	<b>20,132</b>	21,450	–	–
<b>Total</b>	<b>450,693</b>	408,720	–	–
Other receivables:				
Loan receivables	<b>1,167,746</b>	785,065	–	–
Less: non-current portion	<b>(37,901)</b>	(102,296)	–	–
Less: impairment	<b>(203,263)</b>	(53,420)	–	–
Net loan receivables	<b>926,582</b>	629,349	–	–
Other miscellaneous receivables	<b>178,391</b>	70,635	<b>606</b>	626
Less: impairment	<b>(2,074)</b>	(15,995)	–	–
Net other miscellaneous receivables	<b>176,317</b>	54,640	<b>606</b>	626
<b>Total other receivables</b>	<b>1,102,899</b>	683,989	<b>606</b>	626
<b>Grand total</b>	<b>1,553,592</b>	1,092,709	<b>606</b>	626



## Notes to Financial Statements

31 December 2013

### 22. PREPAYMENTS, DEPOSITS AND OTHER RECEIVABLES (Continued)

The movements in the provision for impairment of other receivables are as follows:

	Group	
	2013 RMB'000	2012 RMB'000
At 1 January	69,415	19,353
Impairment losses recognised ( <i>note 7</i> )	192,347	50,062
Amount written off as uncollectible	(56,425)	–
At 31 December	205,337	69,415

The carrying amounts of financial assets included in prepayments, deposits and other receivables approximate to their fair values.

Included in the above provision for impairment of other receivables is a provision for individually impaired other receivables of RMB205,337,000 (2012: RMB69,415,000) with a carrying amount before provision of RMB1,160,855,000 (2012: RMB69,415,000).

The individually impaired other receivables relate to customers that were in financial difficulties or were in default in both interest and/or principal payments and provision was made for these individually impaired other receivables.

A large portion of other receivables includes the loan receivables to sales agencies for its repurchase of machines. The collection of receivables of sales financed by leasing went worse due to the deterioration of external operating environment. According to the finance lease agreements, the sales agencies were required to fulfil the obligation to repurchase the machines and pay the outstanding lease amount back to the lease companies once there is an overdue balance for more than three months. The Group lent to the sales agencies for the settlement of repurchase. And the sales agencies were required to pay off within 3 months as it normally takes 3 months to resale the machines. The Group would enter into instalment contracts with sales agencies if the repurchased machines had been sold again. The instalments would be arranged at approximately a 6.8% interest rate p.a. and mainly repaid within 18 to 24 months.

Other receivables also include miscellaneous borrowings for sales agencies' daily operation needs.



## Notes to Financial Statements

31 December 2013

### 22. PREPAYMENTS, DEPOSITS AND OTHER RECEIVABLES *(Continued)*

An aged analysis of the loan receivables as at the end of the reporting period, based on the transaction date and net of provisions, is as follows:

	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Within 3 months	<b>89,112</b>	78,835
3 to 6 months	<b>298,733</b>	214,627
6 months to 1 year	<b>217,826</b>	438,183
Over 1 year	<b>358,812</b>	–
	<b>964,483</b>	731,645

An aged analysis of the loan receivables that are not individually nor collectively considered to be impaired, based on the due dates, is as follows:

	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Neither past due nor impaired	<b>964,483</b>	710,042
Less than 3 months past due	–	21,603
	<b>964,483</b>	731,645

Loan receivables that were neither past due nor impaired relate to a large number of diversified customers for whom there was no recent history of default.

Loan receivables that were past due but not impaired relate to a number of independent customers that have a good track record with the Group. Based on past experience, the directors of the Company are of the opinion that no provision for impairment is necessary in respect of these balances as there has not been a significant change in credit quality and the balances are still considered fully recoverable.



## Notes to Financial Statements

31 December 2013

### 23. CASH AND CASH EQUIVALENTS AND PLEDGED DEPOSITS

	Group		Company	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Cash and bank balances	995,123	924,621	45,404	60,337
Time deposits	1,202,509	1,042,716	–	–
	<b>2,197,632</b>	1,967,337	<b>45,404</b>	60,337
Less: Pledged cash and bank balances and time deposits:				
Pledged for long term bank loans (note 26)	(1,000,000)	(1,000,000)	–	–
Pledged for short term bank loans (note 26)	(185,000)	(40,000)	–	–
Pledged for bank acceptance bills (note 24)	(15,009)	(44,286)	–	–
Pledged for others	(2,500)	–	–	–
Cash and cash equivalents	<b>995,123</b>	883,051	<b>45,404</b>	60,337

The RMB is not freely convertible into other currencies, however, under Mainland China's Foreign Exchange Control Regulations and Administration of Settlement, Sale and Payment of Foreign Exchange Regulations, the Group is permitted to exchange RMB for other currencies through banks authorised to conduct foreign exchange business.

Cash at banks earns interest at floating rates based on daily bank deposit rates. Short term time deposits are made for varying periods of between one day and three months depending on the immediate cash requirements of the Group, and earn interest at the respective short term time deposit rates. The bank balances and pledged deposits are deposited with creditworthy banks with no recent history of default.



## Notes to Financial Statements

31 December 2013

### 23. CASH AND CASH EQUIVALENTS AND PLEDGED DEPOSITS *(Continued)*

The Group's pledged bank deposits and certain bank balances and cash that are denominated in currencies other than the functional currencies of the respective group entities are as follows:

Original currency	US\$ RMB'000	HK\$ RMB'000	EUR RMB'000	JPY RMB'000
<b>As at 31 December 2013</b>	<b>63,922</b>	<b>10,293</b>	<b>27</b>	<b>23</b>
As at 31 December 2012	81,343	4,192	65	–

### 24. TRADE AND BILLS PAYABLES

	2013 RMB'000	2012 RMB'000
Trade payables	<b>1,096,747</b>	881,239
Bills payable	<b>4,180</b>	167,101
	<b>1,100,927</b>	1,048,340

An aged analysis of the trade and bills payable as at the end of the reporting period, based on the invoice date, is as follows:

	2013 RMB'000	2012 RMB'000
Within 6 months	<b>1,005,243</b>	947,535
6 months to 1 year	<b>52,265</b>	48,799
1 to 2 years	<b>18,263</b>	34,786
2 to 3 years	<b>12,657</b>	9,706
Over 3 years	<b>12,499</b>	7,514
	<b>1,100,927</b>	1,048,340

Bills payable were aged within 6 months at the end of the reporting period and secured by pledged bank deposits (note 23).

The trade and bills payables are non-interest-bearing.



## Notes to Financial Statements

31 December 2013

### 25. OTHER PAYABLES AND ACCRUALS

#### Group

	2013 RMB'000	2012 RMB'000
Accrued sales rebate	230,532	98,519
Other payables	212,145	182,193
Non-derecognised endorsement bills and trade receivables (note 39)	186,600	364,785
Advances from customers	85,469	32,934
Salary and wages payable	67,624	45,900
Payable for acquisition of property, plant and equipment	27,537	33,427
Other accrued expenses	25,750	16,802
Deposit for finance leases (note 16)	23,435	113,301
Other taxes payable	13,613	8,459
	<b>872,705</b>	<b>896,320</b>

#### Company

	2013 RMB'000	2012 RMB'000
Other payables	18,325	13,188

Other payables are non-interest-bearing and have different credit terms within one year.



## Notes to Financial Statements

31 December 2013

### 26. INTEREST-BEARING BANK BORROWINGS

Group	2013			2012		
	Effective interest rate (%)	Maturity	RMB'000	Effective interest rate (%)	Maturity	RMB'000
<b>Current</b>						
Bank loans – unsecured			–	5.21	2013	20,000
Current portion of long term bank loans – unsecured	5.54 – 6.15	2014	95,000	4.31 – 5.99	2013	973,869
Bank loans – secured (note 23)	1.87 – 3.88	2014	708,058	2.91	2013	190,055
			<u>803,058</u>			<u>1,183,924</u>
<b>Non-current</b>						
Bank loans – unsecured	5.85	2015	21,500	4.86 – 6.65	2014 – 2015	316,500
Bank loans – secured (note 23)	2.41	2015	1,767,896	2.54	2015	1,834,143
			<u>1,789,396</u>			<u>2,150,643</u>
			<u>2,592,454</u>			<u>3,334,567</u>



## Notes to Financial Statements

31 December 2013

### 26. INTEREST-BEARING BANK BORROWINGS (Continued)

Company	2013			2012		
	Effective interest rate (%)	Maturity	RMB'000	Effective interest rate (%)	Maturity	RMB'000
<b>Current</b>						
Bank loans – secured (note 23)	3.25 – 3.88	2014	370,778	2.91	2013	190,055
Current portion of long term bank loans – unsecured			–	4.31	2013	353,869
			<b>370,778</b>			<b>543,924</b>
<b>Non-current</b>						
Bank loans – secured (note 23)	2.41	2015	1,767,896	2.54	2015	1,834,143
			<b>2,138,674</b>			<b>2,378,067</b>

	Group		Company	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
Analysed into:				
Within one year	803,058	1,183,924	370,778	543,924
In the second year	1,789,396	295,000	1,767,896	–
In the third to fifth years, inclusive	–	1,855,643	–	1,834,143
	<b>2,592,454</b>	<b>3,334,567</b>	<b>2,138,674</b>	<b>2,378,067</b>





## Notes to Financial Statements

31 December 2013

### 26. INTEREST-BEARING BANK BORROWINGS *(Continued)*

The Group's bank borrowings that are denominated in currencies other than the functional currencies of the relevant group entities are as follows:

Original currency	US\$ RMB'000	HK\$ RMB'000
<b>As at 31 December 2013</b>	<b>2,397,334</b>	<b>78,620</b>
As at 31 December 2012	2,378,067	–

Certain of the Group and the Company's bank loans are secured by (note 23):

- i) the pledge of certain of the Group's short-term time deposits amounting to RMB185,000,000 for short-term loans (2012: RMB40,000,000); and
- ii) the pledge of certain of the Group's long term time deposits amounting to RMB1,000,000,000 for long-term loans (2012: RMB1,000,000,000).

### 27. CONVERTIBLE BONDS AND DERIVATIVE FINANCIAL INSTRUMENTS

Group and Company	Liability component RMB'000	Derivative component RMB'000	Total RMB'000
<b>As at 31 December 2013</b>			
2009 Convertible Bonds (i)	9,660	712	10,372
As at 31 December 2012			
2009 Convertible Bonds (i)	8,151	739	8,890



## Notes to Financial Statements

31 December 2013

### 27. CONVERTIBLE BONDS AND DERIVATIVE FINANCIAL INSTRUMENTS

*(Continued)*

#### (i) 2009 Convertible Bonds

Convertible Bonds of US\$135 million were issued by the Company on 24 August 2009 (the "2009 Convertible Bonds") at an issue price of US\$10,000 per Convertible Bond of US\$10,000. The 2009 Convertible Bonds are listed on the Singapore Exchange Securities Trading Limited. Each of the 2009 Convertible Bonds entitles the holder to convert to one ordinary share of the Company at the initial conversion price of HK\$7.00 (the "2009 Conversion Price"), but subject to anti-dilutive adjustment as stated in the offering circular on 6 August 2009 (the "2009 Offering Circular"). On 12 September 2012, the 2009 Conversion Price has been revised to HK\$3.10 after an anti-dilutive adjustment.

The principal terms of the 2009 Convertible Bonds are as follows:

#### *Interest*

The 2009 Convertible Bonds do not bear any interest.

#### *Conversion period*

The conversion period starts from any time on or after 5 October 2009 on the Business Day falling on or immediately before the 10th day prior to 24 August 2014 (the "2009 Maturity Date").

#### *Maturity*

Unless previously redeemed, purchased and cancelled or converted in the circumstances set out in the terms and conditions defined in the 2010 Offering Circular, the Company will redeem each 2009 Convertible Bond at 144.504% of its principal amount on the Maturity Date.

#### *Redemption at the option of the Company*

On and at any time after 24 August 2012 but not less than seven business days prior to the 2009 Maturity Date nor within the closed period which is defined in the 2009 Offering Circular, the Company may, having given notice of not less than 30 but not more than 60 days to the holders, redeem the 2009 Convertible Bonds in whole or in part at the early redemption amount (the "2009 Early Redemption Amount"), provided that the closing price of the shares translated into United States dollars at the prevailing exchange rate for each of any 20 trading days falling within a period of 30 consecutive trading days, the last day of which period occurs no more than 5 trading days prior to the date upon which notice of such redemption is given, was at least 130% of the Conversion Price in effect translated into United States dollars at the fixed exchange rate of HK\$7.815=US\$ 1.00 on each such trading day.



## Notes to Financial Statements

31 December 2013

### 27. CONVERTIBLE BONDS AND DERIVATIVE FINANCIAL INSTRUMENTS

*(Continued)*

#### (i) 2009 Convertible Bonds *(Continued)*

##### *Redemption at the option of the bondholders*

The bondholder of each 2009 Convertible Bond (the "2009 Bondholders") will have the right to require the Company to redeem all or some of the 2009 Convertible Bonds at the 2009 Early Redemption Amount of the initial principal amount on 24 August 2012 or on the occurrence of a change of the Company's controlling shareholders or delisting of the Company's shares.

The gross proceeds net of transaction costs received from the issue of the 2009 Convertible Bonds are split into the liability component and the derivative component (comprised of embedded derivatives which are considered as not closely related to the host liability component) as follows:

- (a) Liability component represents the present value of the contractual stream of future cash flows discounted at the prevailing market interest rate at that time applicable to instruments of comparable credit status and providing substantially the same cash flows, on the same terms, but without the embedded derivatives.

The interest charged for the year is calculated by applying an effective interest rate of approximately 16.22% to the liability component since the 2009 Convertible Bonds were issued.

- (b) Derivative component represents:
  - a. The fair value of the option of the 2009 Bondholders to convert the 2009 Convertible Bonds into shares of the Company at an initial conversion price of HK\$7.00 per ordinary share and subject to anti-dilutive adjustment;
  - b. The fair value of the option of the Company to early redeem the 2009 Convertible Bonds; and
  - c. The fair value of the option of the 2009 Bondholders to require the Company to early redeem the 2009 Convertible Bonds.



## Notes to Financial Statements

31 December 2013

### 27. CONVERTIBLE BONDS AND DERIVATIVE FINANCIAL INSTRUMENTS

(Continued)

#### (i) 2009 Convertible Bonds (Continued)

##### Redemption at the option of the bondholders (Continued)

The movements of the liability component and the derivative component of the 2009 Convertible Bonds for the year are set out below:

##### Group and Company

	Liability component RMB'000	Derivative component RMB'000	Total RMB'000
2009 Convertible Bonds:			
As at 1 January 2012	825,329	178,416	1,003,745
Exchange gain	(17)	–	(17)
Interest expense	64,278	–	64,278
Redemption	(881,439)	(176,899)	(1,058,338)
Changes in fair value	–	(778)	(778)
As at 31 December 2012	8,151	739	8,890
Exchange gain/(loss)	<b>3</b>	<b>(5)</b>	<b>(2)</b>
Exchange realignment	<b>(274)</b>	<b>(22)</b>	<b>(296)</b>
Interest expense	<b>1,780</b>	–	<b>1,780</b>
As at 31 December 2013	<b>9,660</b>	<b>712</b>	<b>10,372</b>

During the year ended 31 December 2012, the bondholders exercised the early redemption option and required the Company to redeem US\$125,660,000 of the value (equivalent to RMB795,451,000) of the issued 2009 Convertible Bonds. Also, the Company repurchased US\$8,190,000 of the face value (equivalent to RMB51,726,000), and the Group and the Company recognised a loss of RMB41,354,000 on the redemption in profit or loss.



## Notes to Financial Statements

31 December 2013

### 28. LONG-TERM LOAN NOTES

In June 2011, the Company issued senior notes (the "Notes") in an aggregate principal amount of US\$350 million which will mature on 3 June 2016. The Notes bear interest from and including 3 December 2011 at the rate of 8.50% per annum, and are payable semi-annually in arrears on June 3 and December 3 of each year.

#### Optional redemption of the Notes

From 3 June 2014 to the applicable date of the redemption, the Company may, on any one or more occasions during the 12-month period beginning on 3 June of the years indicated below, redeem all or any part of the Notes, at the redemption prices (expressed as percentages of the principal amount) set forth below, plus accrued and unpaid interest, if any, on the Notes redeemed subject to the rights of holders of the Notes on the relevant record date to receive interest on the relevant interest payment date:

Year	Redemption price
2014	104.250%
2015 and thereafter	102.125%

The Company may at its option redeem the Notes, in whole but not in part, at any time prior to 3 June 2014, at a redemption price equal to 100% of the principal amount of the Notes redeemed plus the applicable premium, and accrued and unpaid interest, if any, as of the redemption date. At any time and from time to time prior to 3 June 2014, the Company may at its option redeem up to 35% of the aggregate principal amount of the Notes with the net cash proceeds of one or more sales of common stock of the Company in an equity offering at a redemption price of 108.50% of the principal amount of the Notes redeemed, plus accrued and unpaid interest, if any, as of the redemption date; provided that at least 65% of the aggregate principal amount of the Notes originally issued on the original issue date remain outstanding after each such redemption and any such redemption takes place within 60 days after the closing of the related equity offering.

During the year ended 31 December 2013, the Group and the Company repurchased up to US\$12,000,000 in the principal amount of its outstanding US\$280,360,000 8.5% senior notes due 2016 and recognised a loss of RMB3,519,000 on repurchase in statement of profit or loss.



## Notes to Financial Statements

31 December 2013

### 29. PROVISIONS

	Group	
	2013 RMB'000	2012 RMB'000
At 1 January	130,702	175,743
Additional provision	124,847	166,999
Amounts utilised during the year	(122,491)	(212,040)
At 31 December	<b>133,058</b>	130,702
Analysis of total provision		
Current	<b>119,748</b>	108,020
Non-current	<b>13,310</b>	22,682
	<b>133,058</b>	130,702

The Group provides a 18-month warranty for excavators and a 12-month warranty for wheel loaders, road rollers and forklifts, under which faulty products are repaired or replaced. The amount of the provision for the warranties is estimated based on sales volumes and past experience of the level of repairs and returns. The estimation basis is reviewed on an ongoing basis and revised where appropriate.



## Notes to Financial Statements

31 December 2013

### 30. DEFERRED TAX

The movements in deferred tax assets and liabilities during the year are as follows:

#### Deferred tax assets:

##### Group

	Allowance for bad and doubtful debts RMB'000	Provision for product warranty RMB'000	Allowance for inventories RMB'000	Unrealised profit in inventories RMB'000	Accrued sales rebate and others RMB'000	Tax losses RMB'000	Deferred income RMB'000	Total RMB'000
At 1 January 2012	16,781	31,006	3,875	74,823	69,671	8,373	–	204,529
Credited (charged) to the statement of profit or loss for the year (note 10)	14,978	(6,016)	1,027	(49,122)	(46,737)	28,885	10,843	(46,142)
At 31 December 2012	<b>31,759</b>	<b>24,990</b>	<b>4,902</b>	<b>25,701</b>	<b>22,934</b>	<b>37,258</b>	<b>10,843</b>	<b>158,387</b>
Credited (charged) to the statement of profit or loss for the year (note 10)	<b>25,686</b>	<b>1,520</b>	<b>4,803</b>	<b>68,523</b>	<b>44,081</b>	<b>8,257</b>	<b>(1,142)</b>	<b>151,728</b>
At 31 December 2013	<b>57,445</b>	<b>26,510</b>	<b>9,705</b>	<b>94,224</b>	<b>67,015</b>	<b>45,515</b>	<b>9,701</b>	<b>310,115</b>



## Notes to Financial Statements

31 December 2013

### 30. DEFERRED TAX *(Continued)*

#### Deferred tax liabilities:

#### Group

	Fair value arising from acquisition of a subsidiary RMB'000	Withholding taxes on undistributed dividends RMB'000	Capitalised interest RMB'000	Total RMB'000
At 1 January 2012	3,090	69,046	–	72,136
(Credited)/charged to the statement of profit or loss for the year <i>(note 10)</i>	(511)	6,677	5,342	11,508
At 31 December 2012	<b>2,579</b>	<b>75,723</b>	<b>5,342</b>	<b>83,644</b>
(Credited)/charged to the statement of profit or loss for the year <i>(note 10)</i>	<b>(511)</b>	<b>4,417</b>	<b>(1,068)</b>	<b>2,838</b>
At 31 December 2013	<b>2,068</b>	<b>80,140</b>	<b>4,274</b>	<b>86,482</b>

At the end of the reporting period, certain subsidiaries of the Group have unused tax losses arising in Mainland China of RMB64,677,000 (2012: RMB47,646,000) that will expire in one to five years for offsetting against future taxable profits. Deferred tax assets have not been recognised in respect of such losses as they have arisen in subsidiaries that have been loss-making for some time and it is not considered probable that taxable profits will be available against which the above tax losses can be utilised.

Pursuant to the PRC Corporate Income Tax Law, a 10% withholding tax is levied on dividends declared to foreign investors from the foreign investment enterprises established in Mainland China. The requirement is effective from 1 January 2008 and applies to earnings after 31 December 2007. A lower withholding tax rate may be applied if there is tax treaty between Mainland China and the jurisdiction of the foreign investors. For the Group, the applicable rate is 5%. The Group is therefore liable for withholding taxes on dividends distributed by those subsidiaries established in Mainland China in respect of earnings generated from 1 January 2008.





## Notes to Financial Statements

31 December 2013

### 31. DEFERRED INCOME

Deferred income represents government grants received related to assets whose useful lives are 5 or 50 years.

	<b>Group</b>	
	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Special purpose for technology improvements	<b>68,671</b>	72,284

The movements in government grants during the year are as follows:

	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
At the beginning of the year	<b>72,284</b>	–
Additions	<b>3,995</b>	79,893
Recognised as income during the year	<b>(7,608)</b>	(7,609)
At the end of the year	<b>68,671</b>	72,284

### 32. ISSUED CAPITAL

#### Shares

	<b>2013</b>	2012
	<b>HK\$'000</b>	HK\$'000
Authorised:		
20,000,000,000 ordinary shares of HK\$0.1 each	<b>2,000,000</b>	2,000,000

	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Issued and fully paid:		
4,280,100,000 ordinary shares of HK\$0.1 each	<b>444,116</b>	444,116



## Notes to Financial Statements

31 December 2013

### 33. SPECIAL RESERVE AND NON-DISTRIBUTABLE RESERVE

#### (a) Group

The amounts of the Group's reserves and the movements therein for the current and prior years are presented in the consolidated statement of changes in equity on pages 46 and 47 of the financial statements.

The special reserve of the Group represents the difference between the nominal value of the share capital issued by the Company and the nominal value of the share capital of the subsidiaries acquired pursuant to a group reorganisation in 2004. The movement of the current year represents the special reserve for safety fund amounting to RMB10,994,000 appropriated from the profit after taxation of the subsidiaries established in Mainland China.

The non-distributable reserve of the Group represents the statutory reserve which comprises capital reserve and statutory reserve funds appropriated from the profit after taxation of the subsidiaries established in Mainland China in accordance with the PRC laws and regulations.

#### (b) Company

	Share premium RMB'000	Accumulated losses RMB'000	Exchange fluctuation reserve RMB'000	Proposed final dividend RMB'000	Total RMB'000
Balance at 1 January 2012	982,757	(1,166,304)	(3,765)	313,661	126,349
Total comprehensive income/(loss) for the year	-	(153,707)	-	-	(153,707)
2011 final dividend of HK\$0.09 per share	-	-	-	(313,661)	(313,661)
Proposed 2012 final dividend	-	-	-	-	-
At 31 December 2012	982,757	(1,320,011)	(3,765)	-	(341,019)
Total comprehensive income/(loss) for the year	-	(207,866)	(28,699)	-	(235,565)
Proposed 2013 final dividend	-	(220,367)	-	220,367	-
At 31 December 2013	982,757	(1,748,244)	(32,464)	220,367	(577,584)



## Notes to Financial Statements

31 December 2013

### 34. CONTINGENT LIABILITIES

Certain sales of the Group were funded by finance leases entered into by the end-user customers and PRC domestic banks or other finance lease providers. Under the guarantee agreements entered into between the Group and the PRC domestic banks, where the end-user customers and their guarantors fail to perform their payment obligations, the Group will repurchase the equipment from the banks or other finance lease providers to settle the outstanding amounts and the related interest. As at 31 December 2013, the Group's contingent liabilities for such repurchase obligation amounted to RMB1,107,623,000 (31 December 2012: RMB1,074,042,000) (before deduction of the security deposits paid by the end-user customers and the interest on undue rent). The directors of the Company considered that the fair value of the financial guarantees as at 31 December 2013 was insignificant.

### 35. PLEDGE OF ASSETS

Details of the Group's bank loans and bills payable which are secured by the assets of the Group, are included in notes 26 and 24, respectively, to the financial statements.

### 36. OPERATING LEASE ARRANGEMENTS

The Group leases certain of its staff quarters under operating lease arrangements. Leases are negotiated for terms of one year and rentals are fixed for the relevant lease terms.

At 31 December 2013, the Group had total future minimum lease payments under non-cancellable operating leases falling due as follows:

<b>Group</b>	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Within one year	<b>195</b>	2,866
More than one year	<b>406</b>	–
	<b>601</b>	2,866



## Notes to Financial Statements

31 December 2013

### 37. COMMITMENTS

In addition to the operating lease commitments detailed in note 36 above, the Group had the following capital commitments at the end of the reporting period:

<b>Group</b>	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Contracted, but not provided for:		
Plant and machinery	<b>24,100</b>	53,924
Land and buildings	<b>40,569</b>	30,695
	<b>64,669</b>	84,619



## Notes to Financial Statements

31 December 2013

### 38. RELATED PARTY TRANSACTIONS

- (a) The following table provides the total amounts of transactions which have been entered into with related parties during the years ended 31 December 2013 and 31 December 2012 as well as balances with related parties as at 31 December 2013 and 31 December 2012:

		Sales to related parties RMB'000 (i)	Purchase from related parties RMB'000 (ii)	Amounts owed by related parties RMB'000	Amounts owed to related parties RMB'000
<b>Related parties:</b>					
Longyan City Jinlong Machinery Company Limited ( <i>note a</i> )	2013	–	38,654	–	13,715
	2012	–	22,643	–	5,647
Herkules (Shanghai) Automation Equipment Co. Ltd. ( <i>note b</i> )	2013	4	2,980	1,011	2,176
	2012	1,680	15,592	265	933
Shanghai Refined Machinery Co. Ltd. ( <i>note c</i> )	2013	4,545	9,419	922	–
	2012	1,082	9,089	–	–
Shanghai Longtui Machinery Co. Ltd. ( <i>note c</i> )	2013	–	1,315	–	900
	2012	–	–	–	–
<b>Associates:</b>					
Lonking (Xinjiang) Mechanical & Technical Service Co., Ltd. ( <i>note d</i> )	2013	–	–	–	–
	2012	5,153	11,268	1,330	–
Neimenggu Zhongcheng Machinery Co. Ltd. ( <i>note e</i> )	2013	–	–	–	2,000
	2012	–	–	–	–

Notes:

*note a:* Mr. Ngai Ngan Gin, the brother of Madam Ngai Ngan Ying (a director of the Company), holds a controlling interest in this entity.

*note b:* Herkules (Shanghai) Automation Equipment Co. Ltd., a company established in the PRC with limited liability and wholly owned by Mr. Chen Jie, the son-in-law of Mr. Li San Yim, an executive director, the chairman and a controlling shareholder of the Company.



## Notes to Financial Statements

31 December 2013

### 38. RELATED PARTY TRANSACTIONS (Continued)

(a) (Continued)

Notes: (Continued)

*note c:* Shanghai Refined Machinery Co. Ltd. is wholly owned by Refined Holdings, which is in turn wholly owned by Mr. Li Bin, the son of Mr. Li San Yim, who is a controlling shareholder of the Company, an executive director and the chairman of the Group.

Shanghai Longtui Machinery Co. Ltd. is wholly owned by Mr. Li Bin, the son of Mr. Li San Yim, who is a controlling shareholder of the Company, an executive director and the chairman of the Group.

*note d:* Established in March 2011, Lonking (Xinjiang) Mechanical & Technical Service Co., Ltd. is a joint venture company invested by Xinjiang Junqi Construction Machinery Co., Ltd. and Lonking (China) Machinery Sales Co., Ltd.

*note e:* The Group received the prepayment from Neimenggu Zhongcheng Machinery Co., Ltd.

(i) The sales to the associates and related parties were made according to the published prices and conditions offered to the major customers of the Group.

(ii) The purchases from the associates and related parties were made according to the published prices and conditions offered by the associates to their major customers.

All the amounts are unsecured, non-interest-bearing and repayable on demand or based on the agreed credit term of approximately 90 days.

(b) Compensation of key management personnel of the Group:

	<b>2013</b>	2012
	<b>RMB'000</b>	RMB'000
Short-term employee benefits	<b>9,047</b>	16,568
Pension scheme contributions	<b>35</b>	34
Total compensation paid to key management personnel	<b>9,082</b>	16,602

Further details of directors' emoluments are included in note 8 to the financial statements.



## Notes to Financial Statements

31 December 2013

### 39. TRANSFERS OF FINANCIAL ASSETS

#### a. Financial assets that are not derecognised in their entirety

During the year ended 2013, the Group served as the sales agencies' guarantor for bank acceptance bills payable which could only be issued to the Group and for factoring arrangement between the sales agencies and certain banks. At 31 December 2013, the Group endorsed the related bills receivable (the "Endorsed Bills") with a carrying amount of RMB36,200,000 (2012: RMB205,882,000) (after deduction of the security deposit undertaken by sales agencies) to certain of its suppliers in order to settle the trade payables due to such suppliers (the "Endorsement"). The Endorsed Bills had a maturity of one to six months at the end of the reporting period. In addition, as at 31 December 2013, the Group also provided guarantees for the sales agencies' factored accounts receivable amounting to RMB150,400,000 (31 December 2012: RMB158,904,000). The Group will execute the guarantor's liabilities if the sales agencies could not repay the money to the banks. In the opinion of the directors, the Group has retained the substantial risks and rewards, which include default risks relating to such Endorsed Bills and accounts receivable, and accordingly, it continued to recognise the full carrying amounts of the Endorsed Bills, accounts receivable and the associated trade payables settled. Subsequent to the Endorsement, the Group does not retain any rights on the use of the Endorsed Bills, including sale, transfer or pledge of the Endorsed Bills to any other third parties. The aggregate carrying amount of the associated liabilities included in other payables was RMB186,600,000 (2012: RMB364,786,000) as at 31 December 2013.

#### b. Financial assets that are derecognised in their entirety

At 31 December 2013, the Group endorsed certain bills receivable accepted by banks in the PRC (the "Derecognised Bills") to certain of its suppliers in order to settle the trade payables due to such suppliers with a carrying amount in aggregate of RMB1,357,471,000 (2012: RMB1,327,423,000). The Derecognised Bills had a maturity of one to six months at the end of the reporting period. In accordance with the Law of Negotiable Instruments in the PRC, the holders of the Derecognised Bills have a right of recourse against the Group if the PRC banks default (the "Continuing Involvement"). In the opinion of the directors, the Group has transferred substantially all risks and rewards relating to the Derecognised Bills. Accordingly, it has derecognised the full carrying amounts of the Derecognised Bills and the associated trade payables. The maximum exposure to loss from the Group's Continuing Involvement in the Derecognised Bills and the undiscounted cash flows to repurchase these Derecognised Bills equal to their carrying amounts. In the opinion of the directors, the fair values of the Group's Continuing Involvement in the Derecognised Bills are not significant.

During the year 2013, the Group has not recognised any gain or loss on the date of transfer of the Derecognised Bills. No gains or losses were recognised from the Continuing Involvement, both during the year or cumulatively. The Endorsement has been made evenly throughout the year 2013.



## Notes to Financial Statements

31 December 2013

### 40. FINANCIAL INSTRUMENTS BY CATEGORY

The carrying amounts of each of the categories of financial instruments as at the end of the reporting period are as follows:

#### Group

2013

#### Financial assets

	Loans and receivables RMB'000
Trade and bills receivables	2,938,836
Long-term receivables	79,298
Due from related parties	1,933
Financial assets included in prepayments, deposits and other receivables	1,121,556
Finance lease receivables (note 16)	26,007
Pledged deposits (note 23)	1,202,509
Cash and cash equivalents (note 23)	995,123
	<b>6,365,262</b>

#### Financial liabilities

	Financial liabilities at fair value through profit or loss designated as such upon initial recognition RMB'000	Financial liabilities at amortised cost RMB'000	Total RMB'000
Trade and bills payables	–	1,100,927	1,100,927
Financial liabilities included in other payables and accruals	–	493,907	493,907
Deposit for finance leases (note 16)	–	74,896	74,896
Derivative financial instruments (note 27)	712	–	712
Convertible bonds (note 27)	–	9,660	9,660
Long-term loan notes (note 28)	–	1,636,165	1,636,165
Interest-bearing bank borrowings (note 26)	–	2,592,454	2,592,454
Due to related parties (note 38)	–	18,791	18,791
	<b>712</b>	<b>5,926,800</b>	<b>5,927,512</b>





## Notes to Financial Statements

31 December 2013

### 40. FINANCIAL INSTRUMENTS BY CATEGORY (Continued)

#### Group

2012

#### Financial assets

	Loans and receivables RMB'000
Trade and bills receivables	2,944,444
Long-term receivables	122,478
Due from related parties	1,595
Financial assets included in prepayments, deposits and other receivables	701,670
Finance lease receivables (note 16)	281,953
Pledged deposits (note 23)	1,084,286
Cash and cash equivalents (note 23)	883,051
	6,019,477

#### Financial liabilities

	Financial liabilities at fair value through profit or loss designated as such upon initial recognition RMB'000	Financial liabilities at amortised cost RMB'000	Total RMB'000
Trade and bills payables	–	1,048,340	1,048,340
Financial liabilities included in other payables and accruals	–	626,305	626,305
Deposit for finance leases (note 16)	–	153,180	153,180
Derivative financial instruments (note 27)	739	–	739
Convertible bonds (note 27)	–	8,151	8,151
Long-term loan notes (note 28)	–	1,762,203	1,762,203
Interest-bearing bank borrowings (note 26)	–	3,334,567	3,334,567
Due to related parties (note 38)	–	6,580	6,580
	739	6,939,326	6,940,065



## Notes to Financial Statements

31 December 2013

### 40. FINANCIAL INSTRUMENTS BY CATEGORY *(Continued)*

#### Company

2013

#### *Financial assets*

	Loans and receivables RMB'000
Financial assets included in prepayments, deposits and other receivables	606
Due from subsidiaries	3,508,234
Cash and cash equivalents	45,404
	<b>3,554,244</b>

#### *Financial liabilities*

	Financial liabilities at fair value through profit or loss designated as such upon initial recognition RMB'000	Financial liabilities at amortised cost RMB'000	Total RMB'000
Financial liabilities included in other payables and accruals	–	18,325	18,325
Derivative financial instruments <i>(note 27)</i>	712	–	712
Convertible bonds <i>(note 27)</i>	–	9,660	9,660
Interest-bearing bank borrowings <i>(note 26)</i>	–	2,138,674	2,138,674
Long-term loan notes <i>(note 28)</i>	–	1,636,165	1,636,165
	<b>712</b>	<b>3,802,824</b>	<b>3,803,536</b>



## Notes to Financial Statements

31 December 2013

### 40. FINANCIAL INSTRUMENTS BY CATEGORY (Continued)

#### Company

2012

#### Financial assets

	Loans and receivables RMB'000
Financial assets included in prepayments, deposits and other receivables	626
Due from subsidiaries	4,054,799
Cash and cash equivalents	60,337
	<u>4,115,762</u>

#### Financial liabilities

	Financial liabilities at fair value through profit or loss designated as such upon initial recognition RMB'000	Financial liabilities at amortised cost RMB'000	Total RMB'000
Financial liabilities included in			
other payables and accruals	–	13,188	13,188
Derivative financial instruments (note 27)	739	–	739
Convertible bonds (note 27)	–	8,151	8,151
Interest-bearing bank borrowings (note 26)	–	2,378,067	2,378,067
Long-term loan notes (note 28)	–	1,762,203	1,762,203
	<u>739</u>	<u>4,161,609</u>	<u>4,162,348</u>



## Notes to Financial Statements

31 December 2013

### 41. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

The carrying amounts and fair values of the Group's and the Company's financial instruments, other than those with carrying amounts that reasonably approximate to fair values are as follows:

#### Group

	Carrying amounts		Fair values	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
<b>Financial assets:</b>				
Finance lease receivables, non-current portion	<b>3,485</b>	66,346	<b>4,043</b>	68,717
<b>Financial liabilities:</b>				
Interest-bearing bank borrowings	<b>1,789,396</b>	2,150,643	<b>1,727,101</b>	2,089,031
Derivative financial instruments	<b>712</b>	739	<b>712</b>	739
Long term loan notes	<b>1,636,165</b>	1,762,203	<b>1,705,829</b>	1,815,072
Convertible bonds:				
2009 convertible bonds	<b>9,660</b>	8,151	<b>9,660</b>	8,151
	<b>3,435,933</b>	3,921,736	<b>3,443,302</b>	3,912,993

#### Company

	Carrying amounts		Fair values	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
<b>Financial liabilities:</b>				
Interest-bearing bank borrowings	<b>1,767,896</b>	1,834,143	<b>1,705,179</b>	1,771,749
Derivative financial instruments	<b>712</b>	739	<b>712</b>	739
Long term loan notes	<b>1,636,165</b>	1,762,203	<b>1,705,829</b>	1,815,072
Convertible bonds:				
2009 convertible bonds	<b>9,660</b>	8,151	<b>9,660</b>	8,151
	<b>3,414,433</b>	3,605,236	<b>3,421,380</b>	3,595,711



## Notes to Financial Statements

31 December 2013

### 41. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

*(Continued)*

Except as detailed in the above table, management has assessed that the fair values of cash and cash equivalents, the current portion of pledged deposits, trade and bills receivables, loans receivable, financial assets included in prepayments, deposits and other receivables, the current portion of finance lease receivables, trade and bills payables, financial liabilities included in other payables and accruals, amounts due from/to related parties, the current portion of interest-bearing bank borrowings approximate to their carrying amounts largely due to the short term maturities of these instruments.

The Group's corporate finance team headed by the finance manager is responsible for determining the policies and procedures for the fair value measurement of financial instruments. The corporate finance team reports directly to the chief financial officer and the audit committee. At each reporting date, the corporate finance team analyses the movements in the values of financial instruments and determines the major inputs applied in the valuation. The valuation is reviewed and approved by the chief financial officer. The valuation process and results are discussed with the audit committee twice a year for interim and annual financial reporting.

The fair values of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The following methods and assumptions were used to estimate the fair values:

The fair values of the non-current portion of pledged deposits, non-current portion of finance lease receivables, interest-bearing bank borrowings, non-current portion of deposits for finance leases and long term loan notes have been calculated by discounting the expected future cash flows using rates currently available for instruments with similar terms, credit risk and remaining maturities. The Group's own non-performance risk for deposits for finance leases, long term notes and interest-bearing bank borrowings as at 31 December 2013 was assessed to be insignificant. The fair value of the liability portion of the convertible bonds is estimated by discounting the expected future cash flows using an equivalent market interest rate for a similar convertible bond with consideration of the Group's own non-performance risk.



## Notes to Financial Statements

31 December 2013

### 41. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

(Continued)

#### Fair value hierarchy

The following tables illustrate the fair value measurement hierarchy of the Group's financial instruments:

*Assets for which fair values are disclosed:*

#### Group

As at 31 December 2013

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Finance lease receivables, non-current portion	–	4,043	–	4,043

As at 31 December 2012

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Finance lease receivables, non-current portion	–	68,717	–	68,717



## Notes to Financial Statements

31 December 2013

### 41. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

(Continued)

#### Fair value hierarchy (Continued)

Liabilities for which fair values are disclosed:

#### Group

As at 31 December 2013

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Interest-bearing bank borrowings	–	1,727,101	–	1,727,101
Derivative financial instruments	–	–	712	712
Long term loan notes	1,705,829	–	–	1,705,829
Convertible bonds				
2009 Convertible Bonds	–	–	9,660	9,660
	1,705,829	1,727,101	10,372	3,443,302

As at 31 December 2012

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Interest-bearing bank borrowings	–	2,089,031	–	2,089,031
Derivative financial instruments	–	–	739	739
Long term loan notes	1,815,072	–	–	1,815,072
Convertible bonds				
2009 Convertible Bonds	–	–	8,151	8,151
	1,815,072	2,089,031	8,890	3,912,993



## Notes to Financial Statements

31 December 2013

### 41. FAIR VALUE AND FAIR VALUE HIERARCHY OF FINANCIAL INSTRUMENTS

(Continued)

#### Fair value hierarchy (Continued)

Liabilities for which fair values are disclosed: (Continued)

#### Company

As at 31 December 2013

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Interest-bearing bank borrowings	–	1,705,179	–	1,705,179
Derivative financial instruments	–	–	712	712
Long term loan notes	1,705,829	–	–	1,705,829
Convertible bonds:				
2009 Convertible Bonds	–	–	9,660	9,660
	<b>1,705,829</b>	<b>1,705,179</b>	<b>10,372</b>	<b>3,421,380</b>

As at 31 December 2012

	Fair value measurement using			Total RMB'000
	Quoted prices in active markets (Level 1) RMB'000	Significant observable inputs (Level 2) RMB'000	Significant unobservable inputs (Level 3) RMB'000	
Interest-bearing bank borrowings	–	1,771,749	–	1,771,749
Derivative financial instruments	–	–	739	739
Long term loan notes	1,815,072	–	–	1,815,072
Convertible bonds:				
2009 Convertible Bonds	–	–	8,151	8,151
	<b>1,815,072</b>	<b>1,771,749</b>	<b>8,890</b>	<b>3,595,711</b>





## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group's principal financial instruments, other than derivatives, comprise bank loans, convertible bonds, finance leases, other interest-bearing loans, and cash and short term deposits. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has various other financial assets and liabilities such as trade and bills receivables and trade and bills payables, which arise directly from its operations.

The main risks arising from the Group's financial instruments are credit risk, interest rate risk, foreign currency risk and liquidity risk. The board of directors reviews and agrees policies for managing each of these risks and they are summarised below. The Group's accounting policies in relation to derivatives are set out in note 2.4 to the financial statements.

#### **Credit risk**

The Group trades only with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis and the Group's exposure to bad debts is not significant. For transactions that are not denominated in the functional currency of the relevant operating unit, the Group does not offer credit terms without the specific approval of the Head of Credit Control.

The credit risk of the Group's other financial assets, which comprise cash and cash equivalents, pledged deposits and other receivables, arises from default of the counterparty, with a maximum exposure equal to the carrying amounts of these instruments. The Company is also exposed to credit risk through the granting of financial guarantees, further details of which are disclosed in note 34 to the financial statements.

Since the Group trades only with recognised and creditworthy third parties, there is no requirement for collateral. Concentrations of credit risk are managed by customer/counterparty, by geographical region and by industry sector. There are no significant concentrations of credit risk within the Group as the customer bases of the Group's trade receivables are widely dispersed in different sectors and industries.

Further quantitative data in respect of the Group's exposure to credit risk arising from trade receivables are disclosed in note 21 to the financial statements.



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES *(Continued)*

#### Interest rate risk

The Group's exposure to the risk of changes in market interest rates relate primarily to the Group's long term debt obligations with a floating interest rate.

The Group has not entered into any interest rate hedging contracts or any other similar derivative financial instruments. Management closely monitors such risk and will consider hedging significant interest rate risk exposure should the need arise. At 31 December 2013, approximately RMB2,348,606,000 (31 December 2012: RMB2,378,067,000) of the Group's interest-bearing borrowings bore interest at floating rates, with the rest at fixed rates.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, of the Group's and the Company's profit before tax (through the impact on floating rate borrowings) and the Group's and the Company's equity.

	Increase/ (decrease) in basis points	Group Increase/ (decrease) in profit before tax RMB'000	Company Increase/ (decrease) in profit before tax RMB'000
<b>2013</b>			
US\$	(50)	265	261
HK\$	(50)	9	9
RMB	(50)	91	-
US\$	50	(265)	(261)
HK\$	50	(9)	(9)
RMB	50	(91)	-
<b>2012</b>			
US\$	(50)	94	94
RMB	(50)	-	-
US\$	50	(94)	(94)
RMB	50	-	-



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES *(Continued)*

#### Foreign currency risk

The Group's exposure to foreign currency risk arises from:

- (a) Bank balances of the Company and certain subsidiaries that are denominated in foreign currencies;
- (b) Certain trade receivables and payables of certain subsidiaries of the Company, which conduct foreign currency sales and purchases, that are denominated in foreign currencies; and
- (c) Issued convertible bonds and long-term loan notes of the Company that are denominated in foreign currencies.

The carrying amounts of the Group's monetary assets and monetary liabilities denominated in foreign currencies at the end of the reporting period are as follows:

	Assets		Liabilities	
	2013 RMB'000	2012 RMB'000	2013 RMB'000	2012 RMB'000
US\$	261,717	287,669	4,039,829	4,151,347
HK\$	10,293	4,192	78,620	–



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES *(Continued)*

#### Foreign currency risk *(Continued)*

The following table demonstrates the sensitivity at the end of the reporting period to a reasonably possible change in the foreign exchange rates, with all other variables held constant, of the Group's profit before tax (due to changes in the fair values of monetary assets and liabilities):

	Change in foreign currency rate %	Increase/(decrease) in profit before tax RMB'000
<b>2013</b>		
If RMB weakens against US\$	5%	(188,906)
If RMB strengthens against US\$	5%	188,906
If RMB weakens against HK\$	5%	(3,416)
If RMB strengthens against HK\$	5%	3,416
<b>2012</b>		
If RMB weakens against US\$	5%	(193,184)
If RMB strengthens against US\$	5%	193,184
If RMB weakens against HK\$	5%	210
If RMB strengthens against HK\$	5%	(210)

#### Liquidity risk

The Group monitors its risk to a shortage of funds using a recurring liquidity planning tool. This tool considers the maturity of both its financial instruments and financial assets (e.g., trade receivables) and projected cash flows from operations.

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans, convertible bonds, and other interest-bearing loans. The Group's policy is that not more than 35% of the borrowings should mature in any 12-month period. 19% of the Group's debts would mature in less than one year as at 31 December 2013 (2012: 23%) based on the carrying value of borrowings reflected in the financial statements.



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (Continued)

#### Liquidity risk (Continued)

The maturity profiles of the Group's and the Company's financial liabilities as at the end of the reporting period, based on the contractual undiscounted payments, are as follows:

#### Group

#### 2013

	On demand RMB'000	Less than 3 months RMB'000	3 to less than 12 months RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	–	–	10,418	–	10,418
Interest-bearing bank borrowings	–	17,109	861,320	1,808,295	2,686,724
Trade and bills payables	95,684	1,005,243	–	–	1,100,927
Other payables and accruals	493,907	–	–	–	493,907
Due to related parties	18,791	–	–	–	18,791
Long-term loan notes	–	–	139,074	1,844,776	1,983,850
Deposits for finance leases	23,435	–	–	51,461	74,896
Financial guarantee contracts	1,107,623	–	–	–	1,107,623
	<b>1,739,440</b>	<b>1,022,352</b>	<b>1,010,812</b>	<b>3,704,532</b>	<b>7,477,136</b>

#### 2012

	On demand RMB'000	Less than 3 months RMB'000	3 to less than 12 months RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	–	–	–	10,105	10,105
Interest-bearing bank borrowings	–	49,913	1,256,073	2,225,260	3,531,246
Trade and bills payables	52,005	48,799	947,536	–	1,048,340
Other payables and accruals	626,305	–	–	–	626,305
Due to related parties	6,580	–	–	–	6,580
Long-term loan notes	–	–	149,787	2,211,565	2,361,352
Deposits for finance leases	113,301	–	–	39,879	153,180
Financial guarantee contracts	1,074,042	–	–	–	1,074,042
	<b>1,872,233</b>	<b>98,712</b>	<b>2,353,396</b>	<b>4,486,809</b>	<b>8,811,150</b>



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES *(Continued)*

#### Liquidity risk *(Continued)*

##### Company

##### 2013

	On demand RMB'000	Less than 3 months RMB'000	3 to less than 12 months RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	-	-	10,418	-	10,418
Interest-bearing bank borrowings	-	13,627	420,979	1,786,172	2,220,778
Other payables and accruals	18,325	-	-	-	18,325
Long-term loan notes	-	-	139,074	1,844,776	1,983,850
	<b>18,325</b>	<b>13,627</b>	<b>570,471</b>	<b>3,630,948</b>	<b>4,233,371</b>

##### 2012

	On demand RMB'000	Less than 3 months RMB'000	3 to less than 12 months RMB'000	1 to 5 years RMB'000	Total RMB'000
Convertible bonds	-	-	-	10,105	10,105
Interest-bearing bank borrowings	-	16,756	604,049	1,900,309	2,521,114
Other payables and accruals	13,188	-	-	-	13,188
Long-term loan notes	-	-	149,787	2,211,565	2,361,352
	<b>13,188</b>	<b>16,756</b>	<b>753,836</b>	<b>4,121,979</b>	<b>4,905,759</b>



## Notes to Financial Statements

31 December 2013

### **42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES** *(Continued)*

#### **Capital management**

The primary objectives of the Group's capital management are to safeguard the Group's ability to continue as a going concern and to maintain healthy capital ratios in order to support its business and maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group is not subject to any externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the years ended 31 December 2013 and 31 December 2012.

The Group monitors capital using a gearing ratio, which is net debt divided by the adjusted capital plus net debt. The Group's policy is to maintain the gearing ratio between 40% and 60%. Net debt includes interest-bearing bank borrowings, trade, bills and other payables, accruals, long-term loan notes, amounts due to the related parties, less cash and cash equivalents. Capital includes convertible bonds and equity attributable to owners of the parent. The gearing ratios as at the end of the reporting periods were as follows:



## Notes to Financial Statements

31 December 2013

### 42. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES *(Continued)*

#### Group

	2013 RMB'000	2012 RMB'000
Interest-bearing bank borrowings <i>(note 26)</i>	<b>2,592,454</b>	3,334,567
Trade and bills payables	<b>1,100,927</b>	1,048,340
Other payables and accruals	<b>872,705</b>	896,320
Long-term loan notes	<b>1,636,165</b>	1,762,203
Due to related parties	<b>18,791</b>	6,580
Less: Cash and cash equivalents	<b>(995,123)</b>	(883,051)
<b>Net debt</b>	<b>5,225,919</b>	6,164,959
Convertible bonds, the liability component <i>(note 27)</i>	<b>9,660</b>	8,151
Equity attributable to owners of the parent	<b>6,842,864</b>	6,242,428
<b>Adjusted capital</b>	<b>6,852,524</b>	6,250,579
<b>Adjusted capital and net debt</b>	<b>12,078,443</b>	12,415,538
<b>Gearing ratio</b>	<b>43%</b>	50%

### 43. EVENTS AFTER THE REPORTING PERIOD

No event occurred after the end of the reporting period and up to 26 March 2014 that needs to be disclosed.

### 44. APPROVAL OF THE FINANCIAL STATEMENTS

The financial statements were approved and authorised for issue by the board of directors on 26 March 2014.





## Summary of Financial Information

A summary of the results, assets and liabilities of the Group for the last five financial years is as follows:

	For the year ended 31 December				
	2009 RMB'000	2010 RMB'000	2011 RMB'000	2012 RMB'000	2013 RMB'000
<b>Result</b>					
Profit before taxation	905,877	2,142,162	2,067,784	275,654	<b>570,782</b>
Income tax credit (expense)	(105,652)	(375,845)	(337,917)	(124,081)	<b>90,450</b>
Profit for the year	800,225	1,766,317	1,729,867	151,573	<b>480,332</b>
Attributable to:					
Equity holder of the parent	799,986	1,765,606	1,729,502	151,486	<b>480,046</b>
Non-controlling interests	239	711	365	87	<b>286</b>
	800,225	1,766,317	1,729,867	151,573	<b>480,332</b>
Dividends	169,731	314,735	565,129	313,661	–
Earnings per share-basic (RMB)	0.19	0.41	0.40	0.04	<b>0.11</b>
<b>As at 31 December</b>					
	2009 RMB'000	2010 RMB'000	2011 RMB'000	2012 RMB'000	2013 RMB'000
<b>Assets and Liabilities</b>					
Total assets	9,766,387	13,462,521	16,140,433	13,674,127	<b>13,543,349</b>
Total liabilities	5,975,938	8,220,490	9,733,664	7,429,446	<b>6,697,946</b>
	3,790,449	5,242,031	6,406,769	6,244,681	<b>6,845,403</b>
Equity attributable to equity holders of the parent	3,789,359	5,240,230	6,404,603	6,242,428	<b>6,842,864</b>
Non-controlling interests	1,090	1,801	2,166	2,253	<b>2,539</b>
	3,790,449	5,242,031	6,406,769	6,244,681	<b>6,845,403</b>