

**Interim Report 2014** 



# **TONLY ELECTRONICS HOLDINGS LIMITED**

通力電子控股有限公司

Incorporated in the Cayman Islands with limited liability Stock Code : 01249



# **CONTENTS**

- 2 Corporate Information
- 3 Interim Results
- 19 Management Discussion & Analysis
- 28 Other Information

# **CORPORATE INFORMATION**

#### **BOARD OF DIRECTORS**

#### **Executive Directors**

Mr. YU Guanghui (Chief Executive Officer) Mr. SONG Yonghong (Chief Operating Officer) Mr. REN Xuenong (Chief Financial Officer)

#### **Non-Executive Directors**

Mr. YUAN Bing (Chairman) Mr. LEONG Yuewing

#### **Independent Non-Executive Directors**

Mr. POON Chiu Kwok

Mr. LI Qi

Mr. YOUNG Shiao Ming

## **COMPANY SECRETARY**

Ms. PANG Siu Yin, Solicitor, Hong Kong

#### **AUDITOR**

Ernst & Young
Certified Public Accountants
22/F, CITIC Tower
1 Tim Mei Avenue
Central, Hong Kong

#### **LEGAL ADVISOR**

Cheung Tong & Rosa Solicitors Room 501, 5/F, Sun Hung Kai Centre 30 Harbour Road Hong Kong

#### PRINCIPAL REGISTRAR

Royal Bank of Canada Trust Company (Cayman) Limited 4th Floor, Royal Bank House, 24 Shedden Road, George Town Grand Cayman KY1-1110, Cayman Islands

#### **BRANCH REGISTRAR**

Tricor Investor Services Limited Level 22, Hopewell Centre 183 Queen's Road East Hong Kong

#### PRINCIPAL OFFICE

13/F, TCL Tower 8 Tai Chung Road Tsuen Wan, New Territories Hong Kong

#### REGISTERED OFFICE

P.O. Box 309 Ugland House Grand Cayman KYI-1104 Cayman Islands

#### **INVESTOR AND MEDIA RELATIONS**

iPR Ogilvy Limited Units 2008-12, 20/F., The Center, 99 Queen's Road, Central, Hong Kong

The board of directors (the "Board") of Tonly Electronics Holdings Limited (the "Company") is pleased to announce the unaudited consolidated results and financial position of the Company and its subsidiaries (collectively, the "Group") for the six months ended 30 June 2014 with comparative figures for the said period last year as follows and these condensed consolidated interim financial statements have not been audited, but have been reviewed by the Company's Audit Committee:

# CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER **COMPREHENSIVE INCOME**

		SIX MONT	SIX MONTHS ENDED		THREE MONTHS ENDED		
		30 JUNE		30 JI	UNE		
		2014	2013	2014	2013		
		(UNAUDITED)	(unaudited)	(UNAUDITED)	(unaudited)		
	Notes	HK\$'000	HK\$'000	HK\$'000	HK\$'000		
TURNOVER	4	2,379,596	1,952,891	1,323,810	1,036,711		
Cost of sales		(2,090,784)	(1,700,024)	(1,147,803)	(893,801)		
Gross profit		288,812	252,867	176,007	142,910		
Other revenue and gains		51,511	61,154	29,434	25,179		
Selling and distribution costs		(83,221)	(68,669)	(56,186)	(31,817)		
Administrative expenses		(92,494)	(74,813)	(51,600)	(35,788)		
Research and development costs		(67,197)	(71,895)	(44,074)	(44,325)		
Other operating expenses		(343)	(17)	(281)	369		
		97,068	98,627	53,300	56,528		
Finance costs	5	(2,710)	(5,907)	(391)	(3,774)		
Share of profits or losses of							
an associate		1	(30)	72	8		
PROFIT BEFORE TAX		94,359	92,690	52,981	52,762		
Income tax expense	6	(11,767)	(14,951)	(5,980)	(9,575)		
PROFIT FOR THE PERIOD		82,592	77,739	47,001	43,187		

# CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (CONTINUED)

SIX MONTHS ENDED

30 JUNE

THREE MONTHS ENDED

30 JUNE

	Note	(UNAUDITED)  HK\$'000	2013 (unaudited) <i>HK\$'000</i>	(UNAUDITED)  HK\$'000	2013 (unaudited) <i>HK\$</i> ′000
OTHER COMPREHENSIVE INCOME/(LOSS)					
Other comprehensive income/(loss) to reclassified to profit or loss in subsequent periods:	be				
Cash flow hedge: Effective portion of change in fair value of the hedging instrume arising during the period	ent	(7,930)	-	(7,930)	-
Exchange fluctuation reserve: Translation of foreign operations		(4,132)	6,633	(437)	5,506
OTHER COMPREHENSIVE INCOME/(LOS FOR THE PERIOD	SS)	(12,062)	6,633	(8,367)	5,506
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		70,530	84,372	38,634	48,693
Profit attributable to:					
Owners of the parent		72,455	62,082	43,645	34,415
Non-controlling interests		10,137	15,657	3,356	8,772
		82,592	77,739	47,001	43,187

61,468

9,062

70.530

67,026

17,346

84,372

35,435

3,199

38.634

38,524

10,169

48.693

EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

Non-controlling interests

attributable to: Owners of the parent

9

Basic and diluted HK51.10 CENTS HK46.57 cents

Details of the dividends are disclosed in note 8.

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Notes	30 JUNE 2014 (UNAUDITED) <i>HK\$</i> '000	31 December 2013 (audited) HK\$'000
NON-CURRENT ASSETS			
Property, plant and equipment		442,195	393,215
Prepaid land lease payments		39,007	39,727
Investment in an associate		_	406
Deferred tax assets		72,138	72,826
Total non-current assets		553,340	506,174
CURRENT ASSETS			
Inventories		437,250	459,758
Trade receivables	10	1,045,579	875,274
Bills receivable		15,056	21,955
Prepayments, deposits and other receivables		165,786	198,888
Other investment		-	135,991
Tax recoverable		351	2,104
Derivative financial instruments		625	14,077
Cash and cash equivalents		362,672	410,460
Total current assets		2,027,319	2,118,507
CURRENT LIABILITIES			
Trade payables	11	1,122,006	958,806
Bills payable		8,233	220,236
Other payables and accruals		569,465	619,181
Interest-bearing bank borrowings	12	38,757	_
Tax payable		84,662	84,156
Derivative financial instruments		8,554	7,952
Provisions		156,117	180,947
Total current liabilities		1,987,794	2,071,278
NET CURRENT ASSETS		39,525	47,229
TOTAL ASSETS LESS CURRENT LIABILITIES		592,865	553,403

### CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED)

	Note	30 JUNE 2014 (UNAUDITED) <i>HK\$'000</i>	31 December 2013 (audited) HK\$'000
TOTAL ASSETS LESS CURRENT			
LIABILITIES		592,865	553,403
NON-CURRENT LIABILITIES			
Deferred tax liabilities		4,838	4,176
Net assets		588,027	549,227
EQUITY			
Equity Attributable to Owners of the Parent			
Issued capital	13	165,979	133,316
Reserves		395,716	291,385
		561,695	424,701
Non-Controlling Interests		26,332	124,526
Total equity		588,027	549,227

### CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

					THO OWNERS	OR SHEE BARR					
			A	ITKIBUTABLE	TO OWNERS	OF THE PARE				VAN	
	ISSUED CAPITAL (UNAUDITED) <i>HK\$</i> '000	SHARE PREMIUM (UNAUDITED) <i>HK\$</i> '000	RESERVE FUNDS (UNAUDITED) HKS'000	CAPITAL RESERVE (UNAUDITED) HK\$'000	MERGER RESERVE (UNAUDITED) HK\$'000	HEDGING RESERVE (UNAUDITED) HK\$'000		RETAINED PROFITS (UNAUDITED)	(UNAUDITED)	(UNAUDITED)	TOTAL EQUITY
At 1 January 2013 Profit for the period Other comprehensive income for the period: Exchange differences on	-	-	54,546 -	(6,008)	) 127,257 -	-	46,296 -	69,993 62,082			390,354 77,739
translation of foreign operations	-	-	-	-	-	-	4,944	-	4,944	1,689	6,633
Total comprehensive income for the period  Deemed contribution from	-	-	-	-	-	-	4,944	62,082	67,026	17,346	84,372
TCL Multimedia	-	-	-	17,143	-	-	-	-	17,143	4,286	21,429
At 30 June 2013	-	-	54,546	11,135	127,257	-	51,240	132,075	376,253	119,902	496,155
At 1 January 2014 Profit for the period Other comprehensive income	133,316 -	-	58,513 -	11,251	(6,059)	) - -	54,975 -	172,705 72,455			549,227 82,592
for the period: Cash flow hedge Exchange differences on	-	-	-	-		(7,930)	-		(7,930	<b>-</b>	(7,930
translation of foreign operations	-	-	-	-	-	-	(3,057	<b>-</b>	(3,057	(1,075)	(4,132)
Total comprehensive income for the period						(7,930)	(3,057				70,530
Final dividend paid Acquisition of the remaining 20% equity interest of a subsidiary								(31,730)			(31,730
of the Group	32,663	160,046		(85,453)	-	-	-	-	107,256	(107,256)	-
At 30 June 2014	165,979	160,046	* 58,513	(74,202)	)* (6,059)	* (7,930)	* 51,918	* 213,430	* 561,965	26,332	588,027

These reserve accounts comprise the combined reserves of HK\$395,716,000 (31 December 2013: HK\$291,385,000) in the consolidated statements of financial position as at 30 June 2014.

### **CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS**

	SIX MONTHS E 2014 (UNAUDITED) <i>HK\$'000</i>	NDED 30 JUNE 2013 (unaudited) HK\$'000
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated from operations	46,849	108,803
Interest paid	(2,710)	(5,907)
Income taxes paid	(8,442)	(19,298)
Net cash flows from operating activities	35,697	83,598
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest received	1,836	22,791
Purchases of items of property, plant and equipment	(68,089)	(112,582)
Decrease in bills payable	(173,748)	(219,810)
Purchase of other investment		(133,271)
Proceed from sales of other investment	135,991	
Decrease in pledged deposits		347,212
Other investing cash flows, net	10,005	7,963
Net cash flows used in investing activities	(94,005)	(87,697)
CASH FLOWS FROM FINANCING ACTIVITIES		
New bank loans	38,757	_
Dividends paid	(31,730)	_
Decrease in other payables and accruals	_	(40,764)
Net cash flows from/(used in) financing activities	7,027	(40,764)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(51,281)	(44,863)
Cash and cash equivalents at beginning of period	410,460	997,289
Effect of foreign exchange rate changes, net	3,493	12,092
CASH AND CASH EQUIVALENTS AT END OF PERIOD	362,672	964,518
ANALYSIS OF BALANCES OF CASH AND CASH EQUIVALENTS		
Cash and bank balances	362,672	964,518

Notes:

#### 1. BASIS OF PREPARATION

These unaudited interim condensed consolidated financial statements are prepared in accordance with Hong Kong Accounting Standard ("HKAS") 34 Interim Financial Reporting issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") and the disclosure requirements of Appendix 16 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules").

The unaudited interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements for the year ended 31 December 2013.

The accounting policies and the basis of preparation adopted in the preparation of these condensed consolidated financial statements are consistent with those adopted in the annual financial statements for the year ended 31 December 2013, which have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") (which also include HKASs and Interpretations) issued by the HKICPA, accounting principles generally accepted in Hong Kong and the disclosures requirements of the Hong Kong Companies Ordinance, except for the adoption of the new and revised HKFRSs as disclosed in note 2 below.

These condensed consolidated financial statements have been prepared under historical cost convention, except for the derivative financial instruments, which have been measured at fair value. These condensed consolidated financial statements are presented in Hong Kong dollars ("HK\$") and all values are rounded to the nearest thousand except when otherwise indicated.

#### 2. CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

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

HKFRS 10, HKFRS 12 Amendments to HKFRS 10, HKFRS 12 and HKFRS 27 (2011)

and HKFRS 27 (2011) – Investment Entities

Amendments

HKAS 32 Amendments Amendments to HKAS 32 Financial Instruments: Presentation

- Offsetting Financial Assets and Financial Liabilities

HKAS 39 Amendments to HKAS 39 Financial Instruments: Recognition

and Measurement - Novation of Derivatives and

Continuation of Hedge Accounting

HK(IFRIC) – Int 21 Levies

The adoption of these new and revised HKFRSs has had no significant financial effect on these condensed consolidated financial statements and there have been no significant changes to the accounting policies applied in these condensed consolidated financial statements.

#### 3. IMPACT OF ISSUED BUT NOT YET EFFECTIVE HKFRSs

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

HKFRS 9	Financial Instruments <sup>4</sup>
HKFRS 9, HKFRS 7 and	Hedge Accounting and amendments to HKFRS 9, HKFRS 7
HKAS 39 Amendments	and HKAS 39⁴
HKFRS 11 Amendments	Amendments to HKFRS 11 Joint Arrangements – Accounting
	for Acquisitions of Interests in Joint Operations <sup>2</sup>
HKFRS 14	Regulatory Deferral Accounts <sup>2</sup>
HKFRS 15	Revenue from Contracts with Customers <sup>3</sup>
HKAS 19 Amendments	Amendments to HKAS 19 Employee Benefits –
	Defined Benefit Plans: Employee Contributions
HKAS 16 and HKAS 38	Amendments to HKAS 16 Property, Plant and Equipment and
Amendments	HKAS 38 Intangible Assets – Clarification of Acceptable
	Methods of Depreciation and Amortisation <sup>2</sup>
Annual Improvements	Amendments to a number of HKFRSs issued in January 2014 <sup>1</sup>
2010-2012 Cycle	
Annual Improvements	Amendments to a number of HKFRSs issued in January 2014 <sup>1</sup>
2011-2013 Cycle	

- Effective for annual periods beginning on or after 1 July 2014
- <sup>2</sup> Effective for annual periods beginning on or after 1 January 2016
- Effective for annual periods beginning on or after 1 January 2017
- No mandatory effective date yet determined but is available for adoption

The Group is in the process of making an assessment of the impact of these new and revised HKFRSs upon initial application. So far, the Group considers that these new and revised HKFRSs are unlikely to have a significant impact on the Group's results of operations and financial position.

In addition, the new Hong Kong Companies Ordinance (Chapter 622) will affect the presentation and disclosure of certain information in the consolidated financial statements for the year ending 31 December 2015. The Group is in the process of making an assessment of the impact of these changes.

#### 4. **OPERATING SEGMENT INFORMATION**

For management purpose, the Group has only one reportable operating segment which is the manufacture and sale of audio-visual products. Since this is the only reportable operating segment of the Group, no further operating segment analysis thereof is presented.

#### 5. FINANCE COSTS

	SIX MONTHS ENDED 30 JUNE		
	2014	2013	
	(UNAUDITED)	(unaudited)	
	HK\$'000	HK\$'000	
Interest on:			
Bank loans	_	2,434	
Factored trade receivables	2,710	3,473	
Total	2,710	5,907	

#### 6. **INCOME TAX EXPENSE**

Hong Kong profits tax has been provided at the rate of 16.5% (30 June 2013: 16.5%) on the estimated assessable profits arising in Hong Kong during the period. Taxes on profits assessable elsewhere have been calculated at the rates of tax prevailing in the countries/jurisdictions in which the Group operates.

	SIX MONTHS ENDED 30 JUNE		
	2014		
	(UNAUDITED)	(unaudited)	
	HK\$'000	HK\$'000	
Current – Hong Kong	10,017	1,275	
Current – Elsewhere	1,088	12,360	
Deferred	662	1,316	
Total tax charge for the period	11,767	14,951	

#### 7. DEPRECIATION AND AMORTISATION

During the period, depreciation of HK\$14,857,000 (30 June 2013: HK\$9,747,000) was charged to the condensed consolidated statement of profit or loss and other comprehensive income in respect of the Group's property, plant and equipment; and amortisation of HK\$346,000 (30 June 2013: HK\$208,000) was charged to the condensed consolidated statement of profit or loss and other comprehensive income in respect of the Group's prepaid land lease payments.

#### 8. DIVIDENDS

The Board does not recommend the payment of any dividend for the six months ended 30 June 2014 (30 June 2013: Nil).

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

The calculation of the basic earnings per share for the six months ended 30 June 2014 is based on the profit attributable to owners of the Company of HK\$72,455,000 divided by weighted average of outstanding shares in issue of 141,797,651 during the period. The calculation of the basic earnings per share for the six months ended 30 June 2013 is based on the profit attributable to owners of the Company of HK\$62,082,000 and on the assumption that 133,316,234 shares, comprising an aggregate of 133,109,811 and 206,423 issued ordinary shares of the Company on 10 July 2013 and 7 August 2013, respectively, have been in issue throughout the period.

No adjustment has been made to the basic earnings per share amounts presented for the six months ended 30 June 2014 and 2013 as the Company had no potentially dilutive ordinary share in issue during those periods.

#### 10. TRADE RECEIVABLES

The majority of the Group's sales in the PRC were made on the cash-on-delivery basis and on commercial bills guaranteed by banks with credit periods ranging from 60 to 180 days. For overseas sales, the Group usually requires settlement by letters of credit with tenures ranging from 15 to 150 days. Sales to certain long term strategic customers were also made on open-account basis with average credit terms of no more than 180 days.

The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

### 10. TRADE RECEIVABLES (CONTINUED)

An aged analysis of the trade receivables that are not considered to be impaired as at the end of the reporting period is as follows:

	30 JUNE	31 December
	2014	2013
	(UNAUDITED)	(audited)
	HK\$'000	HK\$'000
Neither past due nor impaired	1,031,604	832,503
Less than 90 days past due	404	35,810
90 to 180 days past due	1,224	5,479
Over 180 days past due	12,347	1,482
	1,045,579	875,274

#### 11. TRADE PAYABLES

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

	30 JUNE	31 December
	2014	2013
	(UNAUDITED)	(audited)
	HK\$'000	HK\$'000
Current to 90 days	1,103,409	940,531
91 to 180 days	5,617	4,718
181 to 365 days	11,399	12,714
Over 365 days	1,581	843
	1,122,006	958,806

The trade payables are non-interest-bearing and are normally settled with credit periods ranging from 15 to 120 days.

#### 12. INTEREST-BEARING BANK BORROWINGS

30 JUNE	31 December
2014	2013
(UNAUDITED)	(audited)
HK\$'000	HK\$'000

#### Current

Bank loan - unsecured 38,757

As at 30 June 2014, the carrying amounts of the Group's bank borrowings approximated to it fair value.

#### 13. SHARE CAPITAL

#### **COMPANY**

	30 JUNE	31 December
	2014	2013
	(UNAUDITED)	(audited)
	HK\$'000	HK\$'000
Authorised:		
500,000,000 shares of HK\$1.00 each	500,000	500,000
Issued and fully paid:		
165,978,711 (31 December 2013: 133,316,234)		
ordinary share of HK\$1.00 each	165,979	133,316

The Company was incorporated on 8 February 2013 with an initial authorised share capital of US\$50,000 divided into 50,000 shares of a par value of US\$1 each. On the date of incorporation, 1 ordinary share of US\$1 was allotted and issued by the Company to the subscriber who subsequently transferred the said share to TCL Multimedia Technology Holdings Limited ("TCL Multimedia").

#### 13. SHARE CAPITAL (CONTINUED)

On 10 July 2013, written resolution of the sole shareholder of the Company was passed pursuant to which (a) the authorised share capital of the Company was increased from US\$50,000 to the aggregate of (1) US\$50,000 and (2) HK\$500,000,000 by creation of 500,000,000 ordinary shares of HK\$1 each; and (b) the allotment of 133,109,811 ordinary shares of HK\$1 each to TCL Multimedia Technology Holdings Limited ("TCL Multimedia") in exchange for 99 shares in Tonly International Limited, a then subsidiary of TCL Multimedia, pursuant to the reorganisation of the Company in connection with the listing of the shares of the Company on the Main Board of The Stock Exchange of Hong Kong Limited.

Following the aforesaid increase in authorised share capital, the one issued share on the date of incorporation of US\$1 was repurchased by the Company on 10 July 2013 and subsequent thereto, the initial authorised and unissued share capital of US\$50,000 was cancelled by the Company.

On 7 August 2013, an additional 206,423 ordinary shares of HK\$1 each were issued by the Company to TCL Multimedia as a result of the exercise by TCL Multimedia of an adjustment option to require the Company to issue and allot further shares to it.

As a result of the above shares issuance, an aggregate of 133,316,234 ordinary shares were issued to TCL Multimedia.

On 15 May 2014, 32,662,477 ordinary shares of HK\$1 each were issued by the Company to non-controlling shareholders as a consideration for the acquisition of the remaining 20% equity interests of a subsidiary of the Group.

### 14. RELATED PARTY TRANSACTIONS

The Group had the following material transactions with related parties during the period:

	SIX MONTHS ENDED 30 JUNE		
	2014	2013	
	(UNAUDITED)	(unaudited)	
	HK\$'000	HK\$'000	
Companies controlled by TCL Corporation:			
Sales of raw materials	135,703	65,710	
Sales of finished goods	28,540	57,729	
Purchases of raw materials	160,076	90,798	
Rental expense	5,104	6,809	
Reimbursement of general brand advertising costs	-	4,803	
Interest income	866	4,333	
Interest expense and other finance service fee	358	4	
Management fee expense	-	728	
Call centre services fee	55	25	
Construction service fee expense	_	1,867	
Reimbursement of license fee of technology			
support services and trade name	3,505	_	

#### 15. COMPARATIVE AMOUNTS

Certain comparative amounts have been reclassified to conform to the current periods' presentation.

# 16. APPROVAL OF THE UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The unaudited interim condensed consolidated financial statements was approved and authorised for issue by the board of directors on 13 August 2014.

#### INDUSTRY OVERVIEW

The global economy has been recovering slowly in 2014 with the positive influence from declining unemployment rate, raising industrial production and the rebounding real estate market. However, confidence remains vulnerable in the market and uncertainties still linger. The United States reported a 2.9% decline in its GDP for the first quarter in 2014. Risks including unemployment and deflation, etc., also hindered recovery of the European economy. Meanwhile, the growth in China is slowing down gradually as the country takes its restructuring to the institutional levels. Appreciation of the Renminbi and persistent escalation of labor costs also take toll on corporate revenues and profitability. Under the prevailing operating environment, the Group continues to adopt a cautious and optimistic approach to challenges in the marketplace.

Based on data from market researches and the management's understanding of the industry, steady growth is expected to be seen in the markets for audio products and media boxes that are associated with wireless network connectivity and smart mobile telecommunication devices. The audio-visual market will see its transformation and updating accelerate. The Group will actively implement "transformation and entrepreneurship" strategy to cope with changes in the markets, and will seek to expand its customer base while shifting the focus of its business from conventional video disc players to a diversified product portfolio comprising media boxes and audio products.

#### **BUSINESS REVIEW**

According to the market research report by Techno System Research, for the first three months ended 31 March 2014, the Group was the world's largest video product manufacturer and fourth largest home theater system ("HTS") manufacturer respectively, and according to GICIC, the Group is the fourth largest manufacturer of soundbars in China for the first six months ended 30 June 2014. For the first six months ended 30 June 2014, the Group recorded a turnover of approximately HK\$2,379.6 million, up by 21.8% year-on-year. The Group had began research, development and production of new products since the third quarter of 2013, a move that called for higher labor cost and additional floor space. It also relocated its production facilities to a new production plant during the peak season. However, its operational efficiency has since been recovering and will take some time to resume to a more acceptable level. For the first half of 2014, gross profit grew by 14.2% year-on-year to approximately HK\$288.8 million, while gross profit margin narrowed to 12.1% from 12.9% for the corresponding period of 2013.

Operating profit declined by 1.5% year-on-year to approximately HK\$97.1 million. Net profit for the period under review grew by 6.2% year-on-year to approximately HK\$82.6 million.

#### **Product Sales**

The Group's products are classified into four categories: (i) video disc players which include video disc players digital versatile disc ("DVD") players and blue-ray disc ("BD") players, (ii) audio products which include HTS (without wireless technology), Micro & Mini speakers ("Micro & Mini"), wireless speakers and soundbars (with wireless technology), (iii) media boxes and (iv) other businesses which are mainly Advanced Broadcasting Satellite ("ABS-s") products, components and research and development income. During the period under review, revenue from the Group's video disc player business increased by 2.6% year-on-year to approximately HK\$953.8 million, while revenue from the audio product business grew by 35.3% year-on-year to approximately HK\$740.7 million; revenue from its media box business surged by 4,102.7% year-on-year to approximately HK\$389.4 million. Revenue from its other businesses decreased by 36.7% year-on-year to HK\$295.8 million. The revenues from video disc players, audio products, media boxes and other businesses accounted for 40.1%, 31.1%, 16.4% and 12.4%, respectively, of the Group's turnover.

The Group's revenue breakdown by products:

	FOR THE FIRST SIX MONTHS OF 2014 (HK\$'000)	For the first six months of 2013 (HK\$'000)	CHANGE
Video disc players (1)	953,756	929,300	+2.6%
Audio products			
– Traditional audio products (2)	391,509	439,569	-10.9%
– New audio products (3)	349,167	107,805	+223.9%
Subtotal	740,676	547,374	+35.3%
Media boxes (4)	389,381	9,265	+4,102.7%
Other businesses			
– ABS-s products	188,213	372,972	-49.5%
<ul><li>Components</li></ul>	59,840	62,357	-4.0%
– Research & Development inco	ome <b>47,730</b>	31,623	+50.9%
Subtotal	295,783	466,952	-36.7%
Total	2,379,596	1,952,891	+21.8%

<sup>(1)</sup> Mainly DVD players and BD players

<sup>(2)</sup> Mainly HTS and Micro & Mini speakers

<sup>(3)</sup> Mainly wireless speakers, soundbars and audio docks

<sup>(4)</sup> Mainly OTT (provision of over-the-top Internet services and contents)

#### **The Video Disc Player Business**

Although the conventional DVD player market was affected by shrinking demand in general, the gradual withdrawal of selected competitors, when coupled with the Group's approach to accommodating closely the important clients' marketing and product strategies and leveraging in full its edges in technology, production, supply chain and customer relations, helped maintain its competitiveness. The decline in the Group's video disc player sales had been much slower than the market average, thereby helped expand market shares of its products. As a result, this business segment saw revenue for the first six months of 2014 grow by 2.6% year-on-year to approximately HK\$953.8 million.

#### The Audio Product Business

For the first six months of 2014, the audio product business grew further and had become the Group's most important business segment, and its importance grows with time. With the increasing popularity and applications of the Internet, wireless and other technologies, new audio products peripheral to smartphones and televisions ("TV(s)") will continue to enjoy bright prospects in the market. The Group has always been actively strengthening research efforts in the audio and electroacoustic fields and develops new types of innovative audio products, in order to enhance the overall design capability and production effectiveness to accommodate market demand and development trends better. During the period under review, the Group achieved satisfactory sales for audio products and saw the business segment's revenue for the first six months of 2014 rose by 35.3% year-on-year to approximately HK\$740.7 million, from approximately HK\$547.4 million for the corresponding period of 2013. In particular, sales of new types of audio products rose by 223.9% year-on-year to approximately HK\$349.2 million.

#### The Media Box Business

To capitalize on the development of Internet technologies, the Group teamed up with domestic and foreign Internet and telecommunications companies to jointly develop the media box business with an aim to enriching and expanding its product portfolio. The business segment's revenue for the first six months of 2014 surged by 4,102.7% year-on-year to approximately HK\$389.4 million. The Group will enhance the competitiveness of its products by strengthening its software development capabilities and improving product design. Meanwhile, it will expand the customer base for this business segment and strengthen relationships with the customers. The Group expects that the media box business will become an important component of its businesses.

#### OTHER BUSINESSES

Since part of the government tenders of ABS-s in the first half of 2014 has been postponed to the second half of the year, as a results, sales of the Group's ABS-s products for the first six months of 2014 declined by 49.5% year-on-year to approximately HK\$188.2 million.

Meanwhile, having satisfied its internal needs for plastic components in production, the Group was able to sell the surplus to external parties to generate additional income. Furthermore, the Group was also actively engaged in research and development of eletroacoustics and developed high quality drivers and speakers in-house to enhance its vertical integration capabilities and hence the competitiveness of its audio products.

In addition, since most of its clients are leading international consumer electronics brands which have stringent requirements in terms of product quality and specifications, the Group leveraged its edges in product research in development of exterior designs, materials and innovations of the products for the clients. The move won recognitions from clients and helped generate better income, which in turn supported ongoing investments in research and development and helped maintain the Group's competitiveness.

#### PRODUCTION AND SUPPLY CHAIN MANAGEMENT

Although the Group has seen its new plant officially commenced production in July 2013, in order to meet its future business needs and further improve its production efficiency, the Group has identified a suitable land parcel and is planning to build new plant facilities to expand the production capacity.

The Group is gradually improving its labor structure and successfully retaining more skillful staff, the per capita productivity improved significantly in the first half of 2014. It also started to adopt more automation in its production in the first quarter and has commenced tests on automation in response to the tightening labor supply in China. As the orders placed for innovative products usually feature better varieties and are in smaller batches, the Group is gradually adopting a single-worker cellular manufacturing model to lower man-hour counts during non-operating hours of the plant for higher efficiency. The actual production capacity of our production base in Huizhou has gradually stabilized at designed production capacity level. Production efficiency has recovered to a reasonable industry level since May this year. Through benchmarking technology within industry, the Group optimized manufacturability and technology of products for higher efficiency and quality; and continued improvement of worker performance via know-how.

#### RESEARCH AND DEVELOPMENT (R&D) AND PRODUCT INNOVATION

In order to accommodate product transformations and changing consumer preferences, the Group attaches great importance to product innovation and design, invests substantially in research and development. For the six months ended 30 June 2014, the Group appropriated about 4.2% of its total revenue, approximately HK\$100.2 million. The Group's R&D expenses as a percentage of turnover was much higher than the industry average for strengthening its R&D capability and competitiveness. Its R&D team comprised more than 600 staff, who worked in R&D bases in Huizhou, Shenzhen and Xi'an. They are mainly engaged in developing new audio, video, platforms and electroacoustic products. As at 30 June 2014, number of patents of the Group increased to 51. Meanwhile, the Group has established a core electroacoustic design team comprising a number of experienced foreign experts. It will continue to recruit senior design experts for the team to support its business development and product transformation.

#### **FUTURE PLANS AND OUTLOOK**

Looking ahead to the second half of 2014, the operating environment is set to improve considerably despite global economic recovery continues with uncertainties. Nevertheless, corporate revenues and profitability will be constrained by appreciation of the Renminbi and rising labor costs. The Group will continue to strengthen its product design and research and development capabilities of core technologies. The Group will also leverage its innovation capability to launch new types of products that meet needs in the market, and establish new growth drivers by expanding its product portfolio. Furthermore, the Group will reinforce its relationships with existing clients and expand the scopes of cooperations with them, while continuing to prospect for new clientele in order to cope with challenges brought about by unforeseen changes in the economy.

The Group has already shifted its business focus to the new type of audio products which are compatible with the Internet and smart devices. Furthermore, the Group is building up its innovation capability in electroacoustic and related new technologies in order to enhance its core competitiveness in audio products. Meanwhile, the Group will closely follow industry trends in technology development, will adopt automated production facilities to achieve production diversification and maintain its competitiveness in the industry. The Group will also leverage its overseas supply chain to mitigate the pressure of rising costs in China and enhance its capacity for fulfilling orders. Moreover, the Group will focus on R&D of new products, new technologies, new production techniques and new materials with an emphasis on efficiency. It will also enhance its technology and capabilities in designing intelligent ancillary products. In particular, it will put more effort into strengthening its capacity for developing drivers and speakers and will step up research in electroacoustic systems.

Furthermore, through efforts from the management team and cooperation from the colleagues, the Group has successfully resolved its efficiency issues in the last three quarters and has begun to bring its profitability back on track. Looking ahead, the Group will seek to get through bottlenecks on its business growth by actively expanding its production capacity and increasing its production efficiency, while promoting its media boxes business by deepening cooperation with domestic and foreign Internet and telecommunications companies. Meanwhile, the Group will attempt to tap into other fields of business by organic or acquisition expansion in order to seek further growths in its business segments and revenues. In addition, the Group will endeavor to spend more efforts in strengthening its integrated production capabilities, especially development of electroacoustic technologies which will take the Group to the high-end category, and improve the Group's profitability for the future. The Group will continue to reinforce and establish its leading position in the global audio-visual market, and all of these measures are aimed at maximizing value for the customers and shareholders.

#### FINANCIAL REVIEW

### **Significant Investments, Acquisitions and Disposals**

On 25 February 2014, the Company entered into a sale and purchase agreement with Run Fu Holdings Limited ("Run Fu") and Star Force Investment Limited ("Star Force") pursuant to which (i) Run Fu and Star Force agreed to sell and the Company agreed to purchase 20% of the total issued share capital of Tonly Electronics Limited (the "Sale Shares") and (ii) the Company would in return allot and issue a total of 32,662,477 shares to the Run Fu and Star Force as consideration for purchase of the Sale Shares. The transaction was completed on 15 May 2014.

Save as disclosed above, there were no significant investments held as at 30 June 2014 nor other material acquisitions and disposals of subsidiaries during the period under review.

#### **Liquidity and Financial Resources**

The Group's principal financial instruments comprise bank loans, bills receivable, cash and short-term deposits. The main objective for the use of these financial instruments is to maintain a continuity of funding and flexibility at the lowest cost possible.

The cash and bank balance of the Group as at 30 June 2014 amounted to HK\$362,672,000 of which 2.30% was maintained in Hong Kong dollars, 88.28% in US dollars, 9.38% in Renminbi and 0.04% in Furo

There was no material change in available credit facilities when compared with the year ended 31 December 2013 and there was no asset held under finance lease as at 30 June 2014.

As at 30 June 2014, the Group's gearing ratio was 0% since the Group's cash and bank balances of HK\$362,672,000 were higher than the total interest-bearing bank borrowings of HK\$38,757,000. The maturity profile of the borrowings was due within one year.

#### **Pledge of Assets**

There was no pledge of assets by the Group as at 30 June 2014.

#### **Capital Commitments and Contingent Liabilities**

As at 30 June 2014, the Group had capital commitments of approximately HK\$70,767,000 (31 December 2013: HK\$95,936,000) and Nil (31 December 2013: Nil) which were contracted but not provided for and authorised but not contracted for, respectively. The Group did not have any material contingent liabilities as at 30 June 2014.

#### **Foreign Exchange Exposure**

Due to its international presence and operation, the Group is facing foreign exchange exposure including transaction exposure and translation exposure.

It is the Group's policy to centralise foreign currency management to monitor the Company's total foreign currency exposure, to net off affiliate positions and to consolidate hedging transactions with banks. The Group emphasises the importance of trading, investing and borrowing in functional currency to achieve natural hedging. In line with the aim of prudent financial management, the Group does not engage in any high risk derivative trading or leveraged foreign exchange contracts.

#### **Employee and Remuneration Policy**

The Group had a total of 4,390 dynamic and talented employees. They were all dedicated to advancing the quality and reliability of our operations. Remuneration policy was reviewed regularly, making reference to current legislation, market condition and both the performance of individual and the Company.

# DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES

As at 30 June 2014, the interests and short positions of the directors and chief executives in shares, underlying shares or debentures of the Company or any associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (the "SFO")), as recorded in the register required to be kept by the Company pursuant to Section 352 of the SFO; or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") as set out in Appendix 10 to the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules") were as follows:

#### (A) Interests in the Company - Long Positions

	Number of ord		Number of ordinary shares held			Number of underlying shares held	Approximate percentage of issued share capital	
	Personal	Family	Other	under equity		of the		
Name of Director	interests	interests	interests	derivatives	Total	Company		
LEONG Yue Wing	49,467	-	-	-	49,467	0.03%		
REN Xuenong	48,000	-	-	-	48,000	0.03%		
SONG Yonghong	-	-	17,637,738 (Note)	-	17,637,738	10.63%		
YU Guanghui	-	-	17,637,738 (Note)	-	17,637,738	10.63%		

Note: Run Fu, Star Force and the Company entered into a sale and purchase agreement on 25 February 2014. As a result, Run Fu held 17,637,738 shares in the Company.

Mr. Song Yonghong was deemed to be interested in such shares in the Company since he owned 46.50% of the effective interest of Huizhou Guangsheng Investment Partnership Enterprise (Limited Partnership) (惠州市廣勝投資合夥企業(有限合夥)) and Huizhou Guangsheng Investment Partnership Enterprise (Limited Partnership) in turn held 55.56% of the total issued share capital of Run Fu.

Mr. Yu Guanghui was deemed to be interested in such shares in the Company Limited since he and his wife respectively owned approximately 99% and 1% of the effective interest of Huizhou Yinhuiyu Investment Partnership Enterprise (Limited Partnership) (惠州市銀輝宇投資合夥企業(有限合夥)), and Huizhou Yinhuiyu Investment Partnership Enterprise (Limited Partnership) in turn held 44.44% of the total issued share capital of Run Fu.

DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES (CONTINUED)

# (B) Interests in associated corporation of the Company - Long Positions

## 1. TCL Corporation

	Numbe	er of ordinary sl	hares held	Number of underlying shares held		Approximate percentage of issued share capital
	Personal	Family	Other	under equity		of TCL
Name of Director	interests	interests	interests	derivatives	Total	Corporation
YUAN Bing	-	-	-	85,740	85,740	0.001%
YU Guanghui	-	-	-	307,800	307,800	0.003%

### 2. TCL Multimedia

	Number of ordinary shares held			Number of underlying shares held	Approximate percentage of issued share capital	
	Personal	Family	Other	under equity		of TCL
Name of Director	interests	interests	interests	derivatives	Total	Multimedia
LEONG Yue Wing	494,672	-		-	494,672	0.04%

DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITIONS IN SHARES, UNDERLYING SHARES AND DEBENTURES (CONTINUED)

### (B) Interests in associated corporation of the Company - Long Positions (continued)

## 3. TCL Communication Technology Holdings Limited ("TCL Communication")

	Number of ordinary shares held			Number of underlying shares held	Approximate percentage of issued share capital	
	Personal	Family	Other	under equity		of TCL
Name of Director	interests	interests	interests	derivatives	Total	Communication
YU Guanghui	740	-	-	-	740	0.0001%

Save as disclosed above, as at 30 June 2014, none of the directors and chief executive and their associates had registered an interest or short position in the shares, underlying shares or debentures of the Company or any of its associated corporations that was required to be recorded pursuant to Section 352 of the SFO, or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code.

# SUBSTANTIAL SHAREHOLDER'S INTERESTS IN SHARES AND UNDERLYING SHARES

As at 30 June 2014, the interests and short positions of the person (other than a director or chief executive of the Company) in the shares or underlying shares of the Company as recorded in the register of interests required to be kept by the Company pursuant to Section 336 of the SFO were as follows:

# Long position in shares of the Company

Shareholder (	Capacity	Number of shares held	of issued share capital of the Company
	Interest of controlled corporation	83,489,447 <sup>(Note)</sup>	50.30%

#### Note:

TCL Corporation was deemed to be interested in 83,489,447 shares held by T.C.L. Industries Holdings (H.K.) Limited, its direct wholly-owned subsidiary, for the purpose of the SFO.

Save as disclosed above, as at 30 June 2014, no person, other than the directors and chief executive of the Company whose interests are set out in the section "Directors' and Chief Executive's Interests and Short Positions in Shares, Underlying Shares and Debentures" above, had notified the Company of an interest or short position in the shares or underlying shares of the Company that was required to be recorded pursuant to Section 336 of the SFO.

#### **SHARE OPTION SCHEME**

The Company has adopted a share option scheme (the "Share Option Scheme") on 17 April 2014. As at 30 June 2014, no share option had been granted pursuant to the Share Option Scheme.

#### PURCHASES, SALES OR REDEMPTION OF SHARES

Neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's securities during the period under review.

#### CORPORATE GOVERNANCE

None of the directors of the Company is aware of any information which would reasonably indicate that the Company had not, throughout the six months ended 30 June 2014, fully complied with the code provisions (the "Code Provisions") set out in the Corporate Governance Code and Corporate Governance Report (the "CG Code") as set out in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules"), except for the deviation from the Code Provisions A.6.7 and F.1.1. The reasons for the deviation from the Code Provisions F.1.1 remain the same as those set out in the Company's 2013 annual report.

Under Code Provision A.6.7, independent non-executive directors and other non-executive directors should attend general meetings and develop a balanced understanding of the views of the shareholders.

Due to other pre-arranged business commitments which must be attended to by them, Mr. LEONG Yue Wing being non-executive director of the Company, and Mr. LI Qi and Mr. YOUNG Shiao Ming, both of whom being independent non-executive director, were not present at the annual general meeting and extraordinary general meeting of the Company held on 17 April 2014.

However, Mr. YUAN Bing, a non-executive director and the chairman of the Board, and Mr. REN Xuenong, an executive director and the chief financial officer of the Company, were present at both the annual general meeting and the extraordinary general meeting to ensure an effective communication with the shareholders at that meeting.

#### COMPLIANCE WITH DEED OF NON-COMPETITION

The Company has received a confirmation (the "Confirmation") from TCL Corporation and T.C.L. Industries (H.K.) Limited (the "Covenantors") signed by them on 14 July 2014 and 15 July 2014 respectively confirming that for the period from 1 January 2014 to 30 June 2014 and up to the respective date of signing the Confirmation by the relevant Covenantor, they have fully complied with the deed of non-competition executed by the Covenantors in favour of the Group on 15 July 2013 (the "Deed of Non-Competition") and, in particular, they and their respective Associates have not, directly or indirectly, carry on or be engaged or interested in the research and development, manufacturing and sales relating to AV Products (excluding TV sets), which is from time to time carried on or engaged or interested in by the Group.

The independent non-executive directors of the Company have reviewed the Confirmation and all of them are satisfied that the Deed of Non-Competition has been complied with during the period under review.

#### **AUDIT COMMITTEE**

The Audit Committee has reviewed the Group's unaudited condensed consolidated financial statements for the six months ended 30 June 2014, including the accounting principles adopted by the Group, with the Company's management. The Audit Committee comprises three members, namely Mr. Poon Chiu Kwok (Chairman), Mr. Li Qi and Mr. Young Shiao Ming, all being independent non-executive directors of the Company.

#### MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS OF THE COMPANY

The Board has adopted a code of conduct regarding directors' securities transaction on the same terms as the required standard as set out in the Model Code as set out in Appendix 10 to the Listing Rules.

Specific enquiries have been made with all directors and they have confirmed that throughout the period from 1 January 2014 to 30 June 2014, they complied with the required standard set out in the Model Code and the Company's code of conduct regarding directors' securities transactions.

On behalf of the Board **YUAN, Bing** *Chairman* 

Hong Kong, 13 August 2014

As at the date of this report, the Board comprises YU Guanghui, SONG Yonghong and REN Xuenong as executive directors, YUAN Bing (Chairman) and LEONG Yue Wing as non-executive directors and POON Chiu Kwok, LI Qi and YOUNG Shiao Ming as independent non-executive directors.