## **CHAIRMAN'S STATEMENT**

I am pleased to report the annual results of Bright International Group Limited ("Bright"; together with its subsidiaries, collectively the "Group") for the year ended 31 December, 2000. The Group continued to record satisfactory business growth in five consecutive years. For the year ended 31 December, 2000, the Group's turnover reached HK\$506,832,000, representing a 22.4% increase over the previous year. Overall gross profit margin escalated as the cost control policy became effective. Profit attributable to shareholders was HK\$81,164,000, increased by 8.5% over HK\$74,832,000 of the previous year. Earnings per share amounted to HK27.1 cents.



# **DIVIDENDS**

The Board of Directors has declared a final dividend of HK2 cents, together with an interim dividend of HK7 cents, the total dividend payout of the year amounted to HK9 cents. The Board of Directors has recommended a bonus share for every two existing shares.

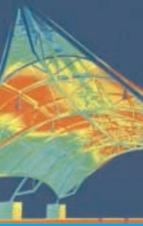
#### CHAIRMAN'S STATEMENT (cont'd)

## **REVIEW AND OUTLOOK**

The Group's major products are home lighting products, grouped under four categories: i) outdoor lighting fixtures; ii) ceiling mounted fixtures; iii) chandeliers and pendants; and iv) indoor lighting products and bathroom fixtures. For the year ended 31 December, 2000, these four categories accounted for the Group's total turnover of 24.4%, 33.3%, 25.8% and 16.5% respectively.

Market diversification is the Group's long-term goal. Over the past years, the Group has established a worldwide sales network. Its export markets include the United States, Canada, Europe, Japan, Australia, Brazil, Middle East and South Africa while the United States, Canada, Europe and Japan remain the four major markets. Last year, sales to the above countries accounted for 90.4%, 2.2%, 5.0% and 2.1% of the Group's total turnover respectively. Sales to Australia, Brazil, Middle East and South Africa took up the remaining 0.3% of the total turnover.

During the year, the US market fared extremely well. Sales to the country surged 27% and took up 90.4% of the Group's total turnover. Although this had shifted away from our corporate goal of market diversification, most of the orders from the United States were ODM (Original Design Manufacturing) basis and the designs of which were protected by patents and therefore the possibility of order transfers was minimal. The Group maintained excellent relationships with its highly creditable customers. Most of the invoices were settled by letter of credit and we encounter no major bad debt problems to date. Risks are kept at a minimal and acceptable level.



Computer Effect



Computer Effect





In the US market, DIY (Do It Yourself) stores remained the Group's major sales channel. Our major customers comprise of the two largest DIY retail chain store in the world and they offer a sales channel of over 1,800 retail outlets altogether and thus expanding the sales network of the Group. We will cooperate with more lighting importers and DIY retail stores in the future to further expand our market share.

Over the past years, we adhered to the customer-oriented marketing strategy and kept abreast of global market trends. In year 2000, we assumed such sales strategy and highlighted the business in DIY market. Our commitment to stringent quality control, new product development and excellent customer service also helped us win the trust from customers worldwide. Last year, the Group pro-actively engaged in sales survey and promotion and sent representatives to lighting shows in Hannover of Germany, Taipei, Milan, Dallas of the United States and other major furniture and lighting shows held in the United States and Hong Kong. Besides attending lighting fairs, sales representatives visited both new and old clients in Europe and arranged plant visits for them.

Europe and Japan have been identified as the targets of diversification and tumover from the about countries increased slightly in 2000 over the previous year. Sales to Europe increased by 15% over the previous year. When comparing the results of second half of 2000 with that of the first half, the increase was multiple. The reason for order increase was attributable to the removal of new safety standards. The Japanese market also increased steadily by 5%. Turnover derived from Canadian market was stable, accounting for 2.2% of the Group's total turnover and showed no big change in share of turnover compared with the previous 4.1% of the total turnover. This showed that sales strategy of the Group was effective.

The Group has successfully explored the PRC commercial lighting market. On 11 November, 2000, Bright Koizumi (China) Technology Co., Ltd. ("Bright Koizumi") officially commenced operation. Bright Koizumi is principally engaged in trading of lighting products for the PRC Market. It will also provide consultancy, implementation and maintenance services. Target clients include large-scale shopping mall, luxury hotels and high class residential projects.

11 November, 2000 was the Company's first anniversary of listing on The Stock Exchange of Hong Kong Limited. On the same date, Beijing's large-scale showroom with a gross floor area exceeding 900 sq.m. has opened. The Beijing showroom also consists of a gimmicky Technology Lighting Club ("TLC"). The establishment of TLC is one of our important sales strategies. It is an experimental space demonstrating different optical effects, showing customers the latest developments in the international lighting industry. There is a comfortable energy-conserving lighting space. It acts as an excellent showcase for customer to choose lighting products most suitable to their needs by way of comparison. Other than appearance and brightness, other factors will also be taken into account . Since TLC's opening, a lot of designers, contractors and customer come to explore opportunities and negotiate contracts. The phenomenon has become a talking point in Beijing.

Bright Koizumi has received contracts of over RMB8 million since its establishment. Part of these projects like Wuhan Sogo Department Store and the partial reconstruction work of Beijing Asia Games Village are already completed in the first quarter of 2001. Over 15 lighting projects of different nature are under negotiation. Some are near final stage of negotiation and we are very confident on this business.

The Company plans to open more showrooms in Chongqing, Guangzhou, Shanghai, Shenyang, Xian, Chengdu and Wuhan in next three to five years and develop the domestic wholesale market to enhance our brandname. We will develop distribution business through expanding our distribution network. The Group is planning to establish logistics centres in various PRC cities to complement with our marketing strategies and services. We believe that these development plans will bring good returns to the Group.

16.5%

15.8%

24.4%

29.1%

2000

1999

**TURNOVER BY PRODUCTS** 

25.8%

31.1%

33.3%

24.0%







Case study - Wuhan Sogo Department Store

Besides consolidating our stance in the home lighting business, the Group has been actively developing other lighting products. We aim to diversify our scope of business in commercial lighting products with an objective that in three years' time, commercial and home lighting products will each account for 50% of the Group's total turnover. The ratio can be further uplifted. Environmental protection is another concern of the Group and we have put efforts to develop products which are energy-saving, long life, technologically advanced and unique. The Group plans to pro-actively expand the commercial lighting market. Capturing advanced lighting technology from Japan, coupled with our insight in North American tastes and unique Chinese flavour, the Group develops numerous innovative products. We adopt stringent cost control measures as a preparation strategy for slowdown in US economy.

#### **APPRECIATION**

Our success resulted from the contribution of all our staff.

On behalf of the Board of Directors, we would like to extend our appreciation to the management and staff for their commitment and contribution throughout the year. We also take this opportunity to express our sincere thanks to our shareholders, investors and customers for their continued encouragement and support.

## **Hsu Chen Shen**

Chairman

Hong Kong, 21 March, 2001