

## 致各股東

本人謹代表大華國際(集團)有限公司(「本公司」)董事會,提呈本公司及各附屬公司(「本集團」)截至二零零一年三月三十一日止財政年度之全年業績。

## 財務業績

本集團之營業額約達港幣二億三千三百萬元,去年為港幣二億四千九百萬元。股東應佔虧損達港幣四千四百萬元,去年為港幣七千六百萬元。本年度之虧損乃由於本集團採取謹慎之會計政策,為呆壞賬作港幣二千九百萬元之撥備所致。

## 股息

董事會議決不建議派發截至二零零一年三月三十一日止之股息。

## 業務回顧及展望

縱然二零零零年上半年度的市場有穩定增長,但全球需求於二零零零年下半年度出現萎縮,從而影響全球之消費力。此外,皮革行業競爭日趨激烈,進一步打擊業內的營運狀況。

於二零零一年初出現之瘋牛症導致牛皮供應出現短缺,皮革原料成本因而顯著上升。大量屠宰牛隻引致皮革供應不均衡,同時皮革價格亦瞬間提高逾百份之二十。隨著採取適當措施,使情況獲得改善。現時,皮革售價已穩定,令市場因素回復明朗並追求穩定的增長。

## TO OUR SHAREHOLDERS

On behalf of the Board of Directors (the "Board of Directors") of Dah Hwa International (Holdings) Limited (the "Company"), I would like to present the annual results of the Company and its subsidiaries (the "Group") for the financial year ended 31 March 2001.

## FINANCIAL RESULTS

The Group's turnover was approximately HK\$233 million as compared to HK\$249 million in the previous year. Loss attributable to shareholders was approximately HK\$44 million when compared to the previous year's figure of HK\$76 million. The loss including the provision of doubtful debts of HK\$29 million under the prudent accounting policies.

## DIVIDEND

The Board of Directors has resolved not to recommend the payment of a dividend for the year ended 31 March 2001.

## BUSINESS REVIEW AND PROSPECTS

Although the market saw promising growth in early 2000, the global demand slackened in the latter half of 2000, inevitably affected the worldwide consumption power. Intensified competition in the leather industry has also further hampered the operational environment.

The outbreak of the mad-cow disease in early 2001 led to a shortage of cowhide supply, which in turn significantly drove up costs. The extensive slaughtering of cows caused imbalance in the supply of leather and boosted up the leather price by more than 20%. The adverse supply situation improved only after appropriate measures were adopted. Leather price has currently stabilized providing a healthy environment for the industry to pursue a stable growth.

在過去數年經營環境十分艱難，然而大華仍能繼續保持其在皮革行業的領導地位。憑藉擁有超過五十多年的豐富經驗，本集團已成功轉型為綜合皮革集團，垂直綜合業務包括皮革貿易、皮具製造及皮具零售及分銷。

皮革貿易仍為本集團的核心業務。本集團提供一系列逾一千五百種中檔至高檔的軟皮皮革。本集團於澳洲之全資附屬公司 **Paragold Distributors Pty Ltd** 獲得悉尼奧林匹克運動會之官方手提袋、行李箱及有關飾物於中華人民共和國（「中國」）、香港、東南亞及澳洲之獨家製造及分銷特許權。悉尼奧運系列產品深受市場歡迎，同時亦為本集團帶來額外的收入來源。此奧運產品連同本集團旗下品牌之產品均在中國中山廠房製造，並主要透過本集團於澳洲六間 (IN) CASE 零售店及本集團於中國各百貨商店的分銷櫃位銷售。

垂直綜合生產不但讓本集團全面善用其於皮革業內擁有的豐富經驗，同時亦能達至最佳的成本效益，並提供最新的時裝潮流及資訊，以準確預測市場趨勢。

本集團於二零零一年四月參與世界知名的皮革展覽會「二零零一年亞太皮革展覽會」。本集團自一九九四年起已參與此盛會。此展覽會讓同業預覽未來的皮革潮流及價格走勢。於七天展期內，本集團共接獲許多垂詢及掌握皮革趨勢的寶貴資訊。董事對於經濟繼續穩步復甦而感到樂觀，並深信全球皮革業務已開始好轉。

Dah Hwa has successfully maintained its leading position in the industry despite the tough market conditions in the past few years. With over 50 years' experience, the Group has transformed itself and become an integrated leather group with vertical integrated facilities ranging from leather trading, leatherware manufacturing as well as the retail and distribution of leatherware products.

Leather trading remained the core business of the Group. The Group provides a wide range of medium to high quality soft finished leather covering of over 1,500 different varieties. Its wholly owned subsidiary in Australia, Paragold Distributors Pty Ltd, has obtained the exclusive manufacturing and distribution rights for the Sydney official Olympic bags, luggage and related accessories in the People's Republic of China (the "PRC"), Hong Kong, South East Asia and Australia. The Sydney Olympic products received overwhelming response and created an additional revenue stream for the Group. These Olympics items together with the Group's own branded products were produced in its Zhongshan facilities, the PRC and were mainly sold in Australia through the Group's six self-owned retail outlets under the name of (IN)CASE as well as the Group's own counters in department stores in the PRC.

The vertical integration not only enables the Group to fully utilize its comprehensive experience in the leather industry, but also allows it to attain cost effectiveness while providing up-to-date information on fashion trends for accurate prediction of market trend.

The Group participated in the most renowned leather fair in the world – the Asia Pacific Leather Fair 2001 – in April 2001. The Group has participated in the fair since 1994. The fair allows industry players to preview upcoming leather and price trends. The Group has received many enquiries and obtained updated information regarding the leather trend. During the seven-day exhibition this year and the Directors are optimistic that as the economy continues to recover and stabilize, the global leather business will start to rebound.

美國及香港於二零零一年的一連串減息均有助刺激經濟及令市況復甦。皮革消費品在美國市場經歷兩年不景氣後終錄得增長。歐洲市場對皮革產品需求亦錄得增長。隨著皮革服裝及飾物不再局限於高檔時裝，並在大眾市場上日趨普及，預計皮革需求在未來數年將會持續增長。

鑑於中國即將加入世界貿易組織，本集團預期皮革之入口關稅將會繼續調低，而若干限制亦將會撤除。本集團已準備就緒以把握此機遇。建基於本集團之豐富經驗及聲譽，本集團秉承一貫策略作為中介商，並不斷從外國採購及引入嶄新及多樣化的皮革類別，以迎合市場需求。與此同時，本集團亦會引入最先進的生化技術，以有效地提升皮革質素，尤其改善大西北畜牧業，最終達致提升皮革質素的目的。除此以外，外國皮革製造商將需尋求富經驗之夥伴共同發展中國龐大市場。本集團現時在中國的市場地位將有助提高其於中國市場的佔有率。

隨著中國成功奪得二零零八年奧林匹克運動會的主辦權，預期將會刺激中國當地未來數年的消費。基於本集團成功生產及分銷二零零零年悉尼奧運會之官方手提袋、行李箱及有關飾物的寶貴經驗，本集團將積極爭取在二零零八年於北京舉辦奧運會之皮革用品之製造及分銷權。

A series of interest cuts in the United States (the "US") and Hong Kong in 2001 has stimulated the economy and the market is on its way to rebound. After two sluggish years in sales in the US, the leather consumer product recorded a growth. The demand for leather goods in the European Union market also saw a favourable turn. The growth is likely to sustain in the years to come as leather apparel and accessories appeal not only to the high-end market but are also becoming more and more popular in the mass market.

As the result of the PRC's imminent accession into the World Trade Organization, the Group expects the import tariffs will continue to be lowered and certain import restrictions will be lifted. The Group is well positioned to capture these opportunities. Building on its extensive experience and reputation, it is the Group's strategy to act as a middleman to source and introduce new varieties of leather from the western countries to meet market demands. In addition, it will also introduce advanced technologies including the latest bio-technology which can effectively improve the quality of leather, especially enhance the breeding of cows in the North-western part of the PRC which will ultimately upgrade the quality of cowhide. Apart from it, foreign leather manufacturers have to seek for experienced partners to jointly develop the huge PRC market. The Group's existing presence in the PRC will help it to enlarge its market share in the PRC in the years to come.

With the PRC winning the bid to host the 2008 Olympic Games, the country's domestic consumption is expected to grow in the next few years leading up to the Olympics. Armed with the successful experience in the manufacturing and distribution of the official Olympic bags, luggage and related accessories for the 2000 Sydney Olympics, the Group will strive to obtain the manufacturing and distribution rights for the forthcoming 2008 Beijing Olympic Games.

展望未來，鑑於中國的龐大市場潛力，本集團將採取積極的市場拓展計劃。董事們計劃在中國開設以「CAB 55」品牌之概念商店。「CAB 55」乃本集團旗下的澳洲著名品牌，主要以澳洲青少年為對象。於回顧年內，本集團授權一澳洲經營商製造及分銷「CAB 55」品牌太陽眼鏡、泳衣、T恤、鞋及其他飾物。此授權模式於不久將來將為本集團帶來穩定的收入來源，並有助提升品牌及提供更多產品種類選擇予顧客。基於「CAB 55」的成功經驗，本集團計劃引進其他知名品牌至中國市場，並提供更多元化的產品選擇。

憑藉以上的策略，再加上本集團穩健的財政狀況作後盾及在業內擁有豐富的經驗，本集團將致力尋求豐厚的回報。

### 總結

本人謹代表董事會對各管理層及員工於過去數年的貢獻致以衷心感謝。與此同時，本人亦感激各業務夥伴及股東多年來的鼎力支持。

主席  
李達

香港  
二零零一年七月三十一日

Looking into future, the Group will take an aggressive stand in its expansion plan in the PRC, which presents huge market potential. The Directors plan to establish concept shops in the PRC under the brand "CAB 55". "CAB 55" is a well-known Australia brand owned by the Group which targets the younger generation in Australia. The Group has authorized a licensee to manufacture and distribute sun-glasses, swim suits, T-shirts, shoes and other accessories under the brand "CAB 55" in Australia during the year under review. The grant of "CAB 55" licence will generate stable revenue for the Group in the years to come while helping to enhance the brand and provide a diversified merchandize mix for customers. Building upon its successful experience with "CAB 55", the Group plans to introduce this well-known brand which covers a wide selection of products to the PRC market.

With the above strategies in place, strong financial back up and extensive experience in the industry, the Group is committed to securing fruitful returns in the near future.

### CONCLUSION

On behalf of the Board of Directors, I would like to extend my appreciation to our management and staff for their dedication and commitment during the past few years. In addition, I would like to express my sincere thanks to our business partners and shareholders for their continued support.

LEE DEH  
Chairman

Hong Kong  
31 July 2001



joan  
by  
weisz

**(IN)CASE**  
COLLECTIONS



100% REAL  
FASHION

BEWARE OF IMITATIONS

**CAB55**  
HAND LUGGAGE

joan  
by

*Joan Weisz*  
LEATHER