

# Detergent

清 潔 用 品





## CHAIRMAN'S STATEMENT (continued) 董事會主席報告書 (續)



### Employees, Training and Remuneration Policy

As at 31st December 2001, the Group has approximately 1,570 (2000: 1,500) employees. Employees are remunerated according to nature of their job and market trend, with built-in merit component incorporated in the annual increment and year end performance bonus to reward and motivate individual performance. During the year, the Group continued to remain committed to its staff training and development programme. Total staff costs for the year ended 31st December 2001 were HK\$116 million (2000: HK\$100 million).

Pursuant to the share option scheme ("the Scheme") approved by the shareholders on 3rd June 1993, the directors of the Company may invite employees and directors of the Company or of any of its subsidiaries to take up options to subscribe for shares of HK\$1 each in the capital of the Company. The subscription price and the exercise period are determined in accordance with prescribed formula and terms. No options were granted and none of the grantees exercised their options under the Scheme during the year.

### Charges on Group's Assets

As at 31st December 2001, the amount of the Group's assets pledged as security for liabilities was HK\$547 million (2000: HK\$788 million).

### Contingent Liabilities

(a) As at 31st December 2001, the Company had contingent liabilities in respect of guarantees given by the Company to banks to secure banking facilities granted to certain subsidiaries of which amounts utilised by the subsidiaries amounted to HK\$53,858,000 (2000: HK\$52,377,000).

### 僱員、培訓及薪酬政策

於二零零一年十二月三十一日，本集團旗下員工約1,570人（二零零零年：1,500人）。員工薪酬乃按其工作性質和市況而釐定，並於年度增薪評估內設有表現評估部分及年終獎金，以推動及獎勵個人工作表現。是年度，本集團繼續維持對員工培訓及發展計劃作出承擔。截至二零零一年十二月三十一日止年度的職工成本總額為港幣116,000,000元（二零零零年：港幣100,000,000元）。

根據股東於一九九三年六月三日通過的購股權計劃（「該計劃」），本公司董事可邀請本公司或其任何附屬公司的僱員及董事接納購股權，可認購本公司作價港幣1元的股份。該等購股權的認購價及行使期乃按照指定的計算方法及條款而釐定。是年度，該計劃並沒有授出購股權，並沒有獲授人行使其購股權。

### 本集團資產之抵押

於二零零一年十二月三十一日，本集團為負債作出抵押之資產金額為港幣547,000,000元（二零零零年：港幣788,000,000元）。

### 或然負債

(a) 於二零零一年十二月三十一日，本公司的或然負債為本公司向銀行提出的擔保，以便若干附屬公司取得銀行信貸額。而有關附屬公司已動用之借貸金額共港幣53,858,000元（二零零零年：港幣52,377,000元）。



# Packaging

包 裝 產 品





## CHAIRMAN'S STATEMENT (continued) 董事會主席報告書 (續)



(b) As at 31st December 2001, the Group and the Company had contingent liabilities in respect of several guarantees given by the Company to banks to secure banking facilities of a jointly controlled entity to the extent of HK\$15,333,000 (2000: HK\$10,131,000).

(b) 於二零零一年十二月三十一日，本集團及本公司的或然負債為多項由本公司向銀行提出的擔保，以便有關共同控制個體取得銀行信貸額共港幣15,333,000元（二零零零年：港幣10,131,000元）。

(c) As at 31st December 2001, the Group sold its notes receivable with recourse to finance companies amounting to HK\$20,408,000 (2000: HK\$15,533,000).

(c) 於二零零一年十二月三十一日，本集團向財務機構出售有追索權之應收票據，總值港幣20,408,000元（二零零零年：港幣15,533,000元）。

(d) As at 31st December 2001, the Group committed to supply 32 million (2000: 123 million) aluminium cans to a customer in Taiwan at a fixed price. Such commitment was covered by a bank guarantee issued to the customer amounting to approximately NT\$9,776,000 (2000: NT\$10,743,000) (equivalent to approximately HK\$2,095,000 (2000: HK\$2,562,000)). The Group had contingent liabilities arising from counter indemnity given to the bank in respect of such guarantee.

(d) 於二零零一年十二月三十一日，本集團與一台灣客戶簽定合約，以固定價格供應32,000,000片（二零零零年：123,000,000片）鋁罐。本集團就是項合約向有關客戶提出銀行擔保。其擔保金額約為新台幣9,776,000元（二零零零年：新台幣10,743,000元）（約相等於港幣2,095,000元（二零零零年：港幣2,562,000元））。本集團就是項擔保向該銀行提供相應之損害賠償，因此被視為本集團的或然負債。

### OUTLOOK

The success of China becoming a member of World Trade Organisation (WTO) offers tremendous opportunity for the long-term growth of food and agricultural industry. During the past few years, Lam Soon has established its goal of becoming one of the largest food companies in Southern China and implemented programs to prepare the Group to take up this challenge and opportunity.

Our financial position is sound and healthy. Our market coverage is increasing in Hong Kong and Southern China. Our brands and product quality are better recognised, and our people are better aligned with the key management programs.

### 展望

中國成功加入世界貿易組織成為會員，為食品及農產品工業之長遠發展帶來了極大的商機。在過去數年間，南順已確立了其目標——成為南中國最大之食品公司之一及已實踐計劃來迎接這挑戰及商機。

我們的財政狀況是穩固及健全的，我們在香港及南中國之市場覆蓋範圍不斷擴大。我們的品牌及產品質量得到更肯定的認同，我們的員工對集團的主要管理計劃也更加配合。



## CHAIRMAN'S STATEMENT *(continued)*

### 董事會主席報告書 (續)



#### Food Segment

The Group achieved double digit volume growth in China this year. Its flourmill in Shekou has reached its maximum capacity of 1,000 metric tons a day after enhancing its capacity by 200 metric tons at the beginning of the year.

In December, the Group received the first award of The Excellent Enterprise of Foreign Investment (Hongkong, Macao and Taiwan) in China Food Industry by China National Food Industry Association, from 1981 to 2001.

The Group's flagship brand, "Knife" cooking oil has won the award of Hong Kong Top Ten Brands in 1999. "Knife" was also recognised as a Super Brand in Asia by Reader's Digest in 2000 and 2001 consecutively.

#### Detergent Segment

The Group has successfully launched "Fruit Wash" during the year, following its lead in launching of the anti-bacterial series in the Hong Kong market in 2000. It has also achieved double digit volume growth during the year. According to AC Nielsen, Lam Soon remains as the market leader in Hong Kong represented by its two major brands, "AXE" and "Labour". "AXE" also achieved recognition with an award of Hong Kong Top Ten Brands in 2000.

#### Packaging Segment

Excess supply versus demand continues to affect the performance of this business. On the basis of its capacity utilisation, the Group has decided to write down its idle machineries and properties. It will continue to improve its operating efficiency and cost control.

#### 食品分部

本集團是年度在中國的銷量錄得雙位數字之增長，在年初，蛇口麵粉廠之產量增加了二百公噸後，已達至每日之最高產量一千公噸。

在十二月，本集團更是首次被中國食品工業協會表彰為自一九八一年至二零零一年內中國食品工業傑出外商（港澳台）投資企業。

本集團的旗艦品牌，「刀嘜」食油於一九九九年榮獲香港十大名牌獎，並於二零零零年及二零零一年連續兩年被讀者文摘評為亞洲非常品牌金獎。

#### 清潔用品分部

本集團繼二零零零年在香港市場推出殺菌系列清潔劑後，於二零零一年再成功推出「潔果程式」蔬果清洗液。是年度，本分部之銷量亦錄得雙位數字的增長。根據 AC Nielsen 之調查報告顯示，南順之兩個主要品牌「斧頭牌」及「勞工牌」的銷量繼續雄踞香港的清潔用品市場。「斧頭牌」更在二零零零年榮獲香港十大名牌之一。

#### 包裝產品分部

本分部的表現繼續被供過於求的情況所影響。基於其生產能力使用率，本集團決定將其閒置生產機器及物業資產減值。本分部會繼續改善其營運效率及控制成本。





## CHAIRMAN'S STATEMENT *(continued)*

### 董事會主席報告書 (續)



#### Distribution Segment

Lam Soon Food Supply Company Limited is a new subsidiary wholly owned by the Group. Its mission is to maximise the operating synergies by integrating the sales and logistic operations of all the Group's products and services in Hong Kong.

Since its establishment in March 2001, the Segment completed its restructuring in August and reported encouraging performance despite the less favorable market conditions in Hong Kong.

#### BOARD AUDIT COMMITTEE

The Board Audit Committee assists the Board in providing an independent review on the completeness, accuracy and fairness of the financial statements of the Company, as well as the efficiency and effectiveness of the Company's operations and internal controls. The Board Audit Committee reviews the consolidated financial statements of the Group and the auditors' report thereon and submits them to the Board.

#### APPRECIATION

The Board would like to express its sincere appreciation to its bankers, suppliers, customers and shareholders for their continued support to the Group. The Board also wishes to thank the Group's management and staff for delivering major progress in various core businesses.

#### 分銷分部

本集團一新全資附屬公司 — 南順食品供應有限公司，其成立之目的為結合香港產品之銷售及後勤服務，從而擴大其營運協同效應。

自二零零一年三月成立以來，本分部已在八月完成其重組。而在香港不利營商的環境之下，本分部仍有令人鼓舞之表現。

#### 董事會審核委員會

董事會審核委員會協助董事會獨立檢討本公司財務報表的完整性、準確性和公正程度以及本公司營運與內部監控的效率及效益。董事會審核委員會審閱本集團之綜合財務報表，以及當中所載之核數師報告，並呈交該等報表及報告予董事會。

#### 鳴謝

董事會同寅對一直給予本集團支持的銀行、供應商、顧客及股東，致以最由衷的感謝。同時董事會同寅亦感謝本集團的管理層及員工，對核心業務之進展所付出之努力。

**Wang Tar Choung**  
Chairman

主席  
黃大椿

Hong Kong, 24th January 2002

香港，二零零二年一月二十四日