



四、管理層討論與分析

(一) 上半年經營情況回顧

1、主要經營狀況

本公司是世界三大浮法之一「洛陽浮法」的誕生地，擁有六條浮法玻璃生產線，是中國玻璃行業最大的浮法玻璃生產商和經銷商。本集團主要生產浮法平板玻璃及深加工玻璃，報告期內，受國內玻璃行業重複建設的影響，供大於求矛盾十分突出，產品售價大幅下滑，庫存增加，流動資金緊張，為扭轉被動局面，公司以「扭虧增盈、脫困增效」為主線，強化內部管理，壓縮一切不必要的開支，加大產品結構優化，積極提高市場營銷能力，主要採取以下措施：

- (1) 採取多種渠道，深挖內潛，製造成本較去年同期有較大幅度減低。
- (2) 積極推進營銷體制改革，完善了有關銷售管理辦法，同時加大超薄玻璃促銷力度及國際市場開拓力度。
- (3) 適時調整產品結構，力求效益最大化。

2、主營業務構成情況

(a) 按中國會計準則及制度

		主營業務收入 (人民幣千元)		主營業務成本 (人民幣千元)		主營業務利潤	
		比例		比例		比例	
		Revenues from principal operations	Percentage	Costs of principal operations	Percentage	Profits from principal operations	Percentage
		(RMB'000)		(RMB'000)			
平板玻璃	Flat sheet glass	337,954	95.87	320,735	95.71	16,121	99.89
深加工玻璃	Intensive processed glass	14,577	4.13	14,384	4.29	17	0.11

(b) 按國際財務報告準則

		主營業務收入 (人民幣千元)		主營業務成本 (人民幣千元)		主營業務利潤	
		比例		比例		比例	
		Revenues from principal operations	Percentage	Costs of principal operations	Percentage	Profits from principal operations	Percentage
		(RMB'000)		(RMB'000)			
平板玻璃	Flat sheet glass	336,733	95.87	320,735	95.71	16,121	99.89
深加工玻璃	Intensive processed glass	14,524	4.13	14,384	4.29	17	0.11

IV. MANAGEMENT DISCUSSION AND ANALYSIS

(1) Business review for the first half of the year

1. Principal activities of the Company

The Company is the place of origin for one of three great float glass production methods "Luoyang Float Glass". The Company has six production lines of float glass and is the largest producer and distributor of float glass in the PRC. The Group is principally engaged in the manufacture of float sheet glass and intensive processed glass. During the reporting period, a new wave of reconstruction of the glass industry was formed in the PRC. As a consequence, market supply of glass was greater than demand, resulting in a downward trend in price and an increase in inventories as well as an impact on current funds. In order to make a resounding bounce, the Company set "turnaround from recording loss to profit and solving hurdles and enhancement of efficiency" as its objective, strengthen internal management, reduce any unnecessary expenses, improve product mix, actively enhance marketing ability. The Company focused on the following:

- (1) To take various channels in an effort to explore potential and reduce costs, resulting in a larger decrease in expenses compared to the corresponding period last year.
- (2) To actively improve sales system and consummate the management of sales system and enhance sales and marketing activities and expand the shares of super thin glass in the international market.
- (3) To adjust product mix as and when appropriate with an aim to maximize efficiency.

2. Revenues from principal operations based on classification of products

(a) Prepared under the PRC Accounting Rules and Regulations:

		主營業務收入 (人民幣千元)		主營業務成本 (人民幣千元)		主營業務利潤	
		比例		比例		比例	
		Revenues from principal operations	Percentage	Costs of principal operations	Percentage	Profits from principal operations	Percentage
		(RMB'000)		(RMB'000)			

平板玻璃	Flat sheet glass	337,954	95.87	320,735	95.71	16,121	99.89
深加工玻璃	Intensive processed glass	14,577	4.13	14,384	4.29	17	0.11

(b) Prepared under IFRS:

		主營業務收入 (人民幣千元)		主營業務成本 (人民幣千元)		主營業務利潤	
		比例		比例		比例	
		Revenues from principal operations	Percentage	Costs of principal operations	Percentage	Profits from principal operations	Percentage
		(RMB'000)		(RMB'000)			

平板玻璃	Flat sheet glass	336,733	95.87	320,735	95.71	16,121	99.89
深加工玻璃	Intensive processed glass	14,524	4.13	14,384	4.29	17	0.11



3、 主要產品的市場佔有情況：

本集團主導產品平板玻璃在華中地區、西南地區、華東地區、華北地區佔有較大的市場份額，國際市場僅佔本集團銷售額的5%左右。

3. Market share of principal products:

There was a larger market share for flat glass, the principal product of the Group, in Central China, Southeastern China, Eastern China and Northern China. Sales revenues to international market accounted for only approximately 5% of the total sale revenues.

(二) 經營成果及財務狀況簡要分析

(2) Operating results and summary of analysis for financial position

1、 主要財務指標變動原因分析：

1. Analysis for movement in major financial indicators:

(a) 按中國會計準則及制度

(a) Prepared under the PRC Accounting Rules and Regulations

單位：人民幣千元

unit: RMB'000

項目		2002年1-6月 (未審計) 1/2002 to 6/2002 (unaudited)	2001年1-6月 (未審計) 1/2001 to 6/2001 (unaudited)	增 (+) 減 (—) % Increase (+) decrease (-)
Items				
主營業務收入	Income from principal operations	352,531	389,279	-9.44
主營業務利潤	Profit from principal operations	16,138	62,147	-74.03
淨(虧損)/利潤	Net (loss)/profit	(98,405)	7,966	-1,335.31
現金及現金等價物 淨(減少)/增加額	(Decrease)/increase in cash and cash equivalents	(21,384)	53,312	-140.11

項目		2002年6月30日 (未審計) 30/6/2002 (unaudited)	2001年12月31日 (已審計) 31/12/2001 (audited)	增 (+) 減 (—) % Increase (+) decrease (-)
Items				
總資產	Total assets	3,075,707	3,121,000	-1.45
股東權益	Shareholders' funds	1,464,211	1,562,584	-6.30

(b) 按國際財務報告準則

(b) Prepared under IFRS

單位：人民幣千元

unit: RMB'000

項目		2002年1-6月 (未審計) 1/2002 to 6/2002 (unaudited)	2001年1-6月 (未審計) 1/2001 to 6/2001 (unaudited)	增 (+) 減 (—) % Increase (+) decrease (-)
Items				
主營業務收入	Income from principal operations	351,257	387,132	-9.27
主營業務利潤	Profit from principal operations	16,138	62,147	-74.03
淨(虧損)/利潤	Net (loss)/profit	(97,281)	7,966	-1,321.20
現金及現金等價物 淨(減少)/增加額	(Decrease)/increase in cash and cash equivalents	(21,384)	53,312	-140.11
項目		2002年6月30日 (未審計) 30/6/2002 (unaudited)	2001年12月31日 (已審計) 31/12/2001 (audited)	增 (+) 減 (—) % Increase (+) decrease (-)
Items				
總資產	Total assets	2,957,781	3,009,871	-1.73
股東權益	Shareholders' funds	1,374,665	1,471,946	-6.61



變動原因分析：

Analysis of reasons for changes:

- (1) 主營業務收入在產品銷量較去年同期增長情況下有所減少，主要是報告期內浮法玻璃售價大幅下滑所致。
- (2) 主營業務利潤在產品製造成本較去年同期較大降低情況下大幅降低，依然是報告期內浮法玻璃售價大幅下滑所致。
- (3) 淨利潤減少，主要：一是報告期內浮法玻璃售價大幅下滑，二是進行的超薄玻璃生產線改造項目形成的資產報廢損失計入了本期損益，三是本報告期提取了固定資產的耗蝕虧損。
- (4) 現金及現金等價物淨增加額減少，主要是浮法玻璃售價大幅下滑使銷售商品產生的現金流入、購買原材料的現金流出分別較去年有較大減少和增加所致。
- (5) 總資產減少主要是本期處置報廢生產線資產淨值、提取固定資產的減值準備、存貨攤賬所致。
- (6) 股東權益減少是本期虧損轉入未分配利潤所致。

2、資本的流動性（按國際財務報告準則）

報告期本集團現金及現金等價物為人民幣115,953,000元，與二零零一年底的人民幣137,337,000元比較，共減少了人民幣21,384,000元。投資活動的減少沒有抵補營業活動現金流入的減少。截止報告期末，本集團總借款金額為人民幣1,106,981,000元，所有借款利率是根據經濟合作及發展組織及中國法定流動資金貸款利率所浮動。截至二零零二年六月三十日，本集團的債務比率（所有借款÷股東權益）為80.53%，比二零零一年增加9.93%。

- (1) Income from principal operations decreased amid growth in sales volume of product was primarily a result of substantial fall in selling price of float sheet glass during the reporting period.
- (2) Profit from principal operations decreased substantially amid large reduction of manufacturing cost of product as compared with the same period last year was primarily a result of substantial fall in selling price of float sheet glass during the reporting period.
- (3) The decrease in net profit was due to: (i) substantial decrease in price of float sheet glass during the reporting period; (ii) asset retirement loss incurred from ultra-thin glass production line renovation project was included in the calculation of profit and loss for the reporting period; (iii) impairment loss on fixed asset was made in the reporting period.
- (4) Reduction in net increase of cash and cash equivalents was primarily due to substantial decrease in price of float sheet glass which resulted in a substantial decrease in cash inflow of commodity sales and a substantial increase in cash outflow of raw material purchased over last year.
- (5) The decrease in total asset was primarily due to disposal of net asset value of retired production line, impairment made on fixed asset and write off of stock during the reporting period.
- (6) The decrease in shareholders' fund was due to a transfer of loss to undistributed profit.

2. Capital liquidity (prepared under IFRS)

During the reporting period, cash and cash equivalents of the Group amounted to RMB115,953,000, representing a decrease of RMB21,384,000 as compared with RMB137,337,000 at the end of 2001. The decrease in investment activities did not offset the decrease in cash inflow from operating activities. As at the end of the reporting period, the total borrowings of the Group amounted to RMB1,106,981,000. The interest rate of borrowings were fluctuated in accordance with prevailing interest rate of the Organization for Economic Co-operation and Development and PRC prevailing interest rate for working capital loans. As at 30 June 2002, the gearing ratio of the Group (total interest bearing loans/sharholders' funds) was 80.53%, representing an increase of 9.93% as compared to 2001.



3、金融政策

因國內貸款利率較低，本公司融資成本較低，財務負擔較輕，有利公司生產經營。公司在國內多家銀行有信貸關係，與中國銀行簽定了主辦行協議，雙方合作比較密切，同時與多家銀行有綜合授信。公司內部在資金運作上，控制總的信貸規模，資產負債率控制在合理水平，以期限降低債務風險，公司積極進行日常資金的運作，按期還貸，從未發生預期貸款，公司在與公司發生業務的銀行的資信很好。公司的存貸款貨幣單位基本上是人民幣。

(三) 報告期投資情況

- 1、本公司在報告期內沒有募集資金或以前募集資金的使用延續到報告期的情況。

- 2、報告期內非募集資金投資情況

本公司與控股股東洛玻集團於二零零二年三月二十七日訂立了一份協議，擬成立中國洛陽浮法玻璃集團加工玻璃有限公司(「加工玻璃公司」)，主要生產深加工玻璃產品。加工玻璃公司的註冊資本為人民幣181,495,600元，其中本公司將投入價值人民幣89,095,600元之固定資產(約佔註冊資本中49.09%)，而洛玻集團將投入人民幣92,400,000元(約佔註冊資本中50.91%)。截止本公告之日，加工玻璃公司還沒有完成註冊。

(四) 公司員工情況

截止二零零二年六月三十日，本公司的員工數量為5,742人，其中生產人員4,280人，銷售人員260人，技術人員361人，財務人員126人，行政人員645人，其他人員70人，在對員工的培訓方面，本公司對現有員工舉辦了各類培訓課程，以提高員工的整體素質。

3. Financial Policy

As the lending rates are relatively low in the PRC, the finance costs and financial burden borne by the Company are less which is favourable for the production and operations of the Company. The Company has established credit relationship with numerous banks in the PRC and entered into credit facility agreement with Bank of China, illustrating a close cooperating relations between both parties. In addition, the Company has obtained composite credit facilities granted by numerous banks in the PRC. With respect to the Company's use of fund, the Company has endeavoured to control credit amounts resulting in maintaining the gearing ratio at a reasonable level in an attempt to reduce the risks of liabilities. The Company has actively reviewed on its daily capital operations and repaid its loans as scheduled and had no outstanding loans. The creditability of the Company is good with the banks which have business relations with the Company. The currency in which the Company's deposits are denominated is Renminbi.

(3) Investments in the reporting period

1. There had been no use of proceeds during the reporting period nor use of the proceeds commenced before the period which has been extended to the period.

2. Investment financed by funds other than the proceeds in the reporting period:

The Company entered into an agreement with CLFG, the controlling shareholder of the Company on 27 March 2002, for the purpose of setting up China Luoyang Float Glass (Group) Processed Glass Company Limited ("Processed Glass Company") in order to mainly engage in the production of processed glass products. The registered capital of the Processed Glass Company is RMB181,495,600, of which RMB89,095,600 (constituting approximately 49.09% thereof) will be contributed by the Company and RMB92,400,000 (constituting approximately 50.91% thereof) will be contributed by CLFG. As at the date hereof, the registration procedures for the Processed Glass Company have not been completed.

(4) Employees

As at 30 June 2002, the Company had 5,742 employees, of which 4,280 are production workers, 260 sales personnel, 361 are technicians, 126 are financial personnel, 645 are administrative personnel and 70 are other staff. With respect to staff training, the Company had organised various training courses for the existing staff so as to enhance their overall quality.



(五) 下半年經營計劃

以「扭虧增盈」為工作中心，加強生產組織管理，優化產品品種規格結構，強化市場調研分析，有針對性的開拓超薄玻璃市場，提高經濟效益。

- 1、 加強產品品種規格管理，積極做好生產組織和協調，實現穩定、優質、高產，滿足市場和用戶的需求。一是加強銷售與生產環節的銜接，建立市場信息反饋渠道，及時將用戶要求直接傳達到生產一線；二是加大特殊合同評審，做好定尺玻璃生產，發揮浮法一線超大規格玻璃優勢，提高產品附加值；三是加大超薄玻璃生產的比例，以優質的產品開拓高端超薄玻璃市場；四是通過穩定生產，加大玻璃改切比例，提高產品總成品率和總產量。
- 2、 大力推行科技創新降低成本。一是積極探索浮法一線其中原料以石英砂替代，降低原料成本；二是探索氨分解制氫氣的可行性，降低現行水解制氫成本；三是通過技術攻關，完善超薄線生產工藝，降低超薄玻璃生產的能耗和料耗；四是繼續實施進口純鹼策略，減低採購成本；五是加快完成改進木箱設計結構，降低木箱製造費用。
- 3、 加大玻璃銷售力度，提高產銷率，增加銷售收入。一是加大市場開拓，大力開拓超薄玻璃市場，增加超薄玻璃銷量，實現規模效益；二是加快庫存玻璃促銷，減少庫存玻璃存放風險；三是強化銷售人員的淘汰機制，進一步增強營銷人員的危機感、緊迫感。

(5) Operating plan in the second half of the year

The Company will target on “turnaround from loss position”, strengthen organizational management of production, optimize specification structure of product range, reinforce market research and analysis, develop ultra-thin glass market with special focus on enhancement of economic efficiency.

1. Strengthen the specification of product range, actively prepare the organization and coordination of production, realize the stable, high quality and high volume of production in order to satisfy the needs of market and customers. Firstly, the Company will reinforce the connection between sales and production segments, establish feedback channels from market information, and directly transmit customers' needs to first line of production in a timely manner; secondly, the Company will expand the assessment on special contracts, refine the production of fixed-sized glass, make full use of its competitive edge in Float Sheet Glass Line 1 production of extra-large glass sheet, enhance the added value to products; thirdly, the Company will increase proportion of ultra-thin glass production and develop highly advanced ultra-thin glass market by quality products; fourthly, the Company will increase the cutting proportions of glass, thereby enhance the rate of finished products and total outputs.
2. Endeavour to technological innovation and cost reduction. Firstly, the Company will proactively explore Float Sheet Glass Line 1 quartz sand replacement, reduce cost of raw materials; secondly, the Company will explore the feasibility of decomposing ammonia to produce hydrogen, thereby reduce the cost of hydrolytic production of hydrogen; thirdly, the Company will improve the production technology of ultra-thin glass line, reduce energy and material consumption of ultra-thin glass production; fourthly, the Company will continue the strategy of importing pure alkali so as to reduce procurement cost; fifthly, the Company will speed up the completion of wood case design structure improvement, thereby reduce the production cost of wood case.
3. Reinforce sales of glass, enhance production to sales ratio, increase sales income. Firstly, the Company will expand its force in market development and put much more efforts on developing the ultra-thin glass market, increase sales volume of ultra-thin glass and realize economies of scale; secondly, the Company will speed up sales of glass inventories, reduce the risks of glass inventories; thirdly, the Company will reinforce the screening system of sales personnel and further enhance staff awareness in crisis and urgency.



洛阳玻璃股份有限公司

LUOYANG GLASS COMPANY LIMITED

(六) 本公司預計2002年第三季度經營成果將繼續出現虧損。

(6) The Company expects that the operating results for the third quarter of 2002 would continue to record a loss.