

# FINANCIAL HIGHLIGHTS

## Results



|                        |         |         |         |         |
|------------------------|---------|---------|---------|---------|
| Turnover (RMB'000)     | 164,710 | 197,319 | 296,908 | 356,729 |
| Gross profit (RMB'000) | 46,969  | 53,521  | 81,179  | 94,938  |
| Net profit (RMB'000)   | 23,350  | 26,121  | 49,347  | 50,327  |

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## Breakdown of turnover

### By business segments

|                                                          | For the year ended 31 December |                   |                |                   |                |                   |                |                   |
|----------------------------------------------------------|--------------------------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|
|                                                          | 2001                           |                   | 2002           |                   | 2003           |                   | 2004           |                   |
|                                                          | <i>RMB'000</i>                 | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> |
| Manufacture and sale of automotive parts and accessories | 164,710                        | 100.0             | 196,400        | 99.5              | 288,141        | 97.0              | 340,778        | 95.5              |
| Automotive aftermarket services                          | —                              | —                 | 919            | 0.5               | 8,767          | 3.0               | 15,951         | 4.5               |
| <b>Total</b>                                             | <b>164,710</b>                 | <b>100.0</b>      | <b>197,319</b> | <b>100.0</b>      | <b>296,908</b> | <b>100.0</b>      | <b>356,729</b> | <b>100.0</b>      |

### By geographical regions

|                                  | For the year ended 31 December |                   |                |                   |                |                   |                |                   |
|----------------------------------|--------------------------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|
|                                  | 2001                           |                   | 2002           |                   | 2003           |                   | 2004           |                   |
|                                  | <i>RMB'000</i>                 | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> | <i>RMB'000</i> | <i>% of total</i> |
| North America                    | 121,520                        | 73.8              | 136,401        | 69.1              | 223,018        | 75.1              | 242,510        | 68.0              |
| Europe                           | 6,462                          | 3.9               | 10,033         | 5.1               | 15,610         | 5.3               | 29,625         | 8.3               |
| Asia-Pacific                     | 29,179                         | 17.7              | 39,923         | 20.2              | 33,240         | 11.2              | 35,106         | 9.8               |
| Greater China (including Taiwan) | 5,697                          | 3.5               | 10,596         | 5.4               | 25,040         | 8.4               | 49,488         | 13.9              |
| Others                           | 1,852                          | 1.1               | 366            | 0.2               | —              | —                 | —              | —                 |
| <b>Total</b>                     | <b>164,710</b>                 | <b>100.0</b>      | <b>197,319</b> | <b>100.0</b>      | <b>296,908</b> | <b>100.0</b>      | <b>356,729</b> | <b>100.0</b>      |