## Chairman's Statement



In 2006, Hopefluent continued to focus on developing its core operations - primary and secondary property real estate agency services, and its other businesses including mortgage referral and property management created synergies for overall operation. During the year under review, the Group's turnover increased to HK\$452.2 million, 46% higher than in 2005. Profit attributable to shareholders also recorded a notable growth of 26% to HK\$73.5 million.

In the past few years, the property market in the PRC underwent adjustment as a result of government macroeconomic austerity measures. The market has gradually moved back onto a healthy track. Riding on the huge demand for residential properties, the Group continued to grow its businesses, in particular the primary property real estate agency service business. Currently, the Group is the sole agent of 200 property projects in 20 cities in China.

Regarding the secondary property agency service business, with accurate grasp of market and supply and demand situations, the Group increased its

branches from 130 in 2005 to 203 to help it enlarge market share. Currently, we have over 180 secondary property real estate agency service branches in Guangzhou, making us the largest real estate agency with the most branches in the city and allowing us to reinforce our leadership in the Guangzhou property real estate agency market.

Major cities in China, such as Guangzhou, Shanghai and Tianjin continue to prosper economically and so have their property markets. Such development represents enormous business opportunities for the Group. Looking forward, we have set clear objectives, which are to expand the scope of our businesses and strengthen our operational network so as to enhance our overall strengths and provide quality services to our customers.

Last but not least, on behalf of the Board, I would like to thank all shareholders, business partners and customers for their continuous support and our staff for their efforts and contribution that made our outstanding performance for the year possible. I am optimistic and confident about the prospect of the Group and believe it will be able to achieve all its business goals in the coming year.

By order of the Board

**Fu Wai Chung** *Chairman* 

Hong Kong, 18 April 2007

## Comprehensive Networks in PRC

