

# SOLARTECH INTERNATIONAL HOLDINGS LIMITED

榮盛科技國際控股有限公司\*

(incorporated in Bermuda with limited liability)
(Stock Code:1166)

# ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 MARCH 2004

# **GROUP RESULTS**

The Board of Directors (the "directors") of Solartech International Holdings Limited (the "Company") announces the audited consolidated results of the Company and its subsidiaries (the "Group") for the year ended 31 March 2004 together with last year's comparative figures as follows:

		For the year ended 31 March	
	Notes	2004 HK\$'000	2003 HK\$'000 (Restated)
Turnover	2	1,197,100	946,222
Cost of sales		(1,058,812)	(792,516)
Gross profit		138,288	153,706
Other operating income		11,304	3,846
Interest income		4,024	8,230
General and administrative expenses		(96,984)	(97,045)
Selling and distribution expenses		(18,552)	(20,414)
(Allowance for) reversal of doubtful debts		(32,543)	1,450
Loss on disposal of investments in securities			(1,040)
Profit from operations	2	5,537	48,733
Finance costs	3	(14,798)	(14,264)
Impairment loss recognised in respect of goodwill		(63,653)	_
Share of results of associates		(5,726)	1,588
Share of result of a jointly controlled entity		_	(18,065)
Gain on disposal of subsidiaries		_	5,805
Loss on partial disposal of an associate			(6,800)
(Loss) profit before taxation		(78,640)	16,997
Taxation	4	(8,990)	(8,613)
(Loss) profit before minority interests		(87,630)	8,384
Minority interests		2,445	(119)
(Loss) profit for the year		(85,185)	8,265
			(Restated)
(Loss) earnings per share	5	(37.9 cents)	4.36 cents

<sup>\*</sup> For identification purposes only

Notes:

#### 1. ADOPTION OF STATEMENTS OF STANDARD ACCOUNTING PRACTICE

The Group has adopted, for the first time, the Hong Kong Financial Reporting Standards ("HKFRS") – Statement of Standard Accounting Practice ("SSAP") 12 Revised – "Income taxes" issued by the Hong Kong Society of Accountants ("HKSA"), the term of HKFRS is inclusive of SSAPs and Interpretations approved by the HKSA.

The principal effect of the implementation of SSAP 12 (Revised) is in relation to deferred tax. In previous years, partial provision was made for deferred tax using the income statement liability method, i.e. a liability was recognised in respect of timing differences arising, except where those timing differences were not expected to reverse in the foreseeable future. SSAP 12 (Revised) requires the adoption of a balance sheet liability method, whereby deferred tax is recognised in respect of all temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, with limited exceptions. In the absence of any specific transitional requirements in SSAP 12 (Revised), the new accounting policy has been applied retrospectively. Comparative amounts for 2003 have been restated accordingly. As a result of this change in policy, the retained earnings at 1 April 2003 has been decreased by HK\$2,185,000 (1 April 2002: HK\$651,000). The balance of the Group's asset revaluation reserve at 1 April 2003 has been decreased by HK\$1,570,000 (2003: decrease in profit by HK\$1,534,000). The Group's asset revaluation reserve has been decreased by HK\$1,570,000 (2003: increased by HK\$207,000) for the year.

#### 2. SEGMENTAL INFORMATION

#### **Business segments**

For management purposes, the Group is currently organised into three principal operating divisions – manufacture and trading of cables and wires, copper rods, and connectors and terminals. These divisions are the basis on which the Group reports its primary segment information.

Segment information about these businesses is presented below.

# For the year ended 31 March 2004

	Cables and wires <i>HK\$'000</i>	Copper rods HK\$'000	Connectors and terminals HK\$'000	Other <i>HK\$</i> '000	Eliminations HK\$'000	Consolidated HK\$'000
TURNOVER External sales Inter-segment sales	613,637 8,152	472,054 151,691	102,323 438	9,086	(160,281)	1,197,100
Total sales	621,789	623,745	102,761	9,086	(160,281)	1,197,100
Inter-segment sales are charg	ged at cost.					
RESULT Segment result	1,657	28,197	9,816	(4,866)		34,804
Unallocated corporate incom Unallocated corporate expens						3,772 (33,039)
Profit from operations						5,537

	Cables and wires HK\$'000	Copper rods HK\$'000	Connectors and terminals HK\$'000	Eliminations HK\$'000	Consolidated  HK\$'000  (Restated)
TURNOVER	506.055	267.200	01.007		0.46, 222
External sales Inter-segment sales	596,955 7,926	267,380 124,173	81,887 789	(132,888)	946,222
Total sales	604,881	391,553	82,676	(132,888)	946,222
Inter-segment sales are charged at cost.					
RESULT Segment result	32,791	12,783	7,851		53,425
Unallocated corporate income Unallocated corporate expenses					3,400 (8,092)
Profit from operations					48,733

# Geographical segments

3.

The Group's operations are located in Hong Kong, the People's Republic of China (the "PRC"), North America, Europe and other Asian regions.

The following table provides an analysis of the Group's sales by geographical market, irrespective of the origin of the goods:

	Turnover by	
	geographical marke	
	2004	2003
	HK\$'000	HK\$'000
PRC	773,106	527,175
North America	201,051	214,748
Europe	39,172	54,061
Hong Kong	40,633	28,356
Other Asian regions	143,138	121,882
	1,197,100	946,222
FINANCE COSTS		
	For the year ended 31 Mar	
	2004	2003
	HK\$'000	HK\$'000
Interest on bank borrowings and other loans wholly		
repayable within five years	14,097	12,824
Interest on finance leases	701	545
Interest on convertible bonds		895
	14,798	14,264

#### 4. TAXATION

	For the year ended 31 March	
	2004	2003
	HK\$'000	HK\$'000
		(Restated)
Hong Kong Profits Tax		
Current year	400	1,700
Underprovision in respect of prior years	98	_
Taxation in other jurisdictions		
Current year	7,773	5,536
Overprovision in respect of prior years	(32)	(303)
Deferred taxation		
Current year	51	1,680
Attributable to a change in tax rate	700	
	8,990	8,613

Hong Kong Profits Tax is calculated at 17.5% (2003: 16%) of the estimated assessable profit for the year.

Taxation in other jurisdictions is calculated at the rates applicable in the respective jurisdictions.

Pursuant to the approvals obtained from the relevant PRC tax authorities, certain of the Company's PRC subsidiaries are entitled to exemptions from PRC enterprise income tax. Shanghai Chau's Electrical Co., Ltd. ("Shanghai Chau's") and Dongguan Hua Yi Brass Products Co., Ltd. ("Dongguan Hua Yi") are entitled to exemption from enterprise income tax for two years from their first profitable year of operations, followed by a 50% reduction for the next three years. The 50% tax relief expired on 31 December 2003 for both Shanghai Chau's and Dongguan Hua Yi and both companies are subject to PRC enterprise income tax rate of 27% commencing from 1 January 2004.

# 5. (LOSS) EARNINGS PER SHARE

The calculation of the basic (loss) earnings per share is based on the following data:

	For the year er 2004 HK\$'000	nded 31 March 2003 <i>HK</i> \$'000 (Restated)
Results for the year and results for the purpose of basic (loss) earnings per share	(85,185)	8,265
	Number For the year er 2004	
Weighted average number of ordinary shares for the purpose of basic earnings per share	224,816,029	189,584,362

As the exercise of potential dilutive ordinary shares in respect of convertible bonds and share options would result in a reduction in the loss per share from ordinary activities (2003: an increase in the earnings per share), there is no dilution for each of the two years ended 31 March 2004 and 2003.

The adjustment to comparative basic earnings per share, arising from the changes in accounting policy shown in note 1 above, is as follows:

	Basic
Reconciliation of 2003 earnings per share:	HK cents
Reported figure before adjustment Adjustment arising from the adoption of SSAP 12 (Revised)	5.17 (0.81)
Restated	4.36

#### **RESULTS**

For the year ended 31 March 2004, total sales of the Group increased 26.5% to approximately HK\$1,197 million (2003: approximately HK\$946 million), out of which sales of cable and wire products amounted to approximately HK\$613 million, representing an increase of 2.8% and accounting for 51.3% of the Group's total sales. Sales of copper rod products during the year amounted to approximately HK\$472 million, representing a substantial increase of 76.6% and accounting for 39.4% of the Group's total sales. Sales of connectors and terminals increased by 25% to approximately HK\$102 million, accounting for 8.6% of the Group's total sales. The Group's loss as at 31 March 2004 amounted to approximately HK\$85 million. Excluding impairment loss in respect of goodwill, share of results of associates and provisions in respect of debtors, amounting in aggregate to approximately HK\$96 million which has been charged to the profit and loss account for the year, the actual profit for the year would have been approximately HK\$11 million.

#### **DIVIDENDS**

The directors do not recommend payment of any dividend for the year ended 31 March 2004.

# **BUSINESS REVIEW**

In terms of geographical breakdown, sales from our PRC and Hong Kong business showed a 46.5% increase to approximately HK\$813 million, accounting for 68% of the Group's turnover, while turnover for our business in America decreased by 6.4% to approximately HK\$201 million, accounting for 16.8% of the Group's turnover. Turnover for our business in other Asian markets amounted to approximately HK\$143 million, representing an increase of about 17.4% and accounting for 12% of the Group's turnover. Sales from our European business amounted to approximately HK\$39 million, accounting for approximately 3.2% of the Group's total sales.

Our consolidated gross profit margin was 11.6%, down from 16.2% for the previous year, while operating profit decreased to approximately HK\$5 million (2003: approximately HK\$48 million), after taking into account a provision for debtors of approximately HK\$27 million. Meanwhile, the Group's distribution costs were also reduced by 9.1% to approximately HK\$18 million (2003: approximately HK\$20 million) or 1.5% of the amount of sales. The decline of the Group's operating profit was mainly attributable to three factors. First of all, raw material prices had been on the rise since the beginning of the 2003/04 financial year, with substantial increase in the prices of major raw materials such as copper cathode. Moreover, customers' call for price cuts remained a constant source of pressure. Furthermore, in 2004, restraining of bank lending through macroeconomic measures in the PRC has led to delays in settling some of the debtors by certain customers which requested for further extensions of credit terms and/or repayment periods. Despite gradual remission in the effects of the relevant macroeconomic measures, the Directors considered that it was prudent to make a provision for debtors. The Group's manufacturing operations continued to face testing conditions presented by adverse global economic conditions, including the upsurge of commodity prices around the world and economic setback following the outbreak of severe acute respiratory syndrome (SARS) in the first quarter of the financial year. The management made adjustments to minimize the adverse impact of such totally unexpected development, amidst confusion and a lack of direction in customers' demand. The demand for electronic products rebounded generally in the second quarter of the current financial year as SARS came under control and consumers regained confidence.

Despite the SARS outbreak in Hong Kong and the PRC, the Group's operations had not been significantly affected. Preventive measures were implemented at the Group's offices in Hong Kong and Singapore and its factories in the PRC and Malaysia during the epidemic. Fortunately, none of the Group's employees were infected, and our offices and factories in various locations were able to maintain normal operations during the outbreak.

#### **Cable and Wire Products**

During the year under review, the Group's cable and wire manufacturing operations were met with numerous challenges. Sales and marketing activities in the industry originally scheduled for the beginning of the year were delayed owing to the looming SARS, and customers' orders were also postponed as a result. Market sentiments started to improve in June 2003, when the SARS epidemic gradually receded and the global economy began to show signs of recovery. There were improvements in both consumer spending and business confidence as economic recovery around the world gained pace. However, the market still experienced volatility from time to time as uncertainties continued to loom amid geopolitical tensions and the fear for terrorist attacks. Manufacturers around the world, notably those based in Europe and the United States, were reluctant to raise prices and increase stocks. Consequently, downstream manufacturers of wires and cables were obliged to handle ad-hoc orders with lower profit margin. At the same time, the prices of copper cathode and PVC resin increased in tandem with the global economic recovery. The copper price quoted at London Metal Exchange (LME) increased as much as 41% to an average of US\$2,394 per ton for the half-year period from October 2003 to March 2004 from US\$1,697 per ton for the period from April to September 2003, resulting in further pressure in manufacturing costs. The impact was notably underpinned by surplus stock and "throat-cutting" discounts in prices compelled by drastic fall in customer demand. The Group's profitability was also affected as it was required to provide provision for allowance in favor of customers and to dispose of slow-moving stock. Coupled with the fact that the peak season of the Group's wire and cable production falls in the period from May to October each year but not the second half of the current financial year, the wire and cable business was facing even greater challenges.

Despite intense market competition and increasing uncertainties in customer orders, the Group was still able to record growth in sales generated from its wire and cable business due to enhanced efforts in sales and marketing. There are indications that an increasing number of domestic and foreign enterprises are pursuing the dual emphasis on domestic sales and export sales as a long-term operational strategy, as the Yangtze River Delta has become a preferred base for companies seeking to tap the Eastern China and overseas markets. Given our increasingly strong customer base, we are looking forward to capture the vast opportunity in domestic and export sales presented by the Yangtze River Delta with the construction of our new plant in Kunshan, Jiangsu, the PRC, which is scheduled to commence production at the end of 2004 or early 2005.

# **Copper Rod Products**

The copper rod business has been performing well in recent years. During the year under review, the copper rod operations recorded sales of approximately HK\$472 million, representing a year-on-year growth of 76.6%. Global economic recovery propelled growth in global copper consumption during the year under review. On the other hand, there was an apparent lack of balance in the global demand and supply of processed copper as global copper production lagged behind the growth in consumption because of insufficient supply of raw materials for copper products. Meanwhile, the trend of improving the quality of copper processing and lowering inventory level resulted in ongoing recovery of copper prices. It should be noted that global copper prices surged in the fourth quarter of 2003. The average closing price for copper quoted on LME was US\$2,046 per ton for the year under review, which was US\$460 or 29% up compared to the corresponding period in the previous year. The Copper Group had been engaged in technological enhancement since 2002, expanding its production capacity by upgrading its machinery to realize untapped potential. The copper rod business recorded 34,685 tons in annual production, registering a year-on-year increase of 25.2%. The significant rise in copper prices also contributed to the dramatic increase in sales of the copper rod business.

# Concerning the Sale of Interests in the Copper Rod Business and Acquisition of Controlling Interests in FT Holdings International Limited ("FT Holdings")

On 25 March 2004, the Group and FT Holdings entered into an acquisition agreement, pursuant to which, Solartech agreed to procure the sale and FT Holdings agreed to procure the purchase of copper rod business of the Group. The aggregate consideration is at an agreed value of HK \$320 million which will be satisfied by the issue and allotment of 8,000 million New FT Shares at a notional price of HK\$0.04 each by FT Holdings to the Company upon completion. Immediately after the completion, the Company will hold approximately 75.5% of the issued share capital of FT Holdings as enlarged by the issue of consideration shares. The transaction constitutes a major transaction of the Company under the Listing Rules, which requires Independent Shareholders' approval. The Company obtained Independent Shareholders' approval in the Extraordinary General Meeting held on 30 June 2004.

The Directors believe that the injection of the copper rod business into another listed company will endow the business with independent financing capabilities. The Directors consider that the transaction brings about an excellent opportunity for the Group to realize its investment in the copper rod business at a reasonable price, while maintaining its controlling interests in such business and sharing the results of the copper rod business by virtue of its shareholdings in FT Holdings. The Directors consider that the transaction is in the interest of the Company and its shareholders as a whole.

### **Connectors and Terminals**

Thanks to enhanced sales and marketing efforts, improved management and logistical controls, optimal allocation of resources and increased production efficiency, the Group's production base for connectors and terminals in Penang, Malaysia recorded satisfactory growth in sales and profit for the year under review despite increasing competition in the market. The Group was able to satisfy customers' requirements in terms of product prices and service quality, helping customers to consolidate and expand their market shares. The Directors are convinced that this is vital for reinforcing the strategic alliance between the Group and its customers, and is set to provide an important assurance for the Group's long-term and stable growth.

With a view to a more pro-active approach to improving the profitability of the connector and terminal business, the Group constructed a new production line for connectors and terminals in Qingdao, Shandong, the PRC, which was commissioned in June 2004 after machinery installation. Moreover, the effectiveness of the connectors and terminals supplied by the Group has gained further recognition from domestic and foreign enterprises following more vigorous marketing activities in major markets in East China and North China. The Directors believe that this will provide strong support for the connector and terminal plant in Qingdao, Shandong, the PRC to generate sound results.

# **PROSPECTS**

Notwithstanding an increasingly competitive environment, the Group's overall business outlook remains positive. The Group's business in the coming year might be subject to power supply shortage in the PRC, the recent macro-economic controls implemented by the PRC government, rising raw material prices and ongoing interest rate hikes. The Group will continue to invest to product development, technology, design, marketing and entrepreneurship. The Group attaches great importance to containing operating costs as a means to uphold competitiveness and the success of the Group's cost reduction programs, including headcount reduction, is evidenced by lower administrative expenses. In addition, a streamlined operation will also enable the Group to make substantial savings in logistical expenses. Such measures help to reduce costs and thereby increase profit generated from business operations.

With an average annual GDP growth of 7%, China has become the unquestionable new driving force in the global economy. The Group is fully confident and optimistic in the long-term development potential of the China market, and will focus on the development and upgrade of the quality of products and services provided by the Group.

Looking to the future, the Group will continue to identify investment opportunities apart from organic growth that promise to add value. The Directors firmly believe that with the Group's solid foundations and the management's dedication, the Group is well positioned to enhance its competitiveness and cope with new challenges in the market in the coming year, which is expected to be evermore challenging.

#### **EMPLOYEES**

As at 31 March 2004, the Group had approximately 5,300 employees in Hong Kong, the PRC and overseas. Remuneration policy is reviewed periodically and determined by reference to market terms, company performance, and individual qualifications and performance. Staff benefits include medical schemes, Mandatory Provident Fund scheme for Hong Kong employees, and state-sponsored retirement plans for employees in PRC.

# LIQUIDITY AND FINANCIAL RESOURCES

During the year, the Group has implemented sound financial management policy. The Group had cash and bank balances (including pledged bank deposits) amounted to of approximately HK\$166 million (2003: HK\$119 million) and net current assets value being over HK\$306 million (2003: HK\$240 million). The Group's gearing ratio as at 31 March 2004 was 0.37 (2003: 0.28 restated), being the ratio of total bank borrowings of approximately HK\$295 million (2003: HK\$216 million) to shareholders' funds of approximately HK\$803 million (2003: HK\$772 million restated).

As at 31 March 2004, the Group pledged certain property, plant and machinery, fixed deposits and trade debtors with an aggregate net book value of HK\$182 million (2003: HK\$166 million) to secure general banking facilities granted to the Group.

As at 31 March 2004, the Company has guaranteed the banking facilities granted to its subsidiaries amounting to approximately HK\$229 million (2003: HK\$153 million).

The transactions of the Group are mostly denominated in HK\$, US\$ and RMB. As the exchange rates of these currencies have been relatively stable, the Group was therefore not exposed to any significant exchange risk.

# PLACING OF EXISTING SHARES AND SUBSCRIPTIONS OF NEW SHARES

Pursuant to the placing and subscription agreements dated 8 September 2003, Chau's Family 1996 Limited ("Chau's Family"), a substantial shareholder of the Company, placed 37,900,000 ordinary shares of HK\$0.01 each in the capital of the Company to independent investors at a price of HK\$0.50 per share and subscribed for 37,900,000 new ordinary shares of HK\$0.01 each in the capital of the Company at a price of HK\$0.50 per share. The Group had applied the net proceeds of approximately HK\$18.6 million from the subscription as general working capital.

Pursuant to the placing and subscription agreements dated 20 November 2003, Chau's Family placed 45,490,000 ordinary shares of HK\$0.01 each in the capital of the Company to independent investors at a price of HK\$0.55 per share and subscribed for 45,490,000 new ordinary shares of HK\$0.01 each in the capital of the Company at a price of HK\$0.55 per share. The Group had applied the net proceeds of approximately HK\$24 million from the subscription as general working capital.

### CONDITIONAL ACQUISITION AGREEMENT WITH FT HOLDINGS

On 25 March 2004, the Company entered into a conditional acquisition agreement with FT Holdings. Pursuant to the agreement, the Company will dispose of the business of manufacture and trading of copper rods and related products to FT Holdings at an agreed value of HK\$320 million. Details of the transaction are set out in the Company's circular to the shareholders dated 14 June 2004.

On 30 June 2004, the special general meeting of the Company ("Solartech SGM") was held for the purpose of approving the transaction and the resolution was duly passed as an ordinary resolution of the Company by way of poll at the Solartech SGM.

#### POST BALANCE SHEET EVENT

# Placing of Existing Shares and Subscription of New Shares

Pursuant to the placing and subscription agreements dated 17 June 2004, Chau's Family placed 54,000,000 ordinary shares of HK\$0.01 each in the capital of the Company to independent investors at a price of HK\$0.27 per share and subscribed for 54,000,000 new ordinary shares of HK\$0.01 each in the capital of the Company at a price of HK\$0.27 per share. On completion of the subscription on 28 June 2004, 54,000,000 shares were issued and allotted to Chau's Family and net proceeds from the subscription of approximately HK\$14.2 million would be used by purchasing raw materials (including copper cathode and PVC resin) for production of cables and wires.

#### ANNUAL GENERAL MEETING

The 2004 Annual General Meeting of the Company ("2004 Annual General Meeting") will be held on Friday, 10 September 2004. The notice of the 2004 Annual General Meeting will be despatched to shareholders of the Company shortly.

#### **CLOSURE OF REGISTERS OF MEMBERS**

For the purpose of determining the identity of the shareholders entitled to attend and vote at the 2004 Annual General Meeting, the register of members will be closed from Thursday, 9 September 2004 to Friday, 10 September 2004, both days inclusive, during which period no transfer of shares will be effected. All transfers accompanied by the relevant certificates must be lodged with the Company branch registrar in Hong Kong, Secretaries Limited at G/F, Bank of East Asia Harbour View Centre, 56 Gloucester Road, Wan Chai, Hong Kong for registration not later than 4:00 p.m. on Wednesday, 8 September 2004.

# PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the year ended 31 March 2004.

## PROPOSED AMENDMENTS TO THE BYE-LAWS OF THE COMPANY

The Directors resolved to propose certain amendments to the Bye-laws of the Company in compliance with the new requirements of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") which became effective on 31 March 2004. Details of the proposed amendments will be set out in the Notice of the 2004 Annual General Meeting of the Company.

#### AUDIT COMMITTEE

The Audit Committee has reviewed with management and the external auditors the accounting principles and practices adopted by the Group and discussed auditing and financial reporting matters including the review of the audited financial statements.

## COMPLIANCE WITH THE CODE OF BEST PRACTICE

In the opinion of the directors, the Company has complied throughout the year ended 31 March 2004 with the Code of Best Practice as set out in Appendix 14 of the Rules Governing the Listing of Securities of the Stock Exchange, except that the independent non-executive directors are not appointed for a specific term.

# PUBLICATION OF ANNUAL RESULTS ON THE WEBSITE OF THE STOCK EXCHANGE OF HONG KONG LIMITED

A detailed announcement results containing all the information required by paragraphs 45(1) to 45(3) of Appendix 16 to the Rules Governing the Listing of Securities on the Stock Exchange will be published on the website of the Stock Exchange in due course.

#### **APPRECIATION**

On behalf of the Board, I would like to extend my sincere gratitude to our business partners, shareholders, staff and management for their continuous dedication, commitment and support in the past year.

By order of the Board Chau Lai Him Chairman

Hong Kong SAR, 23 July 2004

As at the date of this announcement, the executive directors of the Company are Mr. Chau Lai Him, Mr. Zhou Jin Hua, Mr. Lau Man Tak and Mr. Liu Jin Rong, and the independent non-executive directors of the Company are Mr. Chung Kam Kwong, Mr. Lo Kao Cheng and Mr. Lo Wai Ming.

"Please also refer to the published version of this announcement in The Standard".