



**HI SUN GROUP LIMITED**  
**高陽集團有限公司**

*(incorporated in Bermuda with limited liability)*



**INTERIM REPORT**

**2004**

The directors are pleased to present the Group's Interim Report and condensed accounts for the six months ended 30th June 2004. The consolidated results, consolidated cash flow statement and consolidated statement of changes in equity for the Group for the six months ended 30th June 2004, and the consolidated balance sheet as at 30th June 2004 of the Group, all of which are unaudited and condensed, along with selected explanatory notes, are set out on pages 12 to 22 of this report.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **Financial and business review**

For the first half of 2004, the Group's turnover amounted to HK\$66.65 million, as compared to the turnover of HK\$131.17 million for the corresponding period of the previous year, and the net loss attributable to shareholders was HK\$28.19 million, while the loss for the corresponding period of the previous year was HK\$8.56 million.

### **Financial solutions, applications, services and related products**

During the period under review, this business segment recorded a turnover of HK\$20.56 million (2003 interim: HK\$98.58 million) and a loss of HK\$18.50 million (2003 interim: profit HK\$1.12 million).

During the period, consultancy and IT services accounted for 50% and 65% respectively of the turnover and gross profit of this business segment, as compared to the 55% and 91% respectively in the corresponding period of the last year.

System integration and hardware products business accounted for 50% and 35% respectively of the turnover and gross profit of this business segment, as compared to the 45% and 9% respectively in the corresponding period of the last year.

Decline in the turnover from this segment was mainly attributed to the operating strategy formulated last year, which focused on the core business of this segment. There was a further shrinkage in the business of hardware products, turnover from which fell by approximately HK\$33.47 million as compared to the previous year. Turnover from consultancy and IT services also decreased by approximately HK\$44.55 million, partly due to turnover fall resulting from the spin-off of several business units. The major core banking system business also suffered from a delay in customers' inspection and acceptance time, which was in turn caused by the reorganisation and merger activities of the financial institutions in China during the first half of the year.

The gross profit margin, though pressurized downward a bit because of the effect of the current scale, was maintained at an acceptable level.

## MANAGEMENT DISCUSSION AND ANALYSIS *(continued)*

### Financial solutions, applications, services and related products *(continued)*

We achieved certain results in cost control. The sales and administrative costs decreased by HK\$7.73 million as compared to the corresponding period of last year. Nevertheless, owing to a decline in turnover and gross profit, this business segment still recorded a loss of HK\$18.50 million.

The management realised that this was only a price which the Company had to pay for its business model transformation and for establishing its long-term status in the industry. In terms of its industry status, the consultancy and IT services, which was the Group's core business under its reorganisation program, maintained the top market share in China. The Group is the only domestic company which possesses the development and application solutions based on the IBM mainframes. In China, the Group's new generation core banking system, international credit card system consultancy services and financial business operation consultancy business are at a leading position. The reorganisation and integration program carried out in the past will lead to a highly efficient and beneficial operation of this business unit, spin-off of the non-core staff, and a shift towards long-term cooperation with cooperation partners. Besides optimisation of the Company's operating system, the spin-off of the personnel was carried out properly in an orderly way and without causing any loss to customers.

### Electronic payment solutions and products

This business segment recorded a turnover of HK\$40.12 million (2003 interim: HK\$22.06 million) and a profit of HK\$3.97 million (2003 interim: loss of HK\$2.73 million). The overall gross profit margin was 34%, representing a slight drop of 5% as compared with the corresponding period of last year.

Following the profit generated last year, although the period under review was a traditionally slack period, the PAX brand name can still generate a reasonable profit contribution. This was mainly attributed to a relatively significant sales increase in the China domestic market and the robust trend of growth of the PAX brand name in the international market. As compared with the first half of the previous year, the market of this year was free from any impact of any special factors (e.g. the outbreak of SARS in the previous year) which might pose a drag upon the performance of contracts. To control the operating costs, certain procedures were adopted including a further optimisation of corporate management and an intensification of internal control systems and the financial costs were successfully reduced in tandem with a strengthening of the cashflow management.

**MANAGEMENT DISCUSSION AND ANALYSIS** *(continued)***Electronic payment solutions and products** *(continued)*

Currently, PAX has already become a leading supplier in the EFT-POS terminal market in China. In the first half of 2004, PAX's market share of ChinaUnionPay increased to 30%, and its share in the China market increased to 25%. Undoubtedly, following the rapid development of ChinaUnionPay, the market position of PAX in the mainland China market will further be strengthened. In the meantime, PAX also had obvious advantages to compete in the EFT-POS terminal market in Southeast Asia. The PAX brand name has won extensive recognition from customers, including international prestigious banks, such as The Hongkong and Shanghai Banking Corporation Limited, Bank of China (Hong Kong) Limited, Citibank N.A., Standard Chartered Bank and United Overseas Bank Limited, which have already become the important clients of PAX. Besides the abovementioned countries and areas, PAX also developed its own cooperation partners in countries like Indonesia, India and Nigeria. It is envisaged that PAX will make a development breakthrough in these markets in the near future. With the lapse of time and by leveraging on the opportunity and momentum offered by the shift towards Europay Mastercard Visa ("EMV") standards, a further strengthening of the advantages of PAX is certain and an opportunity is looming for its rapid development outside the mainland China market.

Regarding the research and development of new products, PAX has launched the following new products:

1. P60-S1 detachable EFT-POS terminal
2. MP51-C desk-top wireless EFT-POS terminal

Regarding the development of new markets, PAX has successfully obtained orders from the following customers in Hong Kong:

1. The Hongkong and Shanghai Banking Corporation Limited
2. Bank of China (Hong Kong) Limited
3. Citibank N.A.
4. Wing Hang Bank Limited
5. International Bank of Asia Limited
6. United Overseas Bank Limited

## MANAGEMENT DISCUSSION AND ANALYSIS *(continued)*

### Electronic payment solutions and products *(continued)*

During the period under review and up to now, PAX obtained the following product certification:

1. Security Evaluation on PAX's P60-S1 POS Terminal (15th March 2004)
2. ChinaUnionPay Hong Kong Front-end System Direct Link to POS Network Integration Test Certificate (P70-S P60-S1) (26th March 2004)
3. P60-S1 3C Certification (26th April 2004)
4. P60-S1 Bank Magnetic Stripe Card Outlets Terminal Products Network Integration Permit (27th May 2004)
5. P70-T 3C Certification (23rd June 2004)
6. P70-T Bank Magnetic Stripe Card Outlets Terminal Products Network Integration Permit (12th July 2004)
7. P60-S1 EMV Level 1 (19th July 2004)
8. P60-S1 EMV Level 2 (20th July 2004)
9. P60-S1 Tax Control Function Test (9th August 2004)

### Telecommunication solutions, services and related products

During the period under review, a turnover of HK\$5.87 million (2003 interim: HK\$10.52 million) and a loss of HK\$7.08 million (2003 interim: loss of HK\$1.16 million) were recorded.

During the period under review, there was a decline of approximately HK\$8.03 million in the turnover from traditional system integration services, while the new Interactive Voice Response ("IVR") value-added business generated a turnover contribution of HK\$3.38 million for this segment. As mentioned in the management discussion and analysis of last year, this business segment was gradually developing towards high margin value-added services and withdrawing from low margin business and product lines. Despite a turnover decline, there was an increase in the gross profit margin of system integration services. Owing to the seasonal factors in China, the completion of the major contracts of traditional system integration services will be completed in the second half of the year and the management believes that the integrated business will eventually generate benefits.

## MANAGEMENT DISCUSSION AND ANALYSIS *(continued)*

### Telecommunication solutions, services and related products *(continued)*

IVR business, which is still in its initial stage of development, has made a fairly good contribution to the turnover during the period under review. It is envisaged that the business, though it was still in the red during the period under review, will enjoy good prospects of growth in the future and will become a profit contributor to the Group. This business unit is the only networkwise IVR operator for China Mobile. The Company was undergoing a transformation from a traditional system integrator to a value-added services provider. Its successful bid for a Satellite Communication Company's (衛通) Fee Calculation and Settlement System demonstrates its expansion and enhancement in the core telecommunication business. Slashing the low margin production lines and downsizing the personnel and scale of system integration business unit brought about a corresponding reduction in the costs of this segment. The overall increase of the costs of this segment was mainly due to the front-end development and operation costs of the new IVR business.

## PROSPECTS

### Finance

The finance industry in China, including banking, insurance and securities industry, is ripe for a new round of reform. The financial institutions in China are on its way to reforming their core business services. In addition to deepening their core business capabilities, they are turning their increasing attention to the need to outsource their IT infrastructure buildup and services to concentrate on upgrading and improving their core businesses. To capitalise on this development trend and opportunities, the Group's financial business segment is gearing up and has mobilised a considerable amount of resources, including:

- 1) strengthening of the expertise lineup of the business consultancy capabilities by employing a number of overseas experts;
- 2) commencing application management service ("AMS") on a trial basis; meeting outsourcing related international standards; obtaining certification for its core engineering work; implementing a technology and skilled personnel reserve program; and utilising AMS as a means for providing outsourcing services nationwide; and
- 3) cooperating with experienced multinational IT service providers, to work on large-scale outsourcing projects.

## PROSPECTS *(continued)*

### Telecommunication

On the basis of cooperation with China Mobile, after years of accumulation and through future involvement, the telecommunication business unit will certainly occupy a leading position in China in terms of IVR platform outsourcing services and wireless value-added services.

The research and development of the fixed-line ring tone was completed early this year, and the products have been launched onto the market. Currently, the Group focuses its efforts on the OEM of UTStarcom Telecom's project and the Netcom's ring tone project. Ring tone is an important component of the development of telecommunication value-added services. On the ring tone platform, we may continue to develop businesses such as sound tone and voice tone. At the same time, we are also discussing the cooperation of OEM of ring tone with UTStarcom Telecom, an attempt to develop into the field of the application software outsourcing.

In respect of development planning, the transformation from a traditional system integrator into a service provider and the strategy of shifting to the value-added business oriented telecommunication business will become the development direction for the years to come. We anticipate that China Mobile will record a significant increase in voice value-added business, and the market capacity for the entire year will amount to hundreds of millions of dollars, and the speed of growth will even be higher in the future.

### Electronic payment terminals

As far as this business segment is concerned, 2004 is a year in which it continues its steady growth in the mainland market. It is expected that the total capacity of the market will increase by more than 30%, and that the rate of growth may even be higher in the several years leading to the Beijing Olympics 2008 coupled with the development of finance sector.

It is our aim in this industry to develop new products which meets market demand, to improve the quality of products on a continual basis, to provide quality technical support and after sales services to customers, to raise the prestige and recognition of our brands, and to research and develop new products with higher profit margin. As to the China market, the opportunities and challenges we have been encountered are the market development opportunities arising from the Beijing Olympics 2008 and Shanghai Expo 2010. In particular, the rapid development of ChinaUnionPay has provided both a solid foundation for further developing the EFT-POS market and the momentum of growth. In respect of the international market, the global trend for the migration to EMV will certainly provide a valuable development opportunity for EFT-POS manufacturers. PAX will continue utilising the experiences it has accumulated in the EMV drive to secure new markets and customers through its excellent price performance ratio, stable product performance and quality, and outstanding technical support services.

## PROSPECTS *(continued)*

### Electronic payment terminals *(continued)*

We plan to launch a series of new products within the first half of next year. The new generation of EFT-POS terminals display the most advanced features in the industry worldwide. It will provide customers with an even better prices performance ratio, and will earn us higher gross profit margin. It will be a powerful weapon for PAX to penetrate the markets in Japan, Europe and America, and it will also become an important profit contributor to the Group.

The efforts spent in the enhancement of consultancy capabilities, the development of value added services and the research and development of solutions and products have consumed the most of the Group's resources and contributed to the underperformance as reflected in the results for the period under review. Nevertheless, the Group is confident that we are on the right track towards being the premier provider of IT consulting, outsourcing and technology services and products.

Looking ahead, given the solid foundation laid and the prosperous market development, we are confident that the Group will generate significant result improvement in the rest of the year.

### Liquidity and financial resources

As at 30th June 2004, the Group recorded a total assets of HK\$151.73 million, which were financed by liabilities of HK\$119.16 million and equity of HK\$32.57 million. The net assets value is HK\$32.57 million (31st December 2003: HK\$60.76 million). It amounted to HK\$0.10 per share as compared to HK\$0.18 per share as at 31st December 2003.

As at 30th June 2004, the Group had cash of HK\$15.65 million and bank borrowings of HK\$2.37 million. The net cash position as at that date was HK\$13.28 million as compared to HK\$18.04 million as at 31st December 2003. All the borrowings are short-term loans and overdrafts utilised to fund the Group's working capital requirements. The gearing ratio (defined as total interest bearing debts divided by shareholders' equity) was 0.07 compared to 0.40 as at 31st December 2003. The gearing ratio is considered healthy and suitable for the continued growth of the Group's business.

### Capital structure and details of charges

The Group's bank borrowings are short term loans and overdrafts with interests charged at floating rates. As at 30th June 2004, bank loans amounting to Renminbi 2.15 million (equivalent to HK\$2.01 million) are denominated in Renminbi with average interest rates of 5.31% per annum. Bank overdrafts amounted to HK\$0.36 million is denominated in Hong Kong dollar. The Hong Kong dollar bank overdrafts was charged at Hong Kong Prime Lending Rate.



## PROSPECTS *(continued)*

### Capital structure and details of charges *(continued)*

Approximately HK\$8.65 million, HK\$2.34 million and HK\$4.66 million of the Group's cash balances are denominated in Renminbi, Hong Kong dollar and US dollar respectively.

The bank loans were secured by deposits in bank guaranteed funds of HK\$4.37 million and a personal guarantee of HK\$7 million from a director of the Company and corporate guarantee of HK\$30 million of the Company.

### Exposure to fluctuations in exchange rates and related hedges

The Group derives its revenue, makes purchases and incurs expenses denominated mainly in US dollar, Renminbi and Hong Kong dollar. Currently, the Group has not entered into agreements or purchased instruments to hedge the Group's exchange rate risks. Any material fluctuation in the exchange rates of Hong Kong dollars or Renminbi may have an impact on the operating results of the Group.

### Contingent liabilities

The Group had no contingent liability as at 30th June 2004.

### Employees

The total number of employees of the Group as at 30th June 2004 was 559. The breakdown of employees by division is as follows:–

Financial solutions, services and related products	308
Electronic payment solutions and products	70
Telecommunication solutions, services and related products	77
IVR operation	87
Corporate office	17
	<hr/>
	559

The Group ensures that its remuneration packages are comprehensive and competitive. Employees are remunerated with a fixed monthly income plus annual performance related bonuses. The Group also sponsors selected employees to attend external training courses that suit the needs of the Group's businesses.

## Share options

To provide further incentive to motivate talented employees, the Company adopted a share option scheme in November 2001 ("Scheme"). On 18th March 2004, 33,000,000 share options were granted to Directors and employees at HK\$0.374 (the average closing price of the shares as quoted in the daily quotations sheets issued by The Stock Exchange of Hong Kong Limited for the five business days immediately preceding 18th March 2004) with an expiry date of 17th March 2014.

There are no changes in any term of the Scheme during the six months ended 30th June 2004. The details terms of the Scheme were disclosed in the 2003 annual report.

The following table discloses movements in the Company's share options during the period are as follows:-

Name	Date of grant	Exercise price (HK\$)	Number of options held at 1st January 2004	Granted	Lapsed	Exercised	Number of options held at 30th June 2004
<b>Directors</b>							
Mr Kui Man Chun	18th March 2004	0.374	-	3,000,000	-	-	3,000,000
Mr Lo Siu Yu	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Xu Wensheng	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Li Wenjin	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Xu Chang Jun	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Chan Yiu Kwong	18th March 2004	0.374	-	1,500,000	-	-	1,500,000
Mr Su Terry Lumin	18th March 2004	0.374	-	1,500,000	-	-	1,500,000
<b>Employees</b>							
Mr Xiao Chang Xing	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Zhong Zhen Xiang	18th March 2004	0.374	-	3,300,000	-	-	3,300,000
Mr Chen Dong	18th March 2004	0.374	-	2,000,000	-	-	2,000,000
Mr Gao Guang Wu	18th March 2004	0.374	-	2,700,000	-	-	2,700,000
Mr Zhang Yong Gang	18th March 2004	0.374	-	2,500,000	-	-	2,500,000
			-	33,000,000	-	-	33,000,000

The exercise period of the above share options is from 18th March 2004 to 17th March 2014 (both dates inclusive).

## Directors' and chief executive's interests and short positions in the shares, underlying shares and debentures

At 30th June 2004, the interests and short positions of each director and chief executive in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of the Securities and Futures Ordinance ("SFO")), as recorded in the register maintained by the Company under Section 352 of the SFO or as notified to the Company were as follows:

### (a) Ordinary shares of HK\$0.01 each in the Company

Name of director	Number of shares held		Total
	Personal interest	Corporate interest	
		(Note)	(Note)
Kui Man Chun	–	189,270,909	189,270,909

Note:

These shares are held by Kui Man Chun through Hi Sun Limited, a company which Kui Man Chun holds a 99.16% interest, and Rich Global Limited, a wholly-owned subsidiary of Hi Sun Limited.

### (b) Ordinary shares in associated corporations

Name of director	Name of associated corporation	Number of shares held	Category of interest
Kui Man Chun	Rich Global Limited	2 ordinary shares	Corporate
Kui Man Chun	Hi Sun Limited	30,245,000 ordinary shares	Personal
Li Wenjin	Hi Sun Limited	255,000 ordinary shares	Personal

Save as disclosed above, none of the directors or chief executive had any interests or short positions in the shares, or underlying shares in, or debentures, of the Company or any of its associated corporations.

## Directors' rights to acquire shares or debentures

Save for the Share Option Scheme adopted by the Company on 29th November 2001, at no time during the period was the Company, its holding company or any of its subsidiaries or fellow subsidiaries a party to any arrangement to enable the directors of the Company to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate.

## Substantial shareholders' interests and short positions in the shares and underlying shares

The register of substantial shareholders maintained under Section 336 of the SFO shows that as at 30th June 2004, the Company had been notified of the following substantial shareholders' interests and short positions, being 5% or more of the Company's issued share capital.

Name of shareholder	Number of ordinary shares
Rich Global Limited ("RGL")	189,270,909
Hi Sun Limited ("HSL")	189,270,909 (Note 1)
Kui Man Chun	189,270,909 (Note 2)
Pacific Pilot Limited	30,000,000

Note:

- (1) HSL is interested in the Company's share capital by virtue of its 100% shareholding in RGL.
- (2) Kui Man Chun is interested in the Company's share capital by virtue of his interest 99.16% shareholding in HSL.

## Compliance with the Code of Best Practice of the Listing Rules

Throughout the period, the Company was in compliance with the Code of Best Practice as set out in Appendix 14 of the Listing Rules of The Stock Exchange of Hong Kong Limited, except that the independent non-executive directors of the Company are not appointed for specific terms, but are subject to retirement by rotation pursuant to the Company's bye-laws.

## Purchase, sale or redemption of shares

The Company has not redeemed any of its shares during the period. Neither the Company nor any of its subsidiaries has purchased or sold any of the Company's shares during the period.

## Audit Committee

The Audit Committee, which comprises two independent non-executive directors of the Company, has reviewed with management the accounting principles and practices adopted by the Group and discussed internal controls and financial reporting matters including a review of the unaudited condensed accounts for the six months ended 30th June 2004 with the directors.

**CONDENSED CONSOLIDATED PROFIT AND LOSS ACCOUNT**  
FOR THE SIX MONTHS ENDED 30TH JUNE 2004

	Note	Unaudited Six months ended 30th June	
		2004 <u>HK\$'000</u>	2003 <u>HK\$'000</u>
Turnover	2	66,650	131,165
Cost of sales		<u>(43,775)</u>	<u>(86,571)</u>
Gross profit		22,875	44,594
Other revenue		146	199
Selling and distribution expenses		<u>(18,722)</u>	<u>(19,198)</u>
Administrative expenses		<u>(31,988)</u>	<u>(33,191)</u>
Loss from operation	3	<u>(27,689)</u>	<u>(7,596)</u>
Finance costs		<u>(496)</u>	<u>(964)</u>
Loss attributable to shareholders		<u>(28,185)</u>	<u>(8,560)</u>
Basic loss per share	5	<u>HK\$(0.08)</u>	<u>HK\$(0.03)</u>

**CONDENSED CONSOLIDATED BALANCE SHEET**  
AS AT 30TH JUNE 2004 AND 31ST DECEMBER 2003

	<i>Note</i>	<b>Unaudited 30th June 2004 HK\$'000</b>	Audited 31st December 2003 HK\$'000
Non current assets			
Fixed assets	6	<b>25,056</b>	18,283
Current assets			
Inventories		<b>32,253</b>	20,738
Trade receivables	7	<b>53,862</b>	64,812
Prepayments, deposits and other receivables		<b>24,909</b>	17,319
Pledged bank deposits		<b>4,368</b>	18,879
Bank balances and cash		<b>11,283</b>	23,645
		<b>126,675</b>	145,393
Current liabilities			
Trade payables	8	<b>36,933</b>	23,303
Other payables and accruals		<b>52,955</b>	48,903
Short term bank borrowings	9	<b>2,373</b>	24,475
Due to ultimate holding company	10	<b>23,848</b>	3,042
Due to fellow subsidiaries	10	<b>3,008</b>	3,154
Taxation payable		<b>41</b>	41
		<b>119,158</b>	102,918
Net current assets		<b>7,517</b>	42,475
Total assets less current liabilities		<b>32,573</b>	60,758
Financed by:			
Share capital	11	<b>3,330</b>	3,330
Reserves		<b>29,243</b>	57,428
Shareholders' funds		<b>32,573</b>	60,758

**CONDENSED CONSOLIDATED CASH FLOW STATEMENT**  
FOR THE SIX MONTHS ENDED 30TH JUNE 2004

	<b>Unaudited Six months ended 30th June</b>	
	<b>2004</b>	2003
	<b>HK\$'000</b>	HK\$'000
Net cash inflow/(outflow) from operating activities	<b>6,929</b>	(19,961)
Net cash inflow/(outflow) from investing activities	<b>2,811</b>	(5,223)
Net cash outflow from financing activities	<b>(13,773)</b>	(26,464)
Decrease in cash and cash equivalents	<b>(4,033)</b>	(51,648)
Cash and cash equivalents at 1st January	<b>14,952</b>	59,809
Cash and cash equivalents at 30th June	<b>10,919</b>	8,161
Analysis of balances of cash and cash equivalents		
Bank balances and cash	<b>11,283</b>	22,260
Bank overdrafts	<b>(364)</b>	(14,099)
	<b>10,919</b>	8,161

**CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**  
FOR THE SIX MONTHS ENDED 30TH JUNE 2004

	<b>Share capital</b> <i>HK\$'000</i>	<b>Share premium</b> <i>HK\$'000</i>	<b>Contributed surplus</b> <i>HK\$'000</i>	<b>Accumulated losses</b> <i>HK\$'000</i>	<b>Total</b> <i>HK\$'000</i>
At 1st January 2004	3,330	100,556	125,310	(168,438)	60,758
Loss for the period	–	–	–	(28,185)	(28,185)
At 30th June 2004	<u>3,330</u>	<u>100,556</u>	<u>125,310</u>	<u>(196,623)</u>	<u>32,573</u>
At 1st January 2003	3,330	100,556	125,310	(164,984)	64,212
Loss for the period	–	–	–	(8,560)	(8,560)
At 30th June 2003	<u>3,330</u>	<u>100,556</u>	<u>125,310</u>	<u>(173,544)</u>	<u>55,652</u>



## NOTES TO CONDENSED ACCOUNTS

### 1. Basis of preparation and accounting policies

These unaudited consolidated condensed accounts are prepared in accordance with Hong Kong Statement of Standard Accounting Practice ("SSAP") 25, "Interim Financial Reporting," issued by the Hong Kong Institute of Certified Public Accountants.

These condensed accounts should be read in conjunction with the 2003 annual accounts.

The accounting policies and methods of computation used in the preparation of these condensed accounts are consistent with those used in the annual accounts for the year ended 31st December 2003.

### 2. Segment reporting

The Group is organised into three main business segments:

- (a) Financial solutions, services and related products – provisions of customised information system consultancy and integration services and sales of computer hardware to financial institutions and banks;
- (b) Telecommunication solutions, services and related products – provision of customised information system consultancy and integration services, provision of value-added services and sales of computer hardware to the telecommunication industries; and
- (c) Electronic payment products and services – sales of electronic fund transfer point-of-sale terminals;

In determining the Group's geographical segments, revenues and results are attributed to the segments based on the location of the customers.

## 2. Segment reporting (continued)

An analysis of the Group's revenue and results for the period by business segment is as follows:

	<b>Unaudited</b> <b>Six months ended 30th June 2004</b>				
	<b>Financial solutions, services and related products HK\$'000</b>	<b>Telecom- munications solutions, services and related products HK\$'000</b>	<b>Electronic payment products and services HK\$'000</b>	<b>Other operations HK\$'000</b>	<b>Group HK\$'000</b>
Turnover	20,559	5,872	40,119	100	66,650
Segment results	(18,501)	(7,075)	3,969	(6,228)	(27,835)
Unallocated income					146
Loss from operation					(27,689)
Finance costs					(496)
Loss attributable to shareholders					(28,185)

	<b>Unaudited</b> <b>Six months ended 30th June 2003</b>				
	<b>Financial solutions, services and related products HK\$'000</b>	<b>Telecom- munications solutions, services and related products HK\$'000</b>	<b>Electronic payment products and services HK\$'000</b>	<b>Other operations HK\$'000</b>	<b>Group HK\$'000</b>
Turnover	98,582	10,524	22,059	-	131,165
Segment results	1,123	(1,158)	(2,731)	(5,002)	(7,768)
Unallocated income					172
Loss from operation					(7,596)
Finance costs					(964)
Loss attributable to shareholders					(8,560)

There are no sales or other transactions between the business segments. Unallocated income represents interest income.

## 2. Segment reporting (continued)

An analysis of the Group's turnover and contribution to operating loss for the period by geographical segment is as follows:

	Unaudited Turnover Six months ended 30th June		Unaudited Loss from operation Six months ended 30th June	
	2004 HK\$'000	2003 HK\$'000	2004 HK\$'000	2003 HK\$'000
Hong Kong, Korea and South East Asia	18,729	20,312	(1,763)	(5,642)
Mainland China	47,921	110,853	(25,926)	(1,954)
	<b>66,650</b>	<b>131,165</b>	<b>(27,689)</b>	<b>(7,596)</b>

There are no sales or other transactions between the geographical segments.

## 3. Loss from operation

Loss from operation is stated after crediting and charging the following:

	Unaudited Six months ended 30th June	
	2004 HK\$'000	2003 HK\$'000
<b>Crediting</b>		
Reversal of provision for inventory	371	–
<b>Charging</b>		
Auditors' remuneration	500	600
Depreciation	4,412	4,276
Staff costs (including directors' remuneration):		
Wages and salaries	30,912	42,668
Pension contributions	1,955	1,240
Less: staff costs capitalised into contract work in progress	(5,050)	(2,036)
	<b>27,817</b>	<b>41,872</b>
Operating lease rentals for land and buildings	5,236	4,601
Loss on disposed and write off of fixed assets	19	320
Provision for doubtful debts	–	1,646

#### 4. Taxation

No provision for Hong Kong profits tax has been made as the Group has no estimated assessable profits for the current period (2003: Nil).

No provision for overseas profits tax has been made as the Group has no estimated assessable profits for the current period (2003: Nil).

#### 5. Loss per share

The calculation of basic loss per share is based on the Group's loss attributable to shareholders of HK\$28,185,000 (2003: loss of HK\$8,560,000) and on the number of 333,054,030 (2003: 333,054,030) ordinary shares in issue during the period.

Diluted loss per share has not been presented for the period ended 30th June 2004 as the conversion of potential ordinary shares would have anti-dilutive effect to the basic loss per share.

There were no dilutive effect on the basic loss per share for the period ended 30th June 2003.

#### 6. Fixed assets

	<u>HK\$'000</u>
Net book value as at 1st January 2004	18,283
Additions	11,212
Disposals	(27)
Depreciation	<u>(4,412)</u>
Net book value as at 30th June 2004	<u>25,056</u>

## 7. Trade receivables

The Group's credit term to trade receivables ranges from 0 to 180 days. An aged analysis of the Group's trade receivables is as follows:

	<b>Unaudited 30th June 2004 HK\$'000</b>	Audited 31st December 2003 HK\$'000
Current to 90 days	<b>30,882</b>	40,614
91 days to 180 days	<b>1,116</b>	18,820
181 to 365 days	<b>15,510</b>	1,861
Over 365 days	<b>6,354</b>	3,517
	<b>53,862</b>	64,812

## 8. Trade payables

An aged analysis of the Group's trade payables is as follows:

	<b>Unaudited 30th June 2004 HK\$'000</b>	Audited 31st December 2003 HK\$'000
Current to 90 days	<b>25,507</b>	17,834
91 days to 180 days	<b>5,650</b>	503
181 to 365 days	<b>1,970</b>	2,309
Over 365 days	<b>3,806</b>	2,657
	<b>36,933</b>	23,303

## 9. Short term bank borrowings

	<b>Unaudited 30th June 2004 HK\$'000</b>	Audited 31st December 2003 HK\$'000
Bank overdrafts, secured (note (a))	364	8,693
Trust receipt loans, secured	-	7,184
Short term bank loans, secured (note (a))	<b>2,009</b>	8,598
	<b>2,373</b>	24,475

Note:

- (a) As at 30th June 2004, bank overdrafts and short term bank loans of HK\$2,373,000 were secured by deposits in a bank guaranteed fund of HK\$4,368,000, personal guarantee of HK\$7,000,000 from a director of the Company, and corporate guarantee of HK\$30,000,000 by the Company in accordance with the banking facility terms provided to certain subsidiaries of the Group for trading arrangement with their suppliers.

## 10. Due to ultimate holding company and fellow subsidiaries

The amounts due to ultimate holding company and fellow subsidiaries are unsecured, interest-free and have no fixed terms of repayment.

## 11. Share capital

	<b>Unaudited</b>		Audited	
	<b>Six months ended 30th June 2004</b>		Year ended 31st December 2003	
	<u>No. of shares</u>	<u>HK\$'000</u>	<u>No. of shares</u>	<u>HK\$'000</u>
<i>Authorised:</i>				
Ordinary shares of HK\$0.01 each	<b>1,000,000,000</b>	<b>10,000</b>	1,000,000,000	10,000
<i>Issued and fully paid:</i>				
Ordinary shares of HK\$0.01 each	<b>333,054,030</b>	<b>3,330</b>	333,054,030	3,330

## 12. Commitments under operating leases

As at 30th June 2004, the Group had future aggregate minimum lease payments under non-cancellable operating leases as follows:

	Land and buildings		Others	
	Unaudited 30th June 2004 HK\$'000	Audited 31st December 2003 HK\$'000	Unaudited 30th June 2004 HK\$'000	Audited 31st December 2003 HK\$'000
Not later than one year	6,169	6,383	391	-
Later than one year and not later than five years	4,044	2,366	-	-
	<b>10,213</b>	<b>8,749</b>	<b>391</b>	<b>-</b>

## 13. Related party transactions

Significant related party transactions, which were carried out in the normal course of the Group's business are as follows:

		Unaudited Six months ended 30th June	
		2004 HK\$'000	2003 HK\$'000
Management fees paid to a related company	(a)	-	280
Consultancy fees paid to a related company	(b)	-	74

- (a) Two subsidiaries, Hi Sun Technology Holding Limited and Pax Technology Limited, received management services from Hi Sun Management Limited ("HSML"), a company owned by a director, who is also a substantial shareholder, of the Company, on terms mutually agreed between the subsidiaries and HSML.
- (b) A subsidiary, Pax Technology Limited, received consultancy services from Hi Sun Information Technology Services Limited ("HSITSL"), a company owned by a director, who is also a substantial shareholder, of the Company, on terms mutually agreed between the subsidiary and HSITSL.

On behalf of the Board  
**Li Wenjin**  
Director

Hong Kong, 22nd September 2004