FIRST TRACTOR COMPANY LIMITED
第一拖拉機股份有限公司

FINANCIAL HIGHLIGHTS

Turnover : RMB1,863,824,000
Net Loss : RMB117,799,000
Loss Per Share : RMB15.01 cents

The board of directors (the "Directors") of First Tractor Company Limited (the "Company") announced the audited consolidated results of the Company and its subsidiaries (collectively the "Group") for the year ended 31 December 2001, which have been prepared in accordance with accounting principles generally accepted in Hong Kong, together with 2000 comparative figures, set out (unless otherwise stated, the figures contained in this announcement are denominated in Renminbi) as follows:

AUDITED CONSOLIDATED PROFIT AND LOSS ACCOUNT
(PREPARED UNDER HONG KONG ACCOUNTING STANDARDS)

		Year ended 31 December	
		2001	2000
	Notes	RMB'000	RMB'000
Turnover	(3)	1,863,824	1,997,314
Cost of sales		(1,625,739)	(1,738,817)
Gross profit		238,085	258,497
Other revenue and gains		99,697	64,993
Selling expenses		(89,516)	(109,255)
Administrative expenses		(216,242)	(195,494)
Other operating expenses		(95,505)	(138,628)
Loss from operating activities	(4)	(63,481)	(119,887)
Finance costs		(20,168)	(19,627)
Share of profits less losses of:			
Jointly-controlled entity		830	861
Associates		(14,788)	(29,403)
Loss before tax		(97,607)	(168,056)
Tax	(5)	(16,786)	(13,142)
Loss before minority interests		(114,393)	(181,198)
Minority interests		(3,406)	24,145
Net loss from ordinary activities attributable to shareholders		(117,799)	(157,053)
Transfers to reserves	(6)	1,358	3,534
Dividend		—	—
Loss per share - Basic	(7)	RMB15.01 cents	RMB20.01 cents

Notes:

1. Basis of presentation

The results of the year have been prepared in accordance with Hong Kong Statements of Standard Accounting Practice ("SSAPs"), accounting principles generally accepted in Hong Kong and the disclosure requirements of the Hong Kong Companies Ordinance. The results of the year have been prepared under the historical cost convention, except for the periodic remeasurement of debt and equity investments.

2. Changes of Accounting Policies

The following recently-issued and revised SSAPs and related Interpretations are effective for the first time for the current year's financial statements:

SSAP 9 (Revised)	:	"Events after the balance sheet date"
SSAP 14 (Revised)	:	"Leases"
SSAP 18 (Revised)	:	"Revenue"
SSAP 26	:	"Segment reporting"
SSAP 28	:	"Provisions, contingent liabilities and contingent assets"
SSAP 29	:	"Intangible assets"
SSAP 30	:	"Business combinations"
SSAP 31	:	"Impairment of assets"
SSAP 32	:	"Consolidated financial statements and accounting for investments in subsidiaries"
Interpretation 12	:	"Business combinations-subsequent adjustment of fair values and goodwill intially reported"
Interpretation 13	:	"Goodwill-continuing requirements for goodwill and negative goodwill previously eliminated against/credited to reserves."

The changes in accounting policies resulting from the adoption of the above SSAPs and Interpretations do not have any significant effect on the financial statements of the Group.

3. Turnover

Turnover represents the invoiced value of goods sold, net of discounts and returns, and excludes sales taxes and intra-group transactions.

Details of the Group's turnover and contribution to profit/(loss) from operating activities by principal activities and geographical area of operations for the year ended 31 December 2001 are as follows:

	Turnover		Contribution to profit/(loss) from operating activities	
	2001	2000	2001	2000
	RMB'000	RMB'000	RMB'000	RMB'000
By business segments:				
Tractor operation	1,333,838	1,536,016	(135,667)	(180,353)
Road machinery operation	433,218	393,381	34,793	28,894
Construction machinery operation	178,571	243,156	(2,828)	16,016
Others	40,375	14,588	(8,023)	(15,371)
Eliminations	(122,178)	(189,827)	—	—
	1,863,824	1,997,314	(111,725)	(150,814)
Interest, dividend and investment income			48,888	30,927
Unallocated expenses			(644)	—
			(63,481)	(119,887)

Over 90% of the Group's revenue, results, assets and capital expenditures are derived from operations carried out in the People's Republic of China (the "PRC") and accordingly, no geographical segment information is presented.

4. Loss from operating activities

The Group's loss from operating activities is arrived at after charging/(crediting):

	2001	2000
	RMB'000	RMB'000
Depreciation of fixed assets	86,041	97,929
Interest income	(32,523)	(27,927)
Profit from sundry sales	(8,886)	(9,121)
Rental income	(3,220)	—
Trademark licence fee	(10,320)	—
Investment income from short term listed investments	(7,400)	—
Gain on disposal of short term listed investments	(7,715)	(3,000)
Dividend income from long term unlisted investments	(1,250)	—

5. Tax

	2001	2000
	RMB'000	RMB'000
The Company and subsidiaries:		
PRC income tax provided for the year	19,124	15,412
Deferred tax	(2,468)	(2,468)
	16,656	12,944
Share of tax attributable to		
Jointly-controlled entity	130	198
Associates	—	—
Tax charge for the year	16,786	13,142

No provision for Hong Kong profits tax has been made as the Group had no assessable profits earned in or derived from Hong Kong during the two years ended 31 December 2001.

The PRC income tax for the Company and its subsidiaries is calculated at rates ranging from 12% to 33% (2000: 0% to 33%), on their estimated assessable profits for the year based on existing legislation, interpretations and practices in respect thereof.

Profits tax of the subsidiary operating outside the PRC is subject to the rate applicable in its jurisdiction.

The PRC income tax of the associates and jointly-controlled entity is calculated at rates ranging from 15% to 33% (2000: 0% to 33%) on the respective company's assessable profits determined in accordance with the relevant PRC laws and regulations.

There was no material unprovided deferred tax during the year or at the balance sheet date (2000: Nil).

6. Transfers to reserves

	2001	2000
	RMB'000	RMB'000
Statutory common reserve	409	1,767
Statutory public welfare fund	409	1,767
Other reserve funds	540	—
	1,358	3,534

In accordance with the Company Law of the PRC and the Company's articles of association, the Company is required to appropriate 10% and 5% to 10% of its annual statutory profit after tax, as determined in accordance with PRC accounting standards and regulations, to a statutory common reserve ("SCR") and a statutory public welfare fund ("PWF"), respectively. No allocation to the SCR is required after the balance of the Company's SCR reaches 50% of its registered capital.

The SCR may only be used to offset accumulated losses, to expand the production operations of the Company, or to increase its paid-up capital.

The PWF is used for the collective welfare of the staff and workers of the Company.

No transfer to SCR and PWF has been proposed by the board of directors because the Company incurred a loss during the year.

During the year, the subsidiaries' aggregate appropriations to reserves dealt with in the Group's financial statements were RMB1,358,000.

7. Loss per share

The calculation of basic loss per share is based on the net loss from ordinary activities attributable to shareholders for the year of RMB117,799,000 (2000: RMB157,053,000) and the weighted average of 785,000,000 (2000: 785,000,000) ordinary shares in issue during the year.

No diluted loss per share is presented as the Company does not have any dilutive potential ordinary shares.

8. Comparative amounts

Certain comparative amounts have been reclassified to conform with the current year's presentation.

BUSINESS REVIEW

The Group's loss in 2001 narrowed to 25% as it benefited from (1) a relatively large increase in the sale of its new products, of which, sales of 1002/1202 crawler tractor series rose by 314 units over the same period of last year, representing an increase of 36.68%; an additional 120 large-wheeled tractors were sold over the same period of last year, representing an increase of 42.3%; and 1,592 more 30/40 medium-wheeled tractors were sold over the same period of last year, representing an increase of 758.10%; (2) an increase in the construction machinery business such as bulldozers; (3) a fall in the unit cost of tractors over the same period of last year; (4) a relatively large increase in income from new businesses.

During the reporting period, the Company still have not turned around from loss position because:

(1) Agricultural machinery business

(1) slowdown in income growth of farmers meant that farmers were less able and willing to make purchases; (2) the market lacked a new hot product and the launch of new products could not keep up with the speedy changes in market demand; (3) new entrants into the market have intensified competition. During the reporting period, the Company's sales of large-medium tractors amounted to 6,109 units, representing a decrease of 36% over the same period of last year, of which sales of large crawler tractors was 3,903 units, representing a decrease of 41.7% over the same period of last year, whilst sales of small-wheeled tractors amounted to 53,428 units, representing a decrease of 14% over the same period of the last year.

(2) Construction machinery business

Construction machinery products such as the rolling machinery, earthwork machinery and road machinery of Brilliance China Machinery Holdings Limited ("BCM") benefited from an increase in basic infrastructure and as a result, recorded a growth in profit but still cannot cover the loss of the Group. During the reporting period, the Group sold 1,203 road rollers, representing a decrease of 4.5% over the same period of last year (the industry fell 10%); 214 bulldozers, representing an increase of 28.9% over the same period of last year; 164 pavers, representing an increase of 20% over the period of last year, and 48 mixers, representing an increase of 33% over the same period of last year.

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RESEARCH AND DEVELOPMENT

In 2001, the Company has successfully raised the quality of its products, expanded its sales and increased its market share. At the same time, the Company has also focused on the changing needs of its customers and restructured its product mix positively, and has tried to cater for customers' needs through research and development of new products.

Newly developed agricultural machinery products include: 30/40 medium-wheeled tractor; Dongfanghong-1002-1 crawler tractor (with YT4130 engine); a "New Century, New Hope" product and Dongfanghong-SD200 floating half-axle "Shandiwang" transportation model were introduced in small-wheeled tractor product line; and Dongfanghong X800/804 large wheeled tractor.

Newly developed construction machinery products include: YZ16C, YZ18C and YZ18F road rollers; WLTLY9500 multi-functional pavers, HTH8500 four-crawler cement pavers, and the ABH1500, MODU30, MODU45, and LIBY9500 and the LIB1500 models of mixing machinery.

The Company will continue to insist on its product development strategy: to respond swiftly to the market, develop and manufacture products which are marketable and to the satisfaction of customers.

BUSINESS DEVELOPMENT STRATEGY

In 2002, the State will continue to widen its "withdrawals and returns" reforestation work and speed up the adjustment and improvement work in the agricultural sector. This will definitely affect the sales of its large-wheeled crawler tractors. At the same time, the State will implement such measures as expanding the channels for farmers to increase their incomes, and increasing investment in agricultural industry. To increase farmers' incomes and to reduce their liabilities are the prime mission for the State to improve the overall economic environment. This will present an opportunity for the Company to raise the sales of its large, medium and small-wheeled tractors. In 2002, the State will continue to implement the grand development strategy in Western region and to facilitate the prime construction projects like railway from Qinghai to Tibet, natural gas from West to East, and electricity from West to East, etc., and also roads construction projects. These will lead to a continuous growth in the demand for construction machinery, which means that there will be a wide opening in the market for products of the Group such as: bulldozers, rollers, mixers, pavers and maintenance machinery.

With China becoming a member of the World Trade Organisation (WTO), China's businesses must now operate in an environment where "competition has no walls, markets have no boundaries". Entering into WTO brings about enormous effects to China's agricultural industry, which indirectly affects the operation and development of China's agricultural enterprises. Meanwhile, it has created opportunities and improved conditions for the Group's tractor and construction machinery products to enter into international markets. As such, the Company's operation and development will face enormous challenges in 2002 brought about by domestic and overseas changes, but these challenges will also create potential market opportunities for the Company. New entrants to the market has intensified competition. Our strategies are as follows:

1) Strengthening and expanding the agricultural and construction machinery businesses

   Agricultural machinery business

   In response to the needs of customers and the trend of competition, the Company will enhance the 25HP-90HP products within the 15HP-120HP ranged market, but with an eye still on those products of less than 25HP and those of more than 90HP. At the same time, the Company will put its effort in exploring market for such agricultural products as tractors' accessories. We aim not only to supply the main machinery for customers, but also products which can complement with agricultural machinery. This will create breakthrough for the agricultural industry.

   Construction machinery business

   The Company will grasp the opportunities provided by the State's improvement in infrastructure and its implementation of grand development strategy of the western region by speeding up the development of the whole range of its construction machinery products such as rolling machinery, earthwork machinery, paving machinery, mixing machinery and maintenance machinery.

2) Enlarging business opportunities by specialisation in the Company's specialised component plants.
3) Restructuring and reorganisation of the business of its subsidiaries and increasing the return of investment made by the Company.
4) Endeavouring to international cooperation, introducing new advanced products, advanced technology, advanced management and experience from oveaseas.

IMPROVING OPERATIONS AND RAISING EFFICIENCY

The Company is raising efficiency through emphasising management innovation, absorbing new management ideas and experiences, and by improving operations and efficiency.

The Directors believe that through adjustment in product mix, rationalization of human resources and implementation of management strategy, the Company can manage to overcome difficulties in adverse operating environment and minimize the external adverse impact on the Company and to be able to uphold the weakening economics of scales so as to put the operations of the Company into benign cycle and thereby providing more satisfactory investment return for shareholders.

ANALYSIS OF RESULTS

As at 31 December 2001, the total turnover of the Group amounted to RMB1,863,824,000, representing a decrease of 6.68% over the same period last year. The consolidated loss after taxation and minority interests amounted to RMB117,799,000, representing a 25% decrease over the same period last year. The loss per share amounted to RMB15.01 cents.

Turnover of the Group fell slightly compared to last year as income from both tractors and construction machinery fell 13.16% and 26.56% respectively as compared with the same period last year. However, turnover of road machinery operation, the other business segment of the Group, increase 10.13% from last year.

In 2001, there was no real improvement in the sliding trend of sales volume of China's tractor industry. The main reason for a decrease in sales income of the Company's tractors operation was a relatively large fall (approximately 55%) in sales for its main product 70/80 crawler tractors. Sales of the Company's small-wheeled tractors also fell (approximately 14%). In face of severe external market conditions, the management of the Company has put much efforts on management strategies and further reinforced its adjustment to the product mix and business structure. In this way, the Company has met the market demands on its products. In 2001, sales of 1002/1202 crawler tractors and 30/40 medium-wheeled tractors, both new models in replace of old product, rose 36.68% and 758.10% in 2001 respectively as compared with the same period last year. Although still in preliminary stage, the adjustment to the product mix has achieved initial success and set a basis for new source of profit growth.

The management has included external sources of operating income into its profit target accessment and to facilitate various production units into market for competition and also to seek new source of economic growth. In 2001, the Company's income and realised gross profit for its new businesses rose 2.29 times and 2.28 times respectively compared with the same period last year, creating the best results ever since the establishment of the Company. As such, the creation of new businesses has led to a reduction in loss.

COST ANALYSIS

In respect of cost control, the management still implement "Fully Comprehensive, Multi-dimensional and Stringent Control on Water, Electricity, Heat and Gas" as the framework of target cost management. The comprehensive cost control system was also established through dimensions on "Reinforcement in Management, Emphasis on Technology and Employment of Capital", and there were signs of cost and expenses reduction. In 2001, amidst fall of income, the Company has began to implement such measures as value engineering, strategic procurement, target cost management system, cost security system and resulted in a decrease in variable cost and controllable expenses.

As at 31 December 2001, the administrative expenses of the Company amounted to RMB134,514,000, a rise of 7.76% from the same period last year. The main reason for increase in administrative expenses was consultancy fees paid to management consultants in 2001. Apart from this, all other expenses under administrative expenses decreased from the same period last year. Based on the principle of "Top-down from management and Bottom-up from unit cost", the Company managed to raise efficiency of procurement funds utilization by implementing a public tender for all office equipments and comparative pricing in procurement.

LIQUIDITY AND FINANCIAL ANALYSIS

As at 31 December 2001, the cash and bank balances of the Group amounted to RMB913,354,000 which had decreased by RMB53,931,000, representing a decline of 5.6% compared with 2000.

As at 31 December 2001, the Group's short term bank loans amounted to RMB257,060,000, an increase of RMB63,021,000 compared to 2000. The Group had no long term bank loans. As at 31 December 2001, the gearing ratio was 31.74% (total liabilities/total assets x 100%), which showed a slight decrease when compared to that of 32.39% of last year.

As at 31 December 2001, net accounts receivable of the Group amounted to RMB354,333,000, decreased by RMB129,885,000, represently a decline of 26.8% compared with 2000. The main reason for the fall in the Group's accounts receivable was that the Company put the management of accounts receivable and inventory as a priority item throughout the year and to this end, the Company has set up a supervisory team specialize in clearing up inventory and bad debts, and to set clearing guidelines to relevant departments such that the workload was spread over to personnel responsible. As a result, the Company effectively reduced the attributable cost of funds and enabled the Company's assets to remain in the most favourable status.

PLEDGE OF ASSETS

As at 31 December 2001, certain of the Group's buildings and machinery with a carrying value of approximately RMB34,881,000 were pledged to banks to secure certain short term bank loans granted to the Group.

Apart from this, certain deposits amounting to approximately RMB23,302,000 were pledged to banks to secure general banking facilities granted by banks to the Group.

INVESTMENTS

As at 31 December 2001, several subsidiaries owned by the Company have mixed performance in operations, among which road machinery and building machinery businesses still achieved an uprise in growth, with RMB14,095,000 and RMB4,739,000 of profit recorded respectively, representing an increase of 19.5% and 11.5% respectively as compared with the same period last year. However, performance of First Tractor Qingjiang Tractor Company Limited, First Tractor Shenyang Tractor Company Limited and Yituo (Luoyang) Harvestor Co., Ltd. was unsatisfactory with a loss in 2001.

During the year, Brilliance China Machinery Holdings Limited, a subsidiary of the Company, entered into an acquisition agreement with an independent third party, Hong Kong Shuntat Technological Industrial Company, for the acquisition of the 25% shareholding of Yituo (Luoyang) Diesel Company Ltd. from Hong Kong Shuntat Technological Industrial Company for a cash consideration of USD1.5 million.

PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY

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

SUBSTANTIAL SHAREHOLDERS

As at 31 December 2001, the following interests of 10% or more of the issued share capital of the Company were recorded in the register of interests required to be kept by the Company pursuant to Section 16(1) of the Securities (Disclosure of Interests) Ordinance of Chapter 396 of the laws of Hong Kong ("SDI Ordinance"):

Shareholders	Class	Number of shares ('000 shares)	Percentage of total shares (%)
China First Tractor Group Company Limited	State-owned legal person shares	450,000	57.32
The HKSCC Nominees Limited	H shares	329,456	41.97

Save as disclosed above, the directors are not aware that any persons held, directly or indirectly, an interest of 10% or more in the share capital of the Company as required to be recorded in the register of issued shares kept by the Company under Section 16(1) of the SDI Ordinance.

STAFF QUARTER

As all staff quarters have been retained by the controlling shareholder, the Company does not have any staff quarters to sell to its staff. Pursuant to its existing policy, the staff of the Company shall buy the staff quarters at their own expenses (including quarters retained by the controlling shareholder).

DESIGNATED DEPOSIT AND DEPOSIT DUE

The Company had no deposits with any non-banking financial institutions. In June 2001 and September 2001, the Company granted loans of RMB100 million and RMB2 million to its two subsidiaries, namely, Yituo (Luoyang) Building Machinery Co., Ltd. and Guizhou Zhenning Biological Industrial Co., Ltd., respectively. The loans were granted in form of designated deposits in certain commercial banks in the PRC. Save as aforesaid, the Company had no other designated deposits. All of the Company's cash deposits are placed with commercial banks in the PRC and are in compliance with the relevant laws and regulations. The Company has not experienced any incidents of not being able to withdraw bank deposit when due.

POLICIES ON UNIFIED INCOME TAX

The corporate income tax of the Company is subject to 33% tax rate based on its assessable profits.

CODE OF BEST PRACTICE

In the opinion of the Directors, the Company has complied with the Code of Best Practice as set out in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules") throughout the year ended 31 December 2001.

MATERIAL LITIGATION

During the reporting period, none of the Company, the Directors, Supervisors nor senior officers of the Company had engaged in any material litigation or arbitration.

ANNOUNCEMENT OF FURTHER INFORMATION ON THE WEB SITE OF THE STOCK EXCHANGE

The Company will submit a CD Rom to The Stock Exchange of Hong Kong Limited (the "Stock Exchange") by 30 April 2002 containing all the information required by paragraphs 45(1) to 45(3) (both paragraphs inclusive) of Appendix 16 of the Listing Rules for publication on the website of the Stock Exchange.

By Order of the Board of Directors
Dong Yong An
Chairman

Luoyang, the PRC
26 April 2002

FIRST TRACTOR COMPANY LIMITED
第一拖拉機股份有限公司

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT the 2001 Annual General Meeting ("AGM") of First Tractor Company Limited ("the Company") will be held at No.154, Jianshe Road, Luoyang, Henan Province, the People's Republic of China ("PRC") on Friday, 14 June 2002 at 9:00 a.m. for the purpose of passing the resolutions as listed below:

1. As ordinary resolutions:
    1. To consider and approve the Report of the Board of Directors of the Company for the year 2001;
    2. To consider and approve the Report of the Supervisory Committee for the year 2001;
    3. To consider and approve the audited financial report for the year 2001;
    4. To consider and approve the dividend distribution proposal for the year ended 31 December 2001;
    5. To consider and approve the re-appointment of Ernst & Young as auditors of the Company for the year ending 31 December 2002 and to authorise the Board of Directors of the Company to determine the terms for such appointment;
    6. To consider and approve the remuneration proposals for the directors and supervisors of the Company ; and
    7. To consider and approve the resignation of Mr. Hon Fong Ming as the independent non-executive director of the Company; and
    8. To consider any other business.
2. As special resolutions:
    1. Subject to the stipulations of Article 12 of the "Company Law of the People's Republic of China", to authorise the Board of Directors of the Company to determine any investment plan or proposal in respect of other limited companies, joint stock limited companies or other economic entities or projects, including but not limited to decisions on projects of investment, the companies or other economic entities to be invested, the amount, the investment method (including by way of issuance of the domestic shares or overseas listed foreign shares) and the time of investment and the execution of the relevant agreements and other documents; and
    2. To authorise the Board of Directors of the Company to declare an interim dividend to the shareholders of the Company for the half year ended 30 June 2002.

By order of the Board
Zhang Guo Long
Acting Company Secretary

Luoyang, the PRC, 26 April 2002

Notes:

1. The register of members of the Company's shares will be temporarily closed from 15 May 2002 to 14 June 2002 (both days inclusive) during which no transfer of shares will be registered in order to determine the list of shareholders for attending the AGM. The last lodgement for share transfer should be made on 14 May 2002 at Hong Kong Registrars Limited by or before 4:00 p.m. The Company's shareholders or their proxies being registered before the close of business on 14 May 2002 are entitled to attend the general meeting by presenting their identity documents. The address of H share registrar of the Company, Hong Kong Registrars Limited is 2/F., Vicwood Plaza, No. 199 Des Voeux Road Central, Central, Hong Kong.
2. Each shareholder having the rights to attend and vote at the AGM is entitled to appoint one or more proxies (whether a shareholder or not) to attend and vote on his behalf. Should more than one proxy be appointed by one shareholder, such proxy shall only exercise his voting rights on a poll.
3. Shareholders can appoint a proxy by an instrument in writing (i.e. by using the Proxy Form enclosed). The Proxy Form shall be signed by the person appointing the proxy or an attorney authorised by such person in writing. If the Proxy Form is signed by an attorney, the power of attorney or other documents of authorisation shall be notarially certified. To be valid, the Proxy Form and the notarially certified power of attorney or other documents of authorisation must be delivered to the above legal address of the Company in not less than 24 hours before the time scheduled for the holding of the AGM.
4. Shareholders or proxies who intend to attend the AGM are requested to deliver the reply slip for attendance duly completed and signed to the Company in person, by post or by facsimile on or before Friday, 24 May 2002.
5. Shareholders or their proxies shall present proofs of their identities upon attending the AGM. Should a proxy be appointed, the proxy shall also present the Proxy Form.
6. The AGM is expected to last for less than one day. The shareholders and proxies attending the AGM shall be responsible for their own travelling and accommodation expenses.
7. The Company's registered address:

    No. 154, Jianshe Road, Luoyang, Henan Province, the PRC
    Postal code: 471004
    Telephone: 86-379-4967038
    Facsimile: 86-379-4967438
    Email: msc0038@public2.lyptt.ha.cn