

# ASIA COMMERCIAL HOLDINGS LIMITED

## 冠亞商業集團有限公司\*

(Incorporated in Bermuda with limited liability)

(Stock code: 104)

## ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED 31ST MARCH 2007

#### **ANNUAL RESULTS**

The Board of Directors (the "Board") of Asia Commercial Holdings Limited (the "Company") is pleased to announce the audited annual results of the Company and its subsidiaries (the "Group") for the year ended 31st March 2007 as follows:

#### CONSOLIDATED INCOME STATEMENT

For the year ended 31st March			
·		2007	2006
	Note	HK\$'000	HK\$'000
Turnover	3	369,376	330,233
Cost of sales		(233,521)	(200,614)
Gross profit		135,855	129,619
Other revenue	3	15,001	12,801
Distribution costs		(107,933)	(104,992)
Administrative expenses		(24,350)	(10,811)
Other operating expenses, net		(54,574)	(16,640)
(Loss) / profit from operations		(36,001)	9,977
Finance costs	5	(1,347)	(1,348)
Other expenses, net		(9,933)	(1,094)
Share of results of an associate		(2)	(100)
(Loss) / profit before taxation	6	(47,283)	7,435
Income tax	7	(2,511)	(2,249)
(Loss) / profit for the year		(49,794)	5,186
Attributable to:			
Equity holders of the Company		(49,543)	5,414
Minority interests		(251)	(228)
		(49,794)	5,186
Basic (loss) / earnings per share	9	(14.85 cents)	1.62 cents

## CONSOLIDATED BALANCE SHEET

As at 31st March

As at 31st March		200=	2006
	Mata	2007 HK\$'000	2006 HK\$'000
Non-current assets	Note	HAS 000	πκ\$ 000
Property, plant and equipment		23,035	24,391
Prepaid lease payments		8,728	8,839
Investment properties		14,005	13,133
Goodwill			2,081
Intangible assets		_	_
Interest in an associate		_	1,123
Available-for-sale investments		430	430
		46,198	49,997
Current assets			
Inventories – goods for resale		70,081	106,295
Prepaid lease payments	1.0	110	110
Trade and other receivables, deposits and prepayments	10	37,393	34,983
Cash and cash equivalents		118,202	117,242 258,630
		225,786	238,030
Current liabilities			
Trade and other payables and accrued charges	11	75,430	63,572
Income tax payable	11	1,078	946
Loan notes		73,025	-
20411 110000		149,533	64,518
Net current assets		76,253	194,112
Total assets less current liabilities		122,451	244,109
Non-current liabilities			
Rental received in advance		2,568	2,643
Loan notes		_	71,496
		2,568	74,139
		440.000	4.60.0=0
NET ASSETS		119,883	169,970
CAPITAL AND RESERVES			
Share capital		33,372	333,719
Reserves		86,511	(164,070)
Fauity attributable to equity helders of the Company		119,883	160 640
<b>Equity attributable to equity holders of the Company Minority interests</b>		117,003	169,649 321
Minufity interests			321
TOTAL EQUITY		119,883	169,970
TOTAL EQUIT		=======================================	109,970

Note:

#### 1. Review of the Annual Results

The annual results for the year ended 31st March 2007 have been reviewed by the Audit Committee of the Company.

#### 2. Statement of Compliance

The annual results have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards ("HKFRSs"), which collective term includes all applicable individual Hong Kong Financial Reporting Standards, Hong Kong Accounting Standards ("HKASs") and Interpretations issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), accounting principles generally accepted in Hong Kong, the disclosure requirements of the Hong Kong Companies Ordinance and the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

The HKICPA has issued certain new and revised HKFRSs that are first effective or available for early adoption for the current accounting period of the Group and the Company.

The Group has not early applied the following new standards or interpretations that have been issued but are not yet effective. The directors of the Company anticipate that the application of these standards or interpretations will have no material impact on the annual results of the Group.

HKAS 1 (Amendment)	Capital Disclosures <sup>1</sup>
HKAS 23 (Revised)	Borrowing Costs <sup>7</sup>
HKFRS 7	Financial Instruments: Disclosures <sup>1</sup>
HKFRS 8	Operating Segments <sup>7</sup>
HK (IFRIC) – INT 8	Scope of HKFRS 2 <sup>2</sup>
HK (IFRIC) – INT 9	Reassessment of Embedded Derivatives <sup>3</sup>
HK (IFRIC) – INT 10	Interim Financial Reporting and Impairment <sup>4</sup>
HK (IFRIC) – INT 11	HKFRS 2-Group and Treasury Share Transactions <sup>5</sup>
HK (IFRIC) – INT 12	Service Concession Arrangements <sup>6</sup>

- 1. Effective for annual periods beginning on or after 1st January 2007.
- 2. Effective for annual periods beginning on or after 1st May 2006.
- 3. Effective for annual periods beginning on or after 1st June 2006.
- 4. Effective for annual periods beginning on or after 1st November 2006.
- 5. Effective for annual periods beginning on or after 1st March 2007.
- 6. Effective for annual periods beginning on or after 1st January 2008.
- 7. Effective for annual periods beginning on or after 1st January 2009.

HKAS 39 and HKFRS 4 (Amendments) "Financial Guarantee Contracts" is effective for annual periods beginning on or after 1st January 2006.

Financial guarantee contracts were previously only disclosed as contingent liabilities as they did not fall within the scope of HKAS 39. Following the introduction of HKAS 39 and HKFRS 4 (Amendments), financial guarantee contracts should be treated as financial liabilities. Financial guarantee contracts should be measured initially at fair value and subsequently at the higher of (i) the amount determined in accordance with HKAS 37 – Provisions, Contingent Liabilities and Contingent Assets and (ii) the amount initially recognised less, where appropriate, cumulative amortisation recognised over the life of the guarantee on a straight-line basis.

The adoption of HKAS 39 and HKFRS 4 (Amendments) has no impact on the consolidated balance sheet.

## 3. Turnover and Other Revenue

Turnover represents the gross proceeds received and receivable derived from the sales of watches, property leasing and provision of programming service and is summarised as follows:

2007	2006
HK\$'000	HK\$'000
367,708	327,125
687	964
981	2,144
369,376	330,233
2,639	2,633
906	301
11,456	9,867
15,001	12,801
384,377	343,034
	367,708 687 981 369,376 2,639 906 11,456 15,001

## 4. Segment Information

#### (i) Business segment

Details of the segment information by business segments are as follows:

		2007		
	Sales of watches HK\$'000	Others* <i>HK\$</i> '000	Elimination HK\$'000	Consolidated HK\$'000
Turnover External sales Inter-segment sales	367,708	1,668 631	(631)	369,376
	367,708	2,299	(631)	369,376
Segment results	(27,034)	(1,897)		(28,931)
Unallocated operating expenses				(10,615)
Operating loss Interest income Finance costs Other expenses, net – allocated	(2,369)	(5,483)		(39,546) 3,545 (1,347) (7,852)
- unallocated	(2,307)	(3,403)		(2,081)
Share of results of an associate	_	(2)		(9,933) (2)
Loss before taxation Income tax				(47,283) (2,511)
Loss for the year				(49,794)
Segment assets Unallocated corporate assets	184,082	22,519		206,601 65,383
Consolidated total assets				271,984
Segment liabilities Unallocated corporate liabilities	70,006	4,012		74,018 78,083
Consolidated total liabilities				152,101
Other information Capital expenditure – allocated Capital expenditure – unallocated	7,073	371		7,444 47
				7,491
Depreciation – allocated Depreciation – unallocated	5,613	871		6,484 59
				6,543
Amortisation of prepaid lease payments	_	111		111
Non-cash expenses other than depreciation and	amortisation			
Impairment loss Trade and other receivables – allocated Trade and other receivables – unallocated	889	1,833		2,722 1,571
				4,293
Property, plant and equipment Goodwill Interest in an associate Bad debt written off Write-down slow-moving inventories	1,497 - - 12 63,302	1,000 2,081 1,144 36		2,497 2,081 1,144 48 63,302
Write off of property, plant and equipment	325	-	:	325

<sup>\*</sup> Others included property leasing and programming service income.

		2000		
	Sales of watches <i>HK\$'000</i>	Others* HK\$'000	Elimination <i>HK\$</i> '000	Consolidated HK\$'000
Turnover External sales Inter-segment sales	327,125	3,108 1,553	(1,553)	330,233
_	327,125	4,661	(1,553)	330,233
Segment results	18,395	(1,927)	_	16,468
Unallocated operating expense			_	(9,425)
Operating profit Interest income Finance costs				7,043 2,934 (1,348)
Other expenses, net – allocated – unallocated	(88)	723		635 (1,729)
Share of results of an associate	_	(100)	_	(1,094) (100)
Profit before taxation Income tax			-	7,435 (2,249)
Profit for the year			_	5,186
Segment assets Interest in an associate Unallocated corporate assets	203,490	27,363 1,123	_	230,853 1,123 76,651
Consolidated total assets			_	308,627
Segment liabilities Unallocated corporate liabilities	57,140	5,675	-	62,815 75,842
Consolidated total liabilities				138,657
Other information Capital expenditure – allocated Capital expenditure – unallocated	3,537	791	-	4,328 136
			_	4,464
Depreciation – allocated Depreciation – unallocated	6,125	755	_	6,880 132
			_	7,012
Amortisation of prepaid lease payments	_	157		157
Non-cash expenses other than depreciation and amo	rtisation			
Impairment loss Goodwill Available-for-sale investments – unallocated Bad debt written off Write-back of slow-moving inventories	- 19 (414)	1,180 - -		1,180 554 19 (414)
Write off of property, plant and equipment	88	5	=	93

<sup>\*</sup> Others included property leasing and programming service income.

## (ii) Geographical segment

Details of the segment information by geographical segments are as follows:

	2007	2006
	Segment revenue	Segment revenue
	HK\$'000	HK\$'000
Mainland China, excluding Hong Kong	364,143	318,729
Hong Kong	4,041	7,499
Switzerland	617	663
Others*	575	3,342
	369,376	330,233

An analysis of the carrying amount of segment assets and capital expenditure by the geographical area in which the assets are located is as follows:

	200	07	2000	5
	Carrying amount of segment assets HK\$'000	Capital expenditure <i>HK\$'000</i>	Carrying amount of segment assets HK\$'000	Capital expenditure <i>HK\$</i> '000
Mainland China, excluding Hong Kong	150,221	6,209	134,168	2,882
Hong Kong	90,035	1,258	128,538	1,512
Switzerland	31,477	24	41,986	45
Others*	251		3,935	25
_	271,984	7,491	308,627	4,464

<sup>\*</sup> Others included U.S.A. and Taiwan.

## 5. Finance Costs

	2007 HK\$'000	2006 HK\$'000
Loan notes:		
Interest payable	375	376
Amortisation of premium on redemption	972	972
Total borrowing costs	1,347	1,348

## 6. (Loss) / Profit Before Taxation

(Loss) / profit before taxation has been arrived after crediting and charging the following:

	2007	2006
	HK\$'000	HK\$'000
Crediting:		
Reversal of impairment on properties held for resale	_	294
Surplus arising from valuation of investment properties	_	728
Profit on liquidation of a subsidiary	_	5
Rental receivable from investment properties less direct		
outgoings of HK\$9,000 (2006: HK\$28,000)	678	936
Profit on disposal of subsidiaries	407	_
Net exchange gain	5,275	2,609
Charging:		
Impairment loss		
Trade and other receivables	4,293	_
Property, plant and equipment	2,497	_
Goodwill	2,081	1,180
Available-for-sale investments	_	554
Interest in an associate	1,144	_
Auditors' remuneration		
Audit services	827	480
Other services	275	105
Depreciation	6,543	7,012
Amortisation for the prepaid lease payments	111	157
Bad debt written off	48	19
Write-down / (write-back) of slow-moving inventories*	63,302	(414)
Write off of property, plant and equipment	325	93
Operating lease rentals in respect of rented premises:		
Minimum lease payments	25,161	23,942
Staff costs including directors' fees and emoluments	51,176	42,244
Retirement benefits scheme contributions, net of forfeited		
contributions of HK\$ Nil (2006: HK\$ Nil)	669	677
Cost of inventories recognised as expenses	218,394	200,240

<sup>\*</sup> The Group re-assessed its inventory carrying amount as at 31st March 2007 based on historical sales experience of recent years. Due to the poor performance, several subsidiaries were streamlined and the Group charged HK\$63,302,000 (2006: write-back HK\$414,000) as write-down of slow-moving inventories to the consolidated income statement.

#### 7. Income Tax in the Consolidated Income Statement

	2007 HK\$'000	2006 HK\$'000
Current:		
Hong Kong	_	_
Outside Hong Kong	2,511	2,249
	2,511	2,249

Hong Kong profits tax is calculated at a rate of 17.5% (2006: 17.5%) of the estimated assessable profits for the year. No Hong Kong profits tax is provided because the assessable profits generated during the year are set off by the accumulated losses brought forward from previous years.

Taxation for overseas subsidiary companies is provided at the appropriate current rates of taxation ruling in the relevant countries.

#### 8. Dividend

The directors do not recommend payment of any dividend for the year ended 31st March 2007 (2006: Nil).

#### 9. (Loss) / earnings Per Share

#### (a) Basic (loss) / earnings per share

The calculation of the basic (loss)/earnings per share attributable to the equity holders of the Company is based on the followings data:

	2007 HK\$'000	2006 HK\$'000
(Loss) / profit for the year attributable to equity holders of the Company	(49,543)	5,414
	Number	Number
Weighted average number of ordinary shares	333,719,516	333,719,516

#### (b) Diluted earnings per share

No disclosure of the diluted earnings per share for the year under review as there is no dilutive potential ordinary shares. No disclosure of the diluted earnings per share for the corresponding previous year is shown as the issue of potential ordinary shares during the year from the exercise of the outstanding share options will be anti-dilutive.

#### 10. Trade and Other Receivables, Deposits and Prepayments

The Group allows credit period of ranging from cash on delivery to 90 days to its trade debtors. The aged analysis of the trade receivables of HK\$24,564,000 (2006: HK\$23,065,000) which are included in the Group's trade receivables at the balance sheet date is as follows:

	2007 HK\$'000	2006 HK\$'000
Trade receivables		
Up to 90 days	23,932	21,247
91 to 180 days	565	1
Over 180 days	67	1,817
	24,564	23,065
Other receivables, deposits and prepayments	12,829	11,918
	37,393	34,983

The fair value of the Group's trade and other receivables, deposits and prepayments at 31st March 2007 approximated to the corresponding carrying amount.

The carrying amounts of trade receivables of the Group are mainly denominated in Renminbi.

During the year, the Group has made an impairment loss on trade receivables of HK\$1,626,000 (2006: Nil). The impairment loss has been included in "Other expenses, net" in the consolidated income statement.

#### 11. Trade and Other Payables and Accrued Charges

Included in trade and other payables and accrued charges are trade payables of HK\$25,729,000 (2006: HK\$16,389,000), the aged analysis of which at the balance sheet date is as follows:

	2007	2006
	HK\$'000	HK\$'000
Trade payables		
Up to 90 days	25,393	15,651
91 to 180 days	336	3
Over 180 days	_	735
	25,729	16,389
Other payables and accrued charges	49,701	47,183
	75,430	63,572

The fair value of the Group's trade and other payables, and accrued charges at 31st March 2007 approximated to the corresponding carrying amount.

The carrying amounts of trade payables of the Group are mainly denominated in Renminbi.

#### 12. Pledge of Assets

At 31st March 2007, certain of the Group's investment properties and leasehold properties and prepaid lease payments with carrying value of HK\$1,335,000 (2006: HK\$1,335,000) and HK\$7,923,000 (2006: HK\$8,451,000) and HK\$4,964,000 (2006: HK\$5,007,000) respectively were pledged to secure the general banking facilities to the extent of HK\$11,000,000.

#### 13. Contingent Liabilities

At 31st March 2007, the Company had contingent liabilities as follows:

The Company was a nominal defendant with a limited role in a derivative action commenced in 2001. Pursuant to a Consent Order made on 5th January 2007, the Action was dismissed with no order as to costs and the outstanding costs, if any, granted by the Court were waived by all parties.

Save as disclosed herein, so far as the directors are aware, neither the Company nor any of its subsidiaries is engaged in any litigation or arbitration or claims which is, in the opinion of the directors, of material importance and no litigation or claims which is, in the opinion of the directors, of material importance is known to the directors to be pending or threatened by or against the Company or any of its subsidiaries.

#### 14. Comparative Figures

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

#### MANAGEMENT DISCUSSION AND ANALYSIS

Turnover for the watch trading and retailing segment increased 12% from HK\$330 million to HK\$369 million. The introduction of the 20% consumption tax on luxury watches did not have significant effect on this part of the watch market in Mainland China as the sale of luxurious watches continue to increase with the growth of Mainland China's GDP and rising living standards. During the year new shops were opened in Beijing, Shanghai and Chengdu to expand the Time City retail network in Mainland China including new boutique shops for Blancpain.

The management are reviewing the operations in order to improve efficiency which will translate to cost savings and pass to the customers. Staff number for the watch trading and retail operations was reduced and efficiency improvement measures were adopted for the benefit of the Group in the long term.

The Group's own brands Accord and Juvenia incurred losses due to heavy advertising and promotion expenditure incurred.

The Group continues to work with the major European brands which are popular amongst the Mainland China customers as well as introduction of new brands to the Mainland China market where they see the development for the years to come. It is the Group's intention to work closely with them to expand into the Mainland China market.

## **Overseas Operation**

Following the change in management, the Group has undertaken a review of the business of the overseas operation. The Taiwan regional office of Juvenia was closed during year to allow the Group to focus on the Mainland China market. The Mainland China operations of Juvenia was substantially scaled down during the year. Significant write-down was therefore made against obsolete and slow-moving inventories during the year.

#### **Programming Service Provider**

In December, the Group disposed of its programming services so that the Group can concentrate its resources on the development of the core business of watch trading and retailing. The disposal resulted in a profit of approximately HK\$0.4 million.

#### FINANCIAL REVIEW

For the year ended 31st March 2007, the Group recorded turnover of HK\$369 million representing an increase of 12% compared with the previous year. This was mainly attributable to the increased turnover from the Group's Time City shops in Mainland China which benefited from the strong growth in Mainland China's economy.

Following the change of controlling shareholder, the new management took a comprehensive and detailed review of the inventory. Slow-moving items and obsolete stock are identified including those from the closed operations and write-down totaling approximately HK\$63 million was made during the year.

Total distribution costs for the year was HK\$108 million representing an increase of 3%. The increase was mainly caused by increased advertising and promotion expenditure. Total administrative costs increased significantly because of staff redundancy costs incurred as the Group streamlined its operations.

Total cash on hand and bank deposits as at 31st March 2007 was HK\$118 million compared with HK\$117 million as at the previous year end. Most of these are placed on short term deposits with banks.

The Group has no outstanding bank borrowing except for the loan notes with outstanding principal of CHF11.8 million ("Notes"). Under the terms of the notes agreement, the holders of the Notes have the option to request the Company to redeem the Notes in US dollars at a fixed exchange rate of one Swiss Franc into 0.67933 US dollar at a redemption price of 117.375% of its principal amount together with accrued interest up to 23rd February 2008. As the holders of the Notes have the right to exercise the option and request the Company to redeem all the Notes on 23rd February 2008, the Notes have been reclassified from non-current to current liabilities at 31st March 2007. The estimated aggregate amount required for the redemption is approximately HK\$73 million.

The main currencies for the Group are Hong Kong Dollars, Swiss Francs and Renminbi as the Group's operations are based at these locations. Each location is self financing so the overall exchange risks to the Group is minimal.

#### **PROSPECTS**

In the past few years there was increasing demand for high end imported watches in Mainland China which is expected to continue. The Group will take advantage of the strong demand to expand its network in Mainland China notwithstanding intense competition in this business.

#### STAFF AND EMOLUMENT POLICY

As at 31st March 2007, the Group employed 485 staff at market remunerations with staff benefits such as insurance, MPF fund, discretionary bonus and share option scheme.

The emolument policy of the employees of the Group is set up by the Remuneration Committee on the basis of their merit, qualifications and competence.

The emoluments of the directors of the Company are decided by the Remuneration Committee, having regard to the Company's operating results, individual performance and comparable market statistics.

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

During the year ended 31st March 2007, there was no purchase, sale or redemption of the Company's listed securities by the Company or any of its subsidiaries.

#### **CORPORATE GOVERNANCE**

The Company has complied with the applicable code provisions of the Code on Corporate Governance Practice (the "Code") as set out in Appendix 14 of the Listing Rules throughout the year ended 31st March 2007, except for the following deviations:

The Company was incorporated in Bermuda and enacted by private act, the Asia Commercial Holdings Limited Company Act, 1989 of Bermuda (the "1989 Act"). Pursuant to section 3(e) of the 1989 Act, director holding office as executive chairman or managing director shall not be subject to retirement by rotation at each annual general meeting as provided in the Bye-Laws. As the Company is bound by the provisions of the 1989 Act, the Bye-Laws cannot be amended to fully reflect the requirements of the Code which stipulates that every director, including those appointed for a specific term, should be subject to retirement by rotation at least once every three years. As such, a special resolution was passed at the special general meeting held on 28th March 2007 to amend the Bye-Laws of the Company so that, inter alia, (i) every director (save for a director holding office as Chairman or Managing Director) of the Company shall be subject to retirement by rotation at least once every three years; (ii) a director may be removed by an ordinary resolution in general meeting instead of a special resolution; (iii) any director appointed by the Board to fill a casual vacancy or as an additional director shall hold office until the next following general meeting, instead of the next annual general meeting.

To enhance good corporate governance practices, Mr. Eav Yin, the Chairman of the Board has confirmed to the Board on 12th July 2007 that he will voluntarily retire from his directorship at annual general meeting of the Company at least once every three years in future in order for the Company to comply with the Code, provided that being eligible for re-election, he may offer himself for re-election at the annual general meeting.

# COMPLIANCE OF THE MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS OF LISTED ISSUERS

All directors have confirmed that they complied with the required standards set out in the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules throughout the period under review.

## SCOPE OF WORK OF CCIF CPA LIMITED

The figures in respect of the announcement of the Group's results for the year ended 31st March 2007 have been agreed by the Group's auditor, CCIF CPA Limited to the amounts set out in the Group's audited financial statements for the year. The work performed by CCIF CPA Limited in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance Engagements issued by the Hong Kong Institute of Certified Public Accountants and consequently no assurance has been expressed by CCIF CPA Limited on the announcement.

#### **EXPRESSION OF GRATITUDE**

The Board would like to take this opportunity to express its gratitude to all staff members, shareholders, bankers, customers, suppliers and professional advisors for the sincere support to the Group.

By Order of the Board

Asia Commercial Holdings Limited

Au Shiu Leung, Alex

Executive Director and Company Secretary

Hong Kong, 12th July 2007

As at the date of this announcement, the Board comprises Mr. Eav Yin (Chairman), Mr. Eav Ming Keong, Kinson, Mr. Au Shiu Leung, Alex as executive directors, Mr. Lai Si Ming, Miss Wong Wing Yue, Rosaline and Mr. Lee Tat Cheung, Vincent as independent non-executive directors.

\* For identification purposes only