

# GREENCOOL TECHNOLOGY HOLDINGS LIMITED

# 格林柯爾科技控股有限公司\*

(incorporated in the Cayman Islands with limited liability)

# THIRD QUARTERLY REPORT FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2003

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This announcement, for which the directors (the "Directors") of Greencool Technology Holdings Limited (the "Company") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the "GEM Listing Rules") for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief: (1) the information contained in this announcement is accurate and complete in all material respects and not misleading; (2) there are no other matters the omission of which would make any statement in this announcement misleading; and (3) all opinions expressed in this announcement have been arrived at after due and careful consideration and are founded on bases and assumptions that are fair and reasonable.

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

#### HIGHLIGHTS FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2003

- Turnover was approximately RMB111 million for the nine months ended 30 September 2003, representing a decrease of approximately 63% when compared with the same period in 2002 as a result, primarily, of the negative impact of SARS
- Profit from operations for the nine months ended 30 September 2003 was approximately RMB21 million, representing a decrease of approximately 83% when compared with the same period in 2002
- Basic earnings per share was RMB1.95 cents for the nine months ended 30 September 2003

# **RESULTS**

The board of Directors (the "Board") of the Company hereby announces the unaudited consolidated results of the Company and its subsidiaries (collectively referred to as the "Group") for the nine months and three months ended 30 September 2003 together with the comparative unaudited figures for the corresponding periods in 2002 as follows:

#### UNAUDITED CONDENSED CONSOLIDATED INCOME STATEMENT

		For the nine months ended 30 September		For the three months ended 30 September	
		2003	2002	2003	2002
	Notes	RMB'000	RMB'000	RMB'000	RMB'000
		(unaudited)	(unaudited)	(unaudited)	(unaudited)
Turnover	(3)	111,284	298,943	57,690	101,503
Cost of sales and services		(36,059)	(117,312)	(20,176)	(40,198)
Gross profit		75,225	181,631	37,514	61,305
Other operating income	(4)	14,548	7,870	8,364	3,476
Distribution costs	( * /	(30,123)	(19,057)	(17,764)	(7,034)
Administrative expenses		(38,733)	(49,391)	(13,490)	(15,477)
Profit from operations		20,917	121,053	14,624	42,270
Finance costs		(2,088)	(3,621)	(610)	(1,045)
Profit before taxation		18,829	117,432	14,014	41,225
Taxation credit (charge)	(5)	683	(6,291)	496	(1,835)
Net profit for the period		19,512	111,141	14,510	39,390
Dividends	(6)				
Earnings per share  – Basic	(7)	1.95 cents	11.11 cents	1.45 cents	3.94 cents
– Diluted		1.95 cents	11.11 cents	1.45 cents	3.94 cents

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(For the nine months ended 30 September 2003)

	Share capital RMB'000	Share premium RMB'000	Capital reserve RMB'000	Translation reserve RMB'000	Accumulated profits RMB'000	Total RMB'000
At 1 January 2002	106,000	429,961	353,394	64	405,835	1,295,254
Currency realignment not recognised in the consolidated income statement	_	_	_	(58)		(58)
Net profit for the period	_	_	_	(30)	111,141	111,141
2001 final dividend paid					(53,000)	(53,000)
At 30 September 2002	106,000	429,961	353,394	6	463,976	1,353,337
At 1 January 2003	106,000	429,961	353,394	237	435,523	1,325,115
Net profit for the period					19,512	19,512
At 30 September 2003	106,000	429,961	353,394	237	455,035	1,344,627

#### NOTES TO THE CONDENSED FINANCIAL STATEMENTS

(For the nine months ended 30 September 2003)

#### (1) General

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law (Revised) of the Cayman Islands. The Company's shares are listed on GEM of the Stock Exchange.

In the opinion of the Directors, the Company's ultimate holding company is Greencool Capital Limited, a company incorporated in the British Virgin Islands with limited liability.

#### (2) Basis of preparation and accounting policies

The condensed financial statements have been prepared under the historic cost convention, except for the revaluation of investment securities, and in accordance with International Financial Reporting Standard ("IFAS") 34 "Interim financial reporting". The accounting policies adopted are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2002.

#### (3) Turnover and segment information

An analysis of the Group's turnover is as follows:

	For the nine months ended 30 September		For the three months ended 30 September	
	2003 RMB'000	2002 RMB'000	2003 RMB'000	2002 RMB'000
Conversion engineering income Sale of chlorofluorocarbon ("CFC") -free refrigerants	102,473	195,969	55,067	67,545
	8,811	102,974	2,623	33,958
	111,284	298,943	57,690	101,503

# **Business segments**

The Group's turnover and net profit for the period are almost entirely derived from the conversion engineering of large-scale air-conditioning systems and sales of CFC-free refrigerants. In the opinion of directors, these activities constitute one business segment since the products are related and are subject to common risks and returns.

#### Geographical segments

The Group's operations are situated in the People's Republic of China (the "PRC") in which its revenue was derived therefrom and the Group's assets are primarily located in the PRC. Accordingly, no geographical segment information is presented.

#### (4) Other operating income

Other operating income represents mainly unrealised holding gain on investment securities and interest income.

#### (5) Taxation credit (charge)

Taxation credit (charge) comprises:

	For the nine months ended 30 September		For the three months ended 30 September	
	2003 RMB'000	2002 RMB'000	2003 RMB'000	2002 RMB'000
PRC Enterprise Income Tax Current period	(798)	(6,291)	288	(1,835)
Overprovision in prior year	1,481		208	
	683	(6,291)	496	(1,835)

Pursuant to the relevant income tax laws of the PRC applicable to enterprises with foreign investment and foreign enterprises, the Group's PRC subsidiaries are subject to PRC Enterprise Income Tax at rates ranging from 7.5% to 15% (2002: 7.5% to 15%). Certain of the Group's PRC subsidiaries are foreign investment enterprises of production nature established in the PRC. Accordingly, these subsidiaries are entitled to tax exemption for the first two years of profitable operations and 50% tax reduction in the following three years of operations. In addition, a PRC subsidiary is a foreign investment enterprise of production nature and is located in New and High Technology Development Zone in the PRC. Accordingly, this subsidiary is entitled to tax exemption for the first three years of operations and 50% tax reduction in the following three years of operation.

No provision for Hong Kong Profits Tax has been made in the financial statements as the Group's income is neither arises in nor is derived from Hong Kong.

No provision for deferred taxation has been made in the financial statements as there were no significant timing differences arising during the period or at the balance sheet date.

## (6) Dividends

The Board does not recommend the payment of any interim dividend for the nine months ended 30 September 2003.

No interim dividend and no final dividend was declared for the nine months ended 30 September 2002 and for the year ended 31 December 2002 respectively.

#### (7) Earnings per share

The calculation of the basic and diluted earnings per share for the nine months and three months ended 30 September 2003 and 2002 is based on the following data:

	Nine months en 2003	Nine months ended 30 September 2003 2002		nded 30 September 2002
Net profit for the period and earnings for the purposes of basic and diluted earnings per share	RMB19,512,000	RMB111,141,000	RMB14,510,000	RMB39,390,000
Weighted average number of shares for the purpose of basic earnings per share Effect of dilutive potential shares on share options	1,000,000,000	1,000,000,000	1,000,000,000	1,000,000,000
Weighted average number of shares for the purpose of diluted earnings per share	1,000,000,000	1,000,577,712	1,000,000,000	1,000,000,000

#### (8) Related party transactions

(a) During the period, the Group had no transactions with related parties:

	Nine months ended 30 September		Three months ended 30 September	
	2003 RMB'000	2002 RMB'000	<b>2003</b> <i>RMB</i> '000	2002 RMB'000
Purchase of raw materials from Greencool Refrigerant (China) Co., Ltd. ("Tianjin Greencool Factory")		115,355		63,426
Sales of CFC-free refrigerants to a subsidiary of Guangdong Kelon Electrical Holdings Company Limited ("Kelon")	<u>-</u>	23,077		23,077

Tianjin Greencool Factory is controlled by Mr. Gu Chu Jun ("Mr. Gu"), the Chairman and ultimate majority shareholder of the Company. Kelon is a company in which Mr. Gu has an indirect 20.88% equity interests.

All the CFC-free refrigerants used by the Group were purchased from Tianjin Greencool Factory which has been the Group's sole supplier of refrigerants since 1999. The patent of the CFC-free refrigerants manufactured by Tianjin Greencool Factory is owned by Mr. Gu.

Pursuant to an exclusive distribution agreement dated 28 June 2000 entered between a subsidiary of the Company, Mr. Gu and the Tianjin Greencool Factory, which came into effect on 31 December 1999:

- the Group is granted an exclusive distribution right (the "Exclusive Distribution Right") in the PRC of CFC-free refrigerants manufactured by the Tianjin Greencool Factory for 20 years commencing from 31 December 1999;
- the cost of the Exclusive Distribution Right was determined by the three parties to be RMB180,000,000, and has been reflected in financial statements as an intangible asset; and
- CFC-free refrigerants supplied by Tianjin Greencool Factory to the Group for the period from 1 January 2000 to 31 December 2003 will be at pre-determined prices; and from 1 January 2004 onwards will be at prices calculated in accordance with pre-determined bases.
- (b) On 28 June 2000, Mr. Gu granted, in consideration of HK\$10, the Company an option (the "Tianjin Option") to purchase all of his interest in the Tianjin Greencool Factory which, at the date of issue of the Company's prospectus upon listing dated 5 July 2000, was approximately 83.7% of the registered capital of the Tianjin Greencool Factory. The Tianjin Option (as amended) can be exercisable solely at the discretion of the Company during the period ending 27 June 2006, at a price which is equivalent to 80% of Mr. Gu's interest in the Tianjin Greencool Factory as appraised by a valuer jointly appointed by Mr. Gu and the Company, but in any event not exceeding the amount determined by multiplying the audited consolidated profit after taxation and minority interests (in accordance with IFRS) of the Group comprising the Tianjin Greencool Factory and the companies through which Mr. Gu holds his interest in the Tianjin Greencool Factory for the financial year immediately prior to the exercise of the Tianjin Option by 12. The Tianjin Option is non-transferable.

#### MANAGEMENT DISCUSSION AND ANALYSIS

#### **Business Review and Prospects**

#### Business Review

The Group is principally engaged in conversion engineering, which represents the replacement of chloroflurocarbon ("CFC") and less energy-efficient CFC-free refrigerants with Greencool Refrigerants in refrigeration and air-conditioning systems, and the distribution of Greencool Refrigerants in China.

In 1991, China signed the Montreal Protocol which requires the entire country to completely eliminate CFC substances by 2010. Greencool Refrigerants are CFC-free and a good substitute for CFC refrigerants due to its energy saving effect and drop-in features that avoid substantial modification to existing cooling systems.

The Group's conversion engineering business targets primarily commercial and industrial customers who owns or operate large scale refrigeration and air-conditioning systems (usually with an input of more than five horsepower), such as banks, telecommunication companies, hotels, shopping centers, restaurants, warehouses and cold storage, supermarkets, and recreational centers in China.

The Group's distribution business represents the distribution of Greencool Refrigerants through either the Group's sales force or authorized replacement project agents. The authorized replacement project agents undertake mainly replacement projects for small scale refrigeration and air-conditioning system (usually with an input of five horsepower or below).

# Financial Performance

Turnover for the nine months ended 30 September 2003 was approximately RMB111 million, representing a decrease of approximately 63% when compared with the same period in 2002. Profit from operations was approximately RMB21 million, representing a decrease of approximately 83% when compared with the corresponding period in 2002.

Gross profit margin was approximately 67.6% for the nine months ended 30 September 2003.

The business of the Group suffered severely primarily as a result of the unpredictable impact of the outbreak of Severe Acute Respiratory Syndrome ("SARS") around the world including China. SARS has caused deaths of hundreds of people in Hong Kong and China and changed the hygiene habits of the general public. It is generally believed that SARS can spread easily in closed ventilation systems or environment. As many targeted customers of the Group worried about the spread of SARS in large-scale air-conditioning systems, the demand for conversion engineering to large-scale air-conditioning systems was affected. As a result, many of the Group's contracts relating to conversion engineering were either cancelled or delayed. For the three months ended 30 September 2003, the executive Directors believe that its targeted customers continued to be concerned about the re-emergence of SARs this winter and, consequently, were reluctant to invest, at this stage into the conversion engineering of their air conditioning systems.

Moreover, the negative impact of SARS also affected the business of the Group's authorized project agents and depressed the demand of Greencool Refrigerants by the manufacturers of household appliances.

For the three quarters of 2003, administrative expenses decreased to around RMB39 million compared to RMB49 million in the same period of 2002 mainly as a result of declining business, less business travel and tighter controls over expenses.

#### Market coverage

Currently, the Group's conversion engineering and distribution businesses are mainly conducted in Beijing, Tianjin and Shanghai, Guangdong province, Hainan province, Hubei province and Jiangsu province of China through the Company's wholly-owned subsidiaries.

## **Contingent liabilities**

As at 30 September 2003, the Group had no significant contingent liabilities.

### **Exposure to fluctuation of Foreign Exchange Rates**

The Directors believe that the Group does not have material exposure to fluctuation of foreign exchange rates because majority of the Group's assets, liabilities, revenue and expenses are denominated in currency of RMB and the reporting currency of the Group is also in RMB.

Moreover, as at 30 September 2003, the Group had some bank deposits in foreign currencies, mainly in Hong Kong dollars. The exchange rate of Hong Kong dollars against RMB was also stable throughout the period under review.

As at 30 September 2003, the Group did not have any material liabilities in foreign currencies.

#### Outlook

The executive Directors believe that although the threat of SARS had abated in the third quarter and turnover for the three months ended 30 September, 2003 had improved substantially as compared with the second quarter, the Group's performance still significantly lagged its performance when compared with the corresponding period last year. Accordingly, the Directors expect the company's consolidated profit for the full financial year of 2003 to be significantly less than last year. The Directors believe that to continue with a single line of business could be risky for the Company even though the historical results were relatively good. Therefore, the Company will make greater efforts to diversify into related businesses and consider entering into the refrigeration-related manufacturing business and actively explore new areas for profit growth.

Given management's deep concern about the possible re-emergence of SARS, when choosing new businesses for development, the Company will first consider businesses that would not be or will only likely be affected to a minimum extent by SARS and those which complement the existing business of the Group.

Greencool Refrigerants are recognized by the State Environmental Protection Administration of China as environmental friendly products. The Directors believe that Greencool Refrigerants should play an important role in ozone layer protection projects.

With the possible improvement caused by the energy saving features of Greencool Refrigerants, the management would continue to persuade manufacturers of refrigeration and air-conditioning systems to use Greencool Refrigerants in their products.

In future, the Directors will consider new products and new business that may provide additional benefits to and synergy with the Group's existing business.

#### DISCLOSURE OF DIRECTORS' INTERESTS

As at 30 September 2003, the interests of the Directors and the chief executive of the Company in the shares and underlying shares of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO")) which were notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they are taken or deemed to have under such provisions of the SFO) and required to be entered in the register maintained by the Company pursuant to Section 352 of the SFO or which were notified to the Company and the Stock Exchange pursuant to Rules 5.40 of the GEM Listing Rules relating to securities transactions by Directors, were as follows:

# Aggregate long positions in shares and underlying shares

			Number of shares held			Aggregate percentage
Director	Name of company	Class of shares	Personal interests	Family interests	Corporate interests	of long Position
Gu Chu Jun	The Company	Ordinary	10,000,000 underlying shares representing 1% of the shares then in issue (Note 1)	-	625,940,000 shares representing approximately 62.6% of the shares then in issue (Note 2)	63.6% (Note 3)
Gu Chu Jun	Greencool Capital Limited	Ordinary	104 shares representing 100% of the shares then in issue	-	_	-

#### Notes:

- 1. These are the underlying shares of the Company in respect of which an option was granted to Mr. Gu Chu Jun (details of which are set out below). The percentage was calculated on the basis of 1,000,000,000 shares in issue as at 30 September 2003.
- 2. These shares were held through Greencool Capital Limited, a company beneficially owned as to 100% by Mr. Gu Chu Jun.
- 3. Based on 1,000,000,000 shares in issue as at 30 September 2003.

Pursuant to the Company's share option scheme adopted by the Company on 28 June 2000, the following Directors of the Company have personal interests in options to subscribe for ordinary shares in the Company of HK\$0.10 each which have been granted to them for a consideration of HK\$1 as follows:

Name of Director	Date of grant	Percentage of vested options	Exercise price per share	Period	Outstanding number of share options at 1 January 2003 and 30 September 2003
Gu Chu Jun	28/6/2000	100%	HK\$2.18	28/6/2000 to 27/6/2005	10,000,000
Liu Cong Meng	28/6/2000 26/9/2000	100% 100%	HK\$2.18 HK\$1.68	28/6/2000 to 27/6/2005 26/9/2000 to 25/9/2005	, ,
Xu Wan Ping	28/6/2000 26/9/2000	100% 100%	HK\$2.18 HK\$1.68	28/6/2000 to 27/6/2005 26/9/2000 to 25/9/2005	, ,
Zhang Xi Han	28/6/2000 26/9/2000	100% 100%	HK\$2.18 HK\$1.68	28/6/2000 to 27/6/2005 26/9/2000 to 25/9/2005	, ,

The abovementioned options were outstanding as at 1 January 2003 and remained outstanding as at 30 September 2003. None of the above options were exercised, cancelled or lapsed during the nine months ended 30 September 2003. Such options constitute unlisted physically settled equity derivatives.

Save as disclosed herein, none of the directors and chief executives or their associates has any interests or short positions in any shares, underlying shares and debentures of the Company or any associated corporations (within the meaning of the SFO) as recorded in the register to be kept under section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to Rule 5.40 of the GEM Listing Rules.

#### SUBSTANTIAL SHAREHOLDERS

As at 30 September 2003, the following substantial shareholder and person (other than a director or chief executive of the Company) who have interests or short positions in the shares and underlying shares as recorded in the register required to be kept by the Company pursuant to Section 336 of the SFO:

Name of Shareholder Long position		Approximate percentage of shareholding
Greencool Capital Limited	625,940,000 shares in the Company	62.6%

Greencool Capital Limited also has a deemed short position in respect of the short position which arises from the options granted by the Company under its abovementioned share option scheme. The options are over 80,200,000 shares in the Company, representing 8.02% of the shares in issue as at 30 September 2003. Greencool Capital Limited has a deemed short position because it owns more than one-third of the shares of the Company.

Save as disclosed herein, no other person (other than a director or chief executive of the Company) has an interest or a short position in the shares and underlying shares as recorded in the register required to be kept by the Company pursuant to section 336 of the SFO.

#### **COMPETING INTEREST**

The refrigerants used by the Group are exclusively sourced from Tianjin Greencool Factory, a limited liability company established in China and is controlled by Mr. Gu.

Pursuant to the exclusive distribution agreement dated 28 June 2000 (the "Exclusive Distribution Agreement"), the Group obtained the exclusive distribution rights to obtain and sell Greencool Refrigerants and any further refrigerants invented by Mr. Gu in the future, manufactured by Tianjin Greencool Factory in China for a term of 20 years from 31 December 1999.

The Group has priority over other customers of Tianjin Greencool Factory to purchase Greencool Refrigerants from Tianjin Greencool Factory if there is not enough supply.

The Exclusive Distribution Agreement also provides that if Tianjin Greencool Factory fails to supply sufficient Greencool Refrigerants as ordered by the Group, the Group has the non-exclusive right to produce or contract with a third party to produce the relevant Greencool Refrigerants. Under this circumstance, Mr. Gu and Tianjin Greencool Factory will be obliged to provide the necessary know-how to the Group or the Group's contractors free of charge to enable them to produce the relevant Greencool Refrigerants.

Tianjin Greencool Factory, under the exclusive distribution agreement with the Group dated 28 June 2000, is the sole supplier of Greencool Refrigerants to the Group.

As the supply of Greencool Refrigerants constitutes continuing connected transactions of the Company under GEM Listing Rules as long as Mr. Gu remains a connected person of the Company (as defined under GEM Listing Rules), such transactions would normally require full disclosure and, depending on the value of the transactions, prior approval by the independent shareholders of the Company.

Since the transactions under Exclusive Distribution Agreement are conducted in the ordinary and usual course of business and on a regular basis, the Company had, at time of listing, applied to the Stock Exchange for granting waivers from strict compliance with the relevant requirements of GEM Listing Rules in respect of the above transaction for the period ended 31 December 2002. There have been no purchases under the Exclusive Distribution Agreement this year as the Group has been utilising its inventory. For future potential purchases, the Company will comply with the GEM Listing Rules requirements.

Pursuant to the Deed of Non-competition Undertaking dated 28 June 2000 entered into between Mr. Gu and the Company, Mr. Gu has undertaken that at any time during which securities of the Company are listed on the Stock Exchange or any other stock exchange recognized under the Securities Ordinance (Chapter 333 of the Laws of Hong Kong) and for so long as Mr. Gu and his associates (as defined in the GEM Listing Rules) hold, whether individually or taken together, 10 per cent. or more of the issued shares in the Company or are otherwise regarded as substantial shareholders of the Company under the GEM Listing Rules or the rules of the relevant securities exchange, he will not and will procure that his associates will not directly or indirectly carry on or be engaged or concerned or interested in: (a) the business of replacement of CFC and CFC-free refrigerants using Greencool Refrigerants in China; and/or (b) any other business in China that is similar to any member of the Group as described in the Company's prospectus dated 5 July 2000.

Saved as disclosed above, none of the Directors or the management shareholders (as defined in the GEM Listing Rules) of the Company and their respective associates had an interest in a business which competes or may compete with the business of the Group and any other conflicts of interest with the Group in the PRC.

#### **AUDIT COMMITTEE**

The Company established an audit committee in 2000 with written terms of reference in compliance with Rules 5.23 to 5.27 of the GEM Listing Rules. The primary duties of the audit committee are to review and supervise the financial reporting process and internal control system of the Group. The audit committee has three members comprising Mr. Fan Jia Yan (who is acting as the chairman of the audit committee) and Ms. Man Margaret, the two independent non-executive Directors and Mr. Hu Xiao Hui, an executive Director.

#### PURCHASE, SALE OR REDEMPTION OF SHARES

Neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's shares during the period from 1 January 2003 to 30 September 2003.

#### **BOARD PRACTICES AND PROCEDURES**

For the nine months ended 30 September 2003, the Company was in compliance with the Board Practices and Procedures as set out in rule 5.28 to 5.39 of the GEM Listing Rules.

By Order of the Board

Greencool Technology Holdings Limited

Gu Chu Jun

Chairman

Hong Kong, 13 November 2003

This announcement will remain on the GEM website on the "Latest Company Announcements" page for at least 7 days from the day of the posting and the Company's website at http://www.greencool.com.hk.