

Profit and Loss Highlights

集團損益表摘要

| HK\$ Million 百萬港元 | 1999 | 2000 | 2001 | 00/01 Change 改變 |
|---|-------|-------|-------|--------------------|
| Turnover 營業額 | 1,197 | 1,815 | 1,651 | -9% |
| Gross Profit 產品銷售毛利 | 386 | 472 | 434 | -8% |
| Operating Profit 經營溢利 | 117 | 134 | 73 | -46% |
| Profit attributable to shareholders 股東應佔溢利 | 55 | 90 | 11 | -88% |
| Earnings per share (HK cents) 每股盈利 - 港仙 | 4.7 | 7.7 | 0.8 | -90% |

FINANCIAL HIGHLIGHTS

集團財務表現

Working Capital and Financial Resources

For the year ended 31 December 2001, the bank borrowings of the Group amounted to approximately HK\$535,074,000, including short-term bank loans of approximately HK\$ 518,574,000 while bank deposits and cash amounted to approximately HK\$187,039,000. The Group's accounts receivable balance as at 31 December 2001 was approximately HK\$300,874,000. Interest protection ratio (the profit before interest, taxation and depreciation divided by net interest) for the current year was 4.06 times.

Capital Structure

As at 31 December 2001, the shareholders' equity of the Group was approximately HK\$681,677,000, a growth of approximately 13% over prior year. As at the year end, the debt to equity ratio, calculation based on total of short-term and long-term borrowings against consolidated shareholders' equity, was about 0.83, a slight improvement over prior year's figure of about 0.90.

Banking Facilities and Pledge of Assets

As at 31 December 2001, the Group had banking facilities of approximately HK\$634,896,000 (2000:HK\$540,402,000) for overdrafts, bank borrowings and trade financing. As at the date, HK\$535,074,000 were utilized (2000: all banking facilities were utilized). These facilities were secured by corporate guarantees given by the subsidiaries of the Company and charges over certain fixed assets of China Refrigeration, Hualing Air-conditioning and Hefei Hualing with a total net book value of approximately HK\$116,967,000 (2000:HK\$194,000,000) as at 31 December 2001.

Employees' Remuneration Policy

As at 31 December 2001, the Group employed approximately 3,100 full time management, administrative and production staff in Hong Kong and PRC. As a structured business enterprise, the Group follows research report on remuneration which was conducted by professional consultants in the PRC to determine employee remuneration based on employees' performance, experience and industry practice. The Company has set up share options scheme and provided free housing to part of its staff in the PRC. Particulars of the remuneration of directors and staff are set out in Note 6 of the accompanying financial statements.

流動資金及財政資源

截至二零零一年十二月三十一日止年度，本集團之銀行貸款約535,074,000港元，當中包括約518,574,000港元為短期貸款，銀行結餘及現金則約為187,039,000港元，本集團截至二零零一年十二月三十一日止年度之應收帳款總額約為300,874,000港元。本年的利息（保障比率）及EBIT（未計利息、稅項及折舊之溢利除以總利息開支淨額）則為4.06倍。

資本結構

截至二零零一年十二月三十一日止年度，本集團之總股東權益約為681,677,000港元，比較去年同期增加約13%。於結算日，將短期借款及長期借款總和除以總股東權益後，借貸比率約為0.83，較去年同期比率約0.90有輕微改善。

銀行融資及資產抵押

於二零零一年十二月三十一日止，本集團有關透支、貸款及貿易融資之銀行信用額度約為634,896,000港元（二零零零年：540,402,000港元）。截至該日已動用535,074,000港元（二零零零年：所有銀行信用額度均已動用）。該等信用額度已由本公司的附屬公司作公司擔保，並由中雪公司、華凌空調及合肥華凌於二零零一年十二月三十一日賬面淨值約116,967,000港元（二零零零年：194,000,000港元）之若干固定資產作抵押。

僱員及薪酬政策

截至二零零一年十二月三十一日止，本集團於中港兩地共聘用約3,100名全職管理、行政及生產部員工。作為一家企業化之商業機構，本集團按照國內專業顧問公司之薪酬研究報告，根據員工之表現、經驗及當時行業薪酬水平釐定僱員酬金。本公司設有購股權計劃，並為部分國內僱員免費提供宿舍，有關董事及僱員酬金，敬請參閱財務報表附註6。

The current penetration of foreign household appliance manufacturers into the PRC market, coupled with an intense domestic competition, has resulted in a fierce price competition. The entire product price level was lowered and a drop of profits was resulted for the household appliance industry in the PRC for the year. The unhealthy price competition has lessened the profit margin of the household appliance industry as the increase in turnover could not compensate the drop in profit level. In the face of the market competition dominated by price competition, the Group strived to raise products' profit margin by means of business strategies and effective cost control.

目前國外家電企業之不斷滲入及國內本地企業之劇烈競爭，產品價格戰愈演愈烈，降低產品之整體價格水平，令年內中國家電企業的整體盈利水平下滑。不良之價格競爭削減了家電企業之利潤，營業額之增長彌補不了盈利水平之下跌。本集團於回顧年內致力以進取之業務策略以及有效之成本控制，以提高產品之邊際利潤，去面對以價格調整為主要手段的市場競爭。

Air Conditioner Business

Air conditioner business was still the principal source of the Group's profit contribution. During the year, the sales of the Group's air conditioner business achieved a steady growth. The number of units sold reached approximately 465,000 units, an increase of about 10% as compared to last year. The turnover dropped by approximately 10% and amounted to approximately HK\$1,138,884,000. The price of the domestic household appliance products dropped significantly by 10% to more than 20%, nevertheless the gross profit of HUALING products maintained the same level as last year's owing to the Group's effective cost control. However, the change of window-type air conditioners as the major export segment led to a change of the structure of the Group's air conditioner business, resulted in a drop in turnover and net gross profit for the year as compared to the previous year. During the year, the sales of window-type air conditioners accounted for 22% of the entire sales volume, representing a significant increase of 12% over the same period last year while that of cabinet-type and split-type accounted for 78% of the entire sales volume, representing a drop of 12% over the same period last year. Since the general price level has decreased, the profit attributed to air conditioner business was then weakened.

Overseas Export Market

The major export regions of the Group's products are Europe and North America. Following last year's growth, the total export units of air conditioners during the year increased by approximately 110%, reached approximately 130,000 units. Since the Group has put great effort in exploring overseas markets in recent years and invested a lot of resources, the overseas sales network is getting more mature. The export business of air conditioners achieved a very promising result. Currently, the overseas markets include Europe, North and South America, South East Asia as well as Japan. The export orders for air conditioners increased significantly for the year because of the high quality and reasonable price of HUALING products.

空調業務

空調業務乃本集團盈利貢獻之主要來源，於年內，本集團空調業務之銷售量取得了穩定之增長，空調總銷量約達465,000台，比去年增加約10%；營業額較去年下跌大約10%，達約1,138,884,000港元。年內國內家電產品之平均售價大幅下調10%至20%上，惟「華凌牌」產品之毛利率在集團有效的成本控制下得以維持去年之水平，但是，本集團空調以窗機為主出口增長預期令整體銷售結構轉變，亦今年內之營業額及整體毛利率較去年下降。年內，窗機之銷售數量佔總銷售額之22%，比去年同期上升12%，而櫃機及分體機則佔總銷售額之78%，比去年同期下跌12%。由於整體價格水平下降及銷售價格調低，削弱了空調業務之盈利貢獻。

出口市場

本集團產品主要出口地區為歐洲及北美各地，承接去年增長的優勢，年內空調出口量較去年同期上升約110%，約為130,000台。由於集團近年來大力開拓海外市場，並投入大量資源，從而使海外分銷網絡日趨成熟，空調出口業務取得驕人的成績。目前市場包括歐洲、北美洲、南美洲、東南亞及日本。華凌產品的高質素及合理價格，令年內空調之出口訂單大幅增加。

Sales Volume by Products of Air Conditioner 空調銷售台數之產品分佈

| Year 年度 | Window-type 窗機 | Cabinet-type 櫃機 | Split-type 分體機 | Total 合計 |
|------------|-------------------|--------------------|-------------------|-------------|
| 1999 | 32,000 | 52,000 | 148,000 | 232,000 |
| 2000 | 42,000 | 90,000 | 290,000 | 422,000 |
| 2001 | 102,000 | 74,000 | 289,000 | 465,000 |

Sales Volume by Products of Air Conditioner
空調銷售台數之產品分佈

