

逾三十年的經驗

就是利潤增長的關鍵

Financial growth rooted in a **30-year legacy.**



Chairman's Statement 主席報告

2002 was the Company's 33rd year of operation. The business environment in Hong Kong and the industry presented significant difficulties and challenges. Our core businesses continue to face this environment because of poor market sentiment, intense competition, reduced profit margins and the abolition of the "minimum commission" of 0.25%.

The Company has prioritized stringent cost control and diversification of our income sources to manage its way through these issues.

The Group, however, remains well-positioned to meet the challenges with our strong balance sheet, our diversified range of products and our highly skilled and dedicated management team and work force. Our associated company, Tian An China Investments Company Limited ("Tian An") is enjoying a much more favourable operating environment in its property businesses in China.

RESULTS FOR THE YEAR

During the year, the Group recorded a profit before taxation of HK\$240.70 million (2001: HK\$254.13 million). The Group's consolidated profit attributable to shareholders was HK\$204.89 million (2001: HK\$220.22 million). Turnover was HK\$564.21 million for the year, against HK\$624.14 million for the previous year, while basic earnings per share was HK13.6 cents (2001: HK14.6 cents).



至二零零二年，本集團已成立了三十三年。香港的營商環境及金融業均遇上重重的難關和挑戰，惡劣的市場氣氛、激烈的競爭、邊際利潤的減少，以及0.25%「最低佣金」制度的取消，令我們的核心業務繼續面對逆境。

為應付如此困境，集團已著眼於嚴控成本，並擴闊收入來源。

雖然挑戰重重，但集團憑著穩健之財政、多元化的產品，以及專業至誠的管理層和員工，仍能穩守其位，迎接挑戰。集團的聯營公司天安中國投資有限公司（「天安」）在國內的地產市場亦取得更佳之營商環境。

全年業績

於二零零二年，集團錄得之除稅前溢利為240.70百萬港元（二零零一年：254.13百萬港元）。集團之股東應佔綜合溢利為204.89百萬港元（二零零一年：220.22百萬港元）。相對去年之營業額624.14百萬港元，本年之營業額為564.21百萬港元，而每股基本盈利則為13.6港仙（二零零一年：14.6港仙）。

The Board of Directors has declared a final dividend of HK2 cents per share (2001: HK1 cent) payable to shareholders whose names appear on the register of members of the Company on 5 June 2003, making a total dividend for the year 2002 of HK4 cents per share (2001: HK2 cents).

THE GROUP

Business Rationalization

We are actively exploring other opportunities for business growth and diversification. As a result, we acquired a substantial (28.53%) stake in a listed-healthcare services provider, Quality HealthCare Asia Limited. We are working with that company's management to augment and develop its leading and unique position in one of the Hong Kong's fastest-growing industries, the healthcare sector. This investment is viewed by the Group as a long-term investment and is expected to contribute to earnings in the future.

At the same time, we took advantage of an opportunity to divest our 50% stake in Earnest Finance Limited, the holding company of SHK Finance Limited, to Easy Capital Investments Limited, a wholly-owned subsidiary of United Asia Finance Limited. A loss of approximately HK\$5.5 million was incurred in this sale which will be booked in the first half of 2003.

董事會建議向於二零零三年六月五日登記在本公司股東名冊內之股東派發末期股息每股2港仙(二零零一年：1港仙)，二零零二年度全年派發的股息合共每股4港仙(二零零一年：2港仙)。

本集團

業務改進

集團正積極開拓更多業務增長及多元化發展的機會。正因如此，集團收購了一間提供醫療保健服務的上市公司卓健亞洲有限公司的重大股權(28.53%)。我們正與該公司的管理層合作，務求讓其在香港這高增長行業——醫療保健業取得領導及獨特的地位。集團視此為一項長線投資，預期此項投資會於未來帶來盈利貢獻。

同時，集團亦趁機將其在Earnest Finance Limited(新鴻基財務有限公司之控股公司)的50%股權售予Easy Capital Investments Limited(亞洲聯合財務有限公司之全資附屬公司)。此項出售所帶來的虧損約5.5百萬港元，將於二零零三年上半年度入賬。

Extension of Financial Products and Client Service Capabilities

During the year, we began to act as a market maker and a liquidity provider for several leading derivative warrant issuers. Our derivatives business has also been substantially strengthened in a number of respects, including client development and acquisition, and the establishment of a derivatives arbitrage desk.

In addition, we have created a department to serve customers who wish to trade physical commodities on the Japanese futures exchanges, built up our bond dealing capacity and participated in the new listed class of Equity-Linked Instruments (ELIs) whilst maintaining our leading position in over-the-counter Equity-Linked Notes (ELNs). Alternative investment opportunities were offered through our “SHK US\$ Yield Plus Fund” in partnership with a US-based enhanced yield fund manager of 20 years’ standing.

Internet trading was extended to our traditional clients from November 2002. In 2003, we intend to introduce leveraged forex trading into our branches, which already trade equities and derivatives, develop our sale of mutual funds, and make futures trading available online.

Research

The capability of our independent research unit has been enhanced in terms of quality and range of coverage with readership of our reports, at both retail and institutional levels, continuing to rise.

擴展金融產品及客戶服務

於二零零二年，集團開始為多個首要的衍生認股權證發行人擔任莊家及流通量提供者。集團更在多方面加強其衍生工具業務，其中包括發掘及增加客源，以及設立衍生工具套滙部等。

另外，我們成立了一個新部門，專為欲於日本期貨市場買賣實物商品的客戶提供服務。集團亦增強其債券交易能力，參與新上市類別股票掛鈎票據 (ELIs) 的交易，並同時保持集團在高息票據 (ELNs) 場外交易方面的領導地位。集團更與一間擁有二十年豐富經驗的美國優息基金管理公司合作，推出「新鴻基美元益增基金」(SHK US\$ Yield Plus Fund)，為客戶帶來另類投資的機會。

自二零零二年十一月起，我們將網上交易服務擴展至傳統客戶。除已在各分行提供股票和衍生工具買賣外，我們打算在二零零三年於各分行提供槓桿外滙買賣服務，另推廣互惠基金之銷售，以及設立期貨網上交易服務。

資料研究

集團獨立的資料研究部在研究水準及覆蓋層面方面都持續進步，其報告之閱覽人數 (不論散戶或機構性投資者) 均持續上升。

Corporate Marketing

Our corporate marketing strategy has resulted in a number of initiatives namely, the use of long-term, high visibility billboards and periodic high-impact newspaper advertisements focusing on our history, our financial strength and our leadership position as brand values.

Technology Infrastructure

Despite the difficult environment, we continue to make substantial investments in our technology infrastructure to facilitate our business growth and operations.

Human Resources and Training

We are constantly seeking to enhance our human resources capabilities and we have benefited from the Group's acquisition of several high calibre candidates.

Our partnership with University of Hong Kong School of Professional And Continuing Education (SPACE) to launch a one-year certificate programme in financial studies was rewarded with the graduation of the first batch of students recently. At the same time, we have substantially upgraded our own training regimes. We have responded to the appeal by the Government to recruit additional staff by recruiting and training 9 additional trainees during the year and by offering 4 internships to students at local universities to help equip them with practical experience in our day-

企業市場策劃

我們的企業市場策略推動了不少宣傳工作，其中包括長期擺放收效極高的大型戶外廣告板，以及高成效的定期報章廣告。此等廣告的推廣，均以集團的長久歷史、穩健的財力和領導地位作為重點。

科技設施

儘管面對艱難環境，為配合集團的業務增長及運作，集團在科技設備上仍會繼續投放大量資源。

人力資源及培訓

集團繼續致力提升人力資源的質素，並聘得多位優秀人才，有助集團之業務發展。

集團亦與香港大學專業進修學院合辦了一個為期一年的金融財務專業證書課程，首批學員已於最近畢業。與此同時，集團在培訓方式上作出了重大的改良。我們又響應了政府的呼籲，於本年額外增聘及訓練9名實習生，並為本地的大學提供4個實習名額，幫助學生從集團的日常運作中汲取實際經驗。另

to-day operations. We are pleased that 102 of our staff undertook industry-specific courses relating to foreign exchange trading to expand their product range and capacity.

OUTLOOK

We face uncertain times with the problems in the Middle East, the regional tension involving North Korea and the recent outbreak of atypical pneumonia. These situations create uncertainties impacting the world's already slowing economies.

On the positive side, the successful transition of the leadership to the fourth generation in China and its continuing strong economic growth in both the export sector and domestic consumption may assist Hong Kong to respectable growth in its own economy.

China's strength, and its continuing development, should substantially enhance prospects in the property sector for our associated company, Tian An, in which we hold a 43.27% stake. The opening of a representative office in Shanghai by our Insurance Brokerage also marks a significant chapter in our development of the China market in this area.

Early trends and current uncertainties would suggest that activity in the equities markets may remain subdued in the first half of 2003; whilst derivative markets and our participation in them, are expected to continue to grow. On the other hand, the new products and investments we have introduced or created during the year are expected to generate positive returns.

外，集團更有102名員工接受了與外匯交易有關的專業課程訓練，令他們對產品的認識及營銷能力得以增強。

展望

中東問題、涉及北韓的區域性緊張局勢以及近期本港爆發非典型肺炎，使集團處於不明朗的環境。此等情況將會為全球已放緩的經濟帶來更多不明朗因素。

從正面看，中國第四代領導層的順利交接，以及國內出口和消費力持續強勁增長，望能帶動香港一定的經濟增長。

中國的強勢及其持續的發展，將為集團持有43.27%股權的聯營公司天安大大提升地產業務的發展機會。

另外，集團的保險經紀部在上海開設代表辦事處，亦是集團於中國市場發展的重要一頁。

根據市場年初的趨勢及現時不明朗的處境估計，於二零零三年上半年度，股票市場或會持續淡靜，而衍生工具市場以及集團在該市場的參與度則預期會繼續增長。另一方面，集團亦預計，其於年內引進或推出之新產品及投資項目，將取得回報增長。

Finally, we would like to welcome the implementation of the Securities and Futures Ordinance on 1 April 2003 which seeks, among many improvements, to facilitate market innovation, simplify the licensing regime and provide new and improved investor compensation and protection.

APPRECIATION

I would like to take this opportunity to express my appreciation to our shareholders, my fellow directors, dedicated staff, professional advisors and clients for their continuing support and efforts during this difficult period.



Arthur George Dew

Chairman

7 April 2003

最後，有關二零零三年四月一日實施的證券及期貨條例，對其鼓勵市場創意、簡化發牌程序、提供新改進的投資者賠償和保障，以及其他改善措施，集團表示歡迎。

致謝

本人謹此衷心感謝各位股東、董事、盡心的員工、專業顧問與客戶，多謝彼等於此極具挑戰的時期一直鼎力支持本集團。



主席

狄亞法

二零零三年四月七日