

The Directors have pleasure in presenting their report together with the summary accounts of the Company and its subsidiaries (collectively the "Group") for the year ended 31st December 2004.

### **PRINCIPAL ACTIVITIES**

The principal activity of the Company is investment holding. The activities of the principal subsidiaries of the Group are the provision of mobile communications services and the sales of mobile phones and accessories.

An analysis of the Group's performance for the year by business segments is set out in note 2 to the summary accounts. The principal activities of the Group are carried out in Hong Kong.

### **RESULTS**

The results of the Group for the year ended 31st December 2004 are set out in the consolidated profit and loss account on page 27.

### **DIVIDENDS**

No interim dividend was paid for the year (2003: Nil). The Board does not recommend the payment of a final dividend for the year ended 31st December 2004 (2003: Nil).

### **FINANCIAL SUMMARY**

A summary of the results and of the assets and liabilities of the Group for the last five financial years is set out on page 35.

### **FIXED ASSETS**

Movements in fixed assets of the Group during the year are set out in note 6 to the summary accounts.

### **RESERVES**

Movements in the reserves of the Group during the year are set out in note 9 to the summary accounts.

Pursuant to the Companies Law (Revised) of the Cayman Islands and the Company's Articles of Association, the share premium is distributable to shareholders provided that, immediately following the date on which the dividend is proposed to be paid, the Company will be able to pay off its debts as they fall due in the ordinary course of business.

As at 31st December 2004, the reserves of the Company available for distribution to shareholders amounted to HK\$2,049,862,000 (2003: HK\$2,059,979,000).

### **DONATIONS**

During the year, the Group has participated in and made contributions to various charitable organisations and fund-raising events and continued its sponsorship of youth athletics. Further details are set out on the subject of people and community on page 16.

Cash donations for charitable purpose made by the Group during the year amounted to HK\$77,500 (2003: HK\$59,000).



## BORROWINGS

Details of the Group's bank loans and vendor loans are set out in note 8 to the summary accounts.

## DIRECTORS

The Directors during the year and up to the date of this report were:

### Executive Directors

Richard John Siemens	Co-Chairman
Edward Wai Sun Cheng	Co-Chairman
William Bruce Hicks	Group Managing Director
Kuldeep Saran	
Andrew Chun Keung Leung	

### Non-executive Directors

Kenneth Michael Katz	(appointed on 16th January 2004)
Hongqing Zheng	
Simon Murray	(resigned on 24th September 2004)

### Independent Non-executive Directors

John William Crawford  
Henry Michael Pearson Miles  
Robert John Richard Owen

Under the existing Articles of Association of the Company, the Directors, except the Co-Chairmen and the Group Managing Director, are subject to retirement by rotation and re-election at the annual general meeting. In accordance with Article 87 of the Company's Articles of Association, Messrs. Robert John Richard Owen and Andrew Chun Keung Leung shall retire by rotation at the forthcoming annual general meeting ("AGM") and, being eligible, offer themselves for re-election.

Subject to shareholders' approval of the modification to the Company's Articles of Association in the AGM, all Directors (including the Co-Chairmen and Group Managing Director) are subject to retirement by rotation and re-election after the 2005 AGM.

None of the Directors offering themselves for re-election at the AGM has a service contract with the Company which is not determinable by the Company within one year without payment of compensation.

Details of Directors' remuneration are set out in note 5 to the summary accounts.

## BIOGRAPHICAL DETAILS OF DIRECTORS AND MANAGEMENT EXECUTIVES

Biographical details of Directors and management executives are set out on pages 17 to 21.

## DIRECTORS' SERVICE CONTRACTS

None of the Directors has entered into or is proposing to enter into a service contract with the Company or its subsidiaries which is not determinable by the employer within one year without payment of compensation (other than statutory compensation).

### DIRECTORS' INTERESTS IN CONTRACTS

No contracts of significance in relation to the Group's business to which the Company or any of its subsidiaries was a party and in which a Director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

### MANAGEMENT CONTRACTS

No contracts of significance concerning the management and administration of the whole or any substantial part of the business of the Group were entered into or existed during the year.

### DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS IN SECURITIES

As at 31st December 2004, none of the Directors or the chief executive of the Company had any interests or short positions, in the shares, underlying shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance ("SFO")) as recorded in the register required to be kept by the Company pursuant to Section 352 of the SFO, or as otherwise notified to the Company and the Stock Exchange of Hong Kong pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers.

None of the Directors or the chief executive of the Company nor their spouses or children under 18 years of age had any interests in, or had been granted or exercised, any rights to subscribe for any securities of the Company or any of its associated corporations during the year.

At no time during the year was the Company or its subsidiaries a party to any arrangements to enable the Directors of the Company to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

### SUBSTANTIAL SHAREHOLDERS' INTERESTS IN THE COMPANY

According to the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO, the parties (other than a Director or chief executive of the Company), directly or indirectly, interested or deemed to be interested in 5% or more of the nominal value of the issued share capital of the Company as at 31st December 2004 were as follows:

Name of shareholders	Note	Number of shares	Percentage of Shareholding
Distacom Communications Limited ("Distacom")	1	1,380,000,000	46.2%
Distacom International Limited	1	1,380,000,000	46.2%
Sinomax Capital Limited	1	1,380,000,000	46.2%
USI Holdings (B.V.I.) Limited	2	390,632,000	13.1%
USI Holdings Limited	2	390,632,000	13.1%
Huawei Tech. Investment Co., Limited		239,784,000	8.0%

Notes:

- (1) These interests were held through Distacom's wholly-owned subsidiary, Distacom Hong Kong Limited. Each of Distacom International Limited and Sinomax Capital Limited, by virtue of their respective corporate interests in Distacom, was taken to be interested in the same 1,380,000,000 shares in which Distacom was interested. These shares therefore duplicate each other.



- (2) These interests were held through USI Holdings (B.V.I.) Limited's wholly-owned subsidiary, Townhill Enterprises Limited. USI Holdings Limited was taken to be interested in the same 390,632,000 shares in the Company by virtue of its corporate interests in USI Holdings (B.V.I.) Limited. These shares therefore duplicate each other.

According to the document filed with the Securities and Future Commission in the United States, USI Holdings Limited holds 410,134,000 shares, representing 13.7% of the issued share capital of the Company as at 31st December 2004.

- (3) All the interests disclosed under this section represent long position in the shares of the Company.

Save as disclosed above, the Company has not been notified of any interest or short position in the shares, underlying shares or debentures of the Company or any associated corporations which would fall to be disclosed to the Company pursuant to Section 336 of the SFO.

### **PURCHASE, SALE OR REDEMPTION OF SHARES**

During the year, the Company has not redeemed any of its shares, and neither the Company nor any of its subsidiaries has purchased or sold any of the Company's shares.

### **SHARE OPTION SCHEMES**

During the year, no share options were granted or exercised under the Company's share option schemes.

### **PRE-EMPTIVE RIGHTS**

There are no provisions for pre-emptive rights under the Company's Articles of Association although there are no restrictions against such rights under the laws in the Cayman Islands.

### **MAJOR CUSTOMERS AND SUPPLIERS**

During the year, the Group earned less than 30% of its income from its five largest customers.

The percentages of purchases for the year attributable to the Group's major suppliers are as follows:

Percentage of purchases attributable to the Group's largest supplier	10%
Percentage of purchases attributable to the Group's five largest suppliers	28%

None of the Directors or their associates or any shareholders (which to the knowledge of the Directors owns more than 5% of the Company's share capital) has interests in any of the major suppliers noted above.

### **CORPORATE GOVERNANCE**

The accounts for the year have been reviewed by the Audit Committee of the Board. The committee comprises three independent Non-executive Directors. One of these Directors, Mr. John William Crawford, has appropriate professional qualifications and experience in financial matters.

The Company has complied throughout the year with the Code of Best Practice as set out in Appendix 14 of the Listing Rules which was in force prior to 1st January 2005, except that Non-executive Directors of the Company were not appointed for a specific term but are subject to retirement by rotation and re-election at the annual general meeting in accordance with the provisions of the Company's Articles of Association.

Further details on the subject of corporate governance are set out on pages 12 to 15.

### **DIRECTORS' RESPONSIBILITIES FOR THE ACCOUNTS**

The Directors are ultimately responsible for the preparation of the accounts for each financial year which gives a true and fair view. In preparing the accounts, appropriate accounting policies are selected and applied consistently.

### **AUDITORS**

The accounts have been audited by PricewaterhouseCoopers who will retire at the forthcoming annual general meeting and, being eligible, offer themselves for re-appointment.

On behalf of the Board

**Richard John Siemens**  
Co-Chairman

**Edward Wai Sun Cheng**  
Co-Chairman

Hong Kong, 30th March 2005