

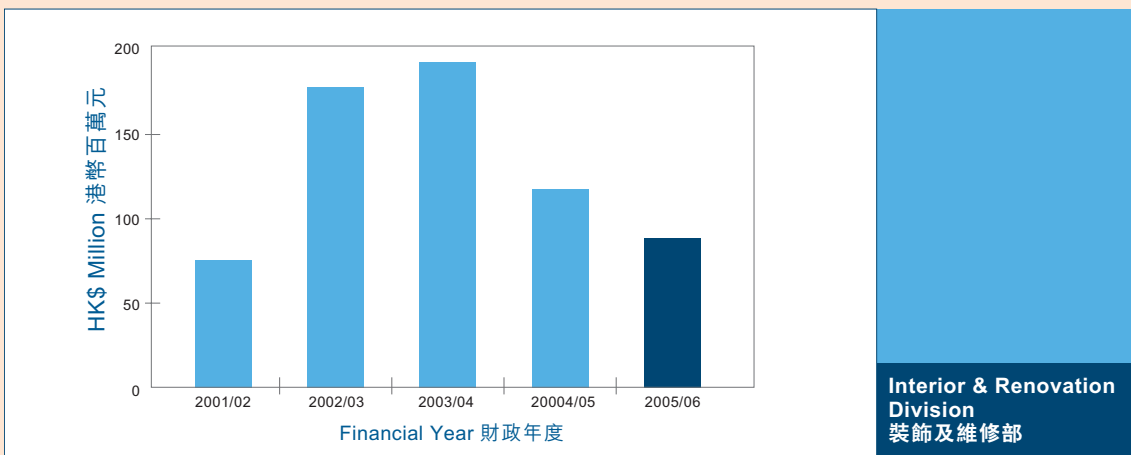
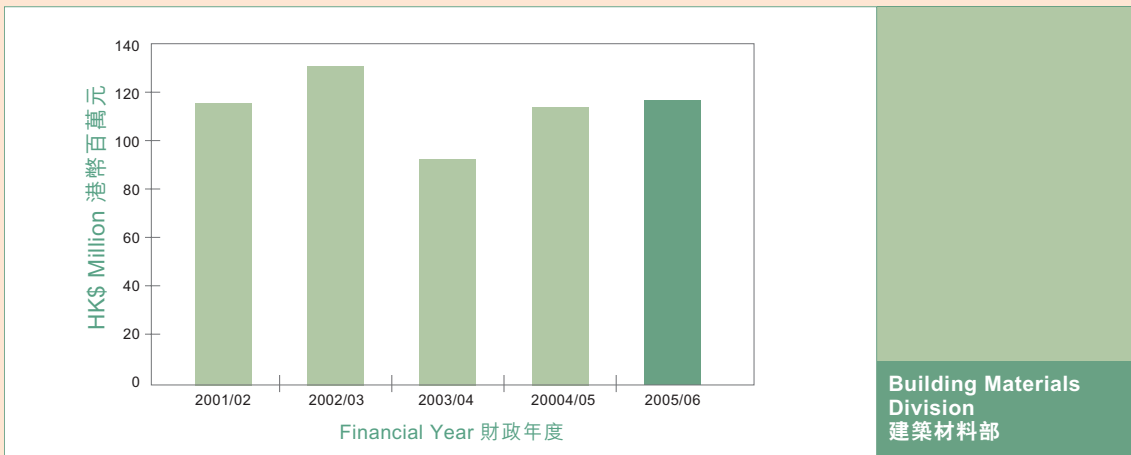
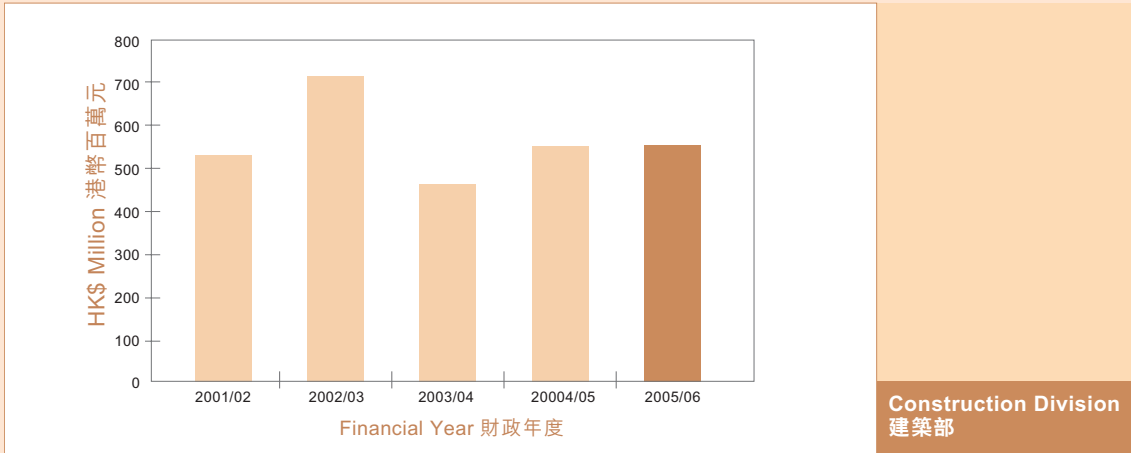
Operations Review

業務回顧



Operations Review

業務回顧



Operations Review of CONSTRUCTION DIVISION

建築部業務回顧



▲ School improvement work for S.K.H. Wei Lun Primary School
聖公會偉倫小學之改建工程

The turnover for the Construction Division for the year amounted to HK\$558.1 million, which was in line with the turnover of HK\$558.8 million for the corresponding period last year. Nearly all the turnover recorded was to external parties.

During the year under review, the division completed the following major projects:— construction of Lai Shek House at Shek Yam Estate (a public housing estate in North Kwai Chung), Jockey Club Student Village II (the student residence at The University of Hong Kong), The Chinese University of Hong Kong — Tung Wah Group of Hospitals Community College at the junction of Shantung Street and Hak Po Street, school improvement work for S.K.H. Wei Lun Primary School in Discovery Bay and maintenance area utility works for the Airport Authority. The total contract sum for the completed projects amounted to HK\$471.4 million.

Notwithstanding the keen competition in the construction industry, this division secured new contracts of HK\$779.0 million in both the public and private sectors during the year. The principal project work awarded was the contract for the construction of a residential development at Areas 4C and 38A in Phase 3, Shatin, which includes three residential blocks and a community hall. Construction work commenced in September 2005 and it is scheduled for completion in early

本年度，建築部的營業額達港幣558,100,000元，與上年度同期的營業額港幣558,800,000元接近。差不多所有營業額都屬對外工程。

於回顧年度內，本部門完成了以下主要工程：位於北葵涌的公共屋邨石蔭邨禮石樓、香港大學學生宿舍賽馬會第二舍堂村及位於山東街和黑布街交界的香港中文大學—東華三院社區書院興建工程，於愉景灣的聖公會偉倫小學之改建工程及機場管理局機場維修區的公用維修工程。已完成工程的合約總額為港幣471,400,000元。

儘管面對目前建築業內激烈的競爭，於本年度，本部門依然能獲得價值港幣779,000,000元的公營和私營工程新合約，其中主要的工程合約是位於沙田第三期4C和38A地區的住宅發展項目，包括興建三座住宅樓宇和一座社區會堂，工程由二零零五年九月開始，預計將於二零零八年年初完工。其他主要的建築合約包括：

2008. Other major contracts awarded include the construction of the proposed luxury residential development at Mount Kellett Road, construction of The Chinese University of Hong Kong — Tung Wah Group of Hospitals Community College at 31 Wylie Road, tower concrete works for MGM Grand Macau (a casino resort in Macau) and canopy construction work for the Airport Authority. Minor contract works include the commercial development at Wing Fung Street in Wanchai, refurbishment works at the Hong Kong International Airport and foundation works for the community centre in Discovery Bay.

As at 31 March 2006, the outstanding value of contracts on hand for this division (one of which is Chianti in Discovery Bay), including contracts for joint ventures, amounted to approximately HK\$980.7 million. Subsequent to the year end, this division has been awarded new contracts with an aggregate amount of HK\$502.8 million including a building contract for completing the remaining works for the redevelopment of Shek Pai Wan Estate Phase 2 for the Hong Kong Housing Authority and the construction of a primary cum secondary school for the English Schools Foundation in Discovery Bay.

位於加列山道的豪華住宅發展項目、位於衛理道31號的香港中文大學 — 東華三院社區書院、美高梅金殿娛樂場（一個賭場度假村）的上蓋混凝土結構工程和為機場管理局興建頂蓬之工程。而小型的工程合約則包括於灣仔永豐街的商业發展項目、香港國際機場的翻新工程和愉景灣社區中心的地基工程。

於二零零六年三月三十一日，本部門手頭未完成之合約（其中一項為位於愉景灣的尚堤），包括合營企業合約，價值約為港幣980,700,000元。於年結後，本部門再獲授價值港幣502,800,000元之新合約，包括香港房屋委員會有關完成石排灣第二期餘下重建工程的建築合約，及為於愉景灣的英基學校協會興建中小學。

▼ Morrison Hall, Jockey Club Student Village II, The University of Hong Kong
香港大學賽馬會第二舍堂村馬禮遜堂





► Residential development at Mount Kellett Road
位於加列山道之住宅發展項目

For our Group, safety and environmental protection are of utmost importance. The Group was the Champion of the <第二屆粵港澳安全知識競賽> jointly organized by the State Administration of Work Safety, Guangdong Province, Hong Kong Occupational Safety and Health Council (“OSHC”) and Macau Labour Affairs Bureau, and the 2nd Runner Up of the <2005京港安全知識競賽> jointly organized by the State Administration of Work Safety, Beijing and OSHC. In May 2006, a subsidiary of our Group, Hanison Construction Company Limited, was bestowed with The Environmental Merit Award organized by The Hong Kong Construction Association in recognition of our commitment to environmental conservation.

The Group was also recognized for its determination to upholding workplace safety. Through the concerted effort of our staff and sub-contractors, our safety performance has shown further progress. For the year 2005, the Group’s accident rate was 18/1000 and was honoured as the winner of the HKCA Safety Merit Award.

These awards acknowledged the Group’s commitment in adopting and implementing sound safety and environment practices. We will make every effort to ensure continuous improvement in the environment and reinforce a safety culture to our workers and staff alike. We believe that enhancement in safety and environmental performances will contribute to bolster our Group’s development.

本集團認為工作地方之安全和環保工作是非常重要的。我們贏得《第二屆粵港澳安全知識競賽》冠軍，是次比賽由廣東省安全生產監督管理局、香港職業安全健康局（「職安局」）及澳門勞工事務局聯合舉辦；又於由北京市安全生產監督管理局和職安局合辦的《二零零五年京港安全知識競賽》中，取得第三名。於二零零六年五月，為表揚我們在環境保護方面的努力，本集團的附屬公司-興勝建築有限公司更獲得由香港建造商會所頒發的環境優異獎（The Environmental Merit Award）。

本集團亦決意改善工作地方之安全。透過員工和分包商一起的努力，我們工作地方的安全性已有所提高。於二零零五年，本集團的工業意外率為18/1000，故獲得香港建造商會頒發安全優異獎（HKCA Safety Merit Award）。

這些獎項確認了本集團不斷推動和實踐改善工作地方安全和環保工作的承諾，我們會繼續努力去改善環境，並提高工人和員工的安全意識，我們相信推動工作地方的安全和環保工作，都會對本集團未來的發展有所幫助。

Going forward, it is anticipated that the building construction business will continue to be highly competitive. The situation of reduction in the number of public housing flats project works and fewer large-scale project works is not likely to improve easily. However, there are encouraging news from the HKSAR's 2006/07 Budget. The Government will earmark HK\$29 billion a year on average for infrastructure projects over the next five years, and about 14,000 new construction jobs will be created in the coming year. The Government has also announced its intention to launch some major projects as soon as possible, such as the North Lantau Highway Connection to the Hong Kong-Zhuhai-Macao Bridge, the Central Government Complex and the LegCo Building at Tamar. This will help stimulate the construction industry. Coupled with the improvement in market sentiments for private properties due to the upswinging economy, the Group is confident about the medium to long-term prospects of the construction industry.

展望將來，預期建築業競爭會持續激烈，建造公營房屋的計畫和大型的建築項目減少的情況將難以改善。然而，香港特別行政區於二零零六／二零零七年的財政預算中帶給我們一些利好的消息——政府將會於未來五年內，每年平均撥款港幣290億元進行大型的基建項目工程，來年建築業會有14,000個新增職位。政府同時亦宣佈希望盡快展開幾個大型工程計劃，包括港珠澳大橋北大嶼山公路連接路、位於添馬艦的政府總部和立法會大樓。這些計劃將對建築業起刺激的作用，加上因經濟持續增長令私人房地產市場的氣氛有所改善，本集團對建築業中長期的發展充滿信心。



◀ Construction of The Chinese University of Hong Kong — Tung Wah Group of Hospitals Community College at 31 Wylie Road
位於衛理道31號之香港中文大學
— 東華三院社區書院興建工程

Operations Review of BUILDING MATERIALS DIVISION

建築材料部業務回顧



▲ Bel-Air on the Peak at Cyberport,
Hook-on ceiling system
勾疊天花系統 · 數碼港貝沙灣

▼ Supply & installation of kitchen
cabinets for Harbourview
Horizon, Hunghom Bay
為紅磡灣海韻軒供應及安裝廚櫃



During the year ended 31 March 2006, turnover for this division (inclusive of external turnover to third parties of HK\$66.8 million) amounted to HK\$115.7 million, an increase of approximately 2.4% over last year's turnover of HK\$113.0 million.

Trigon Building Materials Limited ("Trigon")

Trigon is one of the subsidiaries of the Building Materials Division, specializing in the supply and installation of interior products such as timber flooring, suspended ceiling systems, kitchen cabinets and Polyboard (an environmentally friendly waterproof product used as sub-flooring).

Although the property market regained its momentum, the number of both residential and non-residential properties completed during the year under review has decreased when compared with the year 2004. As such, the building materials market in Hong Kong during 2005 was adversely affected by the reduced construction activities. Keen competition in the building materials industry was inevitable. Amid the unfavorable trading environment, Trigon was still able to withstand the challenges and grew steadily.

During the year, the main projects undertaken included the supply and installation of false ceiling for a residential development in Tung Chung, false ceiling and kitchen cabinets for Harbourview Horizon at Hunghom Bay and Caribbean Coast Phases 3, 4 & 5 in Tung Chung, and Polyboard, timber flooring and false ceiling for Le Bleu in Tung Chung.

截至二零零六年三月三十一日止年度，本部門的營業額（包括對外營業額港幣66,800,000元）為港幣115,700,000元，較去年的營業額港幣113,000,000元，增加了近2.4%。

華高達建材有限公司（「華高達」）

華高達乃建築材料部轄下之其中一間附屬公司，專門供應及安裝室內產品如木地板、假天花、廚櫃及百利板（用作底板之環保防水產品）。

雖然物業市場已復甦過來，但和二零零四年相比，本回顧年度住宅和非住宅物業的落成數目都相對減少。在二零零五年，建築材料行業也受到建築工程減少所帶來的負面影響。雖然面對建築材料業內的激烈競爭，但在這個困難的營商環境下，華高達依然能面對一切的挑戰，業務仍能穩定地增長。

於本年度，主要項目包括為於東涌的住宅項目供應及安裝假天花；為於紅磡灣的海韻軒和東涌的映灣園第三、四及五期供應假天花及廚櫃；以及為於東涌的水藍天供應百利板、木地板和假天花。



▲ Supply & installation of kitchen cabinets for The Portofino at Clear Water Bay
為清水灣栢濤灣供應及安裝廚櫃

New contracts awarded during this year have included the supply and installation of false ceiling for the residential developments in Tung Chung, Mount Beacon in Kowloon Tong, and The Chinese University of Hong Kong — Tung Wah Group of Hospitals Community College at 31 Wylie Road; the supply and installation of kitchen cabinets for certain residential developments, including Metro Town Phase II in Tiu Keng Leng and The Portofino in Clear Water Bay; supply of Polyboard for The Pacifica in Cheung Sha Wan; and supply of polypropylene corrugated board for Bel-Air on the Peak at Cyberport.

The total worth of order books as at 31 March 2006 for Trigon was HK\$65.0 million, mainly including contracts for the supply and installation of kitchen cabinets, timber flooring, and suspended ceiling systems.

Trigon has always been sourcing innovative and quality products to satisfy customer requirements. It is expected that the need for high quality self-cleaning ceramic tile for exterior renovation contracting services will be escalating. Expansion into the market for the supply of anti-stain hydroprotect tile will be our focus in the near future.

本年度的新合約，包括為於東涌的住宅發展項目、九龍塘畢架山峰及位於衛理道31號香港中文大學 — 東華三院社區書院供應及安裝假天花；本公司亦為一些住宅發展項目，如於調景嶺的都會駅第二期及清水灣的栢濤灣供應及安裝廚櫃；為於長沙灣的宇晴軒供應百利板；及為於數碼港的貝沙灣供應中空瓦通膠保護板。

於二零零六年三月三十一日，華高達所有的訂單總值為港幣65,000,000元，主要包括供應及安裝廚櫃、木地板及假天花之合約。

華高達一直致力發掘創新及優質產品，以迎合顧客要求。預期市場對於用於室外裝修合約服務之氧化鈦磁磚的需求將逐漸增加。把業務擴展至供應氧化鈦磁磚的市場，將會是我們近期的重點工作。



Going forward, in order to maintain strength in its competitiveness and enhance market penetration, Trigon will keep sourcing products from quality manufacturers, building rapport with our existing customers as well as securing distributorship of innovative and wide-ranging products from world-renowned suppliers in order to expand our product and client base and to add new value to our services. With its quality products and good customer relationships, Trigon is in good shape to face the challenges ahead.

Tai Kee Pipes Limited (“Tai Kee”)

Another subsidiary of the Building Materials Division, Tai Kee, specialises in the supply of pipes, fittings and other related accessories through both retail and project sales. The performance of Tai Kee during the year was encouraging as there was a notable increase in turnover compared with the corresponding period last year.

A majority of the revenue came from project sales. For the year under review, Tai Kee secured the following major contracts: the supply of pipes and fittings to Wynn Resort Hotel in Macau, Penny’s Bay Inspiration Lake Water Recreation Centre near Hong Kong Disneyland, Cross Harbour Tunnel, Carmina Place at Deep Water Bay Drive, residential training complex for juveniles in Tuen Mun, new club house for The Ladies Recreation Club, the swimming pool project in Discovery Bay, Hong Kong Baptist University project at Shek Mun, drainage improvement project in East Kowloon, renovation project at Jat Min Chuen, replacement of watermains at Fairview Park and upgrading of Peng Chau sewage treatment works.

The polyethylene pipe (“PE pipe”), launched last year, has gained satisfactory growth and has been supplied to many major clients in both private and Government sectors, namely, Highways Department, Architectural Services Department, Drainage Services Department and Water Supplies Department. We anticipate that the PE pipe will continue to contribute promising return to Tai Kee.

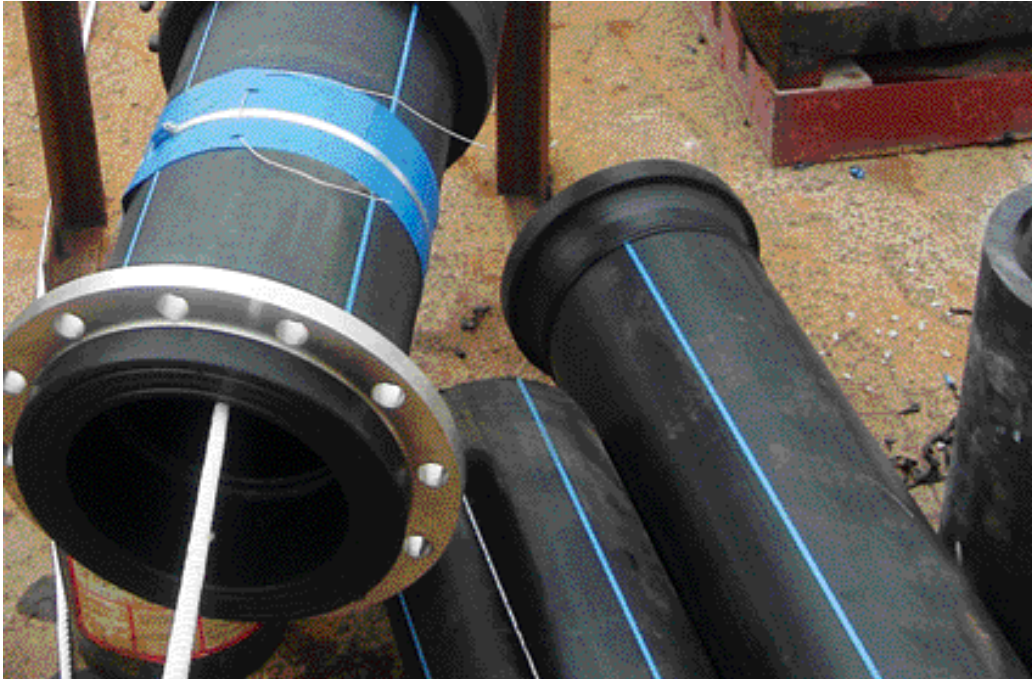
展望將來，為了能夠保持公司的競爭力 and 增加市場滲透率，華高達會繼續向優質的廠商採購產品；和現有的客人建立緊密的關係；並向國際商譽良好之供應商爭取創新、及多元化產品的分銷權，以擴闊我們的產品種類及客源，同時亦為我們的服務增值。華高達以其優質的產品及良好的客戶關係，已作好準備面對未來的挑戰。

泰記有限公司（「泰記」）

泰記乃建築材料部之另一附屬公司，透過零售及工程項目生意，專營喉管、配件及其他相關零件的供應。於本年度，泰記的業績有很好的表現，和上年度相比，今年的營業額有很明顯的增長。

泰記之主要收入來自工程項目之相關銷售。於回顧年度，泰記獲授之主要合約如下：供應水喉及配件予澳門的永利度假村、香港迪士尼公園附近的迪欣湖活動中心、海底隧道、位於深水灣徑的嘉名苑、位於屯門的青少年住院訓練大樓、婦女遊樂會的新會所、愉景灣的泳池項目、於石門的香港浸會大學工程、東九龍的排水系統改善計劃、乙明邨的維修工程、錦綉花園的水喉更新工程以及坪州的污水處理廠改善計劃。

於上年度才推出的「聚乙烯喉」，其銷售業績有令人滿意之增長，供應給多名主要客戶，包括來自政府和私營機構，如路政署、建築署、渠務署和水務署。我們預期「聚乙烯喉」將繼續為泰記帶來可觀的回報。



▲ Supply of pipes & fittings for Peng Chau Sewage Treatment Works upgrade
為坪洲污水處理廠改善工程供應喉管及配件

Demand in piping materials and related fittings remained stable. We expect a steady demand for these products in the coming year. On the other hand, the global sharp increase in metal prices such as copper, zinc and steel creates pressure to our pricing strategy and lowers our gross margins.

Going forward, the market will still be highly competitive. We are looking for possible alternatives to the traditional metal pipes and fittings to make our product package more balanced and to provide more choices to our customers. To maintain our competitive edge, we will also focus on sourcing quality products from the Mainland China. We anticipate that Tai Kee will continue to deliver encouraging returns to the Group.

市場對喉管物料和有關配件的需求持續穩定，預期下年度對這些產品的需求依然平穩。另一方面，全球金屬如銅、鋅、鋼等的價格都急速上升，對我們產品的定價策略造成一定的壓力，同時亦推低了我們的毛利率。

展望將來，業內的競爭仍會非常激烈，我們會尋找能取代傳統金屬喉管和配件的新產品，以令產品的組合更平衡，同時亦能給予客戶更多的選擇。而為了保持公司的競爭力，將重點在中國內地採購高質素的產品。我們預計泰記將會繼續為本集團帶來可觀的回報。

Operations Review of INTERIOR AND RENOVATION DIVISION

裝飾及維修部業務回顧



◀ Renovation works for Stelux House
寶光商業中心維修工程

During the year under review, the turnover for the Interior and Renovation Division was HK\$91.1 million, which has decreased by 24.5% when compared with last year's figure of HK\$120.7 million.

This division offers a wide range of interior, maintenance and renovation services including office fitting-out, external wall renovation, refurbishment, interior fitting-out, alteration and addition works to both the public and private sectors.

Major project works undertaken during the year included the renovation works for Estoril Court at Garden Road, refurbishment works for Horseshoe Tower Staff Quarters of the Hong Kong Jockey Club in Happy Valley, design-and-build of aluminium cladding works at Stelux House in San Po Kong, room conversion works for Harbour Plaza Metropolis Hotel in Hung Hom, rectification works to external wall finishes and water seepage at transfer plates for Tierra Verde in Tsing Yi and various alteration and renovation contracts from local universities, Giordano Limited, Ventris Place, Mei Foo Sun Chuen and other companies of the Group. Works for the Horseshoe Tower Staff Quarters were completed on schedule and renovation of external façade of Estoril Court will be finished shortly.

Other major contracts awarded during the year included the renovation and repair project work for the Villa Monte Rosa, a luxury residential property at Stubbs Road, and the improvement work to the drainage installation at the Hong Kong Polytechnic University.

As at 31 March 2006, the orders on hand amounted to HK\$106.4 million. Subsequent to the year end, the division secured a new contract for the exterior addition & alteration and interior design & renovation of a residential property at Fei Ngo Shan Road.

本回顧年度，裝飾及維修部所錄得的營業額為港幣91,100,000元，和上年度金額港幣120,700,000元相比，減少了24.5%。

本部門為公營及私營機構提供廣泛之裝飾、保養及維修服務，包括辦公室裝修、外牆維修、翻新、室內裝修、改建及加建工程。

本年度之主要工程項目包括：花園道愛都大廈之維修工程、跑馬地香港賽馬會藍駿樓員工宿舍之翻新工程、新蒲崗寶光商業中心外牆鋁板安裝工程、紅磡都會海逸酒店房間的間隔更改工程、青衣盈翠半島之石屎轉層之外牆飾面及防漏工程、及來自本地大學、佐丹奴有限公司、雲地利台、美孚新邨及其他本集團公司之若干改建及維修合約。藍駿樓員工宿舍之工程已按時完成，而愛都大廈的外牆維修工程亦將於短期內完成。

本年度獲授之其他主要合約包括：於司徒拔道的高尚住宅玫瑰新村之維修及修理工程及香港理工大學之排水系統設備改善工程。

於二零零六年三月三十一日，手頭上訂單的總額為港幣106,400,000元。於年結後，本部門獲得飛鵝山道一座住宅物業之外部加建、改建及室內設計和維修之新合約。

The Housing, Planning & Lands Bureau (“HPLB”) has consulted the public on a mandatory building inspection scheme and measures to enhance window safety. In view of the public’s support for mandatory inspection, the Government is now working on the relevant implementation details and plans to introduce the necessary legislative proposals to the Legislative Council in 2007. In the 2005-06 Policy of the HPLB, the Government also reiterated the commitment to regenerate the older urban areas and to encourage private sector participation in urban renewal. Following the revival of the local economy and the property market, people are more willing to carry out maintenance and renovation works for their properties in order to enhance their property values. All these measures will help strengthen the building maintenance and renovation market.

Capitalizing on our expertise and our rapport with our customers, the management will actively search for addition, alteration and building maintenance and renovation works for private residential properties, hospitals, clubhouses, and universities. Going forward, the management will continue to explore innovative techniques to enhance productivity, quality and standard of work.

Over the past few years, the division has gained publicity in the maintenance and renovation works for prestigious residential buildings, the quality of the division has been recognized, and the management is confident that the division will continue its growth in that direction.

房屋及規劃地政局就強制樓宇檢驗計劃和鋁窗安全措施展開公眾諮詢，由於強制樓宇檢驗計劃得到公眾廣泛的支持，政府現正草擬有關的實行細則，並計劃於二零零七年向立法會提交立法建議。於房屋及規劃地政局二零零五年至二零零六年的政策內，政府亦重申會貫徹重建舊區的承諾，並鼓勵私人企業參與市區重建計畫。由於本地經濟及物業市場復甦，市民多願意為物業進行維修及翻新的工程，以提高它們的價值，這些都有助帶旺樓宇保養及維修市場。

透過我們擁有的專業知識及與客戶密切的關係，管理層會主動尋找更多私人住宅物業、醫院、私人會所和大學的加建、改建、建築保養及維修工程。展望將來，我們會繼續尋找創新的技術，以提高我們工程的生產能力、品質和水平。

過去幾年，本部門在保養及維修知名住宅樓宇方面取得名聲。本部門之品質獲得認同，管理層對本部門繼續向這方面發展充滿信心。



◀ Renovation works for Villa Monte Rosa
玫瑰新村維修工程

Operations Review of PROPERTY DEVELOPMENT DIVISION 物業發展部業務回顧



▲ Site located at So Kwun Wat, Tuen Mun
位於屯門掃管笏之地塊

During the year under review, this division continues to sell the remaining flats of our development property “Golf Parkview”. 18 flats were sold during the year, recording a turnover of HK\$84.2 million (For 2004/05, 29 units were sold with a turnover of HK\$134.6 million). Average selling price of the 18 flats sold this year was HK\$3,404 per sq ft (For 2004/05: HK\$3,355 per sq ft). As at 31 March 2006, only one unit remained unsold.

We are delighted that Golf Parkview was selected as one of the winners of the “Top Ten Flat Layout Award” by the Hong Kong Institute of Surveyors in the HKIS Property Marketing Award 2005.

In December 2005, the Group announced the joint development with Sun Hung Kai Properties Limited (“SHK”) for various land lots at So Kwun Wat, Tuen Mun into a residential property on a site of approximately 188,700 square feet. The Group and SHK each currently owns various adjacent/proximate sites, which, upon execution of a deed of exchange to merge the ownership, will be owned in the ratio

回顧本年度，本部門繼續出售集團的物業發展項目——高爾夫景園的餘下單位，在本年度共售出18個單位，錄得營業額為港幣84,200,000元（於二零零四至二零零五年度，售出了29個單位，營業額為港幣134,600,000元）。於本年度出售的18個單位，每平方尺的平均售價為港幣3,404元（於二零零四／二零零五年度：每平方尺港幣3,355元）。於二零零六年三月三十一日，只剩餘一個單位仍未出售。

我們對高爾夫景園於由香港測量師學會舉辦的2005年十大樓盤頒獎典禮中，獲選為十大樓則大獎勝出者之一，感到很是欣喜。

於二零零五年十二月，本集團宣佈與新鴻基地產發展有限公司（「新鴻基」）聯合發展位於屯門掃管笏的地皮為住宅物業，該地皮的面積約為188,700平方尺。本集團與新鴻基各擁有大量相鄰／鄰近的地皮，於合併業權的交換契據簽立後，分別按比例各佔23.63%及76.37%。發展項目的主要

of 23.63% and 76.37% respectively. The development will feature low-to-medium rise luxury residences, clubhouse and swimming pool. The Group will work closely with SHK to bring a synergetic effect on the Group's property development business.

We believe that the property market in the Mainland will be able to sustain stable growth in the coming years. In December 2005, the Group's two associates entered into an agreement to jointly develop two pieces of adjoining land in Dongguan, PRC, into a commercial/office complex.

The two property development projects in Kowloon Tong: (1) the Group's development at the junction of No.4 College Road and No.21 Sau Chuk Yuen Road and (2) joint development with NWS Holdings Limited at Nos. 1 & 1E, La Salle Road are still in building plan submission stage and will be developed into high end residential properties.

The Hong Kong economy continued to perform well after the strong growth in the year 2004. Notwithstanding the rising oil prices and interest rates, and the slow down of the local property market in the second half of 2005, positive indicators such as declining unemployment and modest inflation point to an optimistic outlook for the economy in 2006. We expect the local property market to gather momentum again in the near future and our management team will devote our effort in enhancing profitability of the Group.

特點：中至低高度的豪華住宅、私人會所及游泳池。本集團會與新鴻基緊密合作，為本集團的物業發展業務帶來協同效應。

我們相信來年內地的物業市場會保持平穩的增長，於二零零五年十二月，本集團的兩間聯營公司簽訂一份協議，同意聯合發展位於中華人民共和國東莞市的兩塊毗連地塊，作為商業／寫字樓的綜合用途。

兩項於九龍塘的發展計劃：(1)本集團於書院道4號和秀竹園道21號交界的物業發展項目，及(2)與新創建集團有限公司聯合發展位於喇沙利道1及1E號的物業發展項目，該兩項物業依然在建築圖則呈交階段，將會發展成高尚住宅物業。

香港經濟經過二零零四年的強勁增長後，持續表現良好。雖然面對燃油價格和息率不斷上升及二零零五年下半年本地物業市場放緩之情況，然而，利好因素如失業率下降及溫和的通脹率，都令二零零六年的香港經濟展望樂觀。我們預計本地物業市場於近期會再次活躍起來，我們的管理階層會盡力為本集團帶來豐厚的利潤。



▲ Land situated at Nos. 1 & 1E La Salle Road, Kowloon Tong
位於九龍塘喇沙利道1及1E號之地皮

Operations Review of **PROPERTY INVESTMENT DIVISION** 物業投資部業務回顧



◀ Health Plus Centre
健怡坊中心

During the year, the division achieved a turnover of HK\$17.3 million, representing an impressive increase of 71% over last year's figure of HK\$10.1 million. The average occupancy rate for the Group's investment properties was approximately 72% as at the year end date.

The principal contributors to earnings in 2005 were the company's properties at Shatin Industrial Centre in Shatin and Health Plus Centre in Tai Wai. As at 31 March 2006, Shatin Industrial Centre recorded 85% occupancy rate while the occupancy rate for Health Plus Centre was 93%.

In September 2005, the Group entered into an agreement to acquire additional spaces with a gross floor area of 28,475 square feet at Shatin Industrial Centre. The acquisition was completed in March 2006. It is envisaged that this property will help further increase rental income for the Group.

於本年度，本部門之營業額達到港幣17,300,000元，與上年度的數字港幣10,100,000元相比，有71%的可觀增長。於年結日，本集團投資物業的平均出租率約為72%。

二零零五年的主要收入來源為兩項公司的物業：於沙田的沙田工業中心及於大圍的健怡坊中心。於二零零六年三月三十一日，沙田工業中心錄得85%的出租率，而健怡坊中心則錄得93%的出租率。

於二零零五年九月，本集團簽訂了一份協議，收購沙田工業中心內總樓面面積28,475平方尺的額外地方，此項收購於二零零六年三月完成。預期該物業將為本集團帶來更多租金收入。

In November 2005, the Group acquired a company holding various land lots in D.D.128, Yuen Long, New Territories from a third party at a consideration of approximately HK\$34.6 million. At present, part of the site was leased to an outside third party for storage usage.

Over the years, the Group's investment in the rental properties has produced a steady stream of rental income and recorded a satisfactory amount of revaluation surplus due to the appreciation in the property value. The improving economy has been a driving force for improvement in the rental and occupancy for the Group's investment properties. By keeping a portfolio of quality investment properties, the management believes that the Group is well poised to build up a strong and recurrent earnings flow as well as to capture the gain from asset appreciation.

於二零零五年十一月，本集團向第三者收購了一間公司，代價為港幣34,600,000元，該公司擁有若干於新界元朗丈量約第128號的地皮。現時，部分地皮已出租予第三者，作倉貯用途。

年來，於出租物業的投資為本集團帶來平穩的租金收入，同時由於物業價值的提高，令本集團錄得可觀的物業重估盈餘。經濟的改善成為了改善租金收入及出租率的動力。透過保持高質素的投資物業組合，管理層相信本集團能建立一項強勁及定期的收入來源，並於資產價值上升中賺取利潤。



▲ Shatin Industrial Centre
沙田工業中心

Operations Review of **PROPERTY AGENCY AND MANAGEMENT DIVISION** 物業代理及管理部 業務回顧



▲ Golf Parkview
高爾夫景園

This division provides property and project management, rental collection and leasing agency services. During the year, the main source of income came from the management of the Group's development project Golf Parkview, the Group's own property Health Plus Centre and the office building at 8 Hart Avenue in Tsimshatsui. The Group also offered property management services to the CDW Building in Tsuen Wan until January 2006.

In Hong Kong, competition in the property management market remained fierce. Customers are not only price conscious, but also demand quality services and attention to their specific needs. To cope with the increasing customer expectations, the Group will continue to enhance and deliver innovative and quality services. Meanwhile, we shall exert our efforts to contain costs in order to maintain our competitiveness in this highly challenging environment.

本部門提供物業及項目管理、代收租金及租賃代理服務。於本年度，主要的收入來自管理本集團的住宅項目——高爾夫景園、本公司擁有的物業——健怡坊中心及一幢位於尖沙咀赫德道8號的寫字樓。直至二零零六年一月止，本公司亦有為荃灣的中染大廈提供物業管理服務。

香港物業管理市場的競爭依然十分激烈。客戶不單注重價錢，同時亦要求有高質素的服務水準，及着重個人的特別需要。為了能夠達到客戶的期望，本集團會繼續增強及提供創新及高質素的服務，此外，我們亦會努力控制成本，以於充滿挑戰的環境裡保持競爭力。

Operations Review of HEALTH PRODUCTS DIVISION

健康產品部業務回顧



▲ Care & Health Club
Wing Wo Street, Sheung Wan
上環永和街·康而健會

The turnover for the Health Products Division was HK\$61.7 million for the year, representing an increase of approximately 15.3% over last year's turnover.

Care & Health Limited (“Care & Health”)

Care & Health is one of the Group's health products companies, mainly dealing with *Lingzhi Master* series products. During the year under review, 2 new shops at Kwun Tong MTR station and Yuen Long, 4 new promotion counters in Siu Sai Wan, Tin Shui Wai, Tsuen Kam Centre and Yau Tong, and a new clubhouse in Sheung Wan were opened. As at 31 March 2006, there were 3 shops, 5 promotion counters and 2 clubhouses in operation.

本年度，健康產品部的營業額為港幣61,700,000元，與上年度的營業額相比，增加了近15.3%。

康而健有限公司（「康而健」）

康而健是本集團其中一間健康產品公司，主要從事學者靈芝系列產品之交易。於回顧年度，兩間位於觀塘地鐵站及元朗的新店；四個於小西灣、天水圍、荃錦中心及油塘的新推廣櫃位；一間於上環的私人會所，均已開幕。於二零零六年三月三十一日，共有三間店鋪、五個推廣櫃位及兩間私人會所正在營運。



Exhibitions at the Food Expo in August 2005 and Hong Kong Brands & Products Expo in December 2005 generated satisfactory sales revenue as well as brand awareness. During the year, various road show activities and sales counter promotion events were also organized to stimulate sales. Care & Health was honoured as a Caring Company by the Hong Kong Council of Social Service. This prestigious award is a reflection of the Group's commitment to good corporate citizenship.

The *Lingzhi Master Ganoderma Spore* and *Lingzhi Master Ganoderma Bioactive Lipid* have been well received by the market. *Lingzhi Master Ganoderma Bioactive Essence*, which was marketed as a cancer adjuvant therapy product last year, also performed well. Health supplement of some traditional Chinese medicines such as *Cordy Essence* have gradually gained popularity as superb health products for the health conscious people.

It is anticipated that there is increasing market recognition of the lingzhi products as premium health products. However, competition in the lingzhi market is intensifying, with key players capturing larger market shares and new joiners competing with price, quality and service. In the coming years, Care & Health will inevitably be operating under a tough business environment. We will focus on promoting our lingzhi products series, sourcing new products, expanding our sales network through introducing more promotional counters within the Health Plus shops in different locations, and improving our service to customers under a new Customer Relationship Management program.

康而健於二零零五年八月及十二月參加了美食博覽會及香港工展會的展覽，當中均能錄得理想的銷售收入，而公司品牌的知名度亦得以提升。於本年度，為了提高產品的銷量，本公司舉辦了不同的巡迴推介活動及銷售櫃位的宣傳活動。康而健被香港社會服務聯會選為一間「商界展關懷」公司，此榮譽獎項反映了本集團願意負起成為良好公民的承諾。

學者靈芝純靈芝孢子粉膠囊及學者靈芝純靈芝孢子油已廣為市場接受。於上年度，被我們定位為輔助治療癌症產品的學者靈芝紫雲赤芝精華，其銷售成績亦不錯。其他被視為保健產品的傳統中藥如漢方蟲草精華亦已漸受歡迎，成為注重身體健康人士之理想健康產品。

我們預期靈芝產品將會漸得到市場的認同，並被視為優質的健康產品。然而，靈芝市場的競爭將愈趨激烈，主要對手的市場佔有率已很高，而我們還需要與新的對手在產品的價錢、品質及服務上競爭。於來年，康而健將不可避免要在一個困難的業務環境裡經營，我們會重點宣傳我們的靈芝產品系列，同時發掘新產品，並透過在不同地區的健怡坊店擺設推廣櫃位，以擴展我們的銷售網絡，我們亦會利用新的「客戶關係管理計劃」去改善顧客服務。

Healthcorp Trading Limited (“Healthcorp”) and Retailcorp Limited (“Retailcorp”)

The Group’s two subsidiaries, Healthcorp and Retailcorp, were engaged in wholesale and retail chain store businesses, with Retailcorp operating the chain store business under the trade name of Health Plus. By the end of March 2006, there were 23 Health Plus shops in operation, including 9 new shops opened during the year at CDW Building in Tsuen Wan, Hang Hau MTR Station and shopping centres in Aberdeen, Tin Shui Wai, North Point, Sau Mau Ping, Siu Sai Wan, Tsz Wan Shan and Yau Tong.



On top of the routine health product sourcing, resources were also focused on the marketing of health care equipment, anti-tumor, immune system strengthening and anti-aging products. New health products under the brand *Natural Extracts*, including *Bee Propolis*, *Royal Jelly*, *Squalene* and *Omega-3*, and other branded products such as *健之本道* and *Bu Yick Fong* Chinese herbal products were widely accepted by customers.

健康企業有限公司(「健康企業」)及零售企業有限公司(「零售企業」)

本集團有兩間附屬公司 — 健康企業及零售企業，分別從事健康產品批發及零售連鎖店業務。零售企業以健怡坊的商號去經營零售連鎖店的業務。截至二零零六年三月，共有二十三間健怡坊店在營運中，包括年內開業的九間分店，分別位於荃灣中環大廈及坑口地鐵站，及位於香港仔、天水圍、北角、秀茂坪、小西灣、慈雲山及油塘的購物中心。



◀▲ HealthPlus shops at Fitfort & Siu Sai Wan
健威坊及小西灣之健怡坊門市

除了經常發掘保健產品路線外，我們亦會重點宣傳健康護理儀器、防腫瘤、加強免疫系統能力及抗衰老的產品。天然之本品牌下的新產品包括：蜂膠、蜂皇乳、鯊肝靈及深海魚油精華，其他品牌產品如健之本道及中國草本產品補益坊均廣受顧客歡迎。

The demographic change in Hong Kong creates a potential market for health products. Nevertheless, severe price competition among major chain stores and the escalating rental rates along the concurrent economic upswing poses threats on the retail market. As a niche market player, we will keep on sourcing new products, focus more on developing our own brand products, and strengthen brand awareness, particularly those items with exclusive distribution rights and higher margins. We will adopt a prudent strategy on retail network expansion, maintain a close relationship with Health Plus members to gain customer loyalty, launch effective promotional and advertising campaigns and strive for cost efficiencies in marketing, logistics and resources management. Health Plus shops are also promoting *Lingzhi Master* series and other Care & Health products. We are confident that the synergies between Health Plus and Care & Health will begin to materialize in the coming years.

香港人口的改變，為健康產品創造了一個富潛力的市場。然而，大型連鎖店激烈的價格競爭及因經濟復甦所引發租金不斷上升之情況，均對零售市場造成很大的威脅。作為一個於縫隙市場的競爭者，我們會繼續發掘新產品；重點發展自我品牌的產品；並加強品牌的名聲，特別是一些擁有獨有分銷權和高毛利的產品。我們會謹慎地擴展零售網絡，透過與健怡坊會員建立密切的關係，以取得顧客的信賴；開展有效的宣傳和廣告活動；及盡力提高推銷、物流及資源管理的成本效益。健怡坊店亦會推廣一系列學者靈芝產品及其他康而健產品。我們有信心健怡坊和康而健間的協同效應會於來年顯現出來。