

智慧

智慧

Congregation of  
**Wisdom**

匯聚

Wisdom

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智慧

智慧

智慧

Wisdom

kebijaksanaan

sahid

sagezza

sapientia

sapientia

建立

環球科技夥伴

Building up  
Worldwide **Technology Alliance**

## 主席報告書 Chairman's Statement



### 緒言

在本財政年度，集團總收入為約1,491,000,000港元，較去年同期約1,310,000,000港元，上升約14%。收入的持續增長是由於集團主要業務錄得穩定增長所致。年度內集團錄得約76,000,000港元稅前溢利，較去年約63,000,000港元，上升21%。

隨著全球經濟持續增長，消費性電子產品的需求亦有平穩的增幅。然而競爭環境仍然激烈，憑藉各SBU(策略性業務單位)努力拓展業務，加強營運效率，令集團收入較去年有所增加。稅前溢利增長，主要有賴於集團持續控制成本開支，加上採取合適的市場策略，努力建立了穩固的業務基礎。

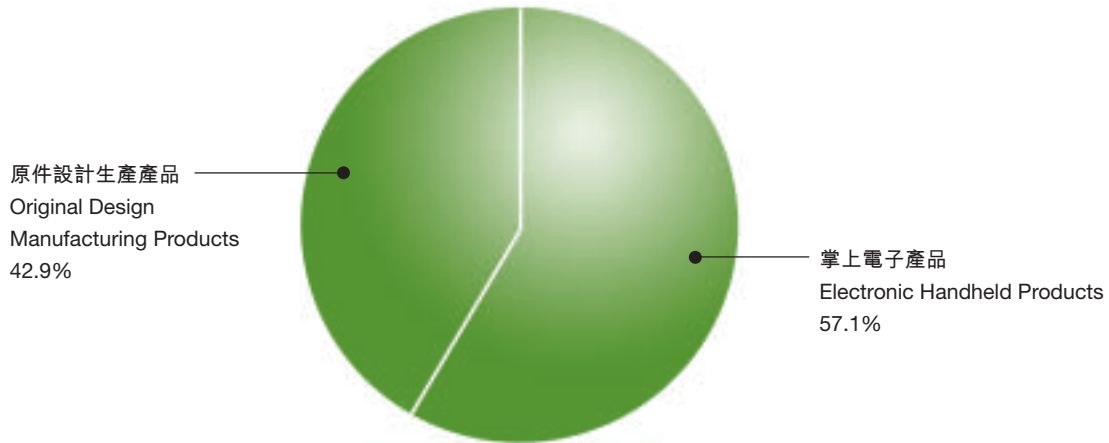
### INTRODUCTION

The Group recorded total revenues of approximately HK\$1,491 million in this financial year, representing an increase of approximately 14% as compared with the corresponding period last year of approximately HK\$1,310 million. The continual growth in revenue has been the result of steady growth in the Group's main businesses. The Group earned a profit before tax of approximately HK\$76 million in this financial year, which, when compared with approximately HK\$63 million of last year, represents an increase of 21%.

As global economies have continued their growth trajectories, the market demands for consumer electronic products have been growing steadily. Competition is still intense. With all SBUs (strategic business units) striving to expand businesses and enhancing operating efficiency, the Group managed to increase its revenue last year. Continuous cost control and the Group's appropriate market strategy in developing a solid business foundation contribute to the increase in profit before tax.

## 主席報告書(續) Chairman's Statement (Cont'd)

### 按主要業務分類之收入分析 Analysis of Revenue by Principal Activity



#### 電子辭典

本SBU業務在本財政年度錄得一定增長，這是因為集團過往投放資源於開發中、高檔次產品上，令產品更具競爭力，增加市場佔有率，尤其具全句翻譯功能之電子辭典產品銷售成績不俗，而高檔的彩色顯示屏，及豐富而獨特的內容，亦為產品帶來相當的競爭優勢，增加了市場的份額。整體而言，本SBU為集團提供穩定的溢利收益。

#### ELECTRONIC DICTIONARY

The SBU's business has recorded certain growth in this fiscal year. In the past years, the Group has been investing resources in developing medium and high end products, rendering the products competitive in the market. This led to a gain in market share. The sales of electronic dictionary products with function of full-sentence translation have been satisfactory. High end coloured display screen and rich and unique teaching contents also help enhance the products' competitiveness and thus boost up their market shares. As a whole, the SBU provides steady profit for the Group.

#### 原件設計生產

在現有主要日本客戶的業務增長放緩下，本SBU本年度的表現大致平穩。本SBU過往在無線通訊領域方面投下不少研發資源，亦建立了一批具潛質之客戶，預期新客戶將可以為本SBU帶來新的增長動力。

#### ORIGINAL DESIGN MANUFACTURING

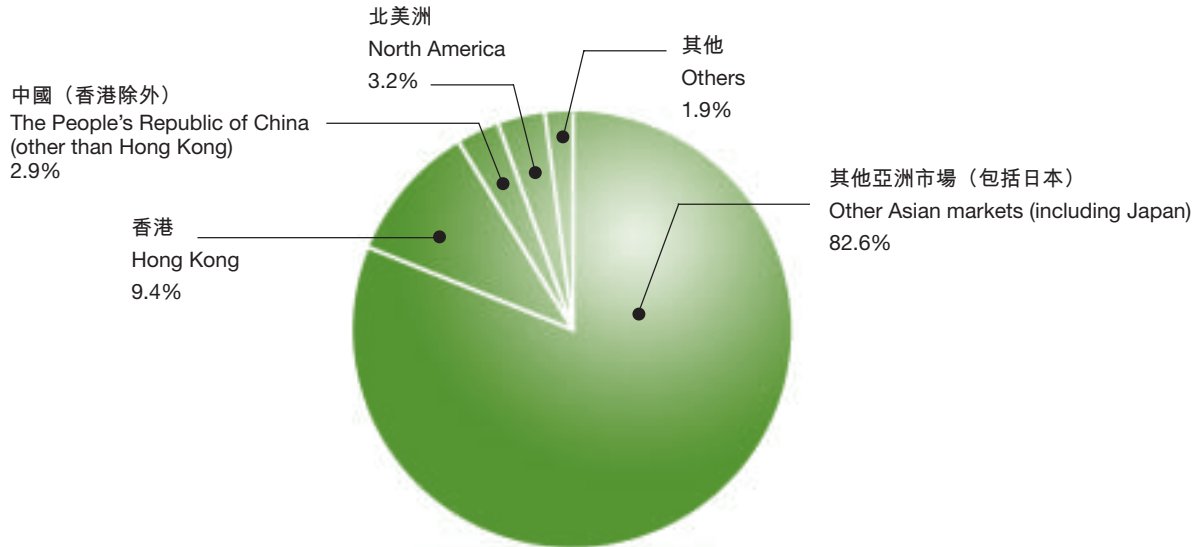
As the growth in the existing key Japanese customers' businesses slowed down, the SBU has been performing steadily this year. In the past, the SBU has invested lots of research and development resources in wireless communication field, and built up relationship with a number of potential clients. It is expected that these new customers would bring to the SBU new growth driving force.

## 主席報告書（續）

## Chairman's Statement (Cont'd)

## 按市場地區分類之收入分析

## Analysis of Revenue by Geographical Market



## 智能手機

本SBU仍然面對不少的市場競爭壓力，特別是零部件的價格下滑速度快，產品的周期縮短，令SBU的營運面對一定壓力。整體而言，管理層對本SBU的營運持審慎態度，不會過於冒進，故此預計整體的銷售額仍會維持在較低水平，而集團亦會積極探索一些新的發展策略，藉著以往之研發技術及產品開發技能，發展新的通訊產品系列，例如具備GPS和WiFi技術之產品等，會是來年的發展方向。

## 總結

集團預期亞洲仍會是其主要市場，集團會投放更多資源在亞洲建立更完善的銷售渠道，及建立集團品牌之地位；在產品研發方面，集團會專注投放資源於高增值產品上，亦會積極尋找具潛質之策略性夥伴。期望可以為集團帶來更佳之增長動力。

## SMARTPHONE

The SBU has still been under significant market competition pressure. In particular, prices of components have dropped quickly, and product cycles have thus shortened. This created certain pressure on the SBU's operation. Overall, the management has adopted a cautious development strategy, and refrained from being aggressive. As such, it is expected that the SBU's overall sale would keep hovering at a relatively low level. The Group will actively explore new development strategies. With the research and development technical know-how and product development capabilities acquired in the past, the SBU is poised to develop new series of communication products. Products with GPS or WiFi technology will be the SBU's future focus in the coming years.

## CONCLUSION

The Group expects that Asia would still be its major market. The Group will invest more resources in Asia to better its distribution network and build up its brand name's position. Regarding to research and development investment, the Group will focus on investing resources on high value added products, and actively seek alliance with potential strategic partners. This would help drive the Group's business growth in the future.

## 主席報告書(續) Chairman's Statement (Cont'd)

### 末期股息

董事會（「董事會」）建議派發截至二零零六年三月三十一日止年度之末期股息每股3.0港仙（二零零五年：3.0港仙），是項末期股息約於二零零六年十月十七日（星期二）派發予名列於二零零六年九月二十九日（星期五）之股東名冊上之股東。

### 鳴謝

本人謹代表董事會，向各股東、客戶、供應商及銀行致謝，多謝他們多年來對集團的支持，亦感謝各員工過去之辛勤工作及為集團所作之貢獻。

承董事會命  
主席  
譚偉豪博士 太平紳士

香港，二零零六年七月十七日

### FINAL DIVIDEND

The Board of Directors (the "Board") proposes a final dividend of HK3.0 cents per share in respect of the year ended 31st March, 2006 (2005: HK3.0 cents), payable on or about Tuesday, 17th October, 2006 to shareholders whose names appear on the Register of Members on Friday, 29th September, 2006.

### APPRECIATION

On behalf of the Board, I wish to thank all our shareholders, customers, suppliers and bankers for their continual support. I would also like to extend my appreciation to all the staff for their dedicated work and their contribution throughout the year.

By order of the Board  
Dr. Tam Wai Ho, Samson JP  
Chairman

Hong Kong, 17th July, 2006