

Chairman's Statement

主席報告書



Professor Woo Chia Wei 吳家瑋教授
Chairman 主席

Dear Shareholders,

I am pleased to present to you the annual results of Synergis Holdings Limited ("Synergis" or the "Company") and its subsidiaries (collectively, the "Group") for the year ended 31 March 2006. These results reflect the fruits of our efforts in implementing the business strategies described in our previous annual and interim reports, namely, diversifying our customer base in property management, sustaining our leadership in facility management, and developing our business in the Mainland of China (the "Mainland") through strategic alliances and adoption of our "total solutions" approach.

2005/06 Financial Highlights

For the year, our turnover increased to HK\$390.6 million, an increase of 2.1% over last year. Operating profit reached a total of HK\$36.5 million for the year, an 18.4% increase over last year.

More notably, net profit increased by 20.8% over the previous year to reach HK\$31.2 million, or earnings of 9.4 HK cents per share. As a result, I am pleased to announce that the board of directors of the Company (the "Board") has recommended for shareholders' approval the payment of a final dividend of 4.5 HK cents per share for the year ended 31 March 2006. Together with the interim dividend of 2.5 HK cents per share already paid, total dividend for the financial year will amount to 7.0 HK cents per share, which represents a dividend payout ratio of 74.4% (2005: 77.1%). The dividend reflects the healthy cash flow of the Group and the strength of its balance sheet.

致各位股東：

本人欣然向閣下提呈 Synergis Holdings Limited (新昌管理集團有限公司*) (「新昌管理」或「本公司」) 及其附屬公司 (統稱「本集團」) 截至二零零六年三月三十一日止年度之全年業績。此等業績表現反映出我們努力實施過往年度之年報及中期報告中所載之業務策略的成果，包括擴充物業管理業務之客戶基礎，保持在設施管理方面之領導地位，以及透過策略性聯盟及採取「全面解決方案」模式在中國內地 (「國內」) 發展我們的業務。

二零零五／二零零六年度財務摘要

於本年度，本集團之營業額增至港幣390,600,000元，較去年上升2.1%。本年度之經營溢利總額達至港幣36,500,000元，較去年上升18.4%。

值得注意的是，純利較去年上升20.8%，達港幣31,200,000元，或每股盈利港幣9.4仙。因此，本人欣然宣佈本公司董事會 (「董事會」) 已建議向股東提呈批准派付截至二零零六年三月三十一日止年度之末期股息每股港幣4.5仙。連同已派付之中期股息每股港幣2.5仙，本財政年度之股息總額將為每股港幣7.0仙，派息率為74.4% (二零零五年：77.1%)。上述股息反映本集團充裕的現金狀況及穩健的資產負債表。

* For identification purpose only 僅供識別

Focus on Market Diversification

With a solid foundation and our leadership position in Hong Kong's property and facility management industry and our focus on providing customised solutions to our customers, the Group was successful in expanding its customer base during the year, both in the industries it serves and its geographic reach.

In the 2005/06 interim report, we said we were well positioned to capture the business opportunity offered by The Link Management Limited ("The Link") because Synergis had a well established service platform which could be readily tailored to meet the high standard requirements and expectations of The Link's management, tenants and customers. Our management team worked tirelessly on this opportunity, and I am delighted to announce that the Group has been awarded two management contracts by The Link. These contracts are in the key markets of Hong Kong Island (where Synergis will manage all of The Link's facilities) and Kowloon (where we account for 23.4% of its portfolio). Since we currently manage 93,359 residential units in the New Territories, these new contracts will greatly enhance our market penetration in Hong Kong and provide even greater opportunities to demonstrate our capabilities. In addition, the Group has been awarded a Property Service Contract of Batch 3/2005 by the Hong Kong Housing Authority, which includes 6 public rental estates and covers 18,320 residential units.

Synergis was also successful in implementing its diversification strategy by leveraging its management infrastructure and investment in information technology ("IT") to secure a number of new contracts for a wide range of properties, including commercial and industrial developments, and academic, cultural and sports facilities.

As a result of Synergis' focus on developing a workable and sustainable operational platform in Beijing and Shanghai, rather than merely capturing market share in the Mainland, a number of major milestones were achieved during the year. 新昌瑞安物業管理(上海)有限公司(Synergis Shui On Property Management (Shanghai) Co., Ltd.) ("Synergis Shui On") has commenced facility management services to The Knowledge & Innovation Community ("KIC") (創智天地), a new trend-setting development of Shui On Land Ltd. ("Shui On Land") in Shanghai's Yangpu District. Significant accolades were awarded to Synergis Shui On by both 上海市房屋土地資源管理局(Shanghai Housing Land & Resources Administrative Bureau) and 中華人民共和國建設部(Ministry of Construction P.R. China) for excellence in management and safety performance.

The knowledge and experience accumulated through the successful development of a "Synergis platform", modeled after our Hong Kong infrastructure and customised for Shui On Land, allowed us to efficiently "transfer" our quality management systems and processes to 北京西環廣場(Beijing Xihuan Plaza), the flagship project managed by our joint venture, 北京金融街新昌物業管理有限公司(Beijing Financial Street Synergis Property Management Company Limited).

全力推動市場多元化

憑藉我們在香港物業及設施管理業界已建立之穩固基礎及領導地位,加上我們致力為客戶提供切合所需的解決方案,令本集團於年內成功擴大客戶基礎,不單客戶所屬之業界類別有所增加,服務之地域覆蓋範圍亦更廣泛。

我們曾在二零零五/二零零六年度中期報告中提及,憑藉新昌管理已有的優秀服務平台,當可提供合適的方案滿足領匯管理有限公司(「領匯」)管理層、其租戶及客戶的高標準要求及期望,故我們相信,新昌管理正處於有利位置,足以抓緊此業務良機。本人謹此欣然公佈,全賴我們的管理隊伍努力不懈地開拓此業務良機,本集團獲領匯授予兩項管理合約。此兩項合約包括位於港島區(新昌管理將負責管理領匯於該區之所有設施)及九龍區(我們負責管理領匯於該區之物業組合的23.4%)之主要市場。由於我們現時已負責管理新界區93,359個住宅單位,故上述新增合約將大幅提升我們在香港之市場滲透率,及給予新昌管理更多展示實力的機會。此外,本集團取得香港房屋委員會授予2005年第3號物業服務合約,該合約包括6個公共租住屋邨合共18,320個住宅單位。

此外,新昌管理亦成功實踐其多元化業務發展策略,透過運用其管理基建以及於資訊科技上的投資,取得多項物業種類廣泛的新合約,包括工商業項目及教育、文化與體育設施。

由於新昌管理致力於北京及上海發展一個可行及可持續營運的平台,而非單單著眼於在國內爭取市場佔有率,故新昌管理於年內建立了多個主要里程碑。新昌瑞安物業管理(上海)有限公司(「新昌瑞安」)已著手為瑞安房地產有限公司(「瑞安房地產」)位於上海楊浦區之創新風格項目創智天地提供設施管理服務。新昌瑞安更獲上海市房屋土地資源管理局及中華人民共和國建設部頒授重要獎項,以表揚其在管理及安全表現方面之卓越成就。

我們在成功發展「新昌管理平台」(一個以我們的香港基建為藍本,並為瑞安房地產精心設計的平台)的過程中所累積之知識與經驗,讓我們得以把新昌管理之優質管理系統及運作流程,有效地「轉移」至由我們的合資公司北京金融街新昌物業管理有限公司管理之旗艦項目—北京西環廣場。

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Our business and operational accomplishments in Shanghai and Beijing provide the Group with further opportunities for expansion in the Mainland as evidenced by the successful establishment of the Group's joint venture with 北京金網絡物業管理有限公司 (Beijing GoldenNet Property Management Co., Ltd.), a company associated with Beijing Capital Land Ltd. (首創置業股份有限公司). This new joint venture currently provides pre-management services to the developer's latest concept development – A-Z Town, the first HOPSCA (hotels/offices/parking/shopping/conventions/apartments) design concept complex in Beijing's Central Business District.

Looking Ahead

We view organic growth, corporate development and business expansion as essential for the Group's long-term success. First, we will continue to strengthen our IT platform with analytical capability and comprehensive features, which will further enhance our “one-stop-shop” asset management capability and meet the demands from increasingly sophisticated international property developers and institutional real estate investors. Second, since we are confident that we can deliver quality services to our customers in the Mainland, we will significantly increase our efforts in developing the Group's brand position in that vast market, including establishing a wholly-owned foreign enterprise (“WFOE”) in Beijing and the branch office of our Shenzhen WFOE in Shanghai. Finally, we will differentiate our service deliverables across the Group by adding new capabilities and actively exploring acquisition opportunities.

On behalf of the Board, I would like to thank all of our customers, business partners, suppliers, bankers and shareholders for their support throughout the year. The Board would also like to express its heartfelt appreciation to our employees for their commitment, dedication, skills, and good work.

Professor Woo Chia Wei

Chairman

我們在上海及北京所取得的業務成就及卓越營運成績，為本集團提供進一步拓展國內市場之良機。本集團已夥拍北京金網絡物業管理有限公司（首創置業股份有限公司之相聯公司）成功建立一家合資公司，足以引證本集團所獲得的成就。上述新合資公司現正為發展商之最新概念發展項目—A-Z Town，提供前期管理服務。A-Z Town為北京中央商業區首項「豪布斯卡」（即集酒店／辦公室／停車場／購物商場／會議中心／住宅於一身）的設計概念之綜合發展項目。

展望

我們認為，穩健增長、企業發展及業務拓展是本集團長遠成功發展的主要因素。首先，我們將繼續加強配備分析能力及全面功能之資訊科技平台，進一步提升我們的「一站式」資產管理能力，以配合國際物業發展商及機構房地產投資者更趨複雜的需求。第二，由於我們有信心能為國內客戶提供優質服務，故此我們將加倍努力在這個龐大市場提升本集團之品牌地位，包括在北京成立全外資企業（「外資企業」）及在上海成立深圳外資企業之分行。最後，我們為突顯本集團的服務能力，將增加新的服務範疇及積極尋求收購良機。

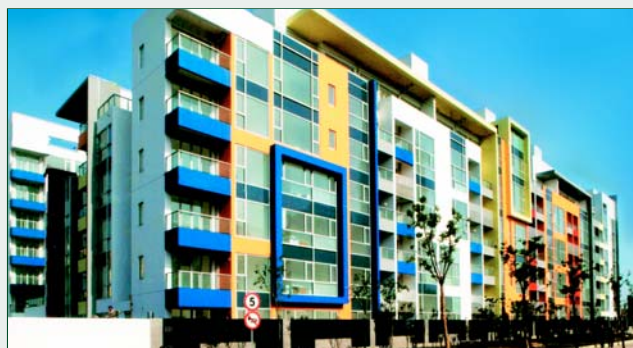
本人謹代表董事會感謝所有客戶、業務夥伴、供應商、往來銀行及股東於年內對本集團的鼎力支持。董事會亦謹此對我們每位員工竭誠盡心工作及精益求精之工作態度致以衷心謝意。

主席

吳家瑋教授



A-Z Town, Beijing
北京A-Z Town



The Knowledge and Innovation Community, Shanghai
上海創智天地