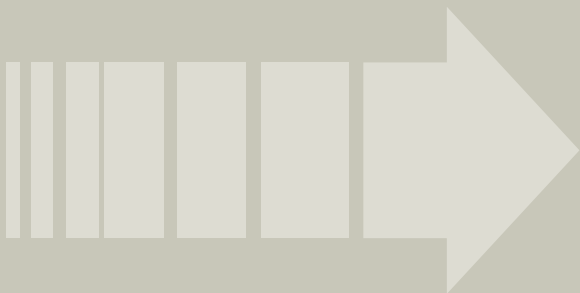




Efficiency 效率為先

With an aim of helping the Hong Kong business community boosting its competitiveness through the provision of trade-related electronic commerce, the Group's mission is "to be the most influential e-commerce service provider in Hong Kong".

集團本著「成為最具影響力的電子貿易服務供應商」的宗旨，透過提供一系列的貿易相關電子商業服務，致力提升香港商界的競爭力。



Management Discussion and Analysis

管理層討論及分析



Business Review

The Group's business performances during the year are highlighted as follows:

Tradelink

- Tradelink's GETS business remained stable and healthy in 2006. It continued to command a market share of over 90% in each of the six GETS services that it is providing.
- As mentioned in the interim report, the use of the electronic cargo manifest service has become mandatory for river and ocean carriers from 16 June 2006. In the second half of 2006, Tradelink recorded a substantial increase in the volume of cargo manifest submitted to the Government of the Hong Kong Special Administrative Region of the People's Republic of China (the "Government"), using Tradelink's Electronic Cargo Manifest ("EMAN") service. This contributed to around HK\$1.7 million of additional revenue to the Company.
- Tradelink has signed a Memorandum of Understanding ("MoU") with Foshan Electron Port Limited ("Foshan E-port") in January 2007. Under the MoU, the electronic platforms of Tradelink and Foshan E-port will be interconnected to enhance the process and execution of e-commerce between the two markets. Tradelink will also explore some other e-commerce opportunities such as mutual recognition of digital certificates and assistance in the provision of an electronic platform to be used in the development of a major logistics park in Foshan.
- The Company is also working closely with relevant departments of the Government to enhance its electronic Textiles Trader Registration Scheme ("TTRS"). Government plans to bring in a new and higher TTRS fee structure for paper TTRS notifications in mid 2007. This new TTRS fee structure, which will provide for a price differential between lodging paper and electronic textiles notifications (HK\$3.80 versus HK\$0.50), should result in improved usage of the electronic TTRS service.

業務回顧

於回顧期內，本集團的業務發展概要包括：

貿易通

- 於二零零六年，貿易通的GETS業務表現持續穩健，其所提供的六項GETS服務，每項均繼續穩佔90%以上的市場佔有率。
- 根據中期業績報告所述，由二零零六年六月十六日起，河道及海洋的貨物運輸已全面實行以電子方式提交貨物艙單。於二零零六年下半年，透過貿易通的「電子貨物艙單」(Electronic Cargo Manifest, 「EMAN」)服務，向中華人民共和國香港特別行政區政府(「政府」)提交的貨物艙單數量，錄得大幅的增長，為本公司帶來約港幣1,700,000元的額外收益。
- 於二零零七年一月，貿易通與佛山市電子口岸有限公司(「佛山市電子口岸」)簽署諒解備忘錄。根據該諒解備忘錄，貿易通與佛山市電子口岸的電子平台將互相連結，以優化港佛兩地之間的電子貿易服務流程。貿易通亦將探討其他電子商貿的商機，例如將兩地的數碼證書互通互用，並協助於佛山提供電子平台，以推動佛山一個主要物流園的發展。
- 本公司現正與政府有關部門密切磋商，改善電子服務「紡織商登記方案」(Textiles Trader Registration Scheme, 「TTRS」)。政府預期於二零零七年中為TTRS的紙張通知書引入全新及較高的收費。全新收費模式實施後，TTRS的紙張跟電子紡織通知書的收費將有差距(港幣3.80元相對於港幣0.50元)，TTRS電子服務的使用量會因此上升。

Management Discussion and Analysis

管理層討論及分析



Impairment

- As disclosed in its Initial Public Offering (“IPO”) prospectus dated 18 October 2005, the Company invested HK\$50.0 million in OnePort for 9.29% of its equity. The Company recognised an impairment loss of HK\$40.0 million against this investment in its 2004 financial statements. The Board, having reviewed the latest financial situation of OnePort, decided to impair the remaining HK\$10.0 million of the Company’s investment in OnePort.
- This impairment is of non-recurrence nature and has no direct impact on the Company’s regular business.

DTTNCo

- DTTNCo has started to collect fees for the usage of DTTN since October 2006. This new service has around 500 registered customers now. Examples of registered customers include DHL Global Forwarding (HK) Limited, DSV Air & Sea Limited, Freescale Semiconductor Hong Kong Limited and Tyco Electronics Hong Kong Limited. The Bank of East Asia has connected its network with DTTN, while The Hongkong & Shanghai Banking Corporation Limited and Hang Seng Bank Limited have also committed to using DTTN service, and discussions about the technical interconnections are underway.

減值

- 根據本公司於二零零五年十月十八日的招股章程中所披露，本公司於OnePort的投資數額為港幣50,000,000元，並持有該公司9.29%的權益。本公司於二零零四年的財務賬目內，已就此項投資確認港幣40,000,000元的減值虧損。董事會對OnePort最近的財務狀況進行檢討後，決定將本公司於OnePort所投資的剩餘數額港幣10,000,000元減值。
- 此項減值屬非經常性，亦不會對本公司的日常業務構成直接影響。

數碼貿易運輸網絡有限公司 (Digital Trade and Transportation Network Limited, 「DTTNCo」)

- DTTNCo自二零零六年十月起開始收費。此項新服務現有約500名登記客戶。登記客戶包括敦豪貨運物流(香港)有限公司、北歐國際物流(香港)有限公司、飛思卡爾半導體香港有限公司、泰科電子香港有限公司。此外，東亞銀行的網絡已與DTTN連結，而香港上海滙豐銀行有限公司及恒生銀行有限公司亦已承諾使用DTTN的服務，並已開始就技術互連進行磋商。

Management Discussion and Analysis

管理層討論及分析



- DTTNCo signed a partnership agreement with Global Logistics System (HK) Company Limited ("GLSHK") to establish an interconnection for electronic air cargo document conversion and exchange for the air cargo freight community in Hong Kong. GLSHK is a 95%-own subsidiary of Cathay Pacific Airways Limited and is a leading service provider of air cargo information services to the logistics service community. With this collaboration, the commonly used transport documents for air cargo including Master Air Waybill ("FWB"), House Manifest ("Cusexp"), Acknowledgements ("FMA/FNA") and Reception Check List ("eRCL") could be transformed and exchanged electronically amongst the air cargo community members, including forwarders, airlines and air terminal operators.
- Overseas interest in DTTN continues to develop. A delegation from the Ministry of Information and Communication Technology of Thailand ("MICT") visited DTTNCo in September 2006. We are keeping in view further opportunities for cooperation.
- DTTNCo has signed an MoU with Port of Valencia of Spain in November 2006 to create an interconnection between DTTN and Valenciaport's platform, which shippers and buyers in Hong Kong and Spain can use to exchange their documents on-line.
- DTTNCo與傳訊香港有限公司(「傳訊香港」)簽訂合作協議，為香港航空貨運業提供電子文件格式轉換及傳送服務。傳訊香港是國泰航空有限公司擁有95%股權的附屬公司，也是物流服務業內領先的空運資訊服務供應商。透過是次合作，航空貨運業的承運商、航空公司及空運貨站營運商，將可以電子方式互相傳遞各種航空貨運業常用的運輸文件，包括主空運提單(Master Air Waybill, 「FWB」)、載貨單(House Manifest, 「Cusexp」)、確認通知書(Acknowledgements, 「FMA/FNA」)及接收記錄(Reception Check List, 「eRCL」)。
- DTTN持續引起海外市場的興趣。來自泰國資訊與通信科技部的一個代表團，於二零零六年九月到訪DTTNCo。我們正密切留意進一步合作的機會。
- 於二零零六年十一月，DTTNCo與西班牙的瓦倫西亞港口簽署諒解備忘錄，將DTTN與瓦倫西亞港口的平台互連，讓香港與西班牙的付貨人及買家，可於網上交換文件。





- DTTNCo has formed a partnership with Microsoft Hong Kong in December 2006. DTTN is using the popular Microsoft EXCEL programme to help Small and Medium-sized Enterprises' ("SMEs") to access the DTTN services. The joint effort will also reduce the entry barrier for SMEs to enjoy the benefits of e-commerce.

Digi-Sign

- In the second half of 2006, Digi-Sign extended its business reach beyond Hong Kong by signing a three-year service agreement with Trade-Van Information Services Company in Chinese Taipei.
- Digi-Sign is also in the process of exploring various opportunities, which may pave way for Digi-Sign to provide its digital certificates for use overseas.

Operating Performance

Throughout the year of 2006, the Company has more than 54,000 registered customers. Turnover for the year was HK\$248.3 million. This is marginally lower than the turnover of HK\$249.1 million in 2005 by HK\$0.8 million.

Operating expenses (excluding depreciation) incurred during the year of 2006 were HK\$122.3 million, lower than the amount incurred during the year of 2005 by HK\$7.8 million. The cost reduction in 2006 was mainly due to the staff costs savings as a result of the completion of the system upgrading relating to the Certificate of Origin ("CO")/

- 於二零零六年十二月，DTTNCo與Microsoft Hong Kong達成合作協議。DTTN利用廣受歡迎的Microsoft EXCEL程式，推動中小企使用DTTN服務。是次合作亦將可降低中小企享用電子商務的入門門檻。

電子核證服務有限公司 (Digi-Sign Certification Services Limited, 「Digi-Sign」)

- Digi-Sign 將其業務延伸至香港以外市場。於二零零六年下半年，Digi-Sign與中國台北的關貿網路股份有限公司簽署為期三年的服務合約。
- Digi-Sign 亦正探討多項機會，為Digi-Sign將數碼證書拓展至海外作出部署。

經營表現

於二零零六年全年，本公司擁有逾54,000名登記客戶。本年度營業額為港幣248,300,000元，較二零零五年的營業額港幣249,100,000元，微跌港幣800,000元。

二零零六年度錄得的經營開支(不包括折舊)為港幣122,300,000元，較二零零五年減少港幣7,800,000元。二零零六年的成本下降，主要由於二零零六年六月完成有關產地來源證(Certificate of Origin, 「CO」)/生產通知書(Production Notification, 「PN」)服務的系統升

Management Discussion and Analysis

管理層討論及分析



Production Notification ("PN") in June 2006. Another significant item is office rental. Rental savings in 2006 accounted for around HK\$1.6 million as a result of moving into our self-owned premises in September 2005. Other operating costs savings amounted to HK\$4.0 million.

Depreciation decreased from HK\$15.6 million in 2005 to HK\$14.3 million in 2006.

The profit from operations from the Company's core services for the year of 2006 was HK\$119.3 million, higher than that in 2005 by HK\$9.0 million.

Our investment in unlisted equity securities in OnePort at the carrying value of HK\$10.0 million was fully impaired during the year due to the continuing loss incurred by OnePort.

DTTnCo started its commercialization phase in the fourth quarter of 2006. The amount of loss shared from DTTnCo for 2006 was HK\$7.7 million. The Company's shareholding in DTTnCo was reduced from 70.83% at the end of 2005 to 58.33% at the end of 2006 after the admission of new shareholders of DTTnCo. The Company recorded a gain on disposal of associate of HK\$0.6 million as a result of the reduction of shareholding in DTTnCo. In accordance with the shareholders' agreement, the Company will ultimately hold 51% of DTTnCo.

級，以致僱員成本得以減少所致；辦公室租金是另一項經營開支下降原因。於二零零六年，由於本公司在二零零五年九月搬遷至自置物業，租金減少約港幣1,600,000元。其他經營成本減省為港幣4,000,000元。

於二零零六年，折舊由二零零五年的港幣15,600,000元減少至港幣14,300,000元。

於二零零六年，本公司從核心服務所得的經營溢利為港幣119,300,000元，較二零零五年增加港幣9,000,000元。

年內，由於OnePort持續錄得虧損，本公司於OnePort所投資的非上市股本證券已全數減值，賬面數額為港幣10,000,000元。

DTTnCo於二零零六年第四季開始進入商業化階段。於二零零六年，本公司分佔DTTnCo的虧損數額為港幣7,700,000元。於DTTnCo引入新股東後，本公司於DTTnCo的股權由二零零五年的70.83%減少至二零零六年底的58.33%。由於在DTTnCo的股權減少，本公司藉出售聯營公司所錄得的收益為港幣600,000元。根據股東協議，本公司最終將持有DTTnCo的51%股權。



Management Discussion and Analysis

管理層討論及分析



Profit attributable to the equity shareholders of the Company for year ended 31 December 2006 was HK\$83.2 million, lower than the profit for 2005 at HK\$91.4 million by HK\$8.2 million.

Basic earnings per ordinary share of HK\$0.2 each for 2006 were HK cents 10.7 as compared to HK cents 12.5 in 2005.

Liquidity and Financial Position

As at 31 December 2006, the Group had a total cash and bank balances of HK\$335.6 million (2005: HK\$317.2 million). During the year, the Company had invested HK\$69.6 million of the cash surpluses in the US Treasury Bonds to earn a higher coupon. The increase in cash balance during the year was mainly due to the settlement of HK\$31.5 million in February 2006 by the Government for the acquisition of 31.5 million of shares in DTTNCo from the Company in August 2005. The net assets of the Group amounted to HK\$329.2 million (2005: HK\$303.6 million).

As at 31 December 2006, the Group had no borrowings.

Capital and Reserves

As at 31 December 2006, the capital and reserves attributable to the ordinary equity shareholders were HK\$329.2 million, which had increased from the amount of HK\$303.6 million at the end of 2005 by HK\$25.6 million.

Segment Reporting

No segment information is presented in respect of the Group's business and geographical segments. Throughout the year, the Group has been operating principally in a single business and geographical segment, i.e. the operation of electronic trading services in Hong Kong.

截至二零零六年十二月三十一日止年度，本公司股權持有人應佔溢利為港幣83,200,000元，較二零零五年的溢利港幣91,400,000元減少港幣8,200,000元。

於二零零六年，每股港幣0.2元普通股的基本盈利為10.7港仙，而二零零五年則為12.5港仙。

流動資金與財務狀況

於二零零六年十二月三十一日，本集團的現金及銀行結餘總額為港幣335,600,000元（二零零五年：港幣317,200,000元）。年內，本公司已將港幣69,600,000元的現金盈餘，投資於美國國庫債券以賺取較高息票。年內，現金結餘增加的主要原因，是政府已於二零零六年二月繳清港幣31,500,000元，以作為其於二零零五年八月向本公司購入DTTNCo的31,500,000股股份的投資。本集團的資產淨值為港幣329,200,000元（二零零五年：港幣303,600,000元）。

於二零零六年十二月三十一日，本集團並無借貸。

資本與儲備

於二零零六年十二月三十一日，本公司股權持有人應佔的資本及儲備為港幣329,200,000元，較二零零五年的港幣303,600,000元上升港幣25,600,000元。

分部報告

本集團毋須就業務及地區分別呈列分部資料。於本年度內，本集團只在單一地區經營單一業務，即在香港區內經營電子貿易服務業務。



Charge on Assets and Contingent Liabilities

As at 31 December 2006, the Group had obtained two performance bonds from The Hongkong & Shanghai Banking Corporation Limited with an aggregate amount of HK\$2.1 million as the guarantee to the Government for the due performance of the GETS Agreements. The performance bond line facility is secured by a charge over deposit in the amount of HK\$2.1 million. The facility is subject to review on an annual basis.

The Group did not have any other charges on assets.

The Group has provided a bank guarantee amounted to HK\$1.2 million, in respect of a revolving credit facility granted to KAZ Computer Services Hongkong Limited, an associate of the Group. The guarantee is a continuing security and shall not be released or discharged until the expiration of six months after the payment, discharge or satisfaction in full of the guaranteed liability.

Employees and Remuneration Policy

At 31 December 2006, the Group (excluding DTTNCo) employed a work force of 237 (2005: 254). All of these employees were working in Hong Kong. The related staff costs for the year totaled HK\$77.9 million (2005: HK\$80.1 million).

The Group's remuneration policy is that all employees are rewarded on the basis of the market salary levels. In addition to salaries, the Group provides staff benefits including medical insurance and contribution to staff's mandatory provident fund. To motivate and reward all levels of employees to achieve the Group's profit target, the Group has established a discretionary performance bonus scheme. Payment of discretionary performance bonus depends on the actual financial performance of the Group. The Group also operates two employee share option schemes to motivate employees' performance.

Exposure to Fluctuation in Exchange Rates and Related Hedges

As at 31 December 2006, the Group had no foreign exchange exposure and related hedges.

資產抵押及或有負債

於二零零六年十二月三十一日，本集團獲香港上海滙豐銀行提供兩份履約保證，金額總值港幣2,100,000元，作為履行向政府就GETS服務協議提供的擔保。履約保證額度須以港幣2,100,000元存款的押記作為擔保。額度須每年檢討。

本集團並無任何其他資產抵押。

本集團就旗下聯營公司KAZ Computer Services Hongkong Limited獲授的循環信貸額度擔保，提供港幣1,200,000元的銀行擔保。該擔保屬持續性，於擔保責任獲全數付款、解除或履行後足六個月前，本公司不得放棄或解除擔保。

僱員及薪酬政策

截至二零零六年十二月三十一日，本集團（DTTNCo除外）的僱員總數為237人（二零零五年：254人）。所有僱員皆於香港工作。年內，有關僱員成本合共港幣77,900,000元（二零零五年：港幣80,100,000元）。

本集團的薪酬政策下所有僱員薪酬，均以市場薪酬水平釐定。除薪酬以外，本集團亦提供僱員福利，包括醫療保險及強制性公積金供款。為鼓勵及獎勵所有級別的僱員達到本集團的溢利目標，本集團已制定酌情績效花紅計劃。酌情績效花紅按本集團的實際財務表現派發。本集團亦提供兩項僱員購股權計劃，鼓勵員工爭取表現。

匯率波動風險及相關對沖工具

於二零零六年十二月三十一日，本集團並無任何外匯及相關對沖工具風險。