



Johnny Yeung 楊志雄  
Chairman 主席

# Chairman's Statement 主席報告

## To Our Shareholders

On behalf of the Board of Directors, I am pleased to present the annual results of Fujikon Industrial Holdings Limited ("the Company") and its subsidiaries ("Fujikon" or the "Group") for the year ended 31 March 2007.

Entering the 25th year of our founding, we have again achieved impressive results, breaking all our previous records in terms of revenue and profitability, and thus firmly establishing ourselves on a solid growth trend. Having passed the HK\$1 billion revenue mark in FY2006, we recorded a figure of HK\$1,678.4 million, representing a notable rise of 54.1% for FY2007. Profit attributable to the equity holders of the Company has increased even more sharply, reaching HK\$159.5 million, which represented a jump of 86.0%. Hence, within a five-year span, our revenue has achieved a compound annual growth rate of 36.3% while gross profit and profit attributable to the equity holders of the Company have climbed 28.5% and 48.1%, respectively.

While such solid performance was impressive, it was achieved under highly challenging market conditions. During the year, increasing labour rates, rising raw material costs and shortage of skilled workers were factors that played against Fujikon's progress, and that of all other China-based manufacturers as well. Nevertheless, we successfully managed our gross margin at over 22%. In achieving this, the Group implemented a series of rigorous measures that included raising operational efficiency, reducing overheads, and capitalising on economies of scale. Consequently, we were able to make significant improvement of our net margin from 7.9% to 9.5%.

## 致各位股東

本人謹代表董事會欣然提呈富士高實業控股有限公司(「公司」)及其附屬公司(「富士高」或「集團」)截至二零零七年三月三十一日止年度之全年業績報告。

適逢今年踏入富士高成立第二十五週年，集團再創驕人佳績，突破以往在收入及盈利方面創下的紀錄，繼續錄得穩步增長。承接二零零六年財政年度收入突破十億港元的升勢，集團的收入在二零零七年財政年度大幅增長54.1%至1,678,400,000港元。而歸屬本公司股東之純利的增長更為顯著，錄得86.0%的升幅，達到159,500,000港元。過去五年，收入的複合年增長率高達36.3%，而毛利及歸屬本公司股東之純利的複合年增長率分別為28.5%及48.1%。

事實上，集團是在充滿挑戰的營商環境下而達致如此理想的業績。年內，勞工成本上漲、原材料價格飆升及熟手勞工短缺等因素，均有礙集團以及其他以中國為基地的生產商的業務發展。儘管如此，集團仍成功地維持毛利率於22%以上。為求達致更理想的業務表現，集團透過實施一系列嚴謹的措施，包括提升營運效率、縮減經常性開支，以及善用規模經濟效益，帶動純利率由7.9%大幅提升至9.5%。

Among the highlights of the financial year were the communication and audio products segments with the former recording an increase in sales of 114.3% and the latter climbing by 34.5%. Rise of the communication products segment, in particular, can be attributed to our strong ties with a leading European mobile phones manufacturer and we expect to further strengthen this relationship. On the other hand, the audio products segment finds momentum in portable entertainment. The second half of FY2007 saw our shipment of high-end earphones and headphones targeting music on-the-go to a premium US audio brand.

Strong relations proved to be a decisive factor for driving up sales of the multimedia business as well. With sales expanding by 42.6% year on year, this has been largely attributed to patronage from Microsoft. Being one of their strategic suppliers has reflected favourably on the Group's status and we will continue to utilise this association to earn more market share.

While looking forward with reserved optimism, our approaching 25th anniversary also reminds us that prudence remains the best course of action. Having evolved from an emerging, industrious enterprise to highly efficient, massive scale and preferred supplier of headphone and headset products to world-renowned manufacturers, Fujikon is well positioned to attain new heights. For the coming years, we will seek to consolidate our position as a world-class electro-acoustic group, remaining squarely focussed on achieving sustainable growth.

### DIVIDENDS

Recognising that our shareholders are the cornerstone of the Group's success and should justifiably be rewarded for their continuing support, the Board of Directors have recommended the payment of a final dividend of HK5 cents per share as well as a special dividend of HK4 cents per share, making the annual payout at HK12 cents per share for the year.

### APPRECIATION

On behalf of the Board of Directors, I would like to extend my gratitude to our business partners, customers and shareholders for their patronage over the years. Likewise, our dedicated management team and staff should be lauded for their tireless efforts. As always, we will seek to capture new opportunities in the years ahead through prudent planning, and in so doing, deliver greater returns for our shareholders.

**Yeung Chi Hung, Johnny**  
Chairman  
Hong Kong, 28 June 2007

回顧年內，通訊產品及音響產品的表現最為突出，銷售額分別躍升114.3%及34.5%。通訊產品銷售額上升，特別是受惠於集團與一家主要歐洲流動電話製造商緊密的合作關係，預期此合作關係將獲進一步加強。此外，在二零零七年財政年度下半年，集團開始向一家優質音響品牌客戶付運適用於「隨身聽」音響產品的高級小耳機及中型耳機，可見便攜式娛樂熱潮亦為音響產品業務締造龐大商機。

另一方面，穩固的業務關係是推動多媒體業務銷售額增長的關鍵因素。憑藉與微軟的合作關係，多媒體業務的銷售額按年增長達42.6%。富士高能成為微軟的策略性供應商，足以反映了集團的卓越地位。我們亦將繼續善用此業務關係，積極擴大市場份額。

展望未來，我們保持一貫的審慎樂觀。二十五週年紀念在即，提醒了我們「步步為營」才是致勝之道。集團由最初默默耕耘的小型公司，發展成現時高效率、具規模效益的企業，更成為世界知名的生產商首選的耳機產品供應商，我們經已準備就緒，致力再創新高。於未來數年，我們將努力鞏固富士高作為世界級電聲集團的地位，同時帶領集團達致持續增長。

### 股息

股東的支持是集團致勝的基石。為回饋各股東，董事會建議派發本年度的末期股息每股5港仙及特別股息每股4港仙，全年共派息每股12港仙。

### 致謝

本人謹代表董事會向各業務夥伴、客戶及股東多年來的鼎力支持表示衷心謝意。我亦謹此向努力不懈的管理團隊及全體員工致謝。一如以往，集團將於未來透過審慎的業務計劃，把握新的機遇，務求為股東帶來更豐厚的回報。

**楊志雄**  
主席  
香港，二零零七年六月二十八日