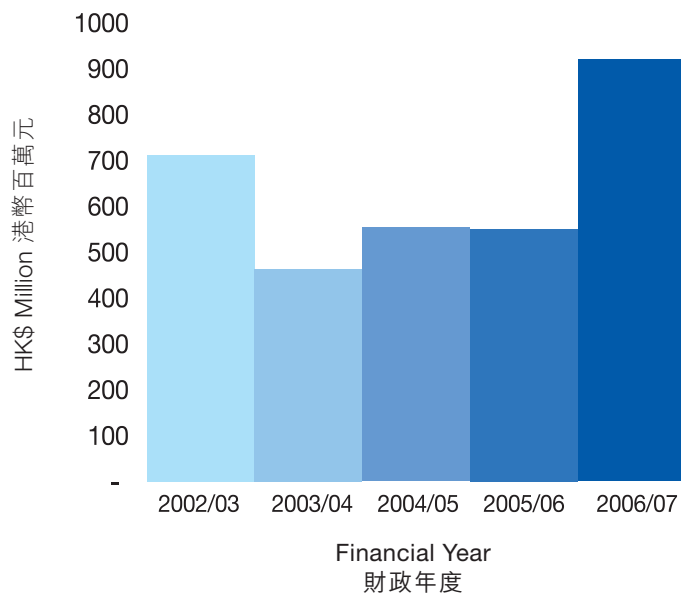
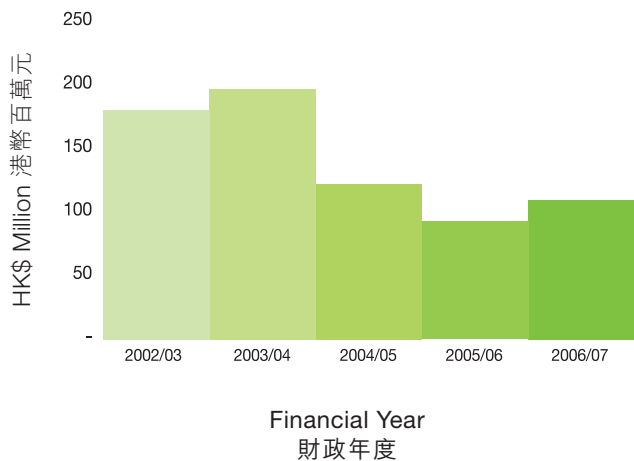


業務回顧 OPERATIONS REVIEW

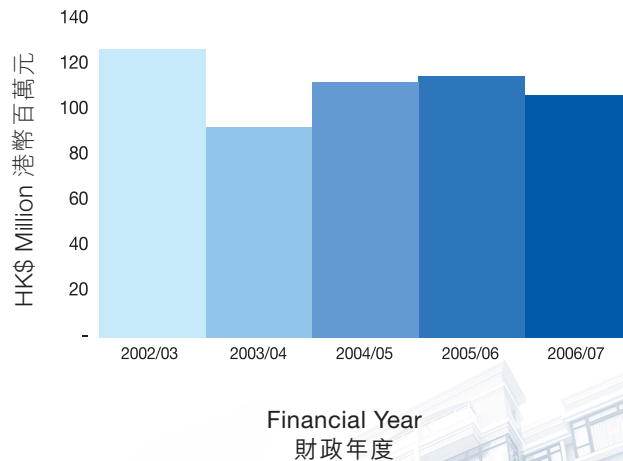
CONSTRUCTION DIVISION 建築部



INTERIOR AND RENOVATION DIVISION 裝飾及維修部



BUILDING MATERIALS DIVISION 建築材料部



業務回顧
OPERATIONS REVIEW

CONSTRUCTION DIVISION 建築部



▲ Construction of the residential development at 78 Mount Kellett Road
興建加列山道78號住宅發展項目

Our Construction Division continued to make commendable progress. It delivered a record turnover of HK\$926.7 million for the year ended 31 March 2007, surpassing the previous year's figure of HK\$558.1 million by 66.0%. The division completed the financial year with a forward order book of HK\$1,770.3 million (including contracts awarded to jointly controlled entities).

建築部之表現繼續有顯著進步。截至二零零七年三月三十一日止年度，本部門錄得營業額港幣926,700,000元，較去年之港幣558,100,000元超出66.0%。本部門在財政年度結束時之遠期訂單量為港幣1,770,300,000元（包括共同控制實體已接獲之合約）。

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Major projects completed during the year

The major contracts completed during the year are set out below:—

本年度已完成之主要項目

本年度已完成之主要合約如下：—

Project 項目	Location 地點	Type 類型	Completion date 完成日期
1. Construction of Chianti 興建尚堤	Discovery Bay 愉景灣	Residential 住宅	April 2006 二零零六年四月
2. Construction of the residential development at 78 Mount Kellett Road 興建加列山道78號住宅發展項目	The Peak 山頂	Residential 住宅	August 2006 二零零六年八月
3. Construction of The Chinese University of Hong Kong — Tung Wah Group of Hospitals Community College at 31 Wylie Road 興建香港中文大學—東華三院社區書院(衛理道31號)	Homantin 何文田	Institutional 機構	September 2006 二零零六年九月
4. Construction of La Rossa (note) 興建影岸•紅(附註)	Tung Chung 東涌	Residential 住宅	October 2006 二零零六年十月
5. Construction of canopy and the associated works at departure road, transition deck and ground transportation centre at Hong Kong International Airport 興建香港國際機場之天幕及離境通道、轉機層 及地面運輸中心之相關工程	Chap Lap Kok 赤鱸角	Commercial 商業	November 2006 二零零六年十一月
6. MGM Grand Macau Tower Concrete Works 美高梅金殿娛樂場之上蓋混凝土結構工程	Macau 澳門	Commercial 商業	December 2006 二零零六年十二月
7. Completion of the redevelopment of Shek Pai Wan Estate Phase 2 完成石排灣邨第二期重建工程	Shek Pai Wan 石排灣	Residential 住宅	March 2007 二零零七年三月

Note: The La Rossa residential project at Tung Chung was a joint venture project, in which the Group has 50% interest.

附註：東涌之影岸•紅住宅項目為一個合營項目，本集團於其中擁有50%權益。



業務回顧 OPERATIONS REVIEW

Major projects awarded

The significant contracts awarded during the year and subsequent to the year end are tabulated below:—

獲得之主要項目

本年度及年結後獲得之重要合約列於下表：—

Project 項目	Location 地點	Type 類型
1. Construction of a primary cum secondary school for the English Schools Foundation 為英基學校協會興建中小學	Discovery Bay 愉景灣	Institutional 機構
2. Completion of the redevelopment of Shek Pai Wan Estate Phase 2 完成石排灣邨第二期重建工程	Shek Pai Wan 石排灣	Residential 住宅
3. Addition and alteration works for the proposed Hong Kong Anti-Cancer Society Jockey Club Cancer Rehabilitation Centre at 30 Nam Long Shan Road 位於南朗山道30號之建議香港防癌會賽馬會癌症復康中心之加建及改建工程	Wong Chuk Hang 黃竹坑	Institutional 機構
4. Construction of proposed composite building at 172-186 Java Road 興建渣華道172-186號之建議綜合大樓	North Point 北角	Residential 住宅
5. Redevelopment of Sau Mau Ping Estate Phase 14 秀茂坪邨第十四期重建計劃工程	Sau Mau Ping 秀茂坪	Residential 住宅
6. Design and construction of the proposed office/commercial development at 33 Cameron Road 設計及興建金馬倫道33號之建議辦公／商業發展項目	Tsimshatsui 尖沙咀	Commercial 商業
7. Construction of Choi Wan Road development Site 2 Phase 1 and Sau Mau Ping Phase 12 (District Open Space) 興建彩雲道2號地盤發展計劃第一期及秀茂坪第十二期(地區休憩用地)的建築工程	Choi Wan and Sau Mau Ping 彩雲及秀茂坪	Residential and recreational 住宅及康樂
8. Construction of a primary school at the junction of Texaco Road and Castle Peak Road 興建德士古道及青山道交界處的一間小學	Tsuen Wan 荃灣	Institutional 機構
9. Construction of the residential development at 35 Mount Kellett Road 興建加列山道35號住宅發展項目	The Peak 山頂	Residential 住宅

業務回顧 OPERATIONS REVIEW



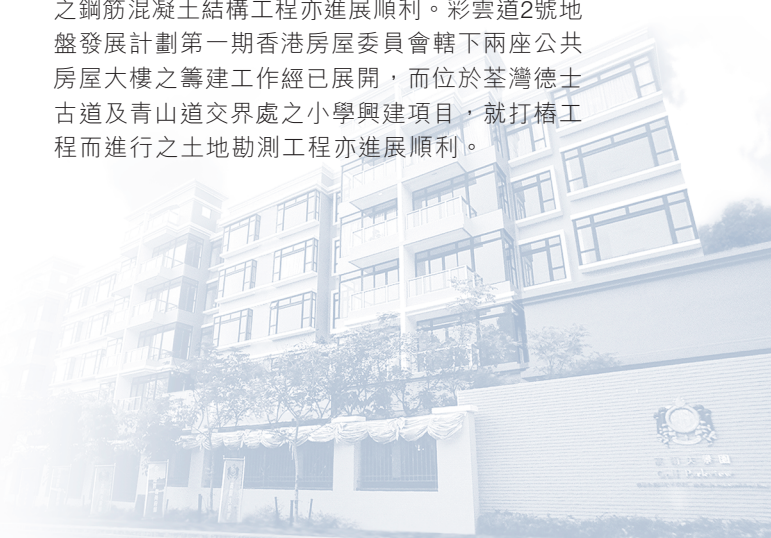
Construction of residential development at Shatin Areas 4C & 38A Phase 3
興建沙田地區第4C及38A區第三期住宅項目

Progress of current contracts

Structural alteration to the proposed Hong Kong Anti-Cancer Society Jockey Club Cancer Rehabilitation Centre has been completed, and renovation work is now progressing steadily. Also the structural metal roof and architectural works for the primary cum secondary school of the English Schools Foundation in Discovery Bay are under construction. Furthermore, the architectural works for the residential development at Areas 4C and 38A in Shatin Phase 3 is in progress. In addition, the reinforced concrete structural work for the residential buildings at 172-186 Java Road and Sau Mau Ping Estate Phase 14 is progressing as well. The construction of two residential blocks for the Hong Kong Housing Authority at Choi Wan Road development Site 2 Phase 1 has been commenced and soil investigation for piling work for construction of the primary school at the junction of Texaco Road and Castle Peak Road in Tsuen Wan is progressing smoothly.

當前合約之進展

香港防癌會賽馬會癌症復康中心之結構改裝工程經已完工，而改善工程亦正如火如荼地進行。至於愉景灣英基學校協會中小學之結構金屬屋頂及建築工程，以及位於沙田第三期4C及38A地區之住宅發展項目之建築工程亦已進行。位於北角渣華道172號至186號及秀茂坪邨第十四期住宅項目之鋼筋混凝土結構工程亦進展順利。彩雲道2號地盤發展計劃第一期香港房屋委員會轄下兩座公共房屋大樓之籌建工作經已展開，而位於荃灣德士古道及青山道交界處之小學興建項目，就打樁工程而進行之土地勘測工程亦進展順利。



業務回顧 OPERATIONS REVIEW

Foundation works

During the year, the division established Hanison Foundation Limited to further expand its foundation work business. The following foundation projects have commenced: (1) the proposed office/commercial building at 33 Cameron Road in Tsimshatsui, (2) the residential development at 1 & 1E La Salle Road in Kowloon Tong (a joint venture development of the Group with NWS Holdings Limited) and (3) the Group's development at the junction of 4 College Road and 21 Sau Chuk Yuen Road in Kowloon Tong. In tandem with providing foundation support to the Group's construction projects, this subsidiary is actively procuring external foundation projects.

Safety, Quality and the Environment

The Group maintains the highest level of awareness and practical implementation of safety and environmental standards. Our committees for safety, quality and environmental matters hold regular meetings and undertake annual review of the Safety Management System and Integrated (Quality and Environmental) Management Systems, aiming to achieve sustainable construction and reduce environmental impact. This ongoing monitoring mechanism ensures we are compliant with the relevant legislations and make continuous improvement.

地基工程

本部門於本年度成立興勝地基工程有限公司，以進一步拓展其地基工程項目業務。以下地基工程項目經已展開：(1)尖沙咀金馬倫道33號之建議辦公／商業大廈，(2)九龍塘喇沙利道1號及1E號之住宅發展項目(本集團與新創建集團有限公司之聯合發展項目)及(3)本集團位於九龍塘書院道4號及秀竹園道21號交界之發展項目。除為本集團之建築項目提供地基服務外，此附屬公司亦正積極尋求外間之其他地基工程項目。

安全、品質及環境

本集團對於安全及環保從不掉以輕心，並一直切實執行有關標準。我們負責安全、品質及環保事宜之委員會定期召開會議，並對安全管理系統及綜合(品質及環境)管理系統進行年度審查，目的是達到建築物之持久性及降低對環境之影響。此持續之監控機制確保我們遵守相關法律，並不斷作出改善。

Completion of the redevelopment of
Shek Pai Wan Estate Phase 2
完成石排灣邨第二期重建工程



Construction of La Rossa
in Tung Chung
興建東涌影岸•紅



業務回顧 OPERATIONS REVIEW



▲ Construction of a primary cum secondary school for the English Schools Foundation in Discovery Bay
為英基學校協會於愉景灣興建中小學

The promotion of a safety culture within the Group enabled the achievement of an improving accident rate. As compared with the accident rate of 18/1,000 workers for the year 2005, the year 2006 recorded a further improved rate of 13.3/1,000 workers.

Our insurmountable devotion to safety, quality and the environment have resulted in the winning of the following awards and commendations:—

- Gold Award for Safety Team for Safety Award Scheme for the Construction Industry (2006/2007) (Residential development at Areas 4C and 38A in Shatin Phase 3 for the Hong Kong Housing Authority)
- Merit Award for Building Sites (Private Sector) for Safety Award Scheme for the Construction Industry (2006/2007) (Primary cum secondary school for the English Schools Foundation in Discovery Bay)

在本集團內宣傳安全文化，令意外率得以降低。與二零零五年度意外率為18/1,000相比，二零零六年度之意外率更低，為13.3/1,000。

由於我們竭力對安全、品質及環境作出貢獻，我們贏得了以下之獎項及表彰：—

- 建造業安全獎勵計劃(二零零六年／二零零七年)之安全隊伍組金獎(香港房屋委員會沙田第三期4C及38A地區之住宅發展項目)
- 建造業安全獎勵計劃(二零零六年／二零零七年)樓宇建造地盤組(私營合約)優異獎(英基學校協會於愉景灣之中小學)



業務回顧 OPERATIONS REVIEW

- Merit Award for Outstanding Contractor (Building Category) for the 2006 Quality Public Housing Construction & Maintenance Award
- Certificate of Appreciation for providing workplace attachment training under the Youth Pre-employment Training Programme 2005/2006
- Commendation by the Hong Kong Housing Authority on advance completion of the redevelopment of Shek Pai Wan Estate Phase 2
- Certificate of Appreciation in recognition of the professional and commendable performance in the process of tendering the Hong Kong Housing Authority's completion contracts
- Champion of the Occupational Safety & Health Council Shield (Unions Category) at the 2006 Safety Quiz jointly organized by the Occupational Safety and Health Council and the Labour Department
- 二零零六年優質公共房屋建造及保養維修大獎之傑出承建商(建築類)優異獎
- 為二零零五／二零零六年展翅計劃職前綜合培訓提供青年工作實習訓練而獲頒感謝狀
- 香港房屋委員會對石排灣邨第二期重建工程提前完工作出之表彰
- 在投標香港房屋委員會之完工合約過程中因專業及值得嘉許的表現而獲頒感謝狀
- 在職業安全健康局及勞工處合辦之二零零六年職安健常識問答比賽中獲工會／團體組冠軍盾

Outlook

The division's growth has been made against a background of reduction in Hong Kong's overall construction activity at sites during the past few years. Imbued with a strong sense of commitment and a persistent drive for excellence, the Group has been delivering quality construction work and secured acclamations from many clients. Leveraging on our expertise, highly efficient and dedicated management team, we endeavour to continue our efforts to further enhance our building quality and efficiency, and to excel our site safety and environmental protection.

Looking forward, it is anticipated that the building construction business will continue to be highly competitive and gross margin will be tight. The management will make every effort to contain costs and to improve our effectiveness. With the record high amount of contract work on hand, and our reputation in the building construction market, we are convinced that the Construction Division will continue to bring promising results to the Group.

前景

過去幾年，香港之地盤建築活動全面減少，儘管如此，本部門仍錄得增長。憑借堅定之敬業樂業及不斷追求卓越之精神，本集團一直提供高品質之建築工程，客戶有口皆碑。通過專業、高效及投入之管理團隊，我們爭取繼續努力以進一步提高我們之樓宇質量及效率，以及加強地盤之安全及環保。

展望未來，預期樓宇建築業務之競爭仍繼續激烈，而毛利亦會收窄。管理層將盡力控制成本及改善效率。由於我們手頭有較多之合約，加上我們在樓宇建築市場之信譽，我們深信建築部將繼續為本集團帶來良好業績。

INTERIOR AND RENOVATION DIVISION 裝飾及維修部



▲ Renovation work for Tavistock at
10 Tregunter Path
地利根德里10號之維修工程

The Interior and Renovation Division has achieved an encouraging growth in turnover for the year under review. During the year, the turnover has risen to HK\$108.2 million, an increase of 18.8% when compared with the turnover of HK\$91.1 million for the corresponding period last year.

Major projects undertaken and awarded

For the year ended 31 March 2007, the division has strengthened its presence in the high-end residential sector maintenance and renovation work. A number of prestigious

於回顧年度內，裝飾及維修部錄得令人鼓舞之營業額增長。於本年度，營業額上升至港幣108,200,000元，較去年同期營業額之港幣91,100,000元增加18.8%。

進行及獲授之主要項目

截至二零零七年三月三十一日止年度，本部門已鞏固其於高級住宅大廈保養及維修工程之市場地

Exterior addition & alteration and
interior design & renovation of
a residential property at
6 Fei Ngo Shan Road
飛鵝山道6號一幢住宅物業之外部
▼ 加建、改建及室內設計及維修工程



業務回顧 OPERATIONS REVIEW

building renovation work were undertaken during the year. They included:—

- (1) Renovation and repairing work for Villa Monte Rosa at 41A Stubbs Road
- (2) Room conversion work for Harbour Plaza Metropolis Hotel in Hung Hom
- (3) Repairing and renovation work for Queen's Garden at 9 Old Peak Road
- (4) Exterior addition & alteration and interior design & renovation of a residential property at 6 Fei Ngo Shan Road
- (5) External wall renovation work at C C Wu Building in Wanchai

During the year, the division secured HK\$221.5 million worth of new orders which have contributed to a significant increase in its forward order book. Major contracts clinched during the year included the renovation work for Tavistock at 10 Tregunter Path in the Mid-levels, and the abovementioned project work for Queen's Garden, the residential property at 6 Fei Ngo Shan Road and C C Wu Building. Subsequent to the year end, the division also secured the repair and renovation work for the clubhouse, lift lobby, front entrance and podium garden for Queen's Garden.

As at 31 March 2007, the total amount of contracts on hand stood at HK\$197.6 million.

Outlook

The government has commenced the legislative drafting exercise for the "Mandatory Building Inspection Scheme" and the "Mandatory Window Inspection Scheme", which require inspection and rectification of (i) private buildings aged 30 years or above and (ii) windows for private buildings aged 10 years or above respectively. The introduction of the schemes will heighten general public awareness over the importance of building safety and maintenance and provide ample opportunity for the division to help building owners in different areas, such as providing advice on compliance issues, carrying out building and window inspection, and performance of rectification works.

位。年內，本部門進行多項知名大廈之維修工程，其中包括：—

- (1) 司徒拔道41A號玫瑰新村之維修及修理工程
- (2) 紅磡都會海逸酒店之間隔更改工程
- (3) 舊山頂道9號裕景花園之修理及維修工程
- (4) 飛鵝山道6號一幢住宅物業之外部加建、改建及室內設計及維修工程
- (5) 灣仔集成大廈之外牆維修工程

本年度，本部門取得價值港幣221,500,000元之新訂單，使未來之合約量大幅增加。本年度敲定之主要合約包括半山地利根德里10號騰皇居之維修工程、上述裕景花園、飛鵝山道6號住宅物業及集成大廈之項目工程。於年結後，本部門亦取得裕景花園之會所、電梯大堂、正門及平台花園之修理及維修工程。

於二零零七年三月三十一日，手頭合約之總額為港幣197,600,000元。

前景

政府現已開始草擬「強制驗樓計劃」及「強制驗窗計劃」之法例，分別規定檢驗及維修(i)樓齡在30年或以上之私人樓宇及(ii)窗齡在10年或以上之私人樓宇之窗戶。推行該些計劃將提高公眾對樓宇安全及保養之普遍意識，並為本部門提供大量商機，在各方面協助樓宇業主，如提供合規事宜之建議、進行樓宇及窗戶檢驗及維修工作。

業務回顧 OPERATIONS REVIEW

In response to the changing market dynamics, the division has established a technology platform for the Group's continuous growth. The deployment of mast climbing working platforms has greatly enhanced work efficiency and workplace safety. In addition, other innovative and environmentally friendly techniques, such as hydraulic clamp concrete crushing machines, were applied and were widely endorsed by our clients.

During the year, the division has made significant progress in the provision of interior and renovation services for luxury residential buildings. The quality and standard of our works have been highly recognised, and the management is confident that we are making strides in the right direction.

為回應不斷變化之市場，本部門已為本集團之持續增長搭建技術平台。塔式工作平台之應用大大提升工作效率及工地安全。此外，採用其他創新及環保技術（例如油壓混凝土碎破機），亦得到客戶之廣泛認同。

於本年度，本部門在提供豪宅樓宇之裝修及維修服務方面取得重大進步。我們工程之品質及標準深受認同，管理層相信，我們正朝著正確方向邁步前進。



▶
Repairing and renovation
work for Queen's Garden
裕景花園之修理及維修工程

業務回顧 OPERATIONS REVIEW

BUILDING MATERIALS DIVISION 建築材料部

The turnover for this division for the year ended 31 March 2007 was HK\$107.6 million, which is a slight decrease when compared with the turnover of HK\$115.7 million for the corresponding period last year.

Trigon Building Materials Limited (“Trigon HK”) and Trigon Interior Fitting-Out Works (Macau) Limited (“Trigon Macau”)

Performance of Trigon HK has been affected by the reduction in construction work and sharp fall in the number of newly completed residential flats. According to the statistics provided by the Census and Statistics Department, (i) the gross value of construction work performed by main contractors at construction sites has decreased from HK\$48,691 million for the year 2005 to HK\$41,712 million for the year 2006, (ii) there is a sharp fall in the number of newly completed residential flats from 42,012 million units for the year 2005 to 21,009 million units for the year 2006. Keen competition in the building materials business is inevitable.

During the previous year, the Group has taken advantage of the booming Macau economy to set up Trigon Macau to develop our building materials business in Macau. Over the past few months, we evidenced promising performance from our Macau operation.

本部門於截至二零零七年三月三十一日止年度之營業額為港幣107,600,000元，較去年同期之營業額港幣115,700,000元輕微下跌。

華高達建材有限公司（「華高達香港」）及華高達室內裝修（澳門）有限公司（「華高達澳門」）

華高達香港之表現因建築工程減少及新竣工住宅公寓數量急劇下降而受到影響。根據統計署提供之數字，(i)總承建商於建築地盤進行之工程總值由二零零五年年度之港幣48,691,000,000元減少至二零零六年年度之港幣41,712,000,000元，(ii)新竣工住宅單位之數目由二零零五年年度之42,012,000,000個單位大幅降至二零零六年年度之21,009,000,000個單位。建築材料業務競爭激烈是不可避免的。

上年度，本集團把握澳門之繁榮經濟，成立了華高達澳門，於澳門發展建築材料業務。縱觀過去多月，我們證明了澳門之業務前景亮麗。



Supply and installation of kitchen cabinets for Kingsville Phase 2 in Macau 為澳門雍景灣第二期供應及安裝廚櫃

業務回顧 OPERATIONS REVIEW

Major projects undertaken and awarded

During the year ended 31 March 2007, Trigon HK and Trigon Macau have undertaken the following major projects for the supply and installation of building materials, some of which were awarded during the year under review: —

- (1) Bel-Air on the Peak at Cyberport — False ceiling
- (2) Canaryside in Lei Yue Mun — Timber flooring (awarded during the year)
- (3) Centre Place at 1 High Street in the Mid-levels — Polyboard and engineering flooring
- (4) Chianti in Discovery Bay — Kitchen cabinets and timber flooring
- (5) CUHK-TWGHs Community College at 31 Wylie Road — False ceiling
- (6) Harbourview Horizon at Hung Hom Bay — False ceiling and kitchen cabinets
- (7) La Rossa in Tung Chung — False ceiling
- (8) Le Point in Tiu Keng Leng — Kitchen cabinets (awarded during the year)
- (9) Mount Beacon in Kowloon Tong — False ceiling
- (10) Grand Lisboa Hotel in Macau — False ceiling (awarded during the year)
- (11) Venetian Hotel Resort Development in Macau — False ceiling (awarded during the year)
- (12) Kingsville Phase 2 in Macau — Kitchen cabinets (awarded during the year)

Trigon HK and Trigon Macau have been actively tendering for project work. In addition to the abovementioned projects, the major supply and installation contracts awarded during the year ended 31 March 2007 are as follows:—

進行及獲授之主要項目

於截至二零零七年三月三十一日止年度內，華高達香港及華高達澳門已為以下之主要項目供應及安裝建築材料，其中一些項目於本回顧年度獲授：—

- (1) 位於數碼港之貝沙灣 — 假天花
- (2) 鯉魚門之鯉灣天下一木地板(於本年度獲授)
- (3) 位於半山高街1號之匯賢居 — 百利板及複合地板
- (4) 愉景灣之尚堤 — 廚櫃及木地板
- (5) 位於衛理道31號之中文大學 — 東華三院社區書院 — 假天花
- (6) 位於紅磡灣之海韻軒 — 假天花及廚櫃
- (7) 位於東涌之影岸•紅 — 假天花
- (8) 調景嶺城中區 — 廚櫃(於本年度獲授)
- (9) 九龍塘畢架山峰 — 假天花
- (10) 澳門新葡京酒店 — 假天花(於本年度獲授)
- (11) 澳門威尼斯人渡假村酒店 — 假天花(於本年度獲授)
- (12) 澳門雍景灣第二期 — 廚櫃(於本年度獲授)

華高達香港及華高達澳門一直積極參與工程之投標。除上述工程外，於截至二零零七年三月三十一日止年度獲授之主要供應及安裝合約如下：—

業務回顧 OPERATIONS REVIEW



Supply and installation of false ceiling at Venetian Hotel Resort Development in Macau
為澳門威尼斯人渡假村酒店項目
供應及安裝假天花

- (1) The Vineyard at Ngau Tam Mei in Yuen Long — Timber flooring
- (2) Residential building at 172-186 Java Road in North Point — Flooring
- (3) Queen's Garden at 9 Old Peak Road — Self-cleaning "Hydrotect" external wall facing tiles (supply only)

As at 31 March 2007, the aggregate amount of contracts on hand for Trigon HK and Trigon Macau was HK\$72.2 million, mainly including contracts for the supply and installation of kitchen cabinets, timber flooring and false ceiling.

Outlook

Looking forward, keen competition in the building materials industry is expected to continue. To maintain our competitiveness, Trigon HK and Trigon Macau will keep sourcing products from quality manufacturers and securing distributorship of innovative products from world renowned suppliers in order to expand our product and client base. Our commitment in providing quality products are persistent and much of our marketing efforts will remain focused on this strategy.

Trigon HK and Trigon Macau has opened up further room for development through its participation in the thriving Macau market. The management will seize every opportunity to expand businesses of Trigon HK and Trigon Macau and we hope a breakthrough will occur following our persistent efforts.

- (1) 元朗牛潭尾葡萄園 — 木地板
- (2) 北角渣華道172號至186號之住宅大廈 — 地板
- (3) 舊山頂道9號裕景花園 — 外牆用之自潔氧化鈦磁磚(只負責供應)

於二零零七年三月三十一日，華高達香港及華高達澳門手頭總合約金額為港幣72,200,000元，主要包括供應及安裝廚櫃、木地板及假天花之合約。

前景

展望未來，建築材料行業之競爭預期仍將持續激烈。為維持我們之競爭力，華高達香港及華高達澳門將繼續向優質廠商採購產品，並取得全球知名供應商之創新產品之經銷權，以拓展產品及客戶基礎。我們將繼續貫徹供應優質產品之承諾，而不少市場推廣工作亦將以本策略為目標。

華高達香港及華高達澳門已透過參與日趨繁榮的澳門市場，為發展開闢了更為廣闊的空間。管理層將把握一切機會拓展華高達香港及華高達澳門之業務，我們希望，在堅持不懈的努力後能夠取得突破。

業務回顧 OPERATIONS REVIEW

Tai Kee Pipes Limited (“Tai Kee”)

Metal price soared in the first half of the financial year and continued its upward trend after a slight fall during the mid-year. In such a volatile situation, Tai Kee still made good progress and recorded a promising result for the year under review.



Supply of pipes and fittings ▲
供應喉管及配件

Major projects undertaken

Tai Kee has a rapidly growing order book, as evidenced by the following contracts for supply of piping products and fittings secured during the year:—

- (1) MGM Grand Macau in Macau — Copper tubes, black steel pipes, galvanized iron pipes and fittings
- (2) Community hall at Discovery Bay North Development— Polyethylene pipes and fittings

進行之主要項目

泰記之合約量增長迅速，以下為於本年度已取得供應喉管產品及配件之合約：—

- (1) 澳門美高梅金殿娛樂場 — 銅管、黑鋼管、鍍鋅管及配件
- (2) 北愉景灣發展計劃之社區會堂 — 聚乙烯管及配件

業務回顧 OPERATIONS REVIEW

- | | |
|---|---|
| (3) Residential development at Areas 4C and 38A in Shatin Phase 3 and residential redevelopment at Upper Ngau Tau Kok Estate — Copper tubes | (3) 沙田第三期4C及38A區之住宅發展項目及牛頭角上邨之住宅重建計劃 — 銅管 |
| (4) The teaching hotel for the Chinese University of Hong Kong — Copper tubes and fittings | (4) 香港中文大學教學酒店 — 銅管及配件 |
| (5) A hotel development in Tsim Sha Tsui — Copper tubes and fittings | (5) 尖沙咀之酒店發展項目 — 銅管及配件 |
| (6) Vision City in Tsuen Wan — Galvanized iron pipes | (6) 荃灣萬景峰 — 鍍鋅管 |
| (7) Renovation work at various MTR stations — Special coated galvanized iron pipes and fittings | (7) 若干地鐵站內之維修工程 — 特殊鍍鋅管及配件 |
| (8) Hong Kong Shaolin Martial Art Institute — Galvanized iron pipes | (8) 香港少林武術學院 — 鍍鋅管 |
| (9) Venetian Hotel Resort Development in Macau — Polyethylene pipes and fittings | (9) 澳門威尼斯人渡假村酒店 — 聚乙烯管及配件 |

Outlook

Blooming in the Macau construction market as well as the global rally in copper, steel and zinc price induce the advance buying of the relevant building materials from our suppliers, which in turn stimulate the demand and prices for piping materials and related fittings. Under such condition, Tai Kee is expected to operate under a very competitive environment in the coming year.

Despite the tough competition, Polyethylene (PE) pipe trading business is progressing well. This type of piping product is accepted for use by many private clients and government departments (including the Architectural Services Department, Drainage Services Department, Highways Department and Water Supplies Department). With its flexible, excellent chemical resistant, long-life, light-weight and environmentally friendly characteristics, it is expected that the PE pipe business will become more and more important for Tai Kee in the years to come.

前景

澳門建築市場繁盛，加上全球銅、鋼及鋅之價格回升，促使我們向供應商預先採購相關建築材料，因而刺激喉管材料及有關配件之需求及價格。在此情況下，泰記預計於來年將在競爭激烈之環境下營運。

儘管競爭激烈，但聚乙烯(PE)喉管買賣之業務仍發展良好。該類型喉管產品獲不少私人客戶及政府部門(包括建築署、渠務署、路政署及水務署)採納使用。由於PE喉管靈活性高、高度防化學品、經久耐用、輕便及環保，因此預計PE喉管之業務於來年對泰記將愈加重要。

業務回顧 OPERATIONS REVIEW

Tai Kee will continue to source innovative products to trade alongside the traditional metal piping products and fittings, with an aim to further widen our product range. We will also focus on sourcing quality products with more affordable prices from the Mainland China in order to maintain our competitive edge. The management is confident that Tai Kee will grow from strength to strength.

Million Hope Industries Limited (“Million Hope”)

In May 2007, the Group successfully acquired Million Hope Industries Limited, a manufacturer and trader of aluminium windows and curtain walls in Hong Kong and Mainland China. This company has been awarded the ISO 9001 : 2000 certification by the Hong Kong Quality Assurance Agency, and is one of the authorized manufacturers of the famous brand “Schüco”. Since its establishment in 1990, Million Hope is an active participant in the industry, and has been involved in the design, supply and installation of aluminium windows and curtain walls for many prestigious clients.

The acquisition represents our first move in these types of building products and provides a synergistic complement to our existing building materials business.

泰記將繼續採購嶄新之產品，並與傳統金屬喉管產品及配件一併買賣，以進一步擴大我們產品之範疇。我們亦將致力於從中國內地採購價格更優惠之優質產品，以期維持我們之競爭優勢。管理層相信泰記將會不斷壯大。

美亨實業有限公司(「美亨」)

於二零零七年五月，本集團成功收購美亨實業有限公司，該公司於香港及中國內地製造及買賣鋁窗及幕牆，並已榮獲香港品質保證局頒發之 ISO 9001 : 2000 證書，同時亦為知名品牌「Schüco」之認可製造商之一。自一九九零年成立以來，美亨活躍於業內，已為眾多有名望之客戶設計、供應及安裝鋁窗及幕牆。

是項收購為我們涉足此類建築產品之第一步，並為我們現有之建築材料業務帶來協同補充之作用。



業務回顧 OPERATIONS REVIEW

PROPERTY DEVELOPMENT DIVISION 物業發展部

For the year ended 31 March 2007, the division sold the remaining one residential unit of the Golf Parkview. Other development projects are either in progress or have not commenced yet. The turnover for this division has decreased to HK\$4.8 million for the year (2006: HK\$84.2 million).

During the year, the Group disposed of its 50% interest in two associated companies indirectly holding two pieces of adjoining land in Dongguan, PRC, sharing sales proceeds for an amount of HK\$45.7 million and realizing a gain of approximately HK\$27.0 million which was recorded as other operating income for the division in the financial year. The land was originally held for joint development with Chevalier International Holdings Limited into a commercial/office complex.

Continuing revival of the Hong Kong economy with higher GDP growth, declining unemployment rates and rising personal income over the past few years have

fuelled the residential property market. After the successful launch of the Golf Parkview, the Group's property development activities continue apace into the year commencing 1 April 2007. Foundation work for the two property development projects in Kowloon Tong: (1) the Group's development at the junction of 4 College Road and 21 Sau Chuk



◀ Proposed residential development at the junction of 4 College Road and 21 Sau Chuk Yuen Road in Kowloon Tong
位於九龍塘書院道4號及秀竹園道21號交界之住宅發展項目

截至二零零七年三月三十一日止年度，本部門售出了高爾夫景園餘下之一個住宅單位。其他發展項目尚在施工或仍未動工。本部門於本年度之營業額下跌至港幣4,800,000元(二零零六年：港幣84,200,000元)。

年內，本集團出售其於兩間聯營公司(間接持有中國東莞兩幅毗連地塊)之50%權益，分佔出售所得款項達港幣45,700,000元，並獲得收益約港幣27,000,000元(計入本部門於本財政年度之其他經營收入)。該土地原持作與其士國際集團有限公司共同發展為商業／寫字樓之綜合大廈之用。

過往數年，香港經濟持續復蘇，本地生產總值有所增長，失業率下降及個人收入不斷增長，帶動了住宅物業市場。於成功推出高爾夫景園後，於二零零七年四月一日開始，本集團之物業發展活動繼續快速發展。位於九龍塘之兩個物業發展項目(即(1)本集團於書院道4號及秀竹園道21號交界之物業發展項目；及(2)與新創建集團有限公司聯



▲ Proposed joint residential development at 1 & 1E La Salle Road in Kowloon Tong
位於九龍塘喇沙利道1及1E號之聯合住宅發展項目

業務回顧 OPERATIONS REVIEW

Yuen Road and (2) joint development with NWS Holdings Limited at 1 & 1E La Salle Road are under preparation. These developments will feature low-rise luxurious units, with exquisite design and unparalleled standard of living. Superbly located in the traditionally prestigious Kowloon Tong district and with excellent schooling network, the completed properties will offer both tranquility and convenience. Both developments are targeted for completion towards the end of 2008 or early 2009.

The Group has other land lots located in the rapidly developing suburban areas. The development proposal for the Group's residential development project with Sun Hung Kai Properties Limited at So Kwun Wat in Tuen Mun has been submitted to the Town Planning Board for consideration. For the Group's residential development at D.D.129, Lau Fau Shan in Yuen Long with a site area of 815,886 square feet, development planning is in progress.

Outlook

The rebound of the economy and improved household wealth and affordability have translated into desire for premium quality residences. The Group maintained its view that high-end residential properties will continue its healthy trend. At the same time, while remaining cautious over land investment in such a highly priced, supply-constrained land market, the Group will continue to capture every opportunity to replenish our land bank with land of development potential, aiming to enhance revenue growth at good margins.

合發展位於喇沙利道1號及1E號之物業發展項目)之地基工程正在籌備中。此等發展項目為低層豪宅項目，體現高雅之設計及卓越之生活標準。此等項目雄據顯赫不凡之九龍塘，具備得天獨厚之學校網絡，落成後之物業環境清幽寧靜，交通便利。兩個發展項目均計劃於二零零八年底或二零零九年初竣工。

本集團於快速發展之郊外地區擁有其他地皮。本集團與新鴻基地產發展有限公司於屯門掃管笏之住宅發展項目之發展建議書，已呈交城市規劃委員會供其考慮。目前正就位於元朗流浮山丈量約第129號(地盤面積約為815,886平方呎)之發展項目進行發展規劃工作。

前景

經濟復蘇以及家庭財富及負擔能力提高，轉化為人們對優質居所之追求。本集團仍認為，高級住宅物業將延續其健康發展之勢頭。雖然本集團因地價高昂及土地供應有限而對土地投資仍採取審慎之態度，但本集團將繼續把握每個機會補充具發展潛力之土地儲備，以提高收入增長，並取得良好之毛利率。



業務回顧 OPERATIONS REVIEW

PROPERTY INVESTMENT DIVISION 物業投資部

Despite reduced rental receipts following the disposal of Health Plus Centre during the year as mentioned below, the division managed to secure renewals and new leases during the year with satisfactory rental rate growth, bringing a 2.3% increase in turnover to HK\$17.7 million for the year ended 31 March 2007 (2006: HK\$17.3 million). As in previous years, promising occupancy rates were recorded for the Group's investment properties, with an average occupancy rate of 75% as at 31 March 2007.

In December 2006, the Group disposed of the wholly owned subsidiary holding Health Plus Centre in Tai Wai at a consideration of HK\$180 million. A gain on disposal of approximately HK\$43.5 million was generated and recorded as other operating income for the division. When the property was acquired by the Group in January 2004, the occupancy rate was only 37.4%. Attributable to our effort in carrying out extensive renovation work to the building and in actively marketing the property, the property was almost fully let (98% occupancy) at the time of disposal.

During the year, the Group acquired additional leasing space at Shatin Industrial Centre in Shatin, some units at Kin Wing Industrial Building in Tuen Mun, and a unit at 5 & 5A La Salle Road in Kowloon Tong for investment purposes for a total consideration of approximately HK\$26.8 million. Together with the properties at 23-25 Mei Wan Street in Tsuen Wan, 95 Bedford Road in Tai Kok Tsui, 31 Wing Wo Street in Sheung Wan and various land lots at D.D.76 Ping Che in Fanling and D.D. 128 Deep Bay Road in Yuen Long, the division constantly produces a stable stream of income for the Group.

年內，儘管出售健怡坊中心後(如下文所述)租金收入有所下降，但本部門於年內仍能與現有租戶續租及訂立新租約，令租金價格有滿意增長，故營業額於截至二零零七年三月三十一日止年度增長2.3%至港幣17,700,000元(二零零六年：港幣17,300,000元)。於二零零七年三月三十一日，本集團之投資物業錄得理想出租率，平均出租率為75%，與過往年度相若。

於二零零六年十二月，本集團將其持有位於大圍之健怡坊中心之全資附屬公司出售，代價為港幣180,000,000元。出售所得收益約港幣43,500,000元，並按本部門之其他經營收入列賬。本集團於二零零四年一月購入該物業時之出租率僅為37.4%。由於我們對該樓宇進行了大規模維修工程及積極推廣，於出售時，該物業幾乎全部租出(出租率為98%)。

本年度，本集團收購沙田之沙田工業中心之額外出租面積，收購屯門建榮工業大廈多個單位，以及九龍塘喇沙利道5號及5A號之一個單位，以作投資用途，總代價約港幣26,800,000元。連同荃灣美環街23-25號、大角咀必發道95號、上環永和街31號之物業，以及粉嶺坪輦丈量約第76號及元朗深灣路丈量約第128號之若干地段，本部門持續為本集團提供穩定收入。

業務回顧 OPERATIONS REVIEW

Outlook

We are determined to proactively enhance the value of our investment properties through renovations and upgrades of different scales to improve rental yields and property value. Flexible leasing packages will be deployed to attract quality tenants to further improve our tenant mix. Riding on the current favourable property market conditions, our investment properties will stand to benefit from potential asset appreciation, and we will enlarge our investment property portfolio when opportunities arise.

前景

我們決定透過進行不同規模之維修及更新工程，積極提升投資物業之價值，以提高租金收入及物業價值，並將採用靈活之租約安排，以吸引優質之租戶，從而進一步改善本集團之租戶結構。在當前之利好物業市場環境下，本集團之投資物業將受惠於潛在之資產增值，若有機會，我們將擴大投資物業組合。



▲ Shatin Industrial Centre
沙田工業中心

業務回顧 OPERATIONS REVIEW

PROPERTY AGENCY AND MANAGEMENT DIVISION 物業代理及管理部

This division provides premium property and project management, rental collection and leasing agency services to 8 Hart Avenue in Tsimshatsui, Golf Parkview in Sheung Shui and Health Plus Centre in Tai Wai. After the disposal of Health Plus Centre by the Group in December 2006, the contract for the management of this property was ended with effect from 15 March 2007.

Outlook

Competition in the property agency and management business remain fierce and profit margin from the service work is tight. Given our knowledge and experience gained from our management of quality commercial/residential buildings, we will make every effort to augment our client base by enhancing our service platform so as to tailor to the ever increasing standards and expectations of our tenants.

本部門向尖沙咀赫德道8號、上水高爾夫景園及大圍健怡坊中心提供優質之物業及項目管理、收租及租務代理服務。在本集團於二零零六年十二月出售健怡坊中心後，此物業之管理合約自二零零七年三月十五日起停止。

前景

物業代理及管理業務之競爭仍然激烈，令有關服務之利潤率收窄。憑藉本集團在管理優質商業／住宅大廈所取得之知識及經驗，我們將竭盡全力，透過提升本集團之服務平台來增加客戶，以滿足本集團租戶不斷提高之標準及預期。

HEALTH PRODUCTS DIVISION 健康產品部

For the year ended 31 March 2007, the Health Products Division recorded a turnover of HK\$62.8 million (2006: HK\$61.7 million), and a loss of HK\$730,000 (2006: profit of HK\$962,000), mainly due to margin compression arising from intense price competition and increase in rental charges for the retail shops.

Care & Health Limited (“Care & Health”) is principally engaged in the trading of cancer adjuvant therapy products, the Lingzhi Master series. It is also involved in the sales of other health products, such as Metro Chinese Medicine Series, Premium Grade Wild Cordyceps Liquid, Natural Pharm Saw Palmetto and new product line Tea Master. As at 31 March 2007, there were 2 shops, 2 promotion counters and 2 clubhouses in operation.

Healthcorp Trading Limited and Retailcorp Limited (“Retailcorp”) carry on wholesale and retail chain store businesses respectively, with Retailcorp operating the chain store business under the trade name of Health Plus. The Group’s own developed product lines include Natural Extracts,

截至二零零七年三月三十一日止年度，健康產品部錄得營業額港幣62,800,000元(二零零六年：港幣61,700,000元)及虧損港幣730,000元(二零零六年：溢利港幣962,000元)，主要由於價格競爭激烈導致利潤率下滑及零售店舖之租金支出增加所致。

康而健有限公司(「康而健」)主要從事癌症輔助治療產品學者靈芝系列之貿易業務。該公司同時從事其他健康產品之銷售業務，例如都市漢方系列、御醫堂冬蟲夏草、前列疏及新產品茶大師。於二零零七年三月三十一日，共經營兩間店舖、兩個展銷櫃台及兩所會所。

健康企業有限公司及零售企業有限公司(「零售企業」)分別從事批發及零售連鎖店業務，零售企業以健怡坊為商號名稱經營連鎖店業務。本集團自行開發之產品包括天然之本、中藥產品補益坊、



Health Plus Shop at CDW Place in Tsuen Wan ▲
位於荃灣中染新城之健怡坊門市



Mr Albert Au promoting Lingzhi Master products ▲
區瑞強先生推廣學者靈芝產品

業務回顧 OPERATIONS REVIEW

Bu Yick Fong Chinese herbal products, Healthway, HealthMate and the newly launched Organic Plus. By the end of March 2007, there were 21 Health Plus shops in operation.

Faced with a severely competitive situation, the division continued to strengthen its brand-building efforts and refine its marketing strategy and contents in that direction. It participated in various road show activities, promotional events and exhibitions, such as the Food Expo in August 2006 and Hong Kong Brands & Products Expo in December 2006 to enhance brand image. To commemorate the 15th anniversary of Health Plus, Retailcorp also organised a series of celebration activities.

The Group also prides itself as a socially responsible corporate citizen. Care & Health and Retailcorp received the honour "Caring Company" from the Hong Kong Council of Social Service for the 3rd and 2nd consecutive year respectively. These awards show that our continuous contributions towards the community have been well recognised.

Subsequent to the year end, we are extremely delighted to have the celebrity, Mr. Albert Au, to become the promotional ambassador for our Lingzhi Master series products. The charity event "Albert Au 30th Anniversary Concert" sponsored by Care & Health was an overwhelming success and helped to raise funds for the Hong Kong Anti-Cancer Society for the construction of the Cancer Rehabilitation Centre in Wong Chuk Hang.

Outlook

Although the economy of Hong Kong is healthy and is expected to continue growing steadily in the year 2007, market competition for health products speciality chains remains severe. Retailers have been facing rising pressure from tight margins, escalating rental rates and operating costs. To survive in such a difficult circumstance, the division is actively developing and marketing private-label products so as to boost up sales and improve the gross margin. While the management will make every effort to improve the operations and to control the costs, we will cautiously assess the viability of the business.

健之本道、健知己及新推出之有機之源。二零零七年三月底，共經營二十一間健怡坊門市。

在嚴峻競爭之情勢下，本部門繼續強化其品牌之建立及改進其市場推廣策略及內容，參加各項路演活動、促銷活動及展銷會，例如二零零六年八月之美食博覽會及二零零六年十二月之香港工展會，以提升品牌形象。為慶賀健怡坊成立十五週年，零售企業亦籌辦了一系列慶祝活動。

本集團亦對作為一個對社會負責之企業而感到自豪。康而健及零售企業分別連續三年及兩年獲得香港社會服務聯會頒授之「商界展關懷」榮譽。該等獎項表明本集團對社會持續作出之貢獻已得到廣泛認同。

年結後，我們十分榮幸邀請到名人區瑞強先生擔任學者靈芝系列產品之代言人。由康而健贊助之慈善活動「區瑞強經典再重聚30週年演唱會」空前成功，並協助籌集資金為香港防癌會興建位於黃竹坑之癌症康復中心。

前景

儘管香港經濟仍然穩健，並預期於二零零七年仍會持續穩步增長，但健康產品專門連鎖店之市場競爭依然激烈。零售商面臨愈來愈大之壓力，包括利潤率收窄、租金及經營成本上升。為克服此困境，本部門積極開發及推廣自我品牌產品，以提高銷售額及改善毛利。儘管管理層將盡全力改善經營及控制成本，但我們亦會審慎評估該項業務之可行性。