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Announcement 2012 Interim Results

SUMMARY OF UNAUDITED FINANCIAL RESULTS

For the six months ended 30 June 2012

The Board of Directors (the “Board”) of Raymond Industrial Limited (the “Company”) hereby announces the unaudited interim results for the six months ended 30 June 2012 of the Company and its subsidiaries (collectively the “Group”). The condensed consolidated income statement, condensed consolidated statement of comprehensive income of the Group for the six months ended 30 June 2012 and the condensed consolidated balance sheet of the Group as at 30 June 2012, along with selected explanatory notes, are unaudited and have been reviewed by the Company’s Audit Committee together with the Company’s independent auditor, Baker Tilly Hong Kong Limited.

CONDENSED CONSOLIDATED INCOME STATEMENT*For the six months ended 30 June 2012 – unaudited**(Expressed in Hong Kong dollars)*

		Six months ended 30 June	
		2012	2011
	<i>Note</i>	HK\$'000	HK\$'000
Turnover	2 & 3	603,367	500,643
Cost of sales		<u>(549,960)</u>	<u>(457,767)</u>
Gross profit		53,407	42,876
Other revenue	4	658	793
Other net income	4	3,203	2,037
Selling expenses		(8,007)	(8,347)
General and administrative expenses		<u>(31,068)</u>	<u>(28,278)</u>
Profit before taxation	5	18,193	9,081
Income tax expense	6	<u>(1,149)</u>	<u>(3,500)</u>
Profit for the period and attributable to equity shareholders of the Company		<u>17,044</u>	<u>5,581</u>
Earnings per share	8		
Basic, HK cents		<u>3.94</u>	<u>1.33</u>
Diluted, HK cents		<u>3.93</u>	<u>1.32</u>

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME*For the six months ended 30 June 2012 – unaudited**(Expressed in Hong Kong dollars)*

	Six months ended 30 June	
	2012	2011
	<i>HK\$'000</i>	<i>HK\$'000</i>
Profit for the period	17,044	5,581
Other comprehensive income for the period:		
Exchange differences on translation of financial statements of overseas subsidiaries, net of nil tax	(1,238)	7,353
Total comprehensive income for the period and attributable to equity shareholders of the Company	15,806	12,934

CONDENSED CONSOLIDATED BALANCE SHEET
AT 30 JUNE 2012– UNAUDITED
(Expressed in Hong Kong dollars)

		At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
	<i>Note</i>		
Non-current assets			
Fixed assets	9		
– Property, plant and equipment		216,041	222,924
– Interests in leasehold land held for own use under operating leases		9,835	10,077
Deferred tax assets		8,336	9,224
		234,212	242,225
Current assets			
Inventories		154,365	155,480
Trade and other receivables	10	197,612	205,732
Tax recoverable		30	4,045
Cash and cash equivalents	11	156,892	169,334
		508,899	534,591
Current liabilities			
Trade and other payables	12	210,037	239,726
Dividends payable		456	371
Tax payable		383	3,007
		210,876	243,104
Net current assets		298,023	291,487
Total assets less current liabilities		532,235	533,712
Non-current liabilities			
Deferred tax liabilities		207	207
NET ASSETS		532,028	533,505
CAPITAL AND RESERVES			
Share capital		216,109	216,104
Reserves		315,919	317,401
TOTAL EQUITY		532,028	533,505

Notes:

1 BASIS OF PREPARATION

This interim financial information has been prepared in accordance with the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited, including compliance with Hong Kong Accounting Standard 34, Interim financial reporting (“HKAS 34”), issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”).

The interim financial information has been prepared in accordance with the same accounting policies adopted in the 2011 annual financial statements. The HKICPA has issued a number of amendments to HKFRSs that are first effective for the current accounting period of the Group. The adoption of these amendments to HKFRSs did not result in significant changes to the Group’s accounting policies applied in this interim financial information for the periods presented. The Group has not applied any new standard or amendment that is not yet effective for the current accounting period.

2 SEGMENT REPORTING

The Group is principally engaged in the manufacture and sale of electrical home appliances. In a manner consistent with the way in which information is reported internally to the Group’s senior management for the purposes of resource allocation and performance assessment, the Group has identified five reportable segments on a geographical basis: Japan, United States, the PRC, Europe and rest of the world. The electrical home appliances are manufactured in the Group’s manufacturing facilities located in the PRC. The “rest of the world” segment covers sales of electrical home appliances to customers in Australia, Canada and Hong Kong.

- (a) Information regarding the Group’s reportable segments as provided to the Group’s senior executive management for the purposes of resource allocation and assessment of segment performance for the period is set out below.

For the six months ended 30 June	Electrical home appliances					Total 2012
	United States 2012	The PRC 2012	Japan 2012	Europe 2012	Rest of the world 2012	
	HK\$’000	HK\$’000	HK\$’000	HK\$’000	HK\$’000	HK\$’000
Revenue from external customers	171,947	19,461	249,240	94,966	67,753	603,367
Inter-segment revenue	-	373,985	-	-	548,162	922,147
Reportable segment revenue	171,947	393,446	249,240	94,966	615,915	1,525,514
Reportable segment profit (adjusted EBITDA)	8,889	1,006	12,884	4,909	109,465	137,153
Reportable segment assets	-	480,171	-	-	460,554	940,725
Additional to non-current segment assets during the period	-	10,971	-	-	-	10,971
Reportable segment liabilities	(256)	(160,181)	-	-	(247,699)	(408,136)

2 SEGMENT REPORTING (Continued)

For the six months ended 30 June	Electrical home appliances					Total 2011
	United States 2011	The PRC 2011	Japan 2011	Europe 2011	Rest of the world 2011	
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Revenue from external customers	121,579	4,559	216,503	102,112	55,890	500,643
Inter-segment revenue	-	332,002	-	-	489,560	821,562
Reportable segment revenue	<u>121,579</u>	<u>336,561</u>	<u>216,503</u>	<u>102,112</u>	<u>545,450</u>	<u>1,322,205</u>
Reportable segment profit (adjusted EBITDA)	<u>5,215</u>	<u>200</u>	<u>9,223</u>	<u>4,374</u>	<u>128,876</u>	<u>147,888</u>
Reportable segment assets	-	455,001	-	-	430,952	885,953
Additional to non-current segment assets during the period	-	24,681	-	-	587	25,268
Reportable segment liabilities	(247)	(151,689)	-	-	(219,926)	(371,862)

2 SEGMENT REPORTING (Continued)

(b) Reconciliations of reportable segment revenue, profit or loss, assets and liabilities

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
Revenue		
Reportable segment revenue	1,525,514	1,322,205
Elimination of inter-segment revenue	(922,147)	(821,562)
Consolidated turnover	603,367	500,643
Profit		
Reportable segment profit	137,153	147,888
Elimination of inter-segment profits	(105,962)	(126,527)
Reportable segment profit derived from Group's external Customers	31,191	21,361
Other revenue and net income	3,861	2,830
Depreciation and amortisation	(16,859)	(15,110)
Consolidated profit before taxation	18,193	9,081

2 SEGMENT REPORTING (Continued)

(b) Reconciliations of reportable segment revenue, profit or loss, assets and liabilities (continued)

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Assets		
Reportable segment assets	940,725	1,131,835
Elimination of inter-segment receivables	(205,980)	(368,288)
	734,745	763,547
Tax recoverable	30	4,045
Deferred tax assets	8,336	9,224
	743,111	776,816
Liabilities		
Reportable segment liabilities	(408,136)	(376,711)
Elimination of inter-segment payables	198,099	136,985
	(210,037)	(239,726)
Dividends payable	(456)	(371)
Tax payable	(383)	(3,007)
Deferred tax liabilities	(207)	(207)
	(211,083)	(243,311)

3 SEASONALITY OF OPERATIONS

The Group normally experiences higher demands in the second half of the year and, as a result, reports lower revenue and results in the first half of the year.

4 OTHER REVENUE AND NET INCOME

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
Other revenue		
Bank interest income	658	793
Other net income		
Net exchange (loss)/gain	(1,173)	1,346
Net loss on disposal/write-off of property, plant and equipment	(349)	(101)
Net gain/(loss) on disposal of scrap materials	1,446	(514)
Forfeiture of benefits upon termination of a provident fund scheme	3,305	-
Sundry (expenses)/income	(26)	1,306
	3,203	2,037

5 PROFIT BEFORE TAXATION

Profit before taxation is arrived after charging/(crediting):

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
(a) Staff costs		
Salaries, wages and other benefits	59,274	72,380
Discretionary bonuses	700	750
Contributions to defined contribution retirement plans	9,080	7,272
Equity settled share-based payment transactions	-	(7)
	69,054	80,395
(b) Other items		
Cost of inventories sold [#]	549,960	457,767
Amortisation of interests in leasehold land held for the own use under operating leases	206	201
Depreciation	16,653	14,909
Loss on disposal/write-off of property, plant and equipment	349	101
Product development costs	80	202

[#] Cost of inventories includes HK\$68,912,000 (six months ended 30 June 2011: HK\$80,057,000) relating to staff costs and depreciation, which amounts are also included in the respective total amounts disclosed separately above or in note 5(a) for each of these types of expenses.

6 INCOME TAX IN THE CONDENSED CONSOLIDATED INCOME STATEMENT

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
Current tax – Hong Kong Profits Tax		
Provision for the period	2,058	116
Over-provision in respect of prior years	(1,765)	-
	<u>293</u>	<u>116</u>
Current tax – PRC Enterprise Income Tax		
Provision for the period	-	3,384
Deferred tax		
Origination and reversal of temporary differences	856	-
	<u>1,149</u>	<u>3,500</u>

The provision for Hong Kong Profits Tax is calculated at 16.5% (six months ended 30 June 2011:16.5%) of the estimated assessable profits for the period. Taxation for subsidiaries outside Hong Kong is charged at the appropriate current rate of taxation ruling at the relevant tax jurisdictions.

7 DIVIDENDS

- (i) Dividends payable to equity shareholders of the Company attributable to the interim period:

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
Interim dividend declared and approved after the interim period of 2 HK cents per ordinary share (six months ended 30 June 2011:2 HK cents per ordinary share)	8,644	8,523

The interim dividend has not been recognised as a liability at the balance sheet date.

- (ii) Dividends payable to equity shareholders of the Company attributable to the previous financial year, approved and paid during the interim period:

	Six months ended 30 June	
	2012	2011
	HK\$'000	HK\$'000
Final dividend in respect of previous financial year ended 31 December 2011, approved and paid of 4 HK cents (year ended 31 December 2010: 4 HK cents) per ordinary share	17,289	17,037

8 EARNINGS PER SHARE

The calculation of basic earnings per share is based on the profit attributable to equity shareholders of the Company of HK\$17,044,000 (six months ended 30 June 2011: HK\$5,581,000) and the weighted average number of 432,208,908 (six months ended 30 June 2011: 418,827,569) ordinary shares in issue during the interim period.

The calculation of diluted earnings per share is based on the profit attributable to equity shareholders of the Company of HK\$17,044,000 (six months ended 30 June 2011: HK\$5,581,000) and the weighted average number of 433,171,478 (six months ended 30 June 2011: 422,852,262) ordinary shares.

9 FIXED ASSETS

	Property, plant and equipment HK\$'000	Interests in leasehold land held for own use under op- erating leases HK\$'000	Total fixed assets HK\$'000
Cost:			
At 1 January 2011	446,891	15,812	462,703
Exchange adjustments	8,439	367	8,806
Additions	25,268	-	25,268
Disposals/write-off	(1,340)	-	(1,340)
At 30 June 2011	479,258	16,179	495,437
Accumulated amortisation and depreciation:			
At 1 January 2011	246,784	5,812	252,596
Exchange adjustments	4,217	136	4,353
Charge for the period	14,909	201	15,110
Disposals/write-off	(1,043)	-	(1,043)
At 30 June 2011	264,867	6,149	271,016
Carrying value:			
At 30 June 2011	214,391	10,030	224,421
	Property, plant and equipment HK\$'000	Interests in leasehold land held for own use under op- erating leases HK\$'000	Total fixed assets HK\$'000
Cost:			
At 1 January 2012	499,906	16,589	516,495
Exchange adjustments	(1,485)	(59)	(1,544)
Additions	10,971	-	10,971
Disposals/write-off	(3,904)	-	(3,904)
At 30 June 2012	505,488	16,530	522,018
Accumulated amortisation and depreciation:			
At 1 January 2012	276,982	6,512	283,494
Exchange adjustments	(743)	(23)	(766)
Charge for the period	16,653	206	16,859
Disposals/write-off	(3,445)	-	(3,445)
At 30 June 2012	289,447	6,695	296,142
Carrying value:			
At 30 June 2012	216,041	9,835	225,876
At 31 December 2011	222,924	10,077	233,001

10 TRADE AND OTHER RECEIVABLES

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Trade debtors	172,276	180,718
Other debtors	12,193	11,032
Deposits and prepayments	13,143	13,982
	197,612	205,732

The aging analysis of trade debtors as of the balance sheet date is as follows:

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Current	149,108	161,292
Less than 1 month past due	15,784	16,699
1 to 3 months past due	3,589	1,752
More than 3 months but less than 12 months past due	3,681	961
More than 12 months past due	114	14
Amounts past due	23,168	19,426
	172,276	180,718

Individual credit evaluations are performed on all customers requiring credit over a certain amount. These evaluations focus on the customer's past history of making payments when due and current ability to pay, and take into account information specific to the customer as well as pertaining to the economic environment in which the customer operates. Trade debtors are due within 30 to 90 days from the date of billing.

11 CASH AND CASH EQUIVALENTS

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Bank deposits	136,184	23,262
Cash at bank and in hand	20,708	146,072
	156,892	169,334

12 TRADE AND OTHER PAYABLES

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Trade creditors	165,264	191,171
Accrued charges and other payables	44,773	48,555
	210,037	239,726

The aging analysis of trade creditors as of the balance sheet date is as follows:

	At 30 June 2012 HK\$'000	At 31 December 2011 HK\$'000
Due within 1 month or on demand	163,448	188,354
Due after 1 month but within 3 months	978	2,117
Due after 3 months but within 12 months	582	505
Due after 12 months	256	195
	165,264	191,171

INTERIM DIVIDEND

At a meeting held on 31 August 2012, the Board proposed an interim dividend of 2 HK cents (2011: 2 HK cents) per ordinary share.

	Six months ended	
	30 June 2012	30 June 2011
	<i>HK\$'000</i>	<i>HK\$'000</i>
Interim, proposed, of 2 HK cents (2011: 2 HK cents) per ordinary share	8,644	8,523

In order to qualify for the interim dividend, all transfers accompanied by the relevant share certificates must be lodged with the Company's share registrars, Computershare Hong Kong Investor Services Limited, at Rooms 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong by 4:30 p.m. on Tuesday, 18 September 2012. The interim dividend will be payable on or about Tuesday, 9 October 2012 to shareholders whose names appear on the register of members at the close of business on Friday, 21 September 2012.

The book of transfers and register of members will be closed from Wednesday, 19 September 2012 to Friday, 21 September 2012, both days inclusive, during such period no transfer of shares will be registered.

BUSINESS HIGHLIGHTS

In the first half of 2012, we have seen strong growth in our Asia Pacific and US business due to successful launch of several new products in the grooming and lifestyle product categories. The turnover of the Group was HK\$603,367,000 in the first six months of 2012, representing an increase of 20.52 % compared with turnover for the corresponding period in 2011. The Group's net profit was HK\$17,044,000 compared with a HK\$5,581,000 net profit for the corresponding period in 2011, representing an increase of 205%.

During the same period, the Group strived to step up control in our administrative and labour costs. The Group invested in more automation equipment such as robotic arms in both injection molding and painting departments, and introduced more cell production units at the assembly lines to improve our production efficiency. The Group continued to develop new products by using more semi-automatic processes in first half of 2012 and expect to launch more new products during the second half of 2012.

Our Corporate Social Responsibility programs began to have results as the staff/students participating in the "Teaching Company Scheme" under the University-Industry Collaboration Programme of the Innovation and Technology Fund ("ITF") have started research projects that would culminate their attainment in PhD and Masters degrees. Currently we have one PhD candidate and four Master candidates enrolled in this program. Because of success of this programme, the Group will continue to recruit top students who have recently graduated with Bachelor's degrees to participate in this programme to work in our ID design and R&D projects that will bring benefits not only to the staff/students but also the Group.

Management from the Group also gave lectures at Fudan University, Hong Kong Polytechnic University and participated in Mentorship programme for Junior Chamber International (JCI) Hong Kong.

With the focus to improve production efficiency to free up more production capacity, we expect turnover will continue to increase in the next twelve months without the need to expand our production facilities. However, if the 20 percent plus turnover growth rate continues, management anticipates the Nansha factory will reach its full production capacity sometime in 2015. The Group's management team will continue to find suitable sites for future expansion.

PROSPECTS FOR THE SECOND HALF OF 2012

The Group has a number of new products to launch during the second half of 2012. The Group's management was pleased with the new strategy to focus on fewer customers and fewer new product categories so the most appropriate resources available can be allocated to achieve the best results. The Group will continue to implement this new strategy, and expect the turnover and margins will continue to improve.

The management was pleased with the results of production efficiency programmes which have started three years to modernize our manufacturing processes; and the management team is committed to continue to invest in semi-automation processes in the next few years to increase our competitiveness in the manufacturing industry.

During the first half of 2012, the Group remained focused on developing and launching more grooming/shaving and environmental/lifestyle products. Because of the weak European and US markets, the Group's management will focus on developing more new products with her customers to capture more market shares in Asia Pacific and the emerging markets during the second half of 2012 to diversify market risk. The Group's management also hopes to increase sales turnover and improve gross margins with this Asia Pacific/China strategy. The Group's management team will continue to find opportunities globally in the foreseeable future, with more emphasis placed on Asia Pacific market and Mainland China market.

FINANCIAL POSITION

The liquidity position of the Group was satisfactory. The current ratio was 2.41 as of 30 June, 2012 (31 December 2011: 2.20).

Bank balances and cash were HK\$156,892,000 as of 30 June, 2012, representing a decrease of HK\$8,493,000 over that of the same period of the previous year. The change was mainly due to cash used in dividends paid out at fiscal year ended of 2011.

There was no bank borrowing as of 30 June 2012 (31 December 2011: Nil), and the Group had no contingent liabilities as of 30 June 2012 (31 December 2011: Nil).

CHARGE ON ASSETS

The Group has no charges on assets as of 30 June 2012.

FOREIGN EXCHANGE EXPOSURE

Most of the Group's transactions were conducted in the United States Dollars, Hong Kong Dollars and Renminbi. The Group does not foresee any substantial exposure to foreign currency fluctuations and thus use of financial instruments for exchange rate hedging purpose is not considered.

STAFF

The Group currently employs approximately 36 Hong Kong staff members and has participated in the Mandatory Provident Fund Scheme and defined contribution pension schemes. Our factory in the mainland China employs about 500 staff members. Workers employed directly or indirectly by the factory ranged from 3,000 to 4,000 persons during the period.

The Group's remuneration policies and share option scheme remained the same as revealed in the annual report 2011.

On behalf of the Board, I would like to extend the Board's appreciation to all our staff members for their hard work and dedication throughout the period.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the period.

CORPORATE GOVERNANCE

Throughout the period, the Company was in compliance with the Code of Corporate Governance Practices (the "CG Code") as set out in Appendix 14 to The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules"), with deviations from code provision A.4.1 of the CG Code in respect of the service term of independent non-executive directors.

Under code provision A.4.1 of the CG Code, non-executive directors (including independent non-executive directors) should be appointed for a specific term and subject to retirement by rotation.

None of the existing Independent Non-Executive Directors of the Company is appointed for a specific term. This constitutes a deviation from code provision A.4.1 of the CG Code. However, all Independent Non-Executive Directors are subject to retirement by rotation and re-election at the annual general meeting of the Company in accordance with the provisions of the Company's articles of association ("Articles of Association"). The Company has also received the annual confirmation of independence from each of the Independent Non-executive Director and has grounds to believe that they continue to be independent of the Company. As such, the Company considers that sufficient measures have been taken to ensure that the standard of the Company's corporate governance practices is not lower than those required in the CG Code.

MODEL CODE

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules (the "Model Code") as its own code of conduct regarding securities transactions by the Directors. Having made specific enquiry of the Directors, all the Directors confirmed that they had complied with the required standards as set out in the Code during the six months ended 30 June 2012.

REMUNERATION COMMITTEE

A Remuneration Committee has been established in accordance with the requirements of the CG Code.

The Remuneration Committee comprises two Executive Directors, Mr. Wong, John Ying Man and Mr. Wong, Raymond Man Hin; and three Independent Non-Executive Directors, Mr. Leung, Michael Kai Hung (Chairman), Mr. Fan, Anthony Ren Da and Mr. Ng Yiu Ming.

AUDIT COMMITTEE

The written terms of reference which describe the authority and duties of the Audit Committee were prepared and adopted with reference to “A Guide for The Formation of An Audit Committee” published by the Hong Kong Institute of Certified Public Accountants.

The Audit Committee of the Company has reviewed the accounting practices and principles adopted by the Group and discussed auditing, internal control and financial reporting matters with the management of the Group including the review of the interim results and the interim financial information for the six months ended 30 June 2012.

NOMINATION COMMITTEE

A Nomination Committee has been established in accordance with the requirements of the CG Code. The Nomination Committee comprises three Independent Non-Executive Directors, Mr. Leung, Michael Kai Hung, Mr. Fan, Anthony Ren Da and Mr. Ng Yiu Ming (Chairman).

DISCLOSURE OF INFORMATION ON THE STOCK EXCHANGE’S WEBSITE

The interim financial information 2012 will be published on the websites of The Stock Exchange of Hong Kong Limited (www.hkexnews.hk) and the Company (www.raymondfinance.com) in due course.

By Order of the Board
Wong, Wilson Kin Lae
Chairman

Hong Kong, 31 August 2012

As at the date of this announcement, the Board comprises the following Directors:

Executive Directors:

Mr. Wong, Wilson Kin Lae; Mr. Wong, John Ying Man; Mr. Wong, Raymond Man Hin and Mr. Mok Kin Hing

Non-Executive Directors:

Dr. Wong, Philip Kin Hang, *GBS, JP, LLD, DH*; Mr. Xiong Zhengfeng and Ms. Li Yinghong

Independent Non-Executive Directors:

Mr. Leung, Michael Kai Hung; Mr. Fan, Anthony Ren Da and Mr. Ng Yiu Ming

Alternate Directors:

Mr. Wong, David Ying Kit (alternate to Dr. Wong, Philip Kin Hang)
Mr. Zhang Yuankun (alternate to Mr. Wong, Wilson Kin Lae)