



# SAM WOO HOLDINGS LIMITED

## 三和集團有限公司\*

(Incorporated in Bermuda with limited liability)

(Stock Code: 2322)

### ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31 MARCH 2006

The board (the “Board”) of directors (the “Directors”) of Sam Woo Holdings Limited (the “Company”) announces the audited consolidated annual results of the Company and its subsidiaries (together, the “Group”) for the year ended 31 March 2006 prepared in accordance with the accounting principles generally accepted in Hong Kong, together with comparative figures for the previous financial year, as follows:

#### CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31 MARCH 2006

	<i>Note</i>	<b>2006</b> <i>HK\$'000</i>	<b>2005</b> <i>HK\$'000</i>
Turnover		<b>104,803</b>	62,498
Cost of sales		<b>(83,793)</b>	(62,711)
Gross profit/(loss)		<b>21,010</b>	(213)
Other income		<b>16,722</b>	1,110
Administrative expenses		<b>(23,754)</b>	(22,939)
Transfer from/(to) deferred income		<b>936</b>	(936)
Operating profit/(loss)	3	<b>14,914</b>	(22,978)
Finance costs	4	<b>(12,517)</b>	(6,668)
Profit/(loss) before income tax		<b>2,397</b>	(29,646)
Income tax credit	5	<b>1,979</b>	4,797
Profit/(loss) for the year		<b>4,376</b>	(24,849)
Attributable to:			
Equity holders of the Company		<b>4,376</b>	(24,849)
Earnings/(loss) per share attributable to the equity holders of the Company during the year			
Basic and diluted	7	<b>HK1.46 cents</b>	HK(8.28 cents)

**CONSOLIDATED BALANCE SHEET  
AS AT 31 MARCH 2006**

	<i>Note</i>	<b>2006 HK\$'000</b>	2005 HK\$'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Plant and equipment		255,603	295,493
Deferred tax assets		1,401	911
		<u>257,004</u>	<u>296,404</u>
<b>Current assets</b>			
Trade receivables	8	20,875	20,545
Deposits, prepayments and other receivables		5,849	2,575
Inventories		9,822	10,848
Amounts due from customers for contract work		15,105	16,115
Tax recoverable		–	710
Cash and bank balances			
Unrestricted		1,928	3,966
Restricted		46,782	46,600
		<u>100,361</u>	<u>101,359</u>
<b>Total assets</b>		<u><b>357,365</b></u>	<u><b>397,763</b></u>
<b>EQUITY</b>			
<b>Capital and reserves attributable to the Company's equity holders</b>			
Share capital		30,000	30,000
Reserves		102,745	98,369
<b>Total equity</b>		<u>132,745</u>	<u>128,369</u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Loan from a director		40,152	36,765
Long-term liabilities		727	19,750
Deferred tax liabilities		29,436	32,827
		<u>70,315</u>	<u>89,342</u>
<b>Current liabilities</b>			
Trade payables	9	5,425	7,011
Accruals and other payables		9,048	7,806
Deferred income		–	936
Amounts due to related companies		3,598	–
Amounts due to directors		17,655	–
Short-term borrowings		39,040	69,015
Current portion of long-term liabilities		17,523	37,149
Taxation payable		1,576	–
Bank overdrafts		60,440	58,135
		<u>154,305</u>	<u>180,052</u>
<b>Total liabilities</b>		<u>224,620</u>	<u>269,394</u>
<b>Total equity and liabilities</b>		<u><b>357,365</b></u>	<u><b>397,763</b></u>
<b>Net current liabilities</b>		<u><b>(53,944)</b></u>	<u><b>(78,693)</b></u>
<b>Total assets less current liabilities</b>		<u><b>203,060</b></u>	<u><b>217,711</b></u>

Notes:

## 1. Basis of preparation

### (i) The adoption of Hong Kong Financial Reporting Standards

The financial statements of the Company have been prepared under the historical cost convention and, in accordance with Hong Kong Financial Reporting Standards (“HKFRS”) issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”).

The adoption of new/revised HKFRS

In 2005, the Group adopted the following new and revised HKFRS and Hong Kong Accounting Standards (“HKAS”) (collectively the new HKFRSs), which are effective for accounting periods commencing on or after 1 January 2005 and relevant to the operations of the Group:

HKAS 1	Presentation of Financial Statements
HKAS 2	Inventories
HKAS 7	Cash Flow Statements
HKAS 8	Accounting Policies, Changes in Accounting Estimates and Errors
HKAS 10	Event after the Balance Sheet Date
HKAS 11	Construction Contracts
HKAS 16	Property, Plant and Equipment
HKAS 17	Leases
HKAS 18	Revenue
HKAS 19	Employee Benefits
HKAS 21	The Effects of Changes in Foreign Exchange Rates
HKAS 23	Borrowing Costs
HKAS 24	Related Party Disclosures
HKAS 27	Consolidated and Separate Financial Statements
HKAS 32	Financial Instruments: Disclosures and Presentation
HKAS 33	Earnings Per Share
HKAS 36	Impairment of Assets
HKAS 39	Financial Instruments: Recognition and Measurement
HKAS 39 Amendment	Transition and Initial Recognition of Financial Assets and Financial Liabilities
HKFRS 2	Share-based Payments
HKFRS 3	Business Combination

The adoption of new/revised HKASs 1, 2, 7, 8, 10, 11, 16, 17, 18, 19, 21, 23, 24, 27, 32, 33, 36, 39, 39 Amendment and HKFRSs 2 and 3 did not result in substantial changes to the Group’s accounting policies. In summary:

- HKAS 1 has affected the presentation of the financial statements.
- HKAS 24 has affected the identification of related parties and some other related party disclosures.
- HKASs 2, 7, 8, 10, 11, 16, 17, 18, 19, 21, 23, 27, 32, 33, 36, 39, 39 Amendment and HKFRSs 2 and 3 have no material effect on the Group’s accounting policies.

#### Application of merger accounting

The Group applied the Accounting Guideline No. 5 – “Merger Accounting for Common Control Combination”, using the principles of merger accounting to account for the acquisition of Master View Co., Ltd. (“Master View”) which took place during the year.

The acquisition is a combination of businesses under common control since Mr. Lau Chun Ming is the substantial shareholder of both the Company and Master View. As a result, the Group accounted for the acquisition in a manner similar to a uniting of interests, whereby the assets and liabilities acquired are accounted for at historical cost to the Group. The consolidated financial statements have been restated to give effect to the acquisition with all periods presented as if the operations of the Group and Master View have always been combined. The difference between the purchase consideration and the issued share capital of Master View of HK\$7 has been adjusted against equity.

The effect of adopting merger accounting to account for the acquisition of Master View to the consolidated financial statements for the Group is as follows:

The consolidated balance sheet as at 31 March 2006:

	The Group HK\$’000	Master View HK\$’000	Adjustments (Note) HK\$’000	Consolidated HK\$’000
Total assets	284,227	73,142	(4)	357,365
Total liabilities	(157,761)	(66,863)	4	(224,620)
	<u>126,466</u>	<u>6,279</u>	<u>–</u>	<u>132,745</u>
Share capital	30,000	–	–	30,000
Share premium	27,913	–	–	27,913
Merger reserve	(12,974)	–	–	(12,974)
Retained profit	81,527	6,279	–	87,806
	<u>126,466</u>	<u>6,279</u>	<u>–</u>	<u>132,745</u>

The consolidated balance sheet as at 31 March 2005:

	The Group HK\$'000	Master View HK\$'000	Adjustments (Note) HK\$'000	Consolidated HK\$'000
Total assets	325,951	71,812	–	397,763
Total liabilities	(194,907)	(74,487)	–	(269,394)
	<u>131,044</u>	<u>(2,675)</u>	<u>–</u>	<u>128,369</u>
Share capital	30,000	–	–	30,000
Share premium	27,913	–	–	27,913
Merger reserve	(12,974)	–	–	(12,974)
Retained profit/(accumulated loss)	86,105	(2,675)	–	83,430
	<u>131,044</u>	<u>(2,675)</u>	<u>–</u>	<u>128,369</u>

Note:

The investment of the Group in Master View and the share capital of Master View, which are eliminated (with the difference credited to merger reserve), are not reflected in the above as the amounts involved are HK\$1 and HK\$8 respectively only.

The consolidated income statement for the year ended 31 March 2006:

	The Group HK\$'000	Master View HK\$'000	Adjustments HK\$'000	Consolidated HK\$'000
(Loss)/profit attributable to equity holders of the Group	<u>(4,578)</u>	<u>8,954</u>	<u>–</u>	<u>4,376</u>

The consolidated income statement for the year ended 31 March 2005:

Loss attributable to equity holders of the Group	<u>(22,174)</u>	<u>(2,675)</u>	<u>–</u>	<u>(24,849)</u>
--	-----------------	----------------	----------	-----------------

(ii) *Standards, amendments and interpretations which are not yet effective*

The following new standards, amendments and interpretations to existing standards have been published that are mandatory for accounting periods beginning on or after 1 January 2006 or later periods:

Effective from 1 January 2006

HKAS 19 Amendment	Employee Benefits – Actuarial Gains and Losses, Group Plans and Disclosures
HKAS 39 Amendment	Cash Flow Hedge Accounting of Forecast Intragroup Transactions
HKAS 39 Amendment	The Fair Value Option
HKAS 39 and HKFRS 4 Amendment	Financial Guarantee Contracts
HKFRS 1	First-time Adoption of Hong Kong Financial Reporting Standards
HKFRS – Int 4	Determining whether an Arrangement contains a Lease

Effective from 1 January 2007

HKAS 1 Amendment	Capital Disclosures
HKFRS 7	Financial Instruments: Disclosures

The Group has not early adopted these new standards but has already commenced an assessment of their impact. The Group is not yet in a position to state whether these changes would have a significant impact on its results of operations and financial position.

## 2. Segmental information

### (a) Business segments – primary reporting format

	Foundation works HK\$'000	Trading of machinery and equipment HK\$'000	Vessel chartering HK\$'000	Total HK\$'000
<b>Year ended 31 March 2006</b>				
Turnover	43,649	10,531	50,623	104,803
Segment results	1,678	7,757	15,012	24,447
Interest income				1,253
Unallocated expenses				(10,786)
Operating profit				14,914
Finance costs				(12,517)
Income tax credit				1,979
Profit attributable to equity holders of the Company				4,376
<b>As at 31 March 2006</b>				
Segment assets	224,651	9,149	73,141	306,941
Unallocated assets				50,424
Total assets				357,365
Segment liabilities	45,610	70	66,859	112,539
Unallocated liabilities				112,081
Total liabilities				224,620
<b>Year ended 31 March 2006</b>				
Capital expenditure	806	–	–	806
Depreciation	19,502	–	2,441	21,943
	Foundation works HK\$'000	Trading of machinery and equipment HK\$'000	Vessel chartering HK\$'000	Total HK\$'000
<b>Year ended 31 March 2005</b>				
Turnover	55,824	6,674	–	62,498
Segment results	(14,541)	5,177	(1,499)	(10,863)
Interest income				239
Unallocated expenses				(12,354)
Operating loss				(22,978)
Finance costs				(6,668)
Income tax credit				4,797
Loss attributable to equity holders of the Company				(24,849)
<b>As at 31 March 2005</b>				
Segment assets	263,782	9,896	71,812	345,490
Unallocated assets				52,273
Total assets				397,763
Segment liabilities	102,487	108	74,487	177,082
Unallocated liabilities				92,312
Total liabilities				269,394
<b>Year ended 31 March 2005</b>				
Capital expenditure	86	–	68,874	68,960
Depreciation	23,666	7	203	23,876
Provision for impairment of receivables	27	–	–	27

### (b) Geographical segments – secondary reporting format

All assets and operations related to the construction business of the Group are located in Hong Kong. The vessel chartering business is carried out worldwide and cannot be allocated into any meaningful geographical segments. Accordingly, geographical segment information is not presented.

### 3. Operating profit/(loss)

	2006 <i>HK\$'000</i>	2005 <i>HK\$'000</i>
Operating profit/(loss) is stated after charging:		
Cost of inventories sold	3,272	1,574
Direct cost of vessel chartering	32,869	1,398
Staff costs, excluding directors' emoluments		
– wages and salaries	13,135	15,806
– contributions to retirement scheme	501	636
Auditors' remuneration	800	700
Depreciation		
– owned plant and equipment	18,432	16,854
– leased plant and equipment	3,511	7,022
Operating lease rentals in respect of land and buildings	3,429	1,732
Vessel hiring expense	3,200	905
Provision for impairment of receivables	–	27

### 4. Finance costs

	2006 <i>HK\$'000</i>	2005 <i>HK\$'000</i>
Interest expense:		
– bank loans and overdrafts	5,472	3,947
– loan from a director	2,693	204
– other loan, secured	3,366	972
– finance leases	986	1,545

### 5. Income tax credit

Hong Kong profits tax has been provided at the rate of 17.5% (2005: 17.5%) on the estimated assessable profit for the year.

	2006 <i>HK\$'000</i>	2005 <i>HK\$'000</i>
Hong Kong profits tax		
Current income tax	1,902	488
Deferred income tax	(3,881)	(5,285)

### 6. Dividends

The directors do not recommend the payment of dividend in respect of the year ended 31 March 2006 (2005: Nil).

### 7. Earnings/(loss) per share

Basic earnings/(loss) per share is calculated by dividing the consolidated profit attributable to equity holders of the Company of approximately HK\$4,376,000 (2005: loss of HK\$24,849,000) by 300,000,000 (2005: 300,000,000) ordinary shares in issue during the year.

The exercise of share options would have no dilutive effect on the earnings/(loss) per share for the years ended 31 March 2005 and 2006.

### 8. Trade receivables

Receivables in respect of contracting work in progress are usually received within one month after the issuance of architects' certificates. Retention held by customers for contract works included in trade receivables amounted to HK\$5,503,000 (2005: HK\$7,679,000). The ageing analysis of the remaining trade receivables is as follows:

	2006 <i>HK\$'000</i>	2005 <i>HK\$'000</i>
0 to 90 days	9,983	7,977
91 to 180 days	801	106
181 to 365 days	953	939
More than one year	3,635	3,844

### 9. Trade payables

Retention payable included in trade payables amounted to HK\$149,000 (2005: HK\$131,000). The ageing analysis of the remaining trade payables is as follows:

	2006 <i>HK\$'000</i>	2005 <i>HK\$'000</i>
0 to 90 days	3,149	5,063
91 to 180 days	194	33
181 to 365 days	360	19
More than one year	1,573	1,765

## MANAGEMENT DISCUSSION & ANALYSIS

### **Business and Financial Review**

The Group recorded a turnover of HK\$104.8 million for the financial year ended 31 March 2006 (the “Year”) as compared to that of HK\$62.5 million for the year ended 31 March 2005 (the “Previous Year”). The acquisition of a vessel-holding company, namely Master View Co., Ltd. (“Master View”), which has been accounted for by merger accounting, contributed a turnover of HK\$50.6 million to the Group in the Year, partially compensated the effect of the HK\$12.2 million drop in revenue from foundation projects. The rise in gross profit is attributable to results of the vessel-chartering operation of Master View and a marine foundation project. Detailed analyses of the effect of the acquisition of Master View and the vessel operation are set forth in note 1 and note 2 above respectively.

The Group recognized HK\$16.7 million of other income in the Year, of which HK\$15.0 million is related to the receipt of a previously written-off receivable for variation contract works. A deferred income of HK\$0.9 million from the Previous Year relating to the marine foundation project was also recognized in the Year when the project has reached a certain stage of completion.

The rise in the Group’s finance costs is mainly due to inclusion of Master View’s cost of financing for its vessel amounting to approximately HK\$6.1 million in the Year.

Overall, the Group has achieved a turnaround from Previous Year’s loss position and reports a HK\$14.9 million operating profit and HK\$4.4 million profit after tax for the Year.

### *Construction Contracts*

Competition in the local construction market remained stiff and cautions were exercised by the Group in tendering for projects. The Group continued to work on the marine piling project which commenced in the Previous Year and contracted for the foundation works of an industrial building construction project, both of which are expected to complete in the financial year 2006/07 and provide a reasonable rate of return.

It is usual for variations, both in technical specifications and scope of work, to arise out of construction projects. The Group is always committed to discharging its contract duties and fulfilling customers’ needs despite any variations which may develop in the process. Settlement for variation works are usually negotiated between the parties involved after completion of the construction project. The Group has successfully collected favourable settlement for variation works in the Year and the Previous Year. Management foresees that settlement for variation works of a couple other completed contracts can be crystallised in the current year.

### *Machinery Trading*

The fast economic growth in mainland China and the Middle East created great demand for construction expertise and machinery in the past few years. The relatively long lead time and rising material cost for the production of heavy construction machinery further drove up the demand and prices of pre-owned machinery. The Group has been receiving enquiries expressing interest to acquire various types of its construction machinery and equipment during the Year and sees now as the right time to expand its machinery trading business. A few sale transactions of machinery have been concluded during the Year with further growth expected in the current year.

### *Vessel Chartering*

The Group has acquired ownership of a heavy-lift type transport vessel (“Vessel”) through its acquisition of Master View in March 2006. The Vessel was acquired by Master View in 2005 and had embarked on three voyages for the shipment of over-sized cargoes, including oil rigs and other vessels, prior to being taken over by the Group. Since then, the Vessel has been undergoing upgrading works to enhance operational efficiency and has been put back in operation in June 2006.

The heavy transport industry is very much dominated by no more than two operators, which together control over 80% of the heavy transport shipping capacity in the world. There are approximately twenty heavy-lift semi-submersible vessels in operation presently, with less than ten of similar and comparable size to the Vessel. Given such limited capacity, the Group envisages immense opportunities to follow its initial stride into the business and is actively exploring means to expand its presence and capacity in the industry.

### **Liquidity, Financial Resources, Capital Structure and Gearing**

The acquisition of Master View, which was accounted for by merger accounting, has rendered considerable incremental impact on the Group’s total assets and total liabilities as at 31 March 2006 and 31 March 2005. Such effects are being summarized in note 2 to the financial statements.

As at 31 March 2006, the Group had cash and bank balances of HK\$48.7 million (31 March 2005: HK\$50.6 million) and total borrowings of HK\$157.9 million (31 March 2005: HK\$220.8 million). Current portion of long term borrowings, short term borrowings and bank overdrafts as at 31 March 2006 amounted to HK\$117.0 million (31 March 2005: HK\$164.3 million). The Group’s gearing ratio as at 31 March 2006, calculated by dividing net borrowings by total equity, was 0.82 (31 March 2005: 1.33). Interest on the Group’s borrowings was mainly on floating rate basis. The reduction in gearing was mainly attributable to the enhanced cash flow from operating activities.

Although the level of debts falling due in the short term remains high, the Group has already administered procedures to alleviate pressure on its short term cash flow. Several transactions of equipment sales have been completed in the few months subsequent to the end of the Year and have brought over HK\$30 million of net cash flow to the Group. With its Vessel back in operation since last month, the Group envisages a stable stream of revenue from shipping operation can be established to strengthen its liquidity.

Operations of the Group are mainly conducted in Hong Kong Dollars (“HK\$”) and United States Dollars (“US\$”) and its revenue, expenses, assets, liabilities and borrowings are principally denominated in HK\$ and US\$, which do not pose significant foreign currency risk at present.

## **CHARGES ON THE GROUP'S ASSETS**

The net book values of machinery and equipment held under finance leases and pledged for long-term bank loans amounted to HK\$41.6 million and HK\$35.6 million respectively. A vessel with net book value of HK\$66.2 million is pledged to secure for other loan. Certain banking facilities are secured by bank deposits of HK\$46.8 million.

## **EMPLOYEES AND REMUNERATION POLICIES**

The Group has about 49 (excluding directors) staff members as at 31 March 2006 and provides competitive remuneration packages to employees which commensurate with individual job nature and performance.

The Group adopted a share option scheme as incentive to eligible persons for their contribution to the Group.

## **CONTINGENT LIABILITIES**

As at 31 March 2006, the Group had contingent liabilities of approximately HK\$5.1 million (2005: HK\$12.7 million) in respect of a number of litigations arising in the normal course of its business. These include both claims against the Group and counterclaims made by defendants of actions initiated by the Group. The directors of the Company are of the opinion that the ultimate liability under these proceedings, if any, would not have a material impact on the financial position of the Group.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SHARES**

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

## **CORPORATE GOVERNANCE**

Save as disclosed below, the Company has complied with the code provisions as set out in the Code on Corporate Governance Practices contained in Appendix 14 to the Listing Rules throughout the Year.

The Company revised the terms of reference of its audit committee in July 2005 in order to align the same with the relevant code provisions. The Company also established a remuneration committee in July 2005 with written terms of reference in compliance with the relevant code provisions. Shareholders of the Company had resolved to amend the bye-laws of the Company at its Annual General Meeting held in August 2005 for compliance with code provisions concerning appointments, re-election and removal of directors. The Company's bye-laws, in its original forms, provide that a number nearest to but no more than one third of the total number of directors, are to retire every year and that the chairman of Company is not subject to retirement by rotation. Consequently, two of the directors have been serving on the Board for four consecutive years. At the forthcoming annual general meeting, all Directors, including the chairman of the company, whom have served consecutively for three or more years shall be subject to retirement in accordance with the amended bye-laws. The chairman of the Company, Mr. Lau Chun Ming, also served as chief executive until 19 December 2005. The Board has appointed Mr. Lau Chun Kwok, an executive director of the Company, as chief executive officer on 19 December 2005.

## **MODEL CODE FOR SECURITIES TRANSACTIONS**

The Company has adopted the Model Code for Securities Transactions by Directors set out in Appendix 10 of the Listing Rules as its own code regarding securities transactions by Directors of the Company and its subsidiaries and employees of the Group who are likely to be in possession of unpublished price-sensitive information of the Company. All the Directors have confirmed their compliance with the codes throughout the Year.

## **AUDIT COMMITTEE AND REVIEW OF FINANCIAL STATEMENTS**

The audit committee, comprising three independent non-executive directors, has reviewed the audited financial statements of the Group for the Year.

The figures in respect of the preliminary announcement of the Group's results for the Year have been agreed by the Group's auditors, PricewaterhouseCoopers and Lau & Au Yeung C.P.A. Limited, to the amounts set out in the Group's draft consolidated financial statements for the Year. The work performed by PricewaterhouseCoopers and Lau & Au Yeung C.P.A. Limited in this respect did not constitute an assurance engagement in accordance with Hong Kong Standards on Auditing, Hong Kong Standards on Review Engagements or Hong Kong Standards on Assurance Engagements issued by the HKICPA and consequently no assurance has been expressed by PricewaterhouseCoopers and Lau & Au Yeung C.P.A. Limited on the preliminary announcement.

## **PUBLICATION OF INFORMATION ON THE WEBSITE OF THE STOCK EXCHANGE**

A detailed results announcement of the Company for the Year containing all information required by paragraphs 45(1) to 45(3) of Appendix 16 to the Listing Rules will be published on the website of the Stock Exchange in due course.

By order of the Board  
**Sam Woo Holdings Limited**  
**LAU Chun Ming**  
Chairman

Hong Kong, 19 July 2006

\* For identification purpose only

As at the date of this announcement, the Board comprises Mr. Lau Chun Ming, Mr. Lau Chun Kwok, Mr. Lau Chun Ka, Ms. Leung Lai So, Mr. Hsu Kam Yee, Simon and Mr. Chan Sun Kwong as executive directors, Mr. Chiu Kam Kun, Eric as non-executive director and Dr. Lee Peng Fei, Allen, Professor Wong Sue Cheun, Roderick and Mr. Chan Wai Dune as independent non-executive directors.

Please also refer to the published version of this announcement in The Standard.