



# 第一拖拉机股份有限公司\*

## FIRST TRACTOR COMPANY LIMITED

(a joint stock limited company incorporated in the People's Republic of China with limited liability)

(Stock Code: 0038)

### 2008 INTERIM RESULTS ANNOUNCEMENT

#### FINANCIAL HIGHLIGHTS

Turnover	:	RMB4,040,685,000
Earnings attributable to equity holders of the parent	:	RMB77,943,000
Earnings per share	:	RMB9.21 cents

The board (the “**Board**”) of directors (the “**Directors**”) of First Tractor Company Limited (the “**Company**”) is pleased to announce the unaudited condensed consolidated interim results of the Company and its subsidiaries (collectively, the “**Group**”) for the six months ended 30 June 2008 (the “**Reporting Period**”) with the comparative figures for the corresponding period in 2007. The condensed consolidated interim financial statements are unaudited, but have been reviewed by the audit committee (the “**Audit Committee**”) of the Company.

The Board does not recommend the payment of any interim dividend for the six months ended 30 June 2008.

**CONDENSED CONSOLIDATED INCOME STATEMENT**

For the six months ended 30 June 2008

		<b>For the six months ended 30 June</b>	
		<b>2008</b>	<b>2007</b>
		<b>Unaudited</b>	<b>Unaudited</b>
		<b>RMB'000</b>	<b>RMB'000</b>
	<i>Notes</i>		
<b>REVENUE</b>	3	<b>4,040,685</b>	3,595,702
Cost of sales		<b>(3,532,576)</b>	(3,141,865)
Gross profit		<b>508,109</b>	453,837
Other income and gains	3	<b>71,064</b>	128,608
Selling and distribution costs		<b>(148,020)</b>	(116,895)
Administrative expenses		<b>(223,517)</b>	(239,395)
Other expenses		<b>(57,764)</b>	(27,324)
Finance costs	4	<b>(21,568)</b>	(14,979)
Share of profits and losses of associates		<b>(2,111)</b>	(3,150)
<b>PROFIT BEFORE TAX</b>	5	<b>126,193</b>	180,702
Tax	6	<b>(38,908)</b>	(50,819)
<b>PROFIT FOR THE PERIOD</b>		<b>87,285</b>	129,883
Attributable to:			
Equity holders of the parent		<b>77,943</b>	119,730
Minority interests		<b>9,342</b>	10,153
		<b>87,285</b>	129,883
<b>EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT</b>	8		
Basic		<b>RMB9.21 cents</b>	RMB15.25 cents

**CONDENSED CONSOLIDATED BALANCE SHEET**

30 June 2008

		<b>As at 30 June 2008 Unaudited RMB'000</b>	<b>As at 31 December 2007 Audited RMB'000</b>
	<i>Notes</i>		
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		<b>1,235,440</b>	1,256,455
Prepaid land premiums		<b>30,416</b>	30,374
Goodwill		<b>52,990</b>	52,990
Interests in associates		<b>18,489</b>	19,800
Available-for-sale investments		<b>131,669</b>	187,150
Loans receivable		<b>214,949</b>	83,554
Deferred tax assets		<b>38,001</b>	28,331
<b>Total non-current assets</b>		<b>1,721,954</b>	1,658,654
<b>CURRENT ASSETS</b>			
Inventories		<b>886,813</b>	841,800
Trade and bills receivables	9	<b>1,443,520</b>	925,946
Loans receivable		<b>168,913</b>	194,215
Bills discounted receivable		<b>127,003</b>	56,053
Prepayments, deposits and other receivables		<b>623,693</b>	465,326
Equity investments at fair value through profit or loss		<b>28,596</b>	47,365
Pledged deposits		<b>263,254</b>	151,640
Cash and cash equivalents		<b>881,190</b>	1,147,084
<b>Total current assets</b>		<b>4,422,982</b>	3,829,429

<b>CURRENT LIABILITIES</b>			
Trade and bills payables	10	<b>1,646,089</b>	1,144,065
Other payables and accruals		<b>597,857</b>	575,971
Customer deposits		<b>128,489</b>	131,231
Due to banks and other financial institutions		<b>20,000</b>	—
Interest-bearing bank borrowings		<b>496,000</b>	459,900
Tax payable		<b>47,961</b>	20,824
Provisions		<b>40,247</b>	34,153
Total current liabilities		<b>2,976,643</b>	2,366,144
<b>NET CURRENT ASSETS</b>		<b>1,446,339</b>	1,463,285
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>3,168,293</b>	3,121,939
<b>NON-CURRENT LIABILITIES</b>			
Interest-bearing bank borrowings		<b>250,000</b>	214,000
Deferred income		<b>108,944</b>	105,154
Deferred tax liabilities		<b>13,709</b>	25,225
Provisions		<b>21,329</b>	24,667
Total non-current liabilities		<b>393,982</b>	369,046
<b>Net assets</b>		<b>2,774,311</b>	2,752,893
<b>EQUITY</b>			
<b>Equity attributable to equity holders of the parent</b>			
Issued capital		<b>845,900</b>	845,900
Reserves		<b>1,744,923</b>	1,703,768
Proposed final dividend		<b>—</b>	25,377
		<b>2,590,823</b>	2,575,045
<b>Minority interests</b>		<b>183,488</b>	177,848
Total equity		<b>2,774,311</b>	2,752,893

NOTES:

**1. BASIS OF PREPARATION AND ACCOUNTING POLICIES**

The unaudited condensed consolidated interim financial statements are prepared in accordance with Hong Kong Accounting Standard (“**HKAS**”) 34 “Interim Financial Reporting”. They have been prepared under the historical cost convention, except for certain equity investments, which have been measured at fair value. The accounting policies and basis of preparation adopted in the preparation of the interim financial statements are the same as those used in the annual financial statements for the year ended 31 December 2007, except for the adoption of the following new and revised Hong Kong Financial Reporting Standards (“**HKFRSs**”) (which also included HKASs and Interpretations), that affect the Group and are adopted for the first time for the current period’s financial statements.

HK(IFRIC) — Int 11	HKFRS 2 — Group and Treasury Share Transactions
HK(IFRIC) — Int 12	Service Concession Arrangements
HK(IFRIC) — Int 14	HKAS 19 — The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction

HK(IFRIC) — Int 11 requires arrangements whereby an employee is granted rights to the Group’s equity instruments to be accounted for as an equity-settled scheme, even if the Group acquires the instruments from another party, or the shareholders provide the equity instruments needed. HK(IFRIC) — Int 11 also address the accounting for share-based payment transactions involving two or more entities within the Group. As the Group currently has no such transactions, the interpretation is unlikely to have any impact on the Group.

HK(IFRIC) — Int 12 requires an operator under public-to-private service concession arrangements to recognise the consideration received or receivable in exchange for the construction services as a financial assets and/or an intangible asset, based on the terms of the contractual arrangements. HK(IFRIC) — Int 12 also addresses how an operator shall apply existing HKFRSs to account for the obligations and the rights arising from service concession arrangements by which a government or a public sector entity grants a contract for the construction of infrastructure used to provide public services and/or for the supply of public services. As the Group currently has no such arrangements, the interpretation is unlikely to have any financial impact on the Group.

HK(IFRIC) — Int 14 addresses how to assess the limit under HKAS19 Employee Benefits on the amount of a refund or a reduction in future contributions in relation to a defined benefit scheme that can be recognised as an asset, in particular, when a minimum funding requirement exists. As the Group currently has no defined benefit scheme, HK(IFRIC) — Int 14 is not applicable to the Group and therefore are unlikely to have any financial impact on the Group.

There was no material impact on the basis of preparation of the unaudited condensed consolidated balance sheet and condensed income statement arising from the above-mentioned accounting standards.

### **Impact of issued but not yet effective HKASs and HKFRSs**

The Group has not applied the following new and revised HKASs and HKFRSs, which have been issued but not yet effective, in these interim financial statements:

HKAS 1 (Revised)	Presentation of Financial Statements <sup>1</sup>
HKAS 1 and HKAS 32 (Amendments)	Puttable Financial Instruments and Obligations arising on Liquidation <sup>1</sup>
HKAS 23 (Revised)	Borrowing Costs <sup>1</sup>
HKAS 27 (Revised)	Consolidated and Separate Financial Statements <sup>3</sup>
HKFRS 2 (Amendment)	Share-based Payments — Vesting Conditions and Cancellations <sup>1</sup>
HKFRS 3 (Revised)	Business Combinations <sup>3</sup>
HKFRS 8	Operating Segments <sup>1</sup>
HK(IFRIC) — Int 13	Customer Loyalty Programmes <sup>2</sup>

<sup>1</sup> Effective for annual periods beginning on or after 1 January 2009

<sup>2</sup> Effective for annual periods beginning on or after 1 July 2008

<sup>3</sup> Effective for annual periods beginning on or after 1 July 2009

HKAS 1 (Revised) will affect the presentation of owner changes in equity and comprehensive income. The revised standard will use “statement of financial position” and “statement of cash flows” to replace the titles “balance sheet” and “cash flow statement”, and in making reference to these two statements within a complete set of financial statements.

The amendment to HKAS 1 requires disclosure of certain information relating to puttable instruments classified as equity. The amendment to HKAS 32 requires certain puttable financial instruments and obligations arising on liquidation to be classified as equity if certain criteria are met. The Group does not expect these amendments to impact the financial statements of the Group.

HKAS 23 has been revised to require capitalisation of borrowing costs when such costs are directly attributable to the acquisition, construction or production of a qualifying asset. As the Group’s current policy for borrowing costs aligns with the requirements of the revised standard, the revised standard is unlikely to have any financial impact on the Group.

HKAS 27 (Revised) requires that a change in the ownership interest of a subsidiary be accounted for as an equity transaction. Therefore, such a change will have no impact on goodwill, nor will it give rise to a gain or loss. Furthermore, the revised standard changes the accounting for losses incurred by subsidiaries as well as the loss of control of a subsidiary. The changes introduced by the revised standard must be applied prospectively and will affect future acquisitions and transactions with minority interest.

HKFRS 2 (Amendment) restricts the definition of “vesting condition” to a condition that includes an explicit or implicit requirement to provide services. Any other conditions are non-vesting conditions, which have to be taken into account to determine the fair value of the equity instruments granted. In the case that such award does not vest as the result of a failure to meet a non-vesting condition that is within the control of either the entity or the counterparty, this must be accounted for as a cancellation.

HKFRS 3 (Revised) introduces a number of changes in the accounting for business combinations that will impact the amount of goodwill recognised, the reported results in the period that an acquisition occurs and future reported results. The changes introduced by the revised standard must be applied prospectively and will affect future acquisitions and transactions with minority interest.

HKFRS 8, which will replace HKAS 14 Segment Reporting, specifies how an entity should report information about its operating segments, based on information about the components of the entity that is available to the chief operating decision maker for the purposes of allocating resources to the segments and assessing their performance. The standard also requires the disclosure of information about the products and services provided by the segments, the geographical areas in which the Group operates, and revenue from the Group’s major customers.

HK(IFRIC) — Int 13 requires that loyalty award credits granted to customers as part of a sales transaction are accounted for as a separate component of the sales transaction. The consideration received in the sales transaction is allocated between the loyalty award credits and the other components of the sale. The amount allocated to the loyalty award credits is determined by reference to their fair value and is deferred until the awards are redeemed or the liability is otherwise extinguished. As the Group currently has no customer loyalty award credits, HK(IFRIC) — Int 13 is not applicable to the Group and therefore are unlikely to have any financial impact on the Group.

The Group is in the process of making an assessment of the impact of these new and revised HKFRSs upon initial application. Up to the date of this report, it has concluded that these new and revised HKFRSs are unlikely to have a significant impact on the Group’s results of operations and financial position.

## 2. SEGMENT INFORMATION

Segment information is presented by way of the Group's primary segment reporting basis, by business segment. In determining the Group's geographical segments, revenues are attributed to the segments based on the location of the customers, and assets are attributed to the segments based on the location of the assets. No further geographical segment information is presented as over 90% of the Group's revenue is derived from customers based in Mainland China, and over 90% of the Group's assets are located in Mainland China.

The Group's operating businesses are structured and managed separately according to the nature of their operations and the products and services they provide. Each of the Group's business segments represents a strategic business unit that offers products and services which are subject to risks and returns that are different from those of the other business segments. Summary details of the five business segments are as follows:

- (a) the "Agricultural machinery" segment engages in the manufacture and sale of agricultural machinery, including tractors, harvesters, relevant parts and components;
- (b) the "Construction machinery" segment engages in the manufacture and sale of construction and road machinery;
- (c) the "Financial operations" segment engages in the provision of loan lending, bills discounting and deposit-taking services;
- (d) the "Diesel engines and fuel jets" segment engages in the manufacture and sale of diesel engines and fuel injection pumps; and
- (e) the "Others" segment comprises, principally, the manufacture and sale of biochemical products.

The following table presents revenue and results for the Group's primary segments:

	Agricultural machinery		Construction machinery		Financial operations		Diesel engines and fuel jets		Others		Eliminations		Consolidated	
	For the six months ended 30 June													
	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008	2007
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000	RMB'000
Segment revenue:														
Sales to external customers	2,656,944	2,435,904	894,016	821,275	—	—	489,725	338,523	—	—	—	—	4,040,685	3,595,702
Intersegment revenue	323,195	196,090	37,069	10,198	9,029	8,765	247,626	170,030	—	—	(616,919)	(385,083)	—	—
Other income and gains	—	—	—	—	22,160	12,398	—	—	—	—	—	—	22,160	12,398
Total	<u>2,980,139</u>	<u>2,631,994</u>	<u>931,085</u>	<u>831,473</u>	<u>31,189</u>	<u>21,163</u>	<u>737,351</u>	<u>508,553</u>	<u>—</u>	<u>—</u>	<u>(616,919)</u>	<u>(385,083)</u>	<u>4,062,845</u>	<u>3,608,100</u>
Segment results	<u>95,253</u>	<u>83,571</u>	<u>(40,544)</u>	<u>(11,838)</u>	<u>21,402</u>	<u>14,282</u>	<u>80,510</u>	<u>48,548</u>	<u>—</u>	<u>(141)</u>	<u>—</u>	<u>—</u>	<u>156,621</u>	<u>134,422</u>
Interest, dividend and investment income													9,270	82,835
Gain on disposal of a subsidiary													—	90
Unallocated expenses													(16,019)	(18,516)
Finance costs													(21,568)	(14,979)
Share of profits and losses of associates	—	—	—	—	—	—	—	—	(2,111)	(3,150)	—	—	(2,111)	(3,150)
Profit before tax													126,193	180,702
Tax													(38,908)	(50,819)
Profit for the period													<u>87,285</u>	<u>129,883</u>

### 3. REVENUE, OTHER INCOME AND GAINS

Revenue, which is also the Group's turnover, represents the invoiced value of goods sold, net of trade discounts and returns, and excludes sales taxes and intra-group transactions.

An analysis of revenue, other income and gains is as follows:

	For the six months ended 30 June	
	2008	2007
	Unaudited	Unaudited
	RMB'000	RMB'000
<b>Revenue</b>		
Sales of goods	<u>4,040,685</u>	<u>3,595,702</u>
<b>Other income</b>		
Bank interest income	5,073	1,076
Interest income from financial operations	21,711	11,468
Profit from sundry sales	22,276	15,904
Rental income	865	2,445
Dividend income from listed investments	59	70
Others	<u>16,942</u>	<u>15,866</u>
	<u>66,926</u>	<u>46,829</u>
<b>Gains</b>		
Gain on disposal of available-for-sale investment	4,138	73,780
Gain on disposal of listed equity investments at fair value through profit or loss, net	—	5,730
Fair value gain on listed equity investments at fair value through profit or loss, net	—	2,179
Gain on disposal of a subsidiary	<u>—</u>	<u>90</u>
	<u>4,138</u>	<u>81,779</u>
	<u>71,064</u>	<u>128,608</u>

#### 4. FINANCE COSTS

**For the six months  
ended 30 June**

	<b>2008</b>	<b>2007</b>
	<b>Unaudited</b>	<b>Unaudited</b>
	<b><i>RMB'000</i></b>	<b><i>RMB'000</i></b>

Interest on bank and other loans	<b>21,568</b>	<b>14,979</b>
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#### 5. PROFIT BEFORE TAX

Profit before tax is arrived at after charging/(crediting):

**For the six months  
ended 30 June**

	<b>2008</b>	<b>2007</b>
	<b>Unaudited</b>	<b>Unaudited</b>
	<b><i>RMB'000</i></b>	<b><i>RMB'000</i></b>

Depreciation	<b>61,010</b>	54,549
Impairment of property, plant and equipment	<b>11,000</b>	—
Provision for impairment of trade receivables, net	<b>18,337</b>	17,469
Loss/(gain) on disposal of listed equity investments at fair value through profit or loss, net	<b>10,502</b>	(5,730)
Fair value loss/(gain) on listed equity investments at fair value through profit or loss, net	<b>4,208</b>	(2,179)
Interest expense from financial operations	<b>3,006</b>	1,094
Provision for other receivable	<b>1,192</b>	781
Net charge/(reversal) for impairment losses and allowances for bills discounted receivable	<b>717</b>	(1,345)
Amortisation of prepaid land premiums	<b>590</b>	366
Loss on disposal of items of property, plant and equipment	<b>227</b>	2,227
Interest income from financial operations	<b>(21,711)</b>	(11,468)
Bank interest income	<b>(5,073)</b>	(1,076)
Gain on disposal of available-for-sale investment	<b>(4,138)</b>	(73,780)
Reversal of provision against obsolete inventories, net	<b>(3,434)</b>	(4,022)
Gross rental income	<b>(865)</b>	(2,445)
Net charge/(reversal) for impairment losses and allowances for loans receivable	<b>(537)</b>	1,676
Dividend income from listed investments	<b>(59)</b>	(70)
Gain on disposal of a subsidiary	<b>—</b>	(90)

## 6. TAX

	For the six months ended 30 June	
	2008 Unaudited RMB'000	2007 Unaudited RMB'000
Group		
Current — PRC corporate income tax	48,825	62,233
Deferred tax	(9,917)	(11,414)
Total tax charge for the period	<u>38,908</u>	<u>50,819</u>

No provision for Hong Kong profits tax has been made as the Group had no assessable profits arising in Hong Kong during the two periods ended 30 June 2008 and 2007.

The PRC corporate income tax for the Company and the majority of its subsidiaries is calculated at rates ranging from 18% to 25% (six months ended 30 June 2007: 10% to 33%) on their estimated assessable profits for the period, based on existing legislation, interpretations and practices in respect thereof.

Profits tax of the subsidiary operating outside the Mainland China is subject to the rates applicable within the jurisdiction in which it operates. No provision for overseas profits tax has been made for the Group as there were no overseas assessable profits for the period (six months ended 30 June 2007: Nil).

## 7. DIVIDEND

The Board does not recommend the payment of any interim dividend for the six months ended 30 June 2008 (six months ended 30 June 2007: Nil).

## 8. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of basic earnings per share for the six months ended 30 June 2008 is based on the profit for the period attributable to ordinary equity holders of the parent of approximately RMB77,943,000 (six months ended 30 June 2007: RMB119,730,000) and the weighted average of 845,900,000 (six months ended 30 June 2007: 785,000,000) ordinary shares in issue during the period.

Diluted earnings per share amounts for both periods ended 30 June 2008 and 2007 have not been disclosed as no diluting events existed during both periods.

## 9. TRADE AND BILLS RECEIVABLES

The Group's trading terms with its customers are mainly on credit, where payment in advance from customers is normally required. The credit periods granted to its customers are 30 to 90 days.

An aged analysis of the trade and bills receivables as at the balance sheet date, based on invoice date, and net of provisions, is as follows:

	As at <b>30 June</b> <b>2008</b> <b>Unaudited</b> <i>RMB'000</i>	As at 31 December 2007 Audited <i>RMB'000</i>
Within 90 days	1,093,919	654,962
91 days to 180 days	257,874	162,067
181 days to 365 days	51,096	73,205
1 to 2 years	37,194	32,681
Over 2 years	3,437	3,031
	<hr/> <b>1,443,520</b> <hr/>	<hr/> 925,946 <hr/>

## 10. TRADE AND BILLS PAYABLES

An aged analysis of trade and bills payable as at the balance sheet date, based on invoice date, is as follows:

	As at <b>30 June</b> <b>2008</b> <b>Unaudited</b> <i>RMB'000</i>	As at 31 December 2007 Audited <i>RMB'000</i>
Within 90 days	1,259,882	787,267
91 days to 180 days	239,227	209,153
181 days to 365 days	70,968	57,333
1 to 2 years	29,389	49,326
Over 2 years	46,623	40,986
	<hr/> <b>1,646,089</b> <hr/>	<hr/> 1,144,065 <hr/>

## BUSINESS REVIEW

During the Reporting Period, despite a series of serious natural calamities and the continued implementation of appropriate tight monetary policy by the State, the overall national economic development of our State remained steady and relatively rapid. The gross domestic product (“GDP”) recorded a year-on-year increase of 10.4%, but the level of increase was lowered by 1.8%. In 2008, the State has continued to perfect the policies that support and provide favorable treatment to agriculture. For the purpose of agricultural modernization, the State has put further effort on subsidizing for the purchase of agricultural machinery, providing subsidies of up to RMB4 billion with the amount of funding further increased, and the subsidizing scope and variety further extended, which have further invoked enthusiasm of peasants for the cultivation of grains and purchase of agricultural machinery. In the first half of the year, the sales volume of large and medium tractors in the industry recorded a year-on-year growth of 19.7%, among which, the sales of medium and large wheeled tractors and the sales of medium wheeled tractors recorded year-on-year growth of 37.6% and 10% respectively. Besides, a year-on-year growth of 74.3% was recorded in the sales volume of wheat harvesters, attributable to improvements and increase in functions which enable the harvest of additional crops, etc. The consolidated mechanization level of tilling, planting and harvesting in the People’s Republic of China (the “PRC”) reached 43%, representing an increase of 2% as compared with that of 2007. Prejudiced by the State’s emphasis on the support for the development of large and medium horsepower tractors and power enhancement of products, the sales volume of small wheeled tractors recorded a year-on-year decrease of 10.6%. Taking advantage of the new construction of countryside, the continued progression of urbanization and the commencement of large-scale infrastructure projects one after another, as well as progression of demands for exports, the construction machinery industry maintained a strong momentum. However, due to the increased pressure on obtaining profits in the industry arising from the price hikes in raw materials and energy, a year-on-year decrease was recorded in profit.

The Group proactively responded to the changes in business environment during the Reporting Period by unswervingly taking structural adjustment as paramount and focusing on building up its core capability, continuously boosting quality management, cost management, procurement management and sales and marketing management through innovations in technology, management, system and culture, so as to eliminate unfavorable factors such as price hikes in raw materials, enhance budget management and sharpen the Group’s competitive edge continuously.

**Expedite the adjustment of product mix through technological and management innovation.**

During the Reporting Period, the Group pressed ahead actively the construction of key projects, the construction of certain investment projects which have significant influences on adjustment in the product mix of the Group have either been completed or commenced. The technological innovation of large wheeled tractors and high pressure forged steel crankshaft production line had been completed, while the information system construction projects was advancing orderly. Meanwhile, the technological innovation project of heavy power duty diesel machines had been fully started up. The effects of technological innovations of large wheeled tractors had begun to reveal. The Group sold a total of 15,136 units of large wheeled tractors in the first half of the year, representing an increase of 62.4% over the same period last year.

**Improve international marketing strategy to speed up the adjustment of market structure.**

During the Reporting Period, the Group further improved the international marketing strategy and put more efforts in the exploration of major international markets including North America, Eastern Europe and West Asia. The Group completed construction of 6 entrepot storages, and 17 overseas distributors have newly joined. By bringing the performance-price ratio advantage into full play, the Company advanced the progress of product certification, in line with the requirement of target market. Meanwhile, it strengthened the construction of marketing channels and service network in the international market, products in series and sizable export setting having been formed basically. Further, it optimized the structure of export products. Accordingly, 2,140 units of large wheeled tractors with higher added value and 3,470 units of various products were exported, representing an increase of 310% and 145.7% respectively over the same period last year. The Company achieved export sales of US\$61,790,000, up by 126.6% over the same period last year.

**Push ahead product research and development and quality improvement to continually enhance independent innovation ability.**

During the Reporting Period, the Group formulated and implemented the 2008 Research and Development Plan for New Products, 2008 Adaptability Improvement Plan for Export Product of Large and Medium Wheeled Tractors. By standardizing process discipline and strengthening key technology development, the Group boosted products standards gradually. In addition, the Group attached more importance on the research and development of new products and improvement of traditional products. During the Reporting Period, 41 product development projects was approved, of which the system analysis, function design and parts development for diesel engine electronic control project had been completed. Great progresses had been made in key projects including the research and development of new generation 160-200 horsepower wheeled tractors, development of new generation 70-90 horsepower series wheeled tractors, 5 aspects of improvements in 東方紅-LG1304/1504 series tractors and development of 東方紅-C1602 second generation model machine.

**Enhance cost and procurement management to alleviate effectively the pressures from price hikes.** During the Reporting Period, the Group, amid the rising raw material price and hiking cost, capitalized its scale advantage and improved its procurement management. Meanwhile, in line with the market trend and climatizing the seasonal features, the Group carried out strategic reserves and built up reserves continually for bulk materials such as pig iron, tyre and steel products, etc, which have relatively significant impact on the manufacturing cost, thus lowering the procurement cost effectively. The Group formulated and executed the Value Engineering Project Proposal and established the cost accounting model. Based on the cost analysis to procurement of key materials, production and sales, the cost control ability of the Group was further improved, achieving the dynamic management on cost analysis. By virtue of above measures, the impact from surging raw material price on the Group's profitability was lowered effectively.

During the Reporting Period, the Group recorded a turnover of RMB4,040,685,000, representing an increase of 12.4% over the same period last year. Earnings attributable to equity holders of the parent was RMB77,943,000, representing a decrease of RMB41,787,000 from the same period last year, or an increase of 11% (taking no account of the one-off investment income from disposal of shares of Bank of Communications Co., Ltd.). Earnings per share was RMB9.21 cents.

**Agricultural machinery business:** During the Reporting Period, in light of the change of domestic agricultural machinery market, the Group furthered the structural adjustment of products and the market, focused on improving internal management in various aspects, endeavored to create new networking mode, promoted the integration and optimization of marketing resources. The Group's total sales of agriculture machines of different modes amounted to 68,369 units, of which the sales of large and medium tractors amounted to 27,630 units, representing a growth of 29.8% as compared to the corresponding period last year. Sales of small wheeled tractors amounted to 37,677 units, representing a year-on-year decrease of 19.6%, while sales of harvesters amounted to 1,132 units, representing a year-on-year growth of 59.7%. 2,713 units of various types of agricultural machineries were exported, representing an increase of 190.34% as compared to the same period last year. During the Reporting Period, the turnover of agricultural machinery business of the Group amounted to RMB2,656,944,000, representing a year-on-year growth of 9.1%. The operating results increased by 14% as compared to the corresponding period last year.

The growth in turnover and operating results of agricultural machinery business was primarily attributable to: The Group sold 15,156 units of large wheeled tractors with higher value addition, representing a year-on-year increase of 5,825 units or 62.4%, which is 24% higher than the industry growth. Market share of the Company's large wheeled tractors amounted to 31.7%, representing a year-on-year increase of approximately 5%. The growth in sales of large wheeled tractors was mainly attributable to the popular products in the 90-120 horsepower range, in which the Group enjoys a market share of over 40%. By marketing integration with large wheeled tractors to share resources, marketing efforts for medium wheeled tractors were strengthened. As a result, the Group sold 11,086 units of medium wheeled tractors, representing a year-on-year increase of 1,056 units or 10.5% which held the line of industry growth, of which medium wheeled tractors of 25-40 horsepower recorded a year-on-year increase of 28.7% in sales volume; addressing the changing market demand, the Group focused on technology and product upgrading to uplift selling prices and profitability of the small wheeled tractors, leading to a year-on-year growth in turnover despite the diminished sales volume; and through promoting inventories and extending functions, harvesting machinery products recorded a noticeable growth.

**Construction machinery business:** According to the different market competitions faced by various construction machinery products, the Group made specific improvements to market and product structures as well as marketing strategies, so as to strengthen international market development and integration of internal and external resources. Sales volume of products such as large loaders, road rollers and road pavers achieved year-on-year growths of approximately 55%, 18% and 14% respectively, with a significant increase in market shares of road rollers and road pavers. Sales volume of small construction machinery (small loaders and hydraulic excavators), however, decreased by 539 units year-on-year due to the intensifying industry competition and surging prices of raw materials and energy. With a progress in international market development, the export of different kinds of construction machinery products increased by 48% over the corresponding period last year, where export of loaders posted a year-on-year growth of 69%. During the Reporting Period, the Group's construction machinery business achieved turnover of RMB894,016,000, representing an increase of 8.9% over the same period last year. Nevertheless, due to factors such as the surging prices of raw materials, only a slight increase in principal machinery and the lack of scale merit for certain product lines, the construction machinery business still recorded a loss.

**Engine machinery business:** Grasping the opportunities from the fast growing agricultural machinery and construction machinery markets during the Reporting Period, the Group made full play of its brand and technology edges to continuously improve marketing and services. The Group sold 58,188 units of diesel engines of various specifications (including external sales of 38,831 units) representing a year-on-year growth of 44%, of which approximately 68% was used as components of tractors, approximately 20% as components of harvesting machinery, approximately 8% as components of construction machinery and the remaining 5% as components of power generating units, automobile and vessel engines. During the Reporting Period, the turnover (after elimination of inter-group sales) of the engine machinery business of the Group increased by 44.7% year-on-year to RMB489,725,000, realizing a relatively substantial growth in operation results over the same period last year.

During the Reporting Period, the Group took a series of initiatives including strategic storage of raw materials, product restructuring, promoting large wheeled tractors and other products with higher value addition, increasing product selling prices and stricter cost control, to minimize the adverse impact on the Group's profit from hiking prices of raw materials and energy resources. During the Reporting Period, the Group recorded a gross profit of RMB508,109,000, representing a year-on-year increase of 12%, with a consolidated gross profit margin of 12.6% which held the line of the same period last year.

Compared to the year-on-year increase of 12.4% in turnover, the Group's selling costs, administrative expenses and finance costs for the Reporting Period as a whole only recorded an increase of 5.9% due to the improved management.

As at 30 June 2008, the Group's trade and bills receivables increased by RMB517,574,000 as compared with last year, of which trade receivables increased by RMB534,861,000 and bills receivable decreased by RMB17,287,000. The increase in trade receivables mainly resulted from the outstanding amount of the funding arising from the subsidy for purchasing agricultural machinery for sales projects in the first half of 2008. Such subsidy was delayed as it was allocated by the state progressively. However, it carried no risks in recovery.

As at 30 June 2008, the Group enhanced inventory management and liquidated social inventory, keeping the inventory under well control. With increase in sales volume, the inventory increased by 5.4% over the same period last year. Due to the adjustment in the inventory structure, long-term inventory of more than one year decreased by 31% over the corresponding period last year.

## FINANCIAL RATIO

Items	Basis of calculation	30 June 2008	31 December 2007
Gearing ratio	Total liabilities/Total assets x 100%	<b>54.85%</b>	49.84%
Current ratio	Current assets/Current liabilities	<b>1.49</b>	1.61
Quick ratio	(Current assets - inventories)/ Current liabilities	<b>1.19</b>	1.25
Debt equity ratio	Total liabilities/ shareholders' equity x 100%	<b>130.10%</b>	106.22%

*Note:* Shareholders' equity (excluding minority interests)

## BUSINESS PROSPECT

In the second half of 2008, in addition to the tight monetary policy which will be continued to be adopted by the State for the purpose of curbing inflation, factors such as the relatively great pressure from the price hikes in raw materials like steel, and the appreciation of Renminbi, caused the amount of uncertainties in the operation environment of macro economy to maintain relatively large. As for the agricultural machinery industry, on the basis that over 70% of the State's subsidy for purchasing agricultural machinery was implemented during the first half of the year, it is expected that the sales of agricultural machinery is likely to slow down in the second half of the year. However, the prospect of the agricultural market remains brightening as the State continues to focus on agricultural development. The domestic construction machinery business remains its rapid momentum. Besides, the reconstruction of Sichuan, the disaster area of the earthquake will drive the demand for excavators, bulldozers and loaders. The Group will continue to implement the operating strategy formulated in the beginning of the year through a series of measures, including further funding for research and development, implementation of branding strategy and acceleration of product structure adjustment. The Group will proactively respond to the changing economy, optimize any opportunity and meet challenges.

**Agricultural machinery business:** The Group will accelerate the development process of high-tech, highly functional and highly valued-added products so as to continue to consolidate and maintain the national leading position of high horsepower wheeled tractors. The focus of the market in the second half of the year is to strengthen the markets of Xinjiang and Heilongjiang. Furthermore, products of medium wheeled tractors shall be improved and the improvement of medium wheeled tractors with 20-40 horsepower which are popular in the market shall be accelerated. A higher performance-price ratio of such shall also be obtained to sharpen its competitive edge in the market. The Group will continue its integration of sales and marketing, better its sales network and realize the common share of predominant resources. By speeding up the upgrade of crawler tractors technology and products as well as the improvement of its modified products, the Group will make a breakthrough in the crawler machinery business. The Group will consummate and promote product certification, and take initiatives in international market seizure.

**Construction machinery business:** The Group will actively respond to the challenge of price hikes in raw materials, create synergy effect through the integration of internal resources, enhancing asset efficiency and lowering operating cost. Additionally, by taking advantage of the strengths in performance-to-price ratio, the Group will set foot in the international market and expand its sales. Improvement in capital management and cost control will help enhance the quality of economic operations. The operating results has been remarkably improved by futhering product structure adjustment, enhancing the core competitiveness of the main products, developing products to meet the demand of export and domestic high-end market and increasing sales volume of high-value added products.

**Engine machinery business:** The Group will respond to the need of technological improvement of power upgrades and energy saving of diesel machines not used for road machineries, expedite the research and development of products with high value, high power, low emission, little noise generation and low fuel consumption, focus on the development of the electronic control system of diesel engines and to make a breakthrough in the auxiliary product market of engine machinery and vehicles. Besides, to ensure a stable growth in the export business, the Group will accelerate the project of technical transformation of high-power agricultural diesel machines and stabilize the product technology of the S series diesel machines.

**International business:** On top of enhancing market segmentation and product adaptation levels, the Group is committed to speed up the improvement of its machinery products to meet the needs of the international market. With spare parts and service being the paramount, the Group will focus on auxiliaries, capacity and quality, to perfect the structure of products for export and further its expansion in major international markets. Furthermore, the Group will further improve its sales and marketing network and after-sales service system, formulate a new assessment system of overseas distributors and enhance feedback measures in the international market, to provide support for the sustainable growth of international business.

The Board of the Company believes that, through adopting the abovementioned business strategies, the Group will develop steadily in the second half of the year and will achieve its operating target in 2008.

## **CONTINGENT LIABILITIES**

As at 30 June 2008, Zhenjiang Huachen Huatong Road Machinery Company Limited, a subsidiary of the Group, provided a guarantee to a bank for securing a loan of RMB14 million granted to a customer of the Group.

As at 30 June 2008, China First Tractor Group Finance Company Limited provided a guarantee to a bank for securing a loan of RMB9 million granted to Yituo International Commerce Company Limited.

## **PLEDGE OF ASSETS**

As at 30 June 2008, the Group's buildings and machinery with an aggregate book value of approximately RMB61,133,000 (year 2007: RMB62,321,000) were pledged to secure short term bank loans granted to the Group.

As at 30 June 2008, the Group's prepaid land premiums with an aggregate book value of approximately RMB7,991,000 (year 2007: RMB8,095,000) were pledged to secure bank loans granted to the Group.

As at 30 June 2008, the Group's deposits of approximately RMB249,570,000 (year 2007: RMB147,168,000) were pledged to secure the Group's bills payable of approximately RMB324,850,000 (year 2007: RMB231,117,000).

## **CURRENCY EXCHANGE RISK**

As the Group currently carries out its business activities mainly in the PRC, its operating expenditure as well as capital income and expenditure are principally denominated in Renminbi, with a small amount of income and expenditure denominated in Hong Kong dollars. The Group's debt in foreign currency is mainly applied to the payment of commissions for intermediaries outside the PRC and dividends to holders of H Shares. During the Reporting Period, fluctuations in exchange rates did not have material effects on the Group's operating business and operating cash. The Group's cash balances are usually deposited with financial institutions in the form of short-term deposits. The bank loans are all in Renminbi and can be repaid by Renminbi.

As at 30 June 2008, there was no pledge of any deposits in foreign currency by the Group.

During the Reporting Period, the Group has no foreign exchange risks and there was no hedge activity made in respect of foreign exchange risk.

## **APPLICATION OF THE PROCEEDS FROM THE H SHARES ISSUE**

In October 2007, the Company placed 60,900,000 H Shares and listed them on the Stock Exchange of Hong Kong Limited (the "**Stock Exchange**"), raising net proceeds of approximately RMB222,000,000 (approximately HK\$229,400,000). During the Reporting Period, all proceeds were applied in the Company's technical renovation project of wheeled tractors and used as supplementary working capital.

## **PLAN FOR SIGNIFICANT INVESTMENT OR ACQUISITION OF CAPITAL ASSETS OF THE GROUP IN THE FUTURE**

In the second half of 2008, the Group intends to make an investment of RMB219,260,000, which will be mainly used for the acquisition of land and construction required by heavy power duty diesel machines project, technological renovation of large horsepower tractors, construction of information projects such as electronic purchasing platform and office automation system, high pressure forged steel crankshaft production lines of diesel machines and other technological renovation projects.

## **ACQUISITION AND DISPOSAL OF SUBSIDIARIES**

During the Reporting Period, the Group did not acquire or dispose shares of its subsidiaries.

## **SHARE CAPITAL, CONVERTIBLE SECURITIES, OPTIONS AND WARRANTS**

During the six months period ended 30 June 2008, the Company did not issue any convertible securities, options, warrants or similar rights.

## **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES OF THE COMPANY**

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the six months period ended 30 June 2008.

## **DIRECTORS', SUPERVISORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES AND DEBENTURES**

As at 30 June 2008, none of the Directors, supervisors (the “**Supervisors**”) and chief executives of the Company had any interests or short positions in the shares, underlying shares or debentures of the Company or any of its associated corporations (as defined in Part XV of the Securities and Futures Ordinance (Chapter 571, Laws of Hong Kong) (the “**SFO**”), which would have to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including the interests held or deemed to be held by them under such provision of the SFO), or as recorded in the register required to be kept by the Company under section 352 of the SFO, or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Companies.

## CHANGE IN SHAREHOLDING AND STRUCTURE OF THE SHARE CAPITAL OF THE COMPANY

As at 30 June 2008, the Company issued a total of 845,900,000 Shares. Its structure of share capital was shown as follows:

Type of Shares	Number of Shares	Percentage (%)
(1) Non-circulating state-owned legal person Shares (the “ <b>Domestic Shares</b> ”)	443,910,000	52.48
(2) Circulating Shares listed in the Stock Exchange (the “ <b>H Shares</b> ”)	<u>401,990,000</u>	<u>47.52</u>
Total share capital	<u><u>845,900,000</u></u>	<u><u>100.00</u></u>

## SHAREHOLDING OF SUBSTANTIAL SHAREHOLDERS

As at 30 June 2008, the following shareholders (other than the Director, Supervisor or chief executive of the Company) of the Company have interests or short positions in the shares and underlying shares of the Company as recorded in the register required to be kept by the Company under section 336 of the SFO:

### Domestic Shares

Name of shareholder	Nature of interests	Number of Shares (Note)	Approximate percentage of the total issued share capital of the Company
YTO Group Corporation Limited (“ <b>YTO Group</b> ”)	Beneficial owner	443,910,000 Shares (L)	52.48%

## H Shares

Name of shareholder	Nature of interests	Number of Shares (Note)	Approximate percentage of the total issued H Shares of the Company
UBS AG	Investment manager	17,046,000 (L)	5.09%
JPMorgan Chase & Co.	Investment manager	20,226,000 (L)	5.03%
DnB NOR Asset Management (Asia) Limited	Investment manager	47,748,000 (L)	11.88%

*Note:* The letter “L” represents the entities’ long positions in the Shares of the Company.

Save as disclosed above, so far as is known to the Directors, Supervisors or chief executive of the Company, there is no other person (other than the Director, Supervisor or chief executive of the Company) who, as at 30 June 2008, had an interest or a short position in the shares or underlying shares of the Company as recorded in the register required to be kept by the Company under section 336 of the SFO.

On the basis of the published information and to the best knowledge of the Directors, the Company has maintained the prescribed public float under the Rules Governing the Listing of Securities on the Stock Exchange (the “**Listing Rules**”) as at the date of this report.

## **THE COMPANY'S STAFF AND REMUNERATION FOR STAFF**

As at 30 June 2008, the Company had a total of 8,146 employees. The total remuneration paid during the Reporting Period amounted to approximately RMB77,310,000. The pay levels of the employees are commensurate with their responsibilities, performance and contribution. The emolument policy of the employees of the Group is set up by the personnel department on the basis of their merit, qualification and competence.

Remuneration of the Company's executive Directors is subject to their positions, performance and contribution and is linked with the operating results of the Group.

In the first half of 2008, the Company conducted "training as required" in a number of ways. Employees in different levels were trained for 830 times so that the working quality of the Company's employees was improved.

## **DIRECTORS' AND SUPERVISORS' RIGHTS TO ACQUIRE SHARES OR DEBENTURES**

At no time during the six months ended 30 June 2008 were any rights to acquire benefits by means of the acquisition of Shares in or debentures of the Company granted to any Directors, Supervisors, or their respective spouse or minor children, or were any rights exercised by them; nor was the Company, its holding company, or any of its subsidiaries or fellow subsidiaries a party to any arrangement to enable the Directors or Supervisors to acquire such rights in any other body corporate.

## **AUDIT COMMITTEE**

The Company has set up the Audit Committee in accordance with Rule 3.21 of the Listing Rules, which comprises of three independent non-executive Directors.

The Audit Committee has reviewed the accounting principles, standards and practices adopted by the Group and discussed internal controls and financial reporting matters of the Group including a review of the unaudited interim financial statements of the Group for the six months ended 30 June 2008 and the 2008 interim report of the Company.

The Audit Committee agreed with the financial accounting principles, standards and methods adopted in the preparation of the Group's unaudited interim accounts for the six months ended 30 June 2008.

## **PLEDGE OF SHARES**

On 29 September 2006, YTO Group, the controlling shareholder of the Company, pledged its 50,000,000 Domestic Shares of the Company to Shanghai Pudong Development Bank Company Limited (“**Pudong Bank**”) Zhengzhou Branch as a security to secure a loan facility of RMB50,000,000 granted by Pudong Bank, to YTO (Luoyang) Fuel Jet Company Limited (“**Fuel Jet Company**”), a non-wholly owned subsidiary of the Company. With regard to this matter, the Company has received Corporate Substantial Shareholder Notices from YTO Group and Pudong Bank and made an announcement. During the Reporting Period, the loans of Fuel Jet Company has been expired and settled and the share pledges was released in February 2008.

## **SIGNIFICANT EVENTS**

During the Report Period, the Company had no significant events to be disclosed.

## **CODE ON CORPORATE GOVERNANCE PRACTICES**

The Board is of the view that during the Reporting Period covered in the interim results report, the Company has complied with all code provisions stipulated in the Code on Corporate Governance Practices as set out in Appendix 14 to the Listing Rules, implemented sound governance and disclosure measures, and improved the internal control systems of its own and its subsidiaries. During the Reporting Period, there was no breach of the Listing Rules or any material uncertainty relating to events or conditions that may affect the Company’s ability to continue as a going concern.

## **MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS**

For the six months ended 30 June 2008, the Company has adopted a code of conduct for securities transactions by its Directors and Supervisors in accordance with the required standards stipulated in the Model Code for Securities Transactions by Directors of Listed Issuers as set out in Appendix 10 to the Listing Rules. Having made specific enquiry to all the Directors and Supervisors, the Company confirmed that all the Directors and Supervisors have complied with the required standard set out in the Model Code for Securities Transactions by Directors of Listed Issuers and the code of conduct.

## MATERIAL LITIGATION

During the Reporting Period, none of the Company, its Directors, Supervisors or chief executives was involved in any material litigation or arbitration.

By order of the Board

**Liu Dagong**

*Chairman*

Luoyang, Henan Province, the PRC

22 August 2008

*As at the date of this announcement, the Board comprises ten executive directors, namely Mr. Liu Dagong, Mr. Zhao Yanshui, Mr. Liu Wenying, Mr. Yan Linjiao, Mr. Li Tengjiao, Mr. Shao Haichen, Mr. Li Youji, Ms. Dong Jianhong, Mr. Liu Shuangcheng and Mr. Zhao Fei and four independent non-executive directors, namely Mr. Lu Zhongmin, Mr. Chan Sau Shan, Gary, Mr. Chen Zhi and Mr. Luo Xiwen.*

\* *For identification purposes only*