



Annual Results Announcement

Press Conference

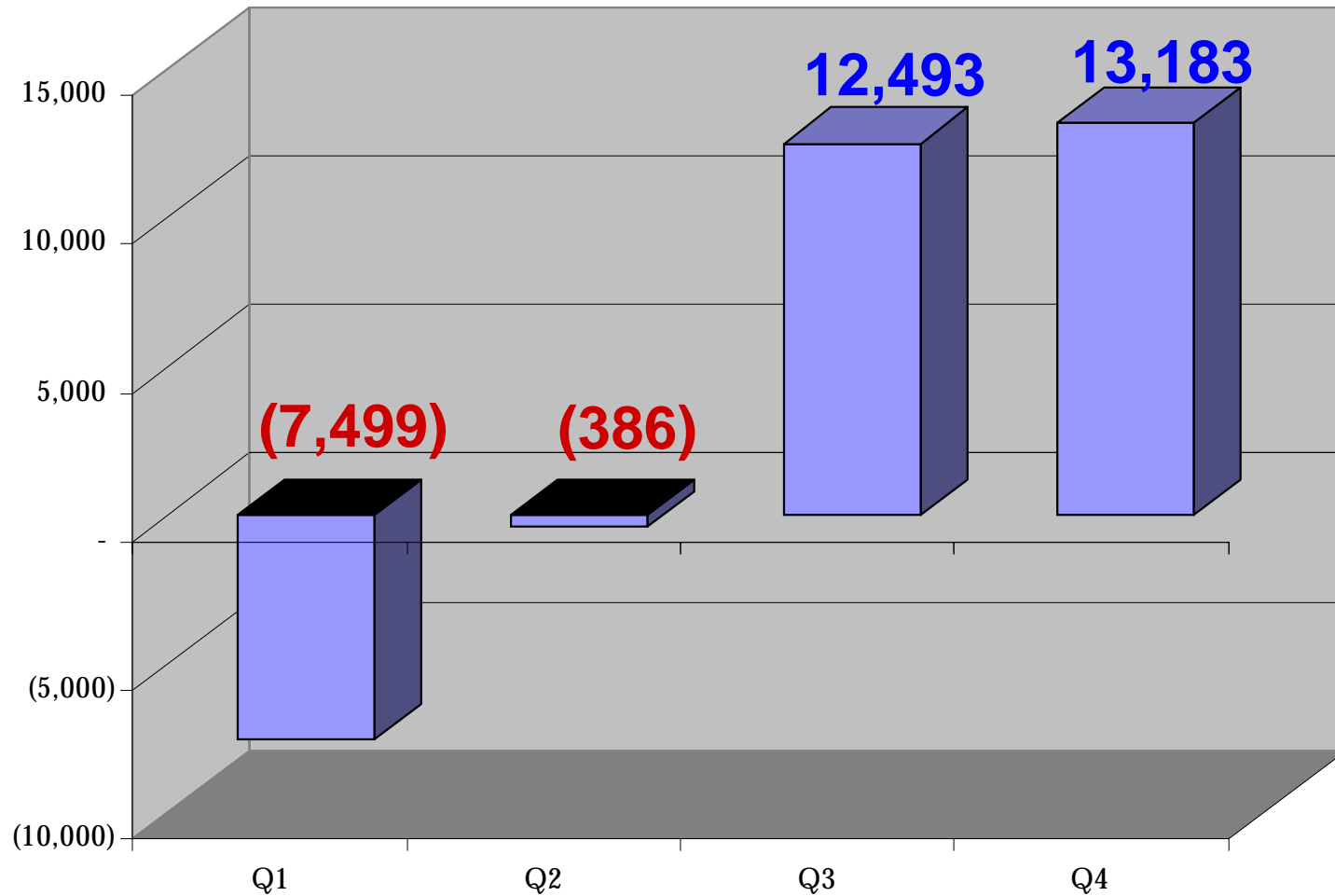
23 September 2002

Turned a Significant Corner

- ❖ **Operating Profit for 2 consecutive quarters**
(before one-off costs)
- ❖ **Confident to maintain the level of operating profit in the coming quarters**

Results from Operation for the Year 2001/02

(in HK\$'000)



Financial Performance

❖ Turnover ↑

from HK\$198 million to **HK\$241 million**, up 22%

❖ Gross Margin ↑

from gross loss of HK\$16 million to
gross profit of **HK\$45 million** (-8% to 19%)

❖ Loss before one-off costs ↓

from HK\$141 million to **HK\$5 million**

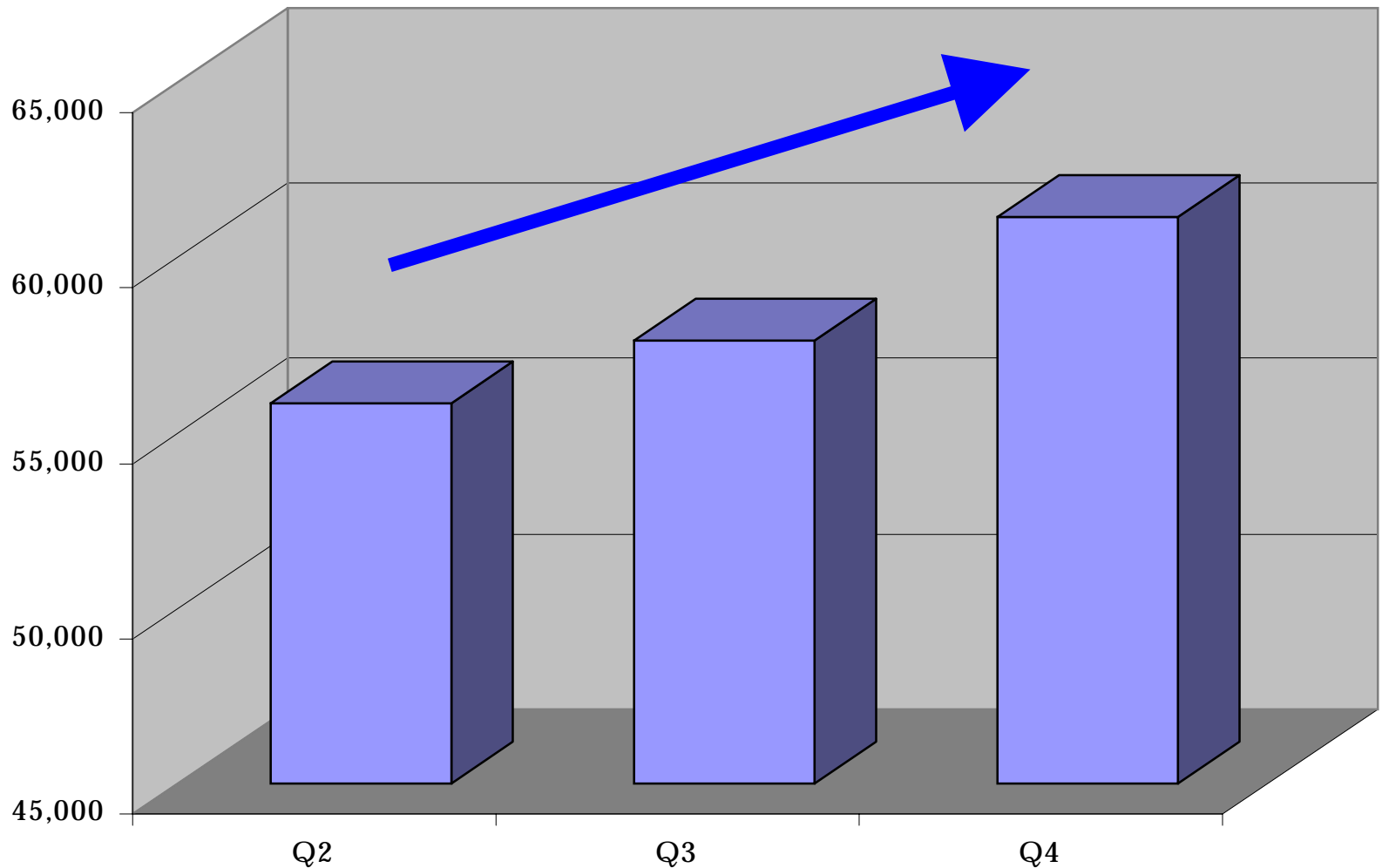
❖ Operating Results ↑

from HK\$118 million Loss to **HK\$18 million Profit**

Note: y-o-y comparison

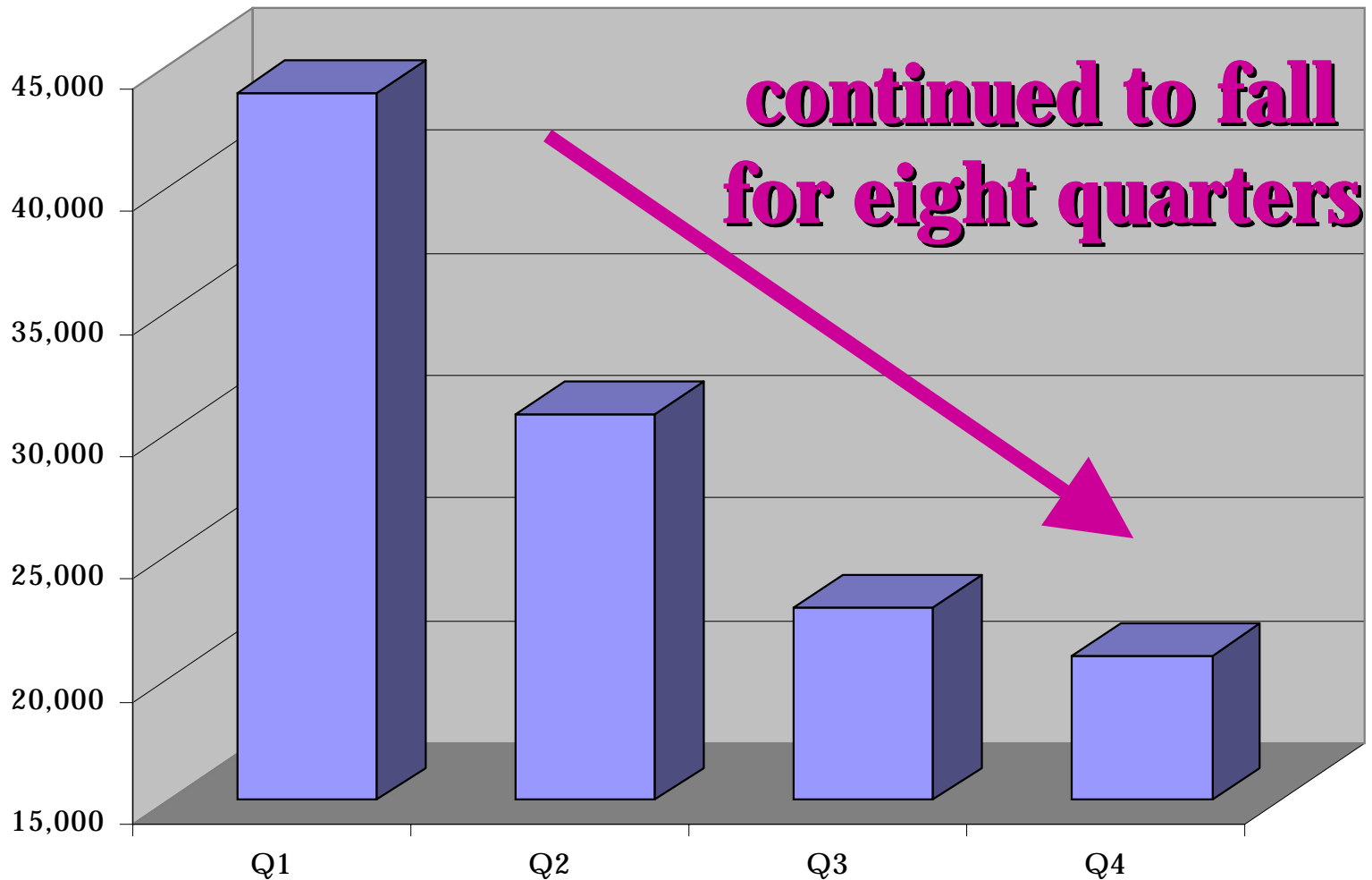
Turnover for the Year 2001/02

Turnover *(in HK\$'000)*



Operating Expenditures for the Year 2001/02

(in HK\$'000)



Financials Highlights

(HK\$M)	<u>FY 2001/2002</u>	<u>Q4</u>	<u>Q3</u>	<u>Q2</u>	<u>Q1</u>
Turnover	<u>241</u>	<u>61</u>	<u>58</u>	<u>56</u>	<u>66</u>
Gross profit	45 18.6%	15 24.0%	12 20.9%	7 12.5%	11 16.8%
Other revenue	91	19	23	24	25
Operating expenditures*	<u>(118)</u>	<u>(21)</u>	<u>(23)</u>	<u>(31)</u>	<u>(43)</u>
Profit (loss) from operations	<u>18</u>	<u>13</u>	<u>12</u>	-	<u>(7)</u>
(Loss) profit attributable to shareholders before one-off items	<u>(5)</u>	<u>8</u>	<u>7</u>	<u>(6)</u>	<u>(14)</u>
(Loss) profit attributable to shareholders	<u>(634)</u>	<u>(170)</u>	<u>6</u>	<u>(456)</u>	<u>(14)</u>

* Research & development, selling, general and administrative expenses

Financials : y-o-y

	Current Year 01/02 HK\$'000	Previous Year 00/01 HK\$'000
TURNOVER	<u>240,540</u>	<u>197,621</u>
GROSS PROFIT (LOSS) <i>(as % to turnover)</i>	44,787 19%	(16,256) -8%
OPEX*	(118,330)	(254,884)
OTHER INCOME	<u>91,334</u>	<u>153,389</u>
RESULT FROM OPERATIONS	<u>17,791</u>	<u>(117,751)</u>
LOSS BEFORE ONE-OFF COSTS	(4,781)	(140,814)

* Research & development, selling, general and administrative expenses

Financials : q-o-q

	Q4 – 2001/02 (Apr – Jun 02) HK\$'000	Previous quarter (Jan – Mar 02) HK\$'000
TURNOVER	61,102	57,588
GROSS PROFIT <i>(as % to turnover)</i>	14,695 <i>24%</i>	12,019 <i>21%</i>
OPEX*	(20,878)	(22,849)
OTHER INCOME	19,366	23,323
RESULT FROM OPERATIONS	13,183	12,493

* Research & development, selling, general and administrative expenses

Business Performance

◆ iAdvantage

achieved high customer retention in both data centre occupancy and value-added services

◆ Super e-Technology

secured contracts worth HK\$32 million in system installation and maintenance projects

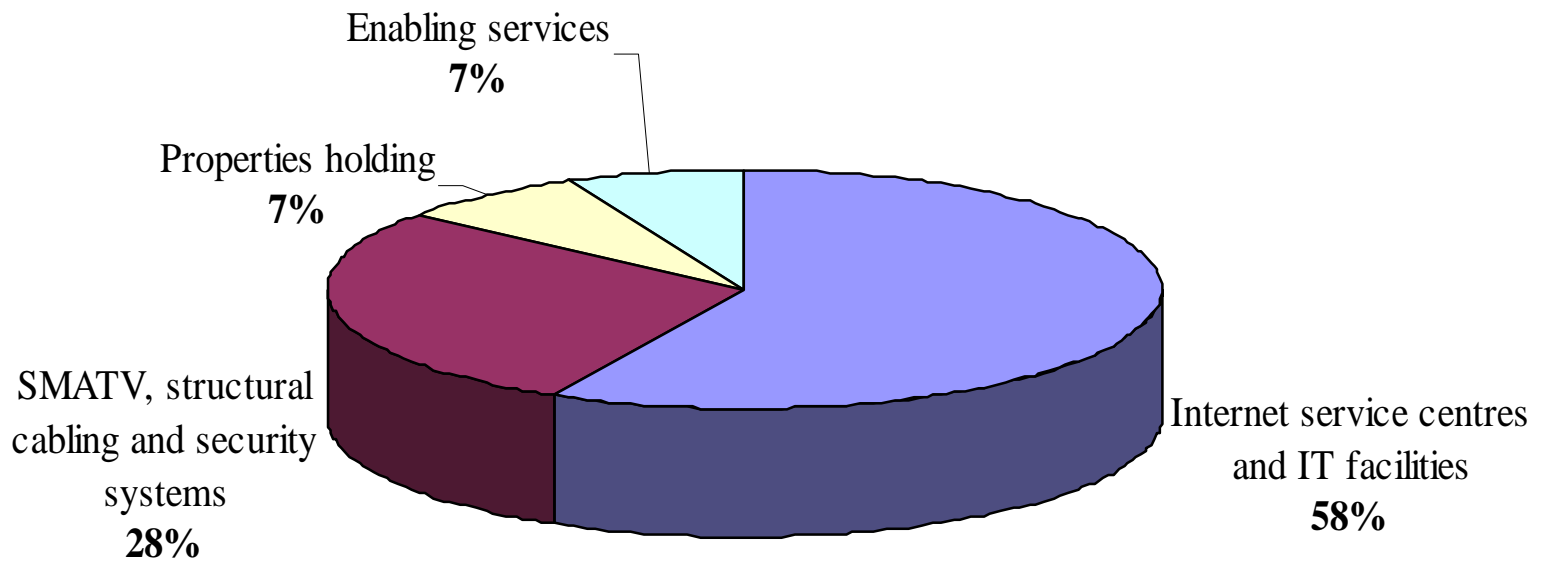
◆ SuperHome & SuperStreets

achieved profitability early this year

◆ Red-Dots

became EBITDA positive

Revenue by Business Segment



Looking Forward

- ❖ **Targets full turnaround in next financial year**
- ❖ **Well positioned for growth**
- ❖ **Aggressively explores new IT-related business to complement current core operations**

Our Business

