

## Steady Profitability



**Flat**

2018	1,411
<hr/>	
2017	1,401

(RMB MM)



**-6.5%**

2018	390
<hr/>	
2017	417

(RMB MM)



**+6.2%**

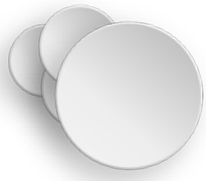
2018	175
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2017	165

(RMB MM)



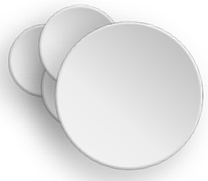
**+0.7ppts**

2018	12.4%
<hr/>	
2017	11.7%



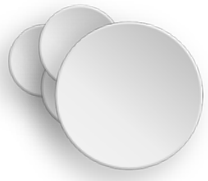
# Financial Highlights

(RMB'000 )	2018	2017	YoY
<b>Turnover</b>	1,411,127	1,400,842	+0.7%
<b>Gross profit</b>	390,131	417,181	(6.5%)
<b>Gross profit margin</b>	27.6%	29.8%	(-2.2ppts)
<b>Operating Expenses</b>	257,363	250,691	+2.7%
<b>Operating Profit</b>	214,378	240,934	-11.0%
<b>Operating Profit margin</b>	15.2%	17.2%	(-2.0ppts)
<b>Exchange gain (loss)*</b>	23,117	(49,815)	(146.4%)
<b>Net Profit</b>	174,648	164,477	+6.2%
<b>Net Profit margin</b>	12.4%	11.7%	+0.7ppts
<b>Dividend per share (HK cents)</b>			
- Full Year	20.0	20.0	Flat
<b>Dividend payout ratio</b>	82%	82%	
<b>EPS (RMB cents)</b>			
- Basic	21.2	20.0	+6.0%
- Diluted	21.2	20.0	+6.0%



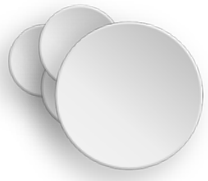
# Operating Expenses

(RMB'000 )	2016		2017		2018	
	(as % of revenue)		(as % of revenue)		(as % of revenue)	
<b>Turnover</b>	<b>1,393,713</b>	<b>100.0%</b>	<b>1,400,842</b>	<b>100.0%</b>	<b>1,411,127</b>	<b>100.0%</b>
<b>Operating expenses</b>	<b>263,136</b>	<b>18.9%</b>	<b>250,691</b>	<b>17.9%</b>	<b>257,363</b>	<b>18.2%</b>
- R&D expenses	98,050	7.0%	109,053	7.8%	113,854	8.1%
- Sales and distribution expenses	132,105	9.5%	105,719	7.5%	106,020	7.5%
- Administrative expenses	32,981	2.4%	35,919	2.6%	37,489	2.7%



## Key Financial Indicators

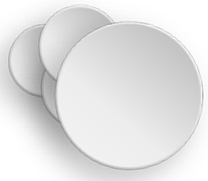
Indicators	As at 31 Dec, 2018	As at 31 Dec, 2017	As at 30 Jun, 2018	As at 30 Jun, 2017
<b>Inventories</b> ( RMB '000 )	<b>211,952</b>	<b>207,609</b>	<b>260,659</b>	<b>172,488</b>
<b>Inventory turnover</b> ( days )	<b>75</b>	<b>78</b>	<b>87</b>	<b>72</b>
<b>Account receivable</b> ( RMB '000 )	<b>413,840</b>	<b>417,729</b>	<b>490,493</b>	<b>613,559</b>
<b>A/R turnover</b> ( days )	<b>108</b>	<b>99</b>	<b>158</b>	<b>125</b>
<b>Current assets</b> ( RMB '000 )	<b>2,000,072</b>	<b>2,196,924</b>	<b>2,092,618</b>	<b>1,873,783</b>
<b>Current liabilities</b> ( RMB '000 )	<b>621,974</b>	<b>757,121</b>	<b>659,067</b>	<b>612,990</b>
<b>Current ratio</b> (times)	<b>3.2</b>	<b>2.9</b>	<b>3.2</b>	<b>3.1</b>



# Net Assets & Cash

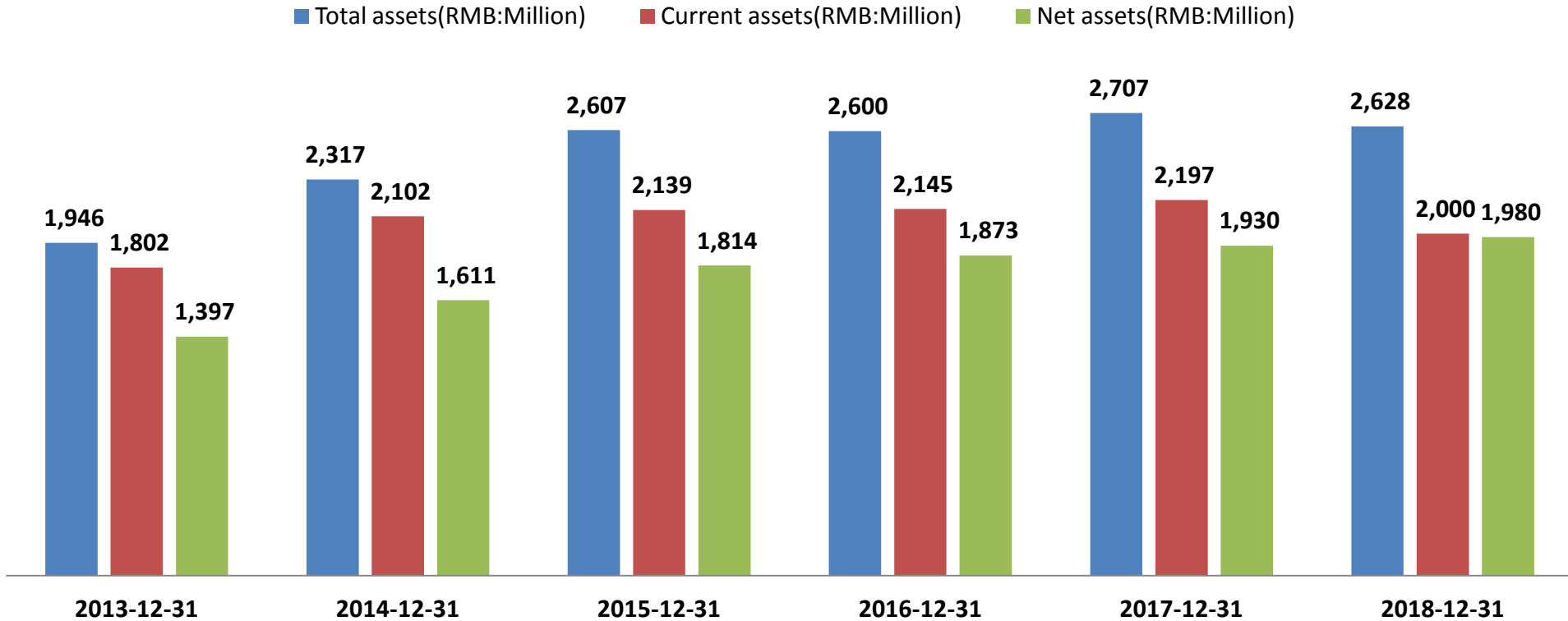
Exchange rate: HKD/RMB: 0.85566

(RMB)	As at 31 Dec, 2018	As at 31 Dec, 2017	As at 30 Jun, 2018	As at 30 Jun, 2017
<b>Net assets ('000)</b>	<b>1,980,083</b>	<b>1,929,883</b>	<b>1,911,981</b>	<b>1,862,880</b>
<b>Total funds available ('000)</b>	<b>1,570,051</b>	<b>1,616,967</b>	<b>1,387,237</b>	<b>1,261,337</b>
<b>Net assets per share</b>	<b>2.38</b>	<b>2.31</b>	<b>2.29</b>	<b>2.23</b>
<b>Net cash per share</b>	<b>1.88</b>	<b>1.94</b>	<b>1.66</b>	<b>1.51</b>

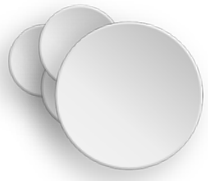


# Assets

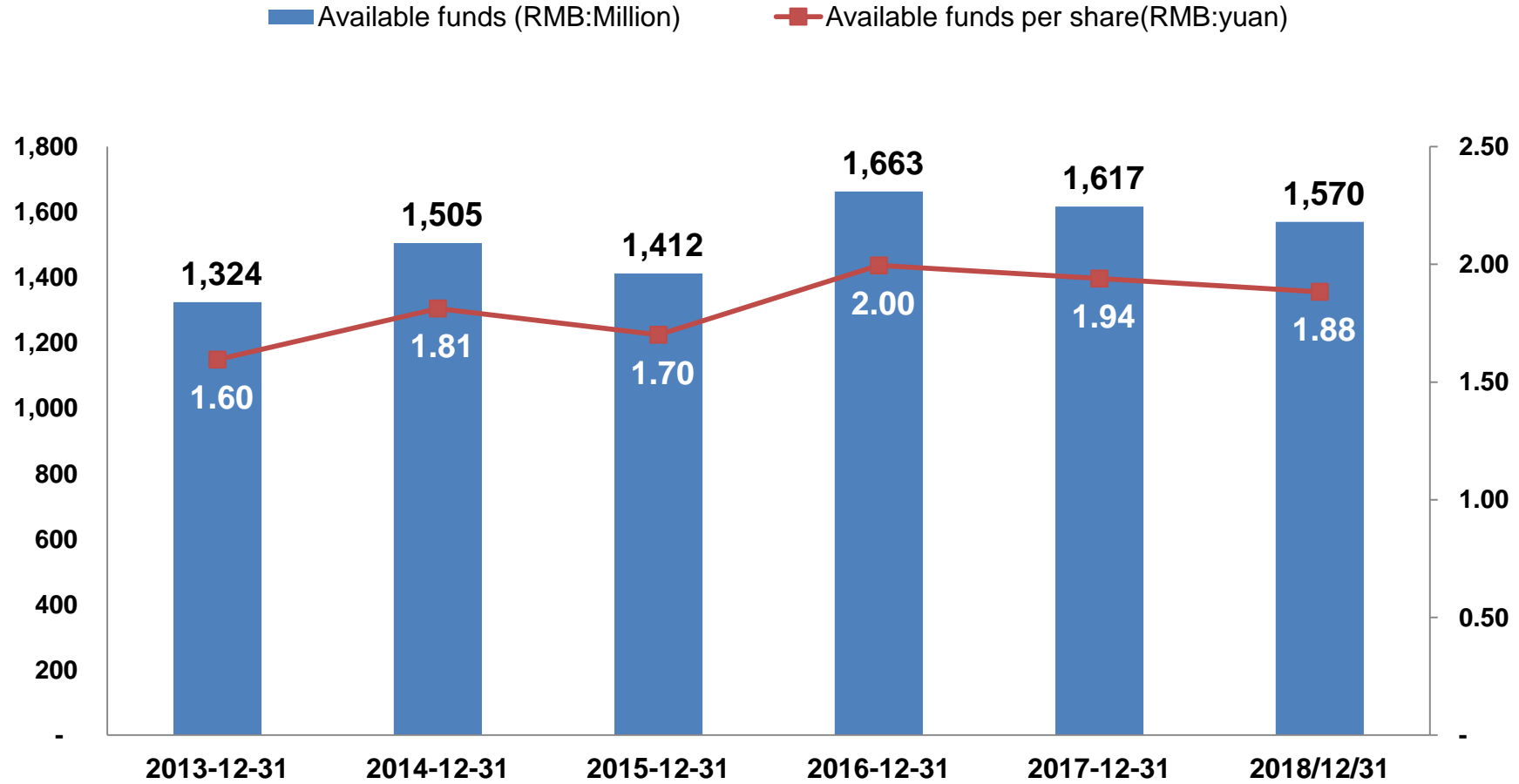
## Growing Net Assets

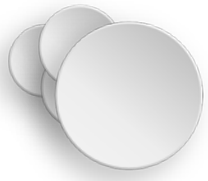


(RMB: Yuan)	2013-12-31	2014-12-31	2015-12-31	2016-12-31	2017-12-31	2018-12-31
Net assets per share	1.683	1.939	2.176	2.248	2.315	2.375

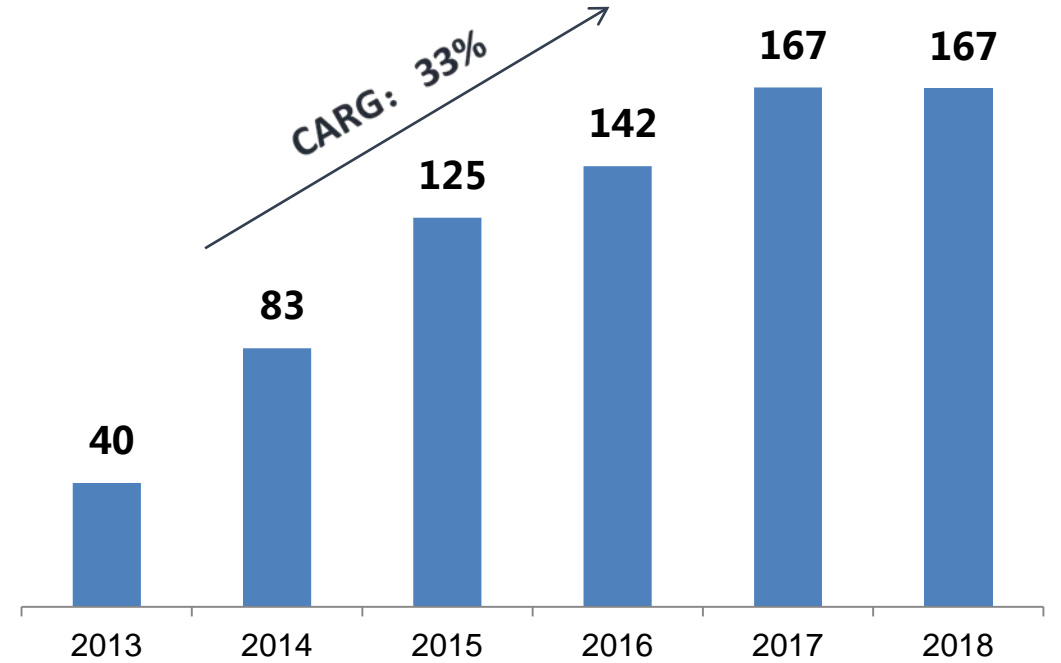
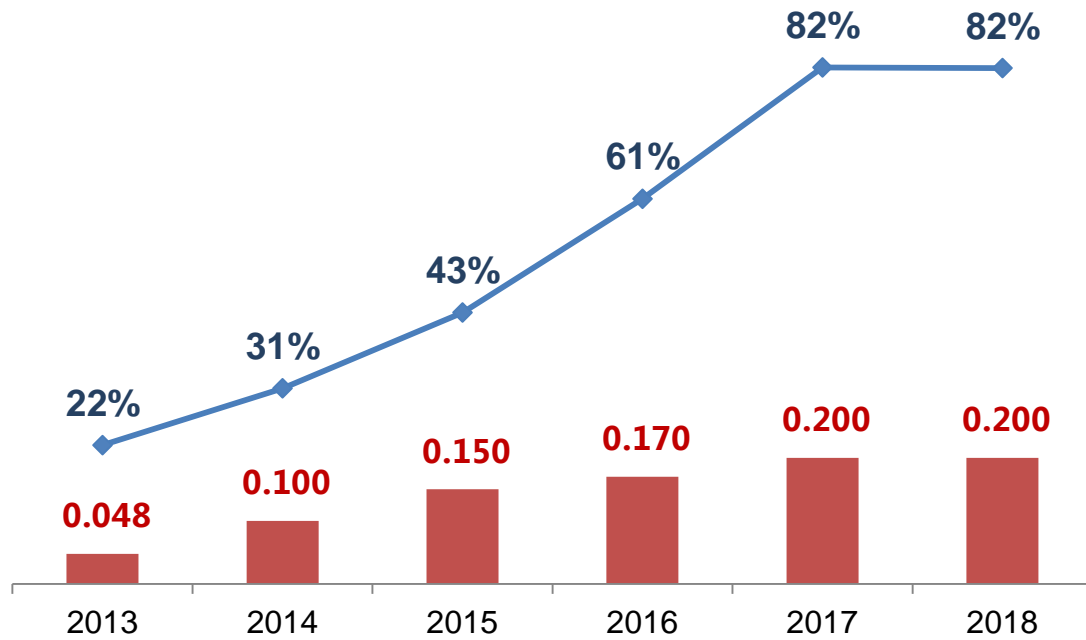


# Cash Flow





# Generous Dividend Payout



■ Dividend per share ( HKD )

◆ Dividend Payout Ratio

■ Full Year Dividend ( HKD: Million )

Over HKD 720 million cumulative dividends paid