

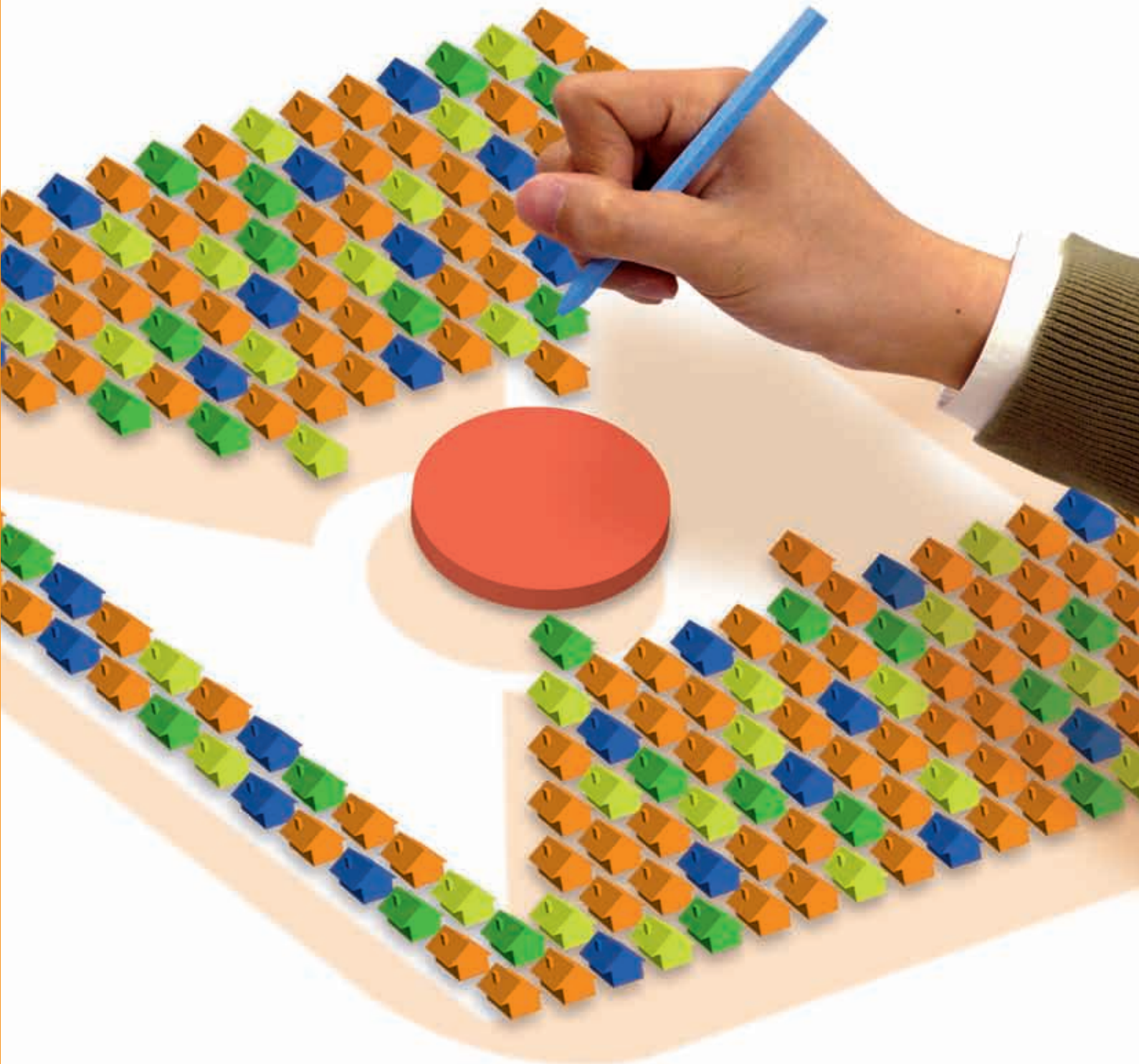


**Hopefluent Group Holdings Limited**

**合富輝煌集團控股有限公司**

(Incorporated in the Cayman Islands with limited liability) Stock No.: 733

# Annual Report 2007



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## BOARD OF DIRECTORS

### Executive Directors

Mr. FU Wai Chung (*Chairman*)  
Ms. NG Wan  
Ms. FU Man  
Mr. LO Yat Fung

### Independent Non-Executive Directors

Mr. LAM King Pui  
Mr. NG Keung  
Mrs. WONG LAW Kwai Wah, Karen

## MEMBERS OF AUDIT COMMITTEE

Mr. LAM King Pui AHKSA, CPA, FCCA, ACS, ACIS  
Mr. NG Keung  
Mrs. WONG LAW Kwai Wah, Karen

## MEMBERS OF REMUNERATION COMMITTEE

Mr. LAM King Pui AHKSA, CPA, FCCA, ACS, ACIS  
Mr. NG Keung  
Mrs. WONG LAW Kwai Wah, Karen

## COMPANY SECRETARY

Mr. LO Hang Fong, solicitor, Hong Kong

## AUTHORISED REPRESENTATIVES

Mr. FU Wai Chung  
Mr. LO Yat Fung

## REGISTERED OFFICE

Cricket Square  
Hutchins Drive  
P.O. Box 2681  
Grand Cayman KY1-1111  
Cayman Islands

## HEAD OFFICE AND PRINCIPAL PLACE OF BUSINESS

8th Floor, International Trade Center  
1 Linhe Xi Lu  
Tianhe District  
Guangzhou  
PRC

## PLACE OF BUSINESS IN HONG KONG

Room 3411, 34th Floor  
Shun Tak Centre West Tower  
200 Connaught Road Central  
Hong Kong

## JOINT AUDITORS

Deloitte Touche Tohmatsu  
Certified Public Accountants  
35th Floor, One Pacific Place  
88 Queensway  
Hong Kong

Zhong Yi (Hong Kong) C.P.A. Company Limited  
9th Floor, Chinachem Hollywood Centre  
1-13 Hollywood Road  
Central, Hong Kong

## LEGAL ADVISERS

Stevenson, Wong & Co.  
4/F & 5/F, Central Tower  
28 Queen's Road Central  
Hong Kong

## PRINCIPAL BANKERS

Industrial and Commercial Bank of China  
Room 358, Citic Plaza  
233 Tian Ho Bei Road  
Guangzhou, PRC

Agricultural Bank of China  
1/F Guangzhou International Trade Centre  
1 Linhe Xi Lu  
Guangzhou, PRC

## PRINCIPAL SHARE REGISTRAR AND TRANSFER OFFICE

Bank of Butterfield International (Cayman) Ltd.  
Butterfield House, 68 Fort Street  
P.O. Box 705  
George Town, Grand Cayman  
Cayman Islands  
British West Indies

## HONG KONG BRANCH SHARE REGISTRAR AND TRANSFER OFFICE

Tricor Investor Services Limited  
26th Floor  
Tesbury Centre  
28 Queen's Road East  
Wanchai, Hong Kong

## STOCK CODE

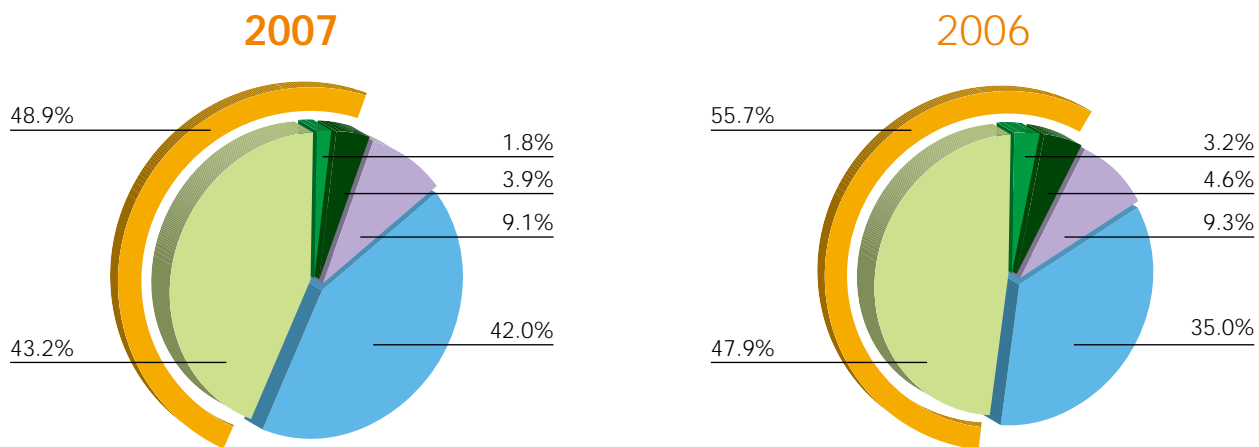
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## HOME PAGE

[www.hopefluent.com](http://www.hopefluent.com)

## Turnover by Business

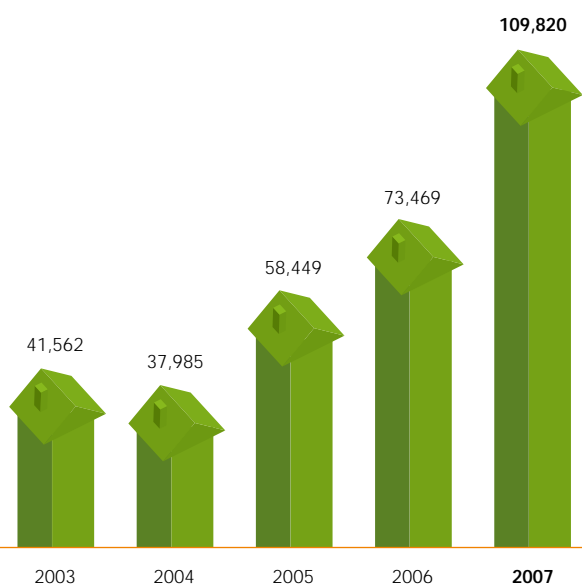
For the year ended 31 December



- Commission income for primary property transactions
- Marketing and planning consultancy services fee income
- Conveyancing services fee income
- Commission income for secondary property transactions
- Property management and others

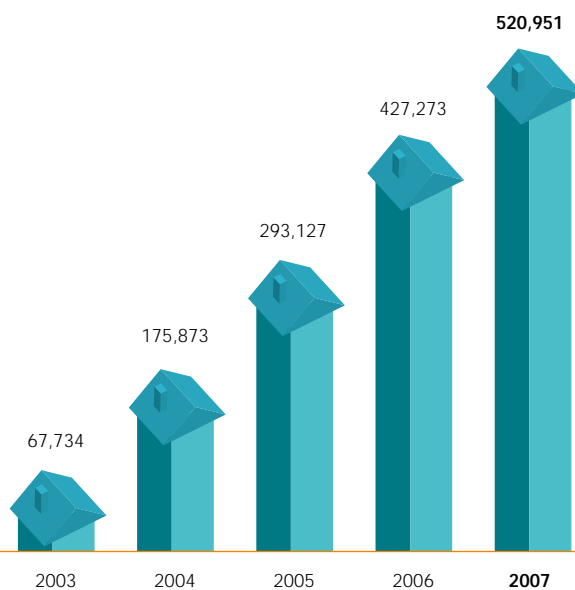
## Profit Attributable to Shareholders

(HK\$'000)



## Shareholders' Funds

(HK\$'000)



During the year, the Group strived to develop other markets and expanded its primary real estate agency business to Urumqi, Shenyang, Jinan, Qingdao and Baotou, bringing the number of cities it covers to 25. All major markets including Guangzhou, Dongguan, Foshan, Tianjin and Shanghai recorded excellent sales. New markets such as Anhui, Guangxi, Hubei, Hunan and Shaanxi also performed well.







**Fu Wai Chung**  
*Chairman*

Hopefluent had another year of high growth in 2007. The thriving Chinese economy continued to fuel demand for housing, as reflected in the growth of the Group's business. During the year, capital was drawn to the property market which stood out as a more stable investment means against the fluctuating stock market. In the past year, Hopefluent's business continued to expand, reporting a turnover of HK\$773.7 million, up 71% against 2006. Profit attributable to shareholders increased by an encouraging 49% to HK\$109.8 million.

During the year under review, the Group continued to focus on developing its core operations – primary and secondary property real estate agency services, and other property related businesses including project planning consultancy service, mortgage referral and property management, creating synergies for its overall operation. The Group was the sole agent for 250 projects in 2007, boasting an expanded service coverage spanning 25 cities in the country. The Group's secondary property real estate agency services also continued to prosper, with the number of branches increased from 203 at year end 2006 to approximately 350 at year end 2007. The Group speeded up developing the market in Shanghai by bringing the number of branches in the city from 15 at year end 2006 to over 70 at year end 2007.

In late 2007, the Chinese government introduced a new series of macroeconomic austerity measures to cap property price surge. These policies posed certain pressures on property developers and led to market jittery. Nevertheless, different markets promptly made adjustments between the fourth quarter 2007 and the first two months this year. Looking forward, as major local economies continue to prosper and more opportunities surface in the advent of the Beijing Olympics, housing demand is expected to remain intense. The Group expects property transactions to pick up and property prices to climb steadily in the second and third quarters of 2008. Guided by its clear objectives, which are to expand business scope and strengthen existing operational network, the Group will strive to improve its overall strengths and in turn the quality of its services to customers.

Last but not least, on behalf of the Board, I would like to thank all shareholders, business partners and customers for their continuous support and staff for their efforts and contribution last year. I am optimistic and confident about the prospect of the Group and its ability to achieve all business goals in the coming year.




By order of the Board

**Fu Wai Chung**  
*Chairman*

Hong Kong, 16 April 2008

# Comprehensive Networks in PRC



-  Headquarters
-  Existing Primary Real Estate Services Office
-  Existing Secondary Real Estate Services Branch

## Biographical Details of Directors & Senior Management

### DIRECTORS

#### Executive Directors

**Mr. Fu Wai Chung** (Chairman), aged 58, the co-founder and chairman of the Group, is responsible for the strategic planning and overall management of the Group. Mr. Fu is a graduate of 華南工學院 (Wahnan Industrial College, the PRC) and holds a certificate in mechanical engineering. Mr. Fu has over twelve years of experience in real estate agency business management and administration in the PRC. Mr. Fu is a member of the committee of the Chinese People's Political Consultative Conference of Guangzhou City.

**Ms. Ng Wan**, aged 52, the co-founder of the Group, is responsible for the Group's sales and marketing and overall management. Ms. Ng is a graduate of 廣州業餘大學 (Guangzhou Part-time University, the PRC) and holds a certificate in arts. Ms. Ng has over twelve years of experience in the real estate agency business. She is the wife of Mr. Fu.

**Ms. Fu Man**, aged 47, the co-founder of the Group, is responsible for the Group's sales and marketing and overall management. Ms. Fu attended 廣州大學科技幹部學院 (Technology College, Guangzhou University, the PRC) and holds a certificate in industrial foreign trade. Ms. Fu has over twelve years of experience in the real estate agency business. She is the sister of Mr. Fu.

**Mr. Lo Yat Fung**, aged 43, is a certified public accountant in Hong Kong and has over eighteen years of experience in accounting and financial management. Mr. Lo has obtained a professional diploma in accountancy from the Hong Kong Polytechnic University and is a fellow member of the Association of Chartered Certified Accountants of the United Kingdom and the Hong Kong Institute of Certified Public Accountants. In addition, Mr. Lo is a fellow member of the Taxation Institute of Hong Kong and an associate member of the Institute of Chartered Secretaries and Administrators.

#### Independent Non-Executive Directors

**Mr. Lam King Pui**, aged 42, is the chief financial officer of a jewellery retailer in Hong Kong. He holds a Bachelor of Arts degree in accountancy from the Hong Kong Polytechnic University and has over eighteen years of experience in accounting. Mr. Lam is a fellow member of the Association of Chartered Certified Accountants, a Certified Public Accountant, an associate member of the Hong Kong Institute of Certified Public Accountants, an associate member of the Institute of Chartered Secretaries and Administrators and the Hong Kong Institute of Company Secretaries.

**Mr. Ng Keung**, aged 57, is the managing director of a private information technology company since 2000. Prior to the current appointment, Mr. Ng was the vice chairman and the general manager of a private investment company in Hong Kong. Mr. Ng graduated from 廣州市廣播電視大學 (Guangzhou City Radio and Television University, the PRC) with a diploma in industrial enterprises management.

**Mrs. Wong Law Kwai Wah, Karen**, aged 59, holds a bachelor of arts degree from the University of Hong Kong and has over thirty-one years working experience in the real estate field. Mrs. Wong is a fellow member of the Chartered Institute of Housing Asian Pacific Branch and a fellow of the Hong Kong Institute of Housing. She is a licensed real estate agent and is currently the president of the Society of Hong Kong Real Estate Agents Ltd.

### AUDIT COMMITTEE

The Company established an audit committee on 24 June 2004. The primary duties of the audit committee are to review and supervise the financial reporting process and internal control system of the Group. The committee has reviewed the audited financial statements for the year ended 31 December 2007.

The audit committee of the Group consists of three independent non-executive Directors, namely Mr. Lam King Pui, Mr. Ng Keung and Mrs. Wong Law Kwai Wah, Karen. Mr. Lam King Pui was appointed as the chairman of the audit committee.

### COMPANY SECRETARY

**Mr. Lo Hang Fong**, aged 44, is a solicitor practising in Hong Kong and the company secretary of the Company. He holds a bachelor's degree in laws from the University of Bristol in England and a diploma in Chinese laws from the China Law Society. He has acquired over fifteen years of experience in corporate advisory on mergers and acquisitions, initial public offerings and loan syndication.

## SENIOR MANAGEMENT

**Ms. Li Jie Nu**, aged 54, is the manager of the administration department and is responsible for the administration and human resources of the Group. Ms. Li holds a diploma in business administration from 廣州市財貿管理幹部學院 (Guangzhou Finance and Trading Management College, the PRC). She has fifteen years of experience in management and business administration.

**Mr. Liang Guo Hong**, aged 42, is the financial controller and is responsible for the financial management of the Group. He holds a diploma in business administration from 廣州市財貿管理幹部學院 (Guangzhou Finance and Trading Management College, the PRC) and a bachelor's degree in construction engineering from 工程兵工程學院 (Military Engineering College, the PRC).

**Mr. Xie Yu Han**, aged 43, is a deputy general manager and is responsible for property market research analysis and project planning consultancy service business. He holds a diploma in corporate management from 中國暨南大學 (Jinan University, the PRC).

**Ms. Wu Shan Hong**, aged 39, is a deputy general manager and is responsible for the management of the overall business of the Group. She holds a bachelor's degree in arts from 深圳大學 (Shenzhen University, the PRC) and a master's degree in business administration from University of Western Sydney, Australia.

**Mr. Zheng Song Jie**, aged 30, is a business manager, and is responsible for sales and promotion strategies for primary property projects. He holds a bachelor's degree in business management from 廣東商學院 (Guangdong Commercial College, the PRC).

**Ms. Hu Yun**, aged 35, is the manager of the architectural design department, and is responsible for the research on architectural planning of the primary property projects. She holds a bachelor's degree in architecture from 華南理工大學 (South China Polytechnic University, the PRC).

**Mr. Xu Jing Hong**, aged 36, is the general manager of Dongguan Hopefluent Real Properties Consultancy Limited, and is responsible for formulating marketing and planning strategies for primary property projects in Dongguan. He holds a diploma in business administration from 廣州市華南師範大學 (South China University of Education, the PRC).

**Mr. Li Wei**, aged 36, is the general manager of Foshan Hopefluent Real Properties Consultancy Limited, and is responsible for formulating marketing and planning strategies for primary property projects in Foshan. He holds a bachelor's degree in material science and engineering from 廣州工業大學 (Guangdong Industrial University, the PRC).

**Mr. Ou Yang Da Hui**, aged 40, is the general manager of Tianjin Hopefluent Real Properties Sales and Marketing Limited, and is responsible for formulating marketing and planning strategies for primary property projects in Tianjin. He holds a bachelor's degree in engineering from 深圳大學 (Shenzhen University, the PRC).

**Mr. Ye Hou Biao**, aged 34, is currently enrolled in the programme for the Master's degree of Business Administration at 上海同濟大學比利時聯合商學院 (Belgium Joint School of Commerce of Shanghai Tongji University). He has been in the real estate agency industry in Shanghai for over ten years. He joined the Hopefluent Group in January 2007, and is currently the general manager of Shanghai Hope Realty Consultancy Limited.

**Mr. Liu Lian**, aged 36, is a postgraduate student of Corporate Management at 南京大學國際商學院 (International Business Faculty of Nanjing University). He has around sixteen years of experience in corporate management, and has been in the real estate industry for 10 years. He joined the Hopefluent Group in April 2004, and is currently the general manager of Anhui Hopefluent Real Properties Consultancy Limited.

**Ms. Zhu Jie**, aged 45, holds a Master's degree of Business Administration of 中國人民大學 (Renmin University of China). She has been in the development projects and marketing in the real estate industry for over ten years. She joined the Hopefluent Group in 2005, and is currently the general manager of Shanghai Hopefluent Real Properties Consultancy Limited.

**Mr. Yu Zhao Yi**, aged 39, is the deputy general manager of Dongguan Hopefluent Real Properties Consultancy Limited and is responsible for the promotion and advertising of the primary property projects in Dongguan. He holds a bachelor's degree in engineering from 哈爾濱船舶工程學院 (Harbin Vessel Engineering College, the PRC).

**Ms. Li Jing**, aged 33, is the general manager of operations in the secondary property market and is responsible for the management of sales and marketing strategies and promotion activities of the secondary property market.

## BUSINESS REVIEW

2007 was a very fruitful year for the Group. During the year, the thriving Chinese economy and increasing income of the people continued to boost local demand for housing, which was reflected in the steady increase in the number of transactions and property prices. With finger on the pulse of the market, the Group devoted major efforts into expanding its primary and secondary property real estate agency service businesses during the year. As a result, it achieved satisfactory growth for its business during the year.

For the year ended 31 December 2007, the Group recorded a turnover of HK\$773.7 million, up 71% against HK\$452.2 million in 2006. Profit attributable to shareholders amounted to HK\$109.8 million, an increase of 49% from HK\$73.5 million in 2006. Basic earnings per share were HK44.5 cents (2006: HK32.9 cents).

During the year under review, the Group's primary and secondary property real estate agency service businesses brought in turnover of HK\$399.9 million and HK\$343.9 million respectively, accounting for 49% and 42% of the Group's total turnover. The remaining 9% or HK\$74.6 million was derived from mortgage referral, property management and other businesses. By geographical segment, Guangzhou contributed about 59% of the Group's total turnover and about 41% came from outside Guangzhou.

## PRIMARY PROPERTY REAL ESTATE AGENCY AND CONSULTANCY SERVICES 合富辉煌® 房地产 Hopefluent Real Properties

During the year under review, the Group handled approximately 33,000 primary property transactions involving a total gross floor area of about 37.0 million square feet at a total value of about HK\$32.0 billion, an approximate 58% increase against the over HK\$20.2 billion last year. In 2007, the Group had exclusive agency rights for over 250 projects, approximately 180 of which together contributed turnover amounting to HK\$353.3 million to the Group during the year, representing an increase of 54% when compared with HK\$228.8 million in 2006. By geographical segment, Guangzhou accounted for approximately 51% of the total turnover from primary property real estate agency service and about 49% came from outside Guangzhou.

During the year, the Group strived to develop other markets and expanded its primary real estate agency business to Urumqi, Shenyang, Jinan, Qingdao and Baotou, bringing the number of cities it covers to 25. All major markets including Guangzhou, Dongguan, Foshan, Tianjin and Shanghai recorded excellent sales. New markets such as Anhui, Guangxi, Hubei, Hunan and Shaanxi also performed well.

Bola Financing • Mortgage Referral Business



Shop for Shanghai Hope Real Properties



Hope fluent Property Agents Training School



Hope fluent Customers Service Centre

## PRIMARY PROPERTY REAL ESTATE AGENCY AND CONSULTANCY SERVICES 合富辉煌房地产 (Continued)

Riding on its quality property real estate agency service, effective sales strategies and outstanding corporate brand, the Group continued to work closely with major property developers and secured exclusive agency rights for more projects. Between 2005 and now, the Group has been the sole agent for 16 projects of the renowned mainland property developer Vanke in areas including Guangzhou, Dongguan, Foshan, Tianjin, Hunan and Haikou. Other cooperating developers included Gemdale, KWG Property, Sino-Ocean Land, China Everbright, Poly and Evergrande Real Estate. The Group is also the agent for projects of renowned Hong Kong developers like Sun Hung Kai and China Overseas.

The Group also offers initial project planning services to Greentown, Shanghai Industrial and a number of property developers. Such services cover the entire planning process from giving professional advice on location and market positioning to marketing and sales. During the year under review, the Group provided initial project planning services to over 110 development projects.

## SECONDARY PROPERTY REAL ESTATE AGENCY SERVICE 合富置业

The primary property markets in major cities such as Guangzhou and Shanghai are thriving in recent years. That plus the persistently strong demands for housing in these cities have also driven growth of respective secondary property real estate market. In 2007, the Group handled approximately 34,000 secondary property transactions, a surge of 66% when compared to approximately 20,500 transactions in 2006. Turnover from this segment increased by 105% from approximately HK\$167.5 million in 2006 to approximately HK\$343.9 million. Guangzhou accounted for approximately 73% of the total turnover from this segment and the balance of 27% came from outside Guangzhou.

To support development of its secondary property real estate agency service business and to build up a more comprehensive service network, the Group opened more branches for the business during the year. In addition to developing the business in its core base Guangzhou, the Group also accelerated adding branches in Shanghai to capitalize on the recovering property market. It also opened more branches in cities with great potential, including Tianjin, Foshan, Dongguan and Beijing. The Group's branches for the business increased from 203 at year end 2006 to approximately 350 at year end 2007, of which over 200 were in Guangzhou, over 70 in Shanghai and 20 in each of Dongguan and Foshan. The remaining branches were in Tianjin, Beijing and other cities.

## OTHER BUSINESSES



Apart from property real estate agency service business, the Group also provides customers with a range of other real estate related value-added services including mortgage referral, property management, property valuation and property auction, etc. These businesses generate additional income for the Group as well as well enhance the Group's brand image.

The Group now offers mortgage referral business in Guangzhou and Dongguan. It has a comprehensive customer network that allows it to land secondary property agency business and render professional advice and referral services to clients. As for its property management business, the Group provided property management services during the year under review to 40 residential and commercial projects and shopping arcades in Guangzhou, Shanghai, Tianjin and Wuhan involving more than 40,000 units.

## PROSPECTS

The Chinese government introduced a new series of macroeconomic austerity measures in October 2007, hoping to cap the property price surge. These policies have posed certain pressures on property developers and led to buyer jittery. Nevertheless, the property market still enjoys sound development prospect. As different markets have made adjustments in the face of new policies and housing demand continues to be strong, the Group expects property transactions to pick up and property prices to climb steadily in the second and third quarters this year.

Building on its past successes and proven sales track record, the Group will be able to secure more agency service projects and forge long-term partnership with more developers in the future. The Group will also continue to expand its footprint by exploring business in different regions and to extend the presence of its primary property agency service business.

As for the secondary property real estate agency service business, it has stepped up its efforts to develop the market in Shanghai since May last year. It increased the number of branches for the business in the city to over 80 currently. With the "Hopefluent" brand gaining awareness in Shanghai, the business has been gathering momentum. In 2008, while maintaining its leadership in the Guangzhou market, the Group will continue to devote major efforts to developing secondary property real estate agency service business in Shanghai. Its target is to grow the total number of branches in Shanghai to over 100 by the end of the year. At the same time, the Group will also strive to develop the business in existing markets supported by its dynamic and prudent business development strategies. Its goal is to bring the total number of branches for the business to 500 nationwide in 2008.

Looking ahead, Hopefluent will continue to provide customers with professional and quality property real estate agency and consultancy services and strive for growth of its real estate related value-added service businesses so as to enlarge market share and deliver better returns to shareholders.

## CORPORATE GOVERNANCE PRACTICES

The board of directors of the Company (the "Board") and management of the Company and its subsidiaries (the "Group") are committed to maintaining high standards of corporate governance and the Board is responsible for achieving consistent and sustainable long-term returns for the shareholders. The Group has complied throughout the review year with the code provisions contained in the Code on Corporate Governance Practices (the "Code") of the Rules Governing the Listing of Securities (the "Listing Rules") on the Stock Exchange of Hong Kong Limited (the "SEHK") save and except certain deviations as more specifically described below.

## DIRECTORS

### Directors' Securities Transactions

The Company has adopted the code of conduct regarding directors' securities transactions as set out in the Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") of the Listing Rules. Having made specific enquiry of all directors, they all have confirmed that they have complied with the required standard as set out in the Model Code throughout the year.

### Board of Directors

The Board comprises:

<i>Executive Directors</i>	:	Mr. FU Wai Chung Ms. NG Wan Ms. FU Man Mr. LO Yat Fung
<i>Independent Non-Executive Directors</i>	:	Mr. LAM King Pui Mr. NG Keung Mrs. WONG LAW Kwai Wah, Karen

Each independent non-executive director has given an annual confirmation of his independence to the Company, and the Company considers them to be independent under Rule 3.13 of the Listing Rules.

During the financial year ended 31 December 2007, four Board meetings were held and the attendance of each director is set out as follows:

Name of director	Number of Board meetings attended in the financial year ended 31 December 2007	Attendance rate
Mr. FU Wai Chung	4	100%
Ms. NG Wan	3	75%
Ms. FU Man	4	100%
Mr. LO Yat Fung	4	100%
Mr. LAM King Pui	4	100%
Mr. NG Keung	4	100%
Mrs. WONG LAW Kwai Wah, Karen	4	100%

## **DIRECTORS** (Continued)

### **Board of Directors** (Continued)

The Board has in place a list of key matters that are to be retained for board decision:

- Long-term objectives and strategies
- Extension of Group activities into new areas
- Monitoring the budgets and financial performance of the Company
- Preliminary announcements of interim and final results
- Material banking facilities
- Internal control assessment
- Overseeing the performance of the management

while daily operation and administration are delegated to the management.

The Board held meetings from time to time whenever necessary. The agenda accompanying board papers are sent to all directors at least 3 days before the date of every Board meeting in order to allow sufficient time for the directors to review the documents. Minutes of every Board meeting are circulated to all directors for their perusal and comments. The Board also ensures that it is supplied in a timely manner with the agenda and all necessary information in a form and of a quality appropriate to enable it to discharge its duties.

Every Board member has full access to the advice and services of the company secretary with a view to ensuring that board procedures, and all applicable rules and regulations are followed and they are also entitled to have full access to Board papers and related materials so that they are able to make an informed decision and to discharge their duties and responsibilities.

## **CHAIRMAN AND CHIEF EXECUTIVE OFFICER**

Mr. Fu Wai Chung ("Mr. Fu") is the chairman of the Company and co-founder of the Company. Mr. Fu has extensive experience in the industry which is beneficial and of great value to the overall development of the Company.

The Company has no such title as the chief executive officer and therefore the daily operation and management of the Company is monitored by the executive directors as well as the senior management.

The Board is of the view that although there is no chief executive officer, the balance of power and authority is ensured by the operation of the Board, which comprises experienced individuals and meetings between the directors and the management are held from time to time to discuss issues relating to operation of the Company.

Ms. Ng Wan is the wife of Mr. Fu and Ms. Fu Man is the sister of Mr. Fu.

## **APPOINTMENT AND RE-ELECTION OF DIRECTORS**

Each executive director is appointed for an initial term which is renewable automatically each year. All independent non-executive directors are appointed for a specific term which may be extended as each director and the Company may agree in writing. However, they are appointed subject to retirement by rotation and re-election at the annual general meetings of the Company in accordance with the provision of the Articles of Association of the Company (the "Articles of Association").

The Articles of Association provides that at each annual general meeting, one-third of the directors for the time being shall retire from office by rotation and that every director shall be subject to retirement by rotation at least once every 3 years.

## REMUNERATION OF DIRECTORS AND SENIOR MANAGEMENT

### Remuneration Committee

The remuneration committee of the Company (the "Remuneration Committee") comprises the three independent non-executive directors and Mr. LAM King Pui is the chairman of the Remuneration Committee.

According to the terms of reference of the Remuneration Committee, its major roles and functions are as follows:

- (1) To make recommendations to the Board on the Company's policy and structure for all remuneration of directors and senior management and on the establishment of a formal and transparent procedure for developing policy on such remuneration.
- (2) To have the delegated responsibility to determine the specific remuneration package for all executive directors and senior management, including benefits in kind, pension rights and compensation payments, including any compensation payable for loss or termination of their office or appointment. The Committee should consider factors such as salaries paid by comparable companies, time commitment and responsibilities of the directors, employment conditions elsewhere in the Group and desirability of performance-based remunerations.
- (3) To review and approve performance-based remuneration by reference to corporate goals and objectives resolved by the Board from time to time.
- (4) To review and approve the compensation payable to executive directors and senior management in connection with any loss or termination of their office or appointment to ensure that such compensation is determined in accordance with relevant contractual terms and that such compensation is otherwise fair and not excessive for the Company.
- (5) To review and approve compensation arrangement relating to dismissal or removal of directors for misconduct to ensure that such arrangements are determined in accordance with relevant contractual terms and that any compensation payment is otherwise reasonable and appropriate.
- (6) To ensure that no director or any of his associate is involved in deciding his own remuneration.

The Group's human resources department assists the Remuneration Committee by providing relevant remuneration data and market conditions for Committee's consideration. The remuneration of executive directors and senior management is determined with reference to the Company's performance and profitability, as well as remuneration benchmarks in the industry and the prevailing market conditions.

Two meetings of the Remuneration Committee, which were well attended by all members of the Remuneration Committee, were held in the year 2007 and during the meetings the remuneration policies, structures and procedures in remunerating the directors and senior management of Group were under review and in view of the current stable working environment and low staff turnover rate, the current remuneration policies for the Group would be continued. No director or any his associates is involved in deciding his own remuneration.

Name of members of Remuneration Committee	Number of meetings attended in the financial year ended 31 December 2007	Attendance rate
Mr. LAM King Pui	2	100%
Mr. NG Keung	2	100%
Mrs. WONG LAW Kwai Wah, Karen	2	100%

## ACCOUNTABILITY AND AUDIT

### Financial Reporting

The management reports regularly to the Board and provides such explanation and information to the Board on the financial position and prospects of the business of the Company so as to enable the Board to make an informed assessment of the financial and other information put before the Board for approval.

The directors acknowledge their responsibility to prepare the financial statements that give a true and fair view of the state of affairs of the Group. The Board was not aware of any material uncertainties relating to events or conditions that might cast significant doubt upon the Group's ability to continue as a going concern, the Board has prepared the financial statements on a going concern basis.

The responsibility of the external auditors is to form an independent opinion, based on audit, on those consolidated financial statements prepared by the Board and to report their opinion solely to the shareholders of the Company, as a body, and for no other purpose. A statement by the auditors about their reporting responsibility is set out on page 23 of this Annual Report.

## INTERNAL CONTROL AND RISK MANAGEMENT

The Board is responsible for overseeing the Company's system of internal control.

To facilitate the effectiveness and efficiency of operations and to ensure compliance with relevant laws and regulations, the Group emphasizes on the importance of a sound internal control system which is also indispensable to mitigating the Group's risk exposures. An internal control department ("ICD") was established in 2006 which reported directly to the Board. An ICD audit team headed by the head of ICD was also set up to ensure the branches operation and practices are complied with the Group's policies and procedures. The team has reviewed and checked the sales, performance reports and cash flow of each branch rotationally. Programs have also been tailor-made for monthly consolidated management accounts.

The internal control system is reviewed on an ongoing basis by the Board in order to make it practical and effective in providing reasonable assurance in relation to protection of material assets and identification of business risks. The Board has conducted review of the effectiveness of the system of internal control and is of the view that the system of internal control adopted for the year ended 31 December 2007 is sound and is effective to safeguard the interests of the shareholders' investment and the Company's assets. The Board is satisfied that, based on information furnished to it and on its own observations, the present internal controls of the Group are satisfactory.

The Group is committed to the identification, monitoring and management of risks associated with its business activities and has implemented a practical and effective control system which includes a defined management structure with limits of authority, a sound cash management system, such as control over expenditures and payroll, certain risk assessment controls and periodic review of the Group's performance by the Audit Committee and the Board.

## AUDIT COMMITTEE

The audit committee of the Company (the "Audit Committee") comprises the three independent non-executive directors. Mr. LAM King Pui, the chairman of the Audit Committee, has professional qualifications and in-depth experience in accounting and related financial management expertise. No member of the Audit Committee is a member of the former or existing auditors of the Company.

According to the existing terms of reference of the Audit Committee, its major roles and functions are, amongst others, to consider the appointment of the external auditors, the audit fee, and any questions of resignation or dismissal of the external auditors; to review the half-year and annual financial statements before submission to the Board and to consider major findings of internal investigations and management's response.

The Audit Committee held four meetings in 2007, which were attended by all audit committee members.

Name of members of Audit Committee	Number of meetings attended in the financial year ended 31 December 2007	Attendance rate
Mr. LAM King Pui	4	100%
Mr. NG Keung	4	100%
Mrs. WONG LAW Kwai Wah, Karen	4	100%

At the meetings held during the year, in performing its duties in accordance with its terms of reference, the work performed by the Audit Committee included reviewing and supervising the financial reporting process and review of recent business development and the audit fee for the Group accounts and internal control system of the Company and its subsidiaries and reviewing the financial statements for the relevant period with reference to the scope of the terms of reference.

## AUDITORS' REMUNERATION

During the financial year ended 31 December 2007, the remuneration paid to the Company's joint auditors, Deloitte Touche Tohmatsu and Zhong Yi (Hong Kong) C.P.A. Company Limited, is set out as follows:

Services rendered	Fees paid/payable (HK\$'000)
Audit services	1,750
Non-audit services	180
	<hr/>
	1,930

## SHAREHOLDERS

The Company has established a range of communication channels between itself and its shareholders, investors and other stakeholders. These include the annual general meeting, the annual and interim reports, notices, announcements and circulars and the Company's website at [www.hopefluent.com](http://www.hopefluent.com).

The directors present their annual report and the audited consolidated financial statements for the year ended 31 December 2007.

### PRINCIPAL ACTIVITIES

The Company acts as an investment holding company. The activities of its principal subsidiaries are set out in note 29 to the consolidated financial statements.

### RESULTS AND APPROPRIATIONS

The results of the Group for the year ended 31 December 2007 are set out in the consolidated income statement on page 24.

An interim dividend of HK5.5 cents per share amounting to HK\$13,574,000 was paid to the shareholders during the year. The directors now recommend the payment of a final dividend of HK9 cents per share to the shareholders on the register of members of the Company on 2 June 2008, amounting to HK\$22,212,000, and the retention of the remaining profit for the year of HK\$205,036,000.

### CLOSURE OF REGISTER OF MEMBERS

The register of members of the Company will be closed from 29 May 2008 to 2 June 2008, both days inclusive, during which period no transfer of shares will be effected. In order to qualify for the proposed final dividend and attending and voting at the 2008 Annual General Meeting, all transfer documents accompanied by the relevant share certificates must be lodged with the Company's share registrar in Hong Kong, Tricor Investor Services Limited, at 26th Floor, Tesbury Centre, 28 Queen's Road East, Wanchai, Hong Kong for registration no later than 4:30 pm on 28 May 2008.

### INVESTMENT PROPERTIES

The Group's investment properties at 31 December 2007 were revalued by an independent firm of professional property valuers on an open market value basis. Details of movements in the investment properties of the Group during the year are set out in note 15 to the consolidated financial statements.

### PROPERTY, PLANT AND EQUIPMENT

During the year, the Group spent capital expenditure of approximately HK\$101,650,000 on additions of property, plant and equipment, mostly for the expansion of property agency services throughout the People's Republic of China.

Details of these and other movements during the year in the property, plant and equipment of the Group are set out in note 16 to the consolidated financial statements.

### SHARE CAPITAL

There were no movements during the year in the share capital of the Company. Details of the Company's share capital are set out in note 21 to the consolidated financial statements.

## DISTRIBUTABLE RESERVES OF THE COMPANY

The Company's reserves available for distribution to shareholders as at 31 December 2007, consisted of share premium of HK\$223,948,000 (2006: HK\$223,948,000), contributed surplus of HK\$67,385,000 (2006: HK\$67,385,000) and retained profits of HK\$22,125,000 (2006: HK\$23,178,000).

Under the Companies Law (Revised) Chapter 22 of the Cayman Islands, the share premium of the Company is available for paying distributions or dividends to shareholders subject to the provisions of its Memorandum and Articles of Association and provided that immediately following the distribution or dividend the Company is able to pay its debts as they fall due in the ordinary course of business. In accordance with the Company's Article of Association, dividends shall be distributed out of the retained profits or other reserves, including the share premium account, of the Company.

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

The Company has not redeemed any of its shares, and neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed shares during the year ended 31 December 2007.

## DIRECTORS

The directors of the Company during the year and up to the date of this report were:

### Executive directors

Mr. Fu Wai Chung (*Chairman*)  
Ms. Ng Wan  
Ms. Fu Man  
Mr. Lo Yat Fung

### Independent non-executive directors

Mr. Lam King Pui  
Mr. Ng Keung  
Mrs. Wong Law Kwai Wah, Karen

In accordance with the provisions of the Company's Articles of Association, Messrs. Ng Wan, Fu Man and Wong Law Kwai Wah, Karen retire by rotation and, being eligible, offer themselves for re-election.

The term of office of each independent non-executive director is the period from the date of appointment up to his retirement by rotation as required by the provisions of the Company's Articles of Association.

## DIRECTORS' SERVICE CONTRACTS

Each of the executive directors of the Company proposed for re-election at the forthcoming annual general meeting has entered into a service contract with the Company for a duration of three years commencing from 1 April 2004 and will continue thereafter until terminated by either party giving to the other not less than three months' advance written notice of termination.

Other than as disclosed above, none of the directors of the Company proposed for re-election at the forthcoming annual general meeting has a service contract with the Company or any of its subsidiaries which is not determinable by the employing company within one year without payment of compensation (other than statutory compensation).

## DIRECTORS' INTERESTS IN SHARES

At 31 December 2007, the interests of the directors and their associates in the shares of the Company and its associated corporations, as recorded in the register maintained by the Company pursuant to Section 352 of the Securities and Futures Ordinance (the "SFO"), or as otherwise notified to the Company and the Stock Exchange of Hong Kong Limited pursuant to the Model Code for Securities Transactions by Directors of Listed Companies were as follows:

### Long positions:

- (i) *Ordinary share of HK\$0.01 each in the Company*

Name of director	Capacity	Number of issued ordinary shares held	Percentage of the issued share capital of the Company
Mr. Fu Wai Chung ("Mr. Fu")	Held by controlled corporation (Note)	97,678,000	39.58%

Note: These 97,678,000 shares are registered in the name of Fu's Family Limited which is held as to 70% by Mr. Fu, 15% by Ms. Ng Wan (Mr. Fu's wife) and the remaining 15% by Ms. Fu Man (Mr. Fu's sister).

Mr. Fu has transferred his non-beneficial personal equity interests in certain subsidiaries of the Company held in trust back to the relevant beneficiaries in January 2008.

- (ii) *Ordinary shares of US\$1.00 each in Fu's Family Limited, the associated corporation of the Company*

Name of director	Number of shares interest	Percentage of shareholding
Mr. Fu	70	70%

Other than as disclosed above, none of the directors nor their associates had any interest or short position in any shares or underlying shares of the Company or any of its associated corporations as at 31 December 2007.

## SHARE OPTIONS

Particulars of the Company's share option scheme are set out in note 26 to the consolidated financial statements.

No option has been granted under the Company's share option scheme since its adoption.

## ARRANGEMENTS TO PURCHASE SHARES OR DEBENTURES

Other than the Company's share option scheme as disclosed above, at no time during the year was the Company or any of its subsidiaries, a party to any arrangements to enable the directors of the Company to acquire benefits by means of the acquisition of share in, or debentures of, the Company or any other body corporate.

## DIRECTORS' INTERESTS IN CONTRACTS OF SIGNIFICANCE

There were no contracts of significance to which the Company or its subsidiaries was a party and in which a director of the Company had a material interest, whether directly or indirectly, subsisted at the end of the year or at any time during the year.

## SUBSTANTIAL SHAREHOLDERS

As at 31 December 2007, the register of substantial shareholders maintained by the Company pursuant to Section 336 of the SFO shows that other than the interests disclosed above in respect of certain director, the following shareholders had notified the Company of relevant interests in the issued share capital of the Company:

### Long positions:

Name of shareholder	Capacity	Number of issued ordinary shares held	Percentage of the issued share capital of the Company
Fu's Family Limited	Beneficial owner	97,678,000	39.58%
Arisaig Greater China Fund Limited ("Arisaig China")	Beneficial owner	32,498,000	13.17%
Arisaig Partners (Mauritius) Limited ("Arisaig Partners")	Investment manager (Note 1)	32,498,000	13.17%
Cooper Lindsay William Ernest ("Mr. Cooper")	Held by controlled corporation (Note 1)	32,498,000	13.17%
Value Partners Limited ("Value Partners")	Investment manager (Note 2)	15,082,000	6.11%
Hang Seng Bank Trustee International Limited	Trustee (Note 2)	15,082,000	6.11%
Cheah Capital Management Limited	Held by controlled corporation (Note 2)	15,082,000	6.11%
Cheah Company Limited	Held by controlled corporation (Note 2)	15,082,000	6.11%
Value Partners Group Limited	Held by controlled corporation (Note 2)	15,082,000	6.11%
To Hau Yin	Interest of spouse (Note 2)	15,082,000	6.11%
Cheah Cheng Hye ("Mr. Cheah")	Held by controlled corporation (Note 2)	15,082,000	6.11%
Deutsche Bank Aktiengesellschaft	Investment manager	14,420,000	5.84%

### Notes:

- The shares of Arisaig China are held by the funds under management by Arisaig Partners in its capacity as an investment manager. Mr. Cooper is deemed to be interested in the shares of the Company through 33.33% interest in Arisaig Partners.
- These shares are held by Hang Seng Bank Trustee International Limited in its capacity as the trustee of a trust and Value Partners as the investment manager through Value Partners Group Limited, Cheah Company Limited and Cheah Capital Management Limited. Mr. Cheah is deemed to be interested in the shares of the Company through 35.65% indirect interest in Value Partners and Ms. To Hau Yin as the spouse of Mr. Cheah is deemed to be interested in these shares.

Other than as disclosed above, the Company had not been notified of any other relevant interests or short positions in the issued shares capital of the Company as at 31 December 2007.

### **APPOINTMENT OF INDEPENDENT NON-EXECUTIVE DIRECTORS**

The Company has received, from each of the independent non-executive directors, an annual confirmation of his/her independence pursuant to Rule 3.13 of the Rules Governing the Listing of Securities on the Stock Exchange. The Company considers all of the independent non-executive directors are independent.

### **EMOLUMENT POLICY**

The Group remunerates its employees based on their performance, experience and prevailing market rate. Other employee benefits included insurance and medical cover, subsidised training programme as well as share option scheme.

The determination of emoluments of the directors of the Company had taken into consideration their expertise and job specifications.

### **PRE-EMPTIVE RIGHTS**

There are no provisions for pre-emptive rights under the Company's articles of association or the laws of Cayman Islands which would oblige the Company to offer new shares on a pro-rata basis to existing shareholders.

### **MAJOR CUSTOMERS**

The aggregate turnover attributable to the Group's five largest customers were less than 30% of total turnover.

None of the directors, their associates or any shareholders of the Company which, to the knowledge of the directors, owned more than 5% of the Company's issued share capital, had any interest in any of the five largest customers of the Group.

### **SUFFICIENCY OF PUBLIC FLOAT**

The Company has maintained a sufficient float throughout the year ended 31 December 2007.

### **JOINT AUDITORS**

The consolidated financial statements were audited by the joint auditors, Messrs. Deloitte Touche Tohmatsu and Zhong Yi (Hong Kong) C.P.A. Company Limited.

A resolution will be submitted to the annual general meeting to appoint Messrs. Deloitte Touche Tohmatsu as the auditor of the Company.

On behalf of the Board

**Fu Wai Chung**

*Chairman*

Hong Kong, 16 April 2008



ZHONG YI (HONG KONG)  
C.P.A. COMPANY LIMITED  
中逸(香港)會計師事務所有限公司



## TO THE SHAREHOLDERS OF HOPEFLUENT GROUP HOLDINGS LIMITED

合富輝煌集團控股有限公司

*(incorporated in the Cayman Islands with limited liability)*

We have audited the consolidated financial statements of Hopefluent Group Holdings Limited (the "Company") and its subsidiaries (collectively referred to as the "Group") set out on pages 24 to 53, which comprise the consolidated balance sheet as at 31 December 2007, and the consolidated income statement, the consolidated statement of changes in equity and the consolidated cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### DIRECTORS' RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS

The directors of the Company are responsible for the preparation and the true and fair presentation of these consolidated financial statements in accordance with Hong Kong Financial Reporting Standards issued by the Hong Kong Institute of Certified Public Accountants and the disclosure requirements of the Hong Kong Companies Ordinance. This responsibility includes designing, implementing and maintaining internal control relevant to the preparation and the true and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated financial statements based on our audit and to report our opinion solely to you, as a body, and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report. We conducted our audit in accordance with Hong Kong Standards on Auditing issued by the Hong Kong Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance as to whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and true and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### OPINION

In our opinion, the consolidated financial statements give a true and fair view of the state of affairs of the Group as at 31 December 2007 and of the Group's profit and cash flows for the year then ended in accordance with Hong Kong Financial Reporting Standards and have been properly prepared in accordance with the disclosure requirements of the Hong Kong Companies Ordinance.

**Deloitte Touche Tohmatsu**  
Certified Public Accountants  
Hong Kong  
16 April 2008

**Zhong Yi (Hong Kong) C.P.A. Company Limited**  
Certified Public Accountants  
Tang Ka Siu, Johnny  
Practicing Certificate number P03466  
Hong Kong  
16 April 2008

# Consolidated Income Statement

For the Year ended 31 December 2007

	NOTES	2007 HK\$'000	2006 HK\$'000
Turnover	6	773,654	452,160
Other income		6,777	3,416
Selling expenses		(131,677)	(67,164)
Administrative expenses		(489,306)	(281,456)
Finance costs	8	(432)	(409)
Profit before taxation		159,016	106,547
Income tax expense	9	(41,117)	(27,415)
Profit for the year	10	117,899	79,132
Attributable to:			
Equity holders of the Company		109,820	73,469
Minority interests		8,079	5,663
		117,899	79,132
Dividends recognised as distribution during the year:	13		
Interim dividend of HK5.5 cents (2006: HK4.5 cents) per ordinary share		13,574	9,869
Final dividend of HK7 cents (2005: HK6 cents) per ordinary share		17,276	13,158
Earnings per share – basic	14	HK44.5 cents	HK32.9 cents

# Consolidated Balance Sheet

At 31 December 2007

	NOTES	2007 HK\$'000	2006 HK\$'000
<b>NON-CURRENT ASSETS</b>			
Investment properties	15	6,964	1,658
Property, plant and equipment	16	220,513	150,486
Goodwill	17	15,355	5,472
		<b>242,832</b>	<b>157,616</b>
<b>CURRENT ASSETS</b>			
Trade receivables	18	212,045	148,318
Other receivables and prepayment		57,687	33,098
Bank balances and cash	19	210,385	253,429
		<b>480,117</b>	<b>434,845</b>
<b>CURRENT LIABILITIES</b>			
Payables and accruals		115,473	79,436
Tax liabilities		36,369	25,024
Secured bank borrowings – due within one year	20	7,804	7,828
		<b>159,646</b>	<b>112,288</b>
<b>NET CURRENT ASSETS</b>			
		<b>320,471</b>	<b>322,557</b>
		<b>563,303</b>	<b>480,173</b>
<b>CAPITAL AND RESERVES</b>			
Share capital	21	2,468	2,468
Share premium and reserves		518,483	424,805
Equity attributable to equity holders of the Company		520,951	427,273
Minority interests		26,550	36,094
		<b>547,501</b>	<b>463,367</b>
<b>NON-CURRENT LIABILITIES</b>			
Secured bank borrowings – due after one year	20	–	414
Deferred tax liabilities	22	15,802	16,392
		<b>15,802</b>	<b>16,806</b>
		<b>563,303</b>	<b>480,173</b>

The consolidated financial statements on pages 24 to 53 were approved and authorised for issue by the Board of Directors on 16 April 2008 and are signed on its behalf by:

**Fu Wai Chung**  
DIRECTOR

**Lo Yat Fung**  
DIRECTOR

# Consolidated Statement of Changes in Equity

For the year ended 31 December 2007

## Attributable to equity holders of the Company

	Share capital	Share premium	Special reserve	Statutory surplus reserve	Translation reserve	Retained profits	Total	Minority interests	Total
	HK\$'000	HK\$'000	HK\$'000 (Note i)	HK\$'000 (Note ii)	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
At 1 January 2006	2,193	147,341	5,760	18,921	3,510	115,402	293,127	31,662	324,789
Exchange differences arising on translation to presentation currency	-	-	-	-	6,822	-	6,822	1,049	7,871
Profit for the year	-	-	-	-	-	73,469	73,469	5,663	79,132
Net income recognised directly in equity	-	-	-	-	6,822	73,469	80,291	6,712	87,003
Issue of shares by private placing under general mandate (note 21)	275	78,100	-	-	-	-	78,375	-	78,375
Transaction costs attributable to issue of new shares	-	(1,493)	-	-	-	-	(1,493)	-	(1,493)
Acquisition of additional interest in subsidiaries	-	-	-	-	-	-	-	(5,810)	(5,810)
Disposal of a subsidiary	-	-	-	-	-	-	-	(1,265)	(1,265)
New subsidiaries set up during the year	-	-	-	-	-	-	-	9,321	9,321
Transfer	-	-	-	10,657	-	(10,657)	-	-	-
Dividends paid to minority shareholders	-	-	-	-	-	-	-	(4,526)	(4,526)
Dividends paid	-	-	-	-	-	(23,027)	(23,027)	-	(23,027)
At 31 December 2006	2,468	223,948	5,760	29,578	10,332	155,187	427,273	36,094	463,367
Exchange differences arising on translation to presentation currency	-	-	-	-	14,708	-	14,708	158	14,866
Profit for the year	-	-	-	-	-	109,820	109,820	8,079	117,899
Net income recognised directly in equity	-	-	-	-	14,708	109,820	124,528	8,237	132,765
Acquisition of additional interest in subsidiaries	-	-	-	-	-	-	-	(15,470)	(15,470)
Disposal of a subsidiary	-	-	-	-	-	-	-	(2,311)	(2,311)
Transfer	-	-	-	6,909	-	(6,909)	-	-	-
Dividends paid	-	-	-	-	-	(30,850)	(30,850)	-	(30,850)
At 31 December 2007	2,468	223,948	5,760	36,487	25,040	227,248	520,951	26,550	547,501

Notes:

**(i) Special reserve**

The special reserve of the Group represents the difference between the nominal value of the share capital issued by the Company and the nominal value of the share capital of the subsidiaries acquired pursuant to the Group Reorganisation on the basis that the Group Reorganisation had been effected on 24 June 2004.

**(ii) Statutory surplus reserve**

As stipulated by the relevant laws and regulations of the People's Republic of China ("PRC"), the Group's subsidiaries in the PRC shall set aside 10% of its profit after taxation for the statutory surplus reserve. The reserve can only be used, upon approval by the Board of Directors and by the relevant authority, to offset accumulated losses or increase capital.

# Consolidated Cash Flow Statement

For the Year ended 31 December 2007

	NOTE	2007 HK\$'000	2006 HK\$'000
<b>OPERATING ACTIVITIES</b>			
Profit before taxation		159,016	106,547
Adjustments for:			
Depreciation of property, plant and equipment		38,295	24,569
Impairment on trade receivables		1,358	823
(Gain) loss on disposal of a subsidiary		(157)	661
Discount arising on a further acquisition of addition interest in subsidiaries		(1,205)	–
Finance costs		432	409
Loss (gain) on disposal of property, plant and equipment		69	(1,014)
Interest income		(3,115)	(1,814)
Operating cash flows before movements in working capital		194,693	130,181
Increase in trade and other receivables		(99,984)	(57,867)
Increase in payables and accruals		42,421	21,494
Cash generated from operations		137,130	93,808
PRC income tax paid		(32,176)	(16,435)
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>104,954</b>	<b>77,373</b>
<b>INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(101,650)	(55,787)
Acquisition of investment property		(5,874)	–
Acquisition of additional interest in subsidiaries		(24,048)	(8,840)
Disposal of a subsidiary, net of cash and cash equivalents disposed of	23	2,421	(499)
Interest received		3,115	1,814
Proceeds on disposal of property, plant and equipment		366	4,477
<b>NET CASH USED IN INVESTING ACTIVITIES</b>		<b>(125,670)</b>	<b>(58,835)</b>
<b>FINANCING ACTIVITIES</b>			
New bank borrowings raised		7,216	6,863
Dividends paid		(30,850)	(23,027)
Repayment of bank borrowings		(8,069)	(7,674)
Interest paid		(432)	(409)
Proceeds on issue of shares		–	78,375
Contribution from minority shareholders		–	9,321
Dividends paid to minority shareholders		–	(4,526)
Expenses on issue of shares		–	(1,493)
<b>NET CASH (USED IN) FROM FINANCING ACTIVITIES</b>		<b>(32,135)</b>	<b>57,430</b>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>		<b>(52,851)</b>	<b>75,968</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR</b>		<b>253,429</b>	<b>173,251</b>
<b>EFFECT OF FOREIGN EXCHANGE RATE CHANGES</b>		<b>9,807</b>	<b>4,210</b>
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR, representing bank balances and cash</b>		<b>210,385</b>	<b>253,429</b>

# Notes to the Consolidated Financial Statements

For the Year ended 31 December 2007

## 1. GENERAL

The Company is a public limited company incorporated in the Cayman Islands and its shares are listed on The Stock Exchange of Hong Kong Limited (the "Stock Exchange"). In the opinion of the directors, the parent company and the ultimate holding company of the Company is Fu's Family Limited, incorporated in the British Virgin Islands. The addresses of the registered office and principal place of business of the Company are disclosed in the "Corporate Information" section of the annual report.

The consolidated financial statements are presented in Hong Kong dollars while the functional currency of the Company is Renminbi. The directors selected Hong Kong dollars as the presentation currency because the shares of the Company are listed on the Stock Exchange.

The Company is an investment holding company. Particulars of the principal activities of its subsidiaries are set out in note 29.

## 2. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS

In the current year, the Group has applied, for the first time, the following new standards, amendment and interpretations ("new HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), which are effective for the Group's financial year beginning 1 January 2007.

HKAS 1 (Amendment)	Capital Disclosures
HKFRS 7	Financial Instruments: Disclosures
HK(IFRIC) – Int 7	Applying the Restatement Approach under HKAS 29 Financial Reporting in Hyperinflationary Economies
HK(IFRIC) – Int 8	Scope of HKFRS 2
HK(IFRIC) – Int 9	Reassessment of Embedded Derivatives
HK(IFRIC) – Int 10	Interim Financial Reporting and Impairment

The adoption of the new HKFRSs had no material effect on how the results and financial position for the current or prior accounting periods have been prepared. Accordingly, no prior period adjustment has been required.

The Group has applied the disclosure requirements under HKAS 1 (Amendment) and HKFRS 7 retrospectively. Certain information presented in prior year under the requirements of HKAS 32 has been removed and the relevant comparative information based on the requirements of HKAS 1 (Amendment) and HKFRS 7 has been presented for the first time in the current year.

The Group has not early applied the following new and revised standards or interpretations that have been issued but are not yet effective.

HKAS 1 (Revised)	Presentation of Financial Statements <sup>1</sup>
HKAS 23 (Revised)	Borrowing Costs <sup>1</sup>
HKAS 27 (Revised)	Consolidated and Separate Financial Statements <sup>2</sup>
HKFRS 2 (Amendment)	Vesting Conditions and Cancellations <sup>1</sup>
HKFRS 3 (Revised)	Business Combinations <sup>2</sup>
HKFRS 8	Operating Segments <sup>1</sup>
HK(IFRIC) – Int 11	HKFRS 2 – Group and Treasury Share Transactions <sup>3</sup>
HK(IFRIC) – Int 12	Service Concession Arrangements <sup>4</sup>
HK(IFRIC) – Int 13	Customer Loyalty Programmes <sup>5</sup>
HK(IFRIC) – Int 14	HKAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction <sup>4</sup>

## 2. APPLICATION OF NEW AND REVISED HONG KONG FINANCIAL REPORTING STANDARDS (Continued)

- <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 2009
- <sup>3</sup> Effective for annual periods beginning on or after 1 March 2007
- <sup>4</sup> Effective for annual periods beginning on or after 1 January 2008
- <sup>5</sup> Effective for annual periods beginning on or after 1 July 2008

The adoption of HKFRS 3 (revised) may affect the accounting for business combination for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after 1 July 2009. HKAS 27 (revised) will affect the accounting treatment for changes in a parent's ownership interest in a subsidiary that do not result in a loss of control, which will be accounted for as equity transactions. The directors of the Company anticipate that the application of these standards or interpretations will have no material impact on the results and the financial position of the Group.

## 3. SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements have been prepared on the historical cost basis except for investment properties, which are measured at fair values, as explained in the accounting policies set out below.

The consolidated financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRS") issued by the HKICPA. In addition, the consolidated financial statements include applicable disclosures required by the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules") and by the Hong Kong Companies Ordinance.

### **Basis of consolidation**

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries). Control is achieved where the Company has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with those used by other members of the Group.

All intra-group transactions, balances, income and expenses are eliminated on consolidation.

Minority interests in the net assets of consolidated subsidiaries are presented separately from the Group's equity therein. Minority interests in the net assets consist of the amount of those interests at the date of the original business combination and the minority's share of changes in equity since the date of the combination. Losses applicable to the minority in excess of the minority's interest in the subsidiary's equity are allocated against the interests of the Group except to the extent that the minority has a binding obligation and is able to make an additional investment to cover the losses.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Business combinations**

The acquisition of business is accounted for using the purchase method. The cost of the acquisition is measured at the aggregate of the fair values, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued by the Group in exchange for control of the acquiree, plus any costs directly attributable to the business combination. The acquiree's identifiable assets, liabilities and contingent liabilities that meet the conditions for recognition under HKFRS 3 Business Combinations are recognised at their fair values at the acquisition date.

Goodwill arising on acquisition is recognised as an asset and initially measured at cost, being the excess of the cost of the business combination over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities recognised. If, after reassessment, the Group's interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities exceeds the cost of the business combination, the excess is recognised immediately in profit or loss.

The interest of minority shareholders in the acquiree is initially measured at the minority's proportion of the net fair value of the assets, liabilities and contingent liabilities recognised.

#### **Acquisition of additional interests in subsidiaries**

On acquisition of additional interest in a subsidiary, goodwill or discount arising on the purchase of the additional interest is calculated as the difference between the additional cost of the interest acquired and the increase in the Group's interest, based on the carrying amounts of all identifiable assets and liabilities of the subsidiary.

#### **Goodwill**

##### *Goodwill arising on acquisitions prior to 1 January 2005*

Goodwill arising on an acquisition of a subsidiary for which the agreement date is before 1 January 2005 represents the excess of the cost of acquisition over the Group's interest in the fair value of the identifiable assets and liabilities of the relevant acquiree at the date of acquisition.

For previously capitalised goodwill arising on acquisitions after 1 January 2001, the Group has discontinued amortisation from 1 January 2005 onwards, and such goodwill is tested for impairment annually, and whenever there is an indication that the cash-generating unit to which the goodwill relates may be impaired (see the accounting policy below).

##### *Goodwill arising on acquisitions on or after 1 January 2005*

Goodwill arising on an acquisition of a business for which the agreement date is on or after 1 January 2005 represents the excess of the cost of acquisition over the Group's interest in the fair value of the identifiable assets, liabilities and contingent liabilities of the relevant business at the date of acquisition. Such goodwill is carried at cost less any accumulated impairment losses.

Capitalised goodwill arising on an acquisition of a business is presented separately in the consolidated balance sheet.

For the purposes of impairment testing, goodwill arising from an acquisition is allocated to each of the relevant cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the acquisition. A cash-generating unit to which goodwill has been allocated is tested for impairment annually, and whenever there is an indication that the unit may be impaired. For goodwill arising on an acquisition in a financial year, the cash-generating unit to which goodwill has been allocated is tested for impairment before the end of that financial year. When the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated to reduce the carrying amount of any goodwill allocated to the unit first, and then to the other assets of the unit pro rata on the basis of the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in the consolidated income statement. An impairment loss for goodwill is not reversed in subsequent periods.

On subsequent disposal of the relevant cash-generating unit, the attributable amount of goodwill capitalised is included in the determination of the amount of profit or loss on disposal.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for services provided in the normal course of business, net of business tax and surcharges.

Agency commission and conveyancing services income from property brokering is recognised when a buyer and seller execute a legally binding sale agreement and when the relevant agreement becomes unconditional and irrevocable.

Development, marketing, planning consultancy and property management services income is recognised when the services are rendered.

Interest income from a financial asset is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount.

Rental income, including rental invoiced in advance from properties let under operating leases, is recognised on a straight line basis over the period of the relevant leases.

#### Property, plant and equipment

Property, plant and equipment including buildings held for use in the supply for services or for administrative purposes are stated at cost less subsequent accumulated depreciation and accumulated impairment losses.

The leasehold land is included in property, plant and equipment as the lease payment cannot be allocated reliably between land and buildings elements.

Depreciation is provided to write off the cost of items of property, plant and equipment over their estimated useful lives and after taking into account of their estimated residual values, using the straight-line method.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the item) is included in the consolidated income statement in the year in which the item is derecognised.

#### Investment properties

Investment properties are properties held to earn rentals and/or for capital appreciation.

On initial recognition, investment properties are measured at cost, including any directly attributable expenditure. Subsequent to initial recognition, investment properties are measured at their fair values using the fair value model. Gains or losses arising from changes in the fair value of investment property are included in profit or loss for the period in which they arise.

Transfer from investment property to property, plant and equipment will be made when there is a change in use, evidenced by commencement of owner occupation. Property interests held under operating lease previously classified as an investment property and accounted for as if it were a finance lease shall continue to account for the lease as a finance lease, even if subsequent event changes the nature of the property interest so that it is no longer classified as investment property.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

##### *The Group as lessor*

Rental income from operating leases is recognised in the consolidated income statement on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised as an expense on a straight-line basis over the lease term.

##### *The Group as lessee*

Rentals payable under operating leases are charged to profit or loss on a straight-line basis over the term of the relevant lease. Benefits received and receivable as an incentive to enter into an operating lease are recognised as a reduction of rental expense over the lease term on a straight-line basis.

##### *Leasehold land and building*

The land and building elements of a lease of land and building are considered separately for the purpose of lease classification, unless the lease payments cannot be allocated reliably between the land and building elements, in which case, the entire lease is generally treated as a finance lease and accounted for as property, plant and equipment. To the extent the allocation of the lease payments can be made reliably, leasehold interests in land are accounted for as operating leases, except for those that are classified and accounted for as investment properties under fair value model.

#### Foreign currencies

In preparing the financial statements of each individual group entity, transactions in currencies other than the functional currency of that entity (foreign currencies) are recorded in the respective functional currency (i.e. the currency of the primary economic environment in which the entity operates) at the rates of exchanges prevailing on the dates of the transactions. At each balance sheet date, monetary items denominated in foreign currencies are retranslated at the rates prevailing on the balance sheet date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing on the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on the translation of monetary items, are recognised in profit or loss in the period in which they arise. Exchange differences arising on the retranslation of non-monetary items carried at fair value are included in profit or loss for the period except for differences arising on the retranslation of non-monetary items in respect of which gains and losses are recognised directly in equity, in which cases, the exchange differences are also recognised directly in equity.

For the purposes of presenting the consolidated financial statements, the assets and liabilities of the Group's operations are translated into the presentation currency of the Group (i.e. Hong Kong dollars) at the rate of exchange prevailing at the balance sheet date, and their income and expenses are translated at the average exchange rates for the year, unless exchange rates fluctuate significantly during the period, in which case, the exchange rates prevailing at the dates of transactions are used. Exchange differences arising, if any, are recognised as a separate component of equity (the translation reserve). Such exchange differences are recognised in profit or loss in the period in which the foreign operation is disposed of.

Goodwill and fair value adjustments on identifiable assets acquired arising on an acquisition of a foreign operation on or after 1 January 2005 are treated as assets and liabilities of that foreign operation and translated at the rate of exchange prevailing at the balance sheet date. Exchange differences arising are recognised in the translation reserve.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Retirement benefit costs

Payments to state-managed retirement benefit schemes and the Mandatory Provident Fund Scheme (the "MPF Scheme") are charged as an expense when employees have rendered service entitling them to the contributions.

#### Borrowing costs

All borrowing costs are recognised as and included in finance costs in the consolidated income statement in the period in which they are incurred.

#### Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on the taxable profit for the year. Taxable profit differs from profit as reported in the consolidated income statement because it excludes items of income or expense that are taxable or deductible in other years, and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using the tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised on differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax base used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited to profit or loss, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

#### Financial instruments

Financial assets and financial liabilities are recognised on the balance sheet when a group entity becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in profit or loss.

#### *Financial assets*

The Group's financial assets are loans and receivables (including trade receivables, other receivables and bank balances). All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Financial instruments (Continued)

##### *Effective interest method*

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees on points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial asset, or, where appropriate, a shorter period.

Income is recognised on an effective interest basis.

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. At each balance sheet date subsequent to initial recognition, loans and receivables (including trade and other receivables, bank balances and cash) are carried at amortised cost using the effective interest method, less any identified impairment losses (see accounting policy on impairment loss on loans and receivables below).

##### *Impairment of loans and receivables*

Loans and receivables are assessed for indicators of impairment at each balance sheet date. Loans and receivables are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the loans and receivables, the estimated future cash flows of the loans and receivables have been impacted.

Objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

For certain categories of loans and receivables, such as trade and other receivables, assets that are assessed not to be impaired individually are subsequently assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 90 days, observable changes in national or local economic conditions that correlate with default on receivables.

An impairment loss is recognised in profit or loss when there is objective evidence that the asset is impaired, and is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the original effective interest rate.

The carrying amount of all loans and receivables is reduced by the impairment loss directly with the exception of trade and other receivables, where the carrying amount is reduced through the use of an allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss. When a trade or other receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited to profit or loss.

If, in a subsequent period, the amount of impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment losses was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the asset at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Financial instruments (Continued)

##### *Financial liabilities and equity*

Financial liabilities and equity instruments issued by a group entity are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument.

An equity instrument is any contract that evidences a residual interest in the assets of the Group after deducting all of its liabilities.

##### *Effective interest method*

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or, where appropriate, a shorter period.

Interest expense is recognised on an effective interest basis.

##### Financial liabilities

Financial liabilities (including bank borrowings and payables) are subsequently measured at amortised cost, using the effective interest method.

##### Equity instruments

Equity instruments issued by the Company are recorded at the proceeds received, net of direct issue costs.

##### *Derecognition*

Financial assets are derecognised when the rights to receive cash flows from the assets expire or, the financial assets are transferred and the Group has transferred substantially all the risks and rewards of ownership of the financial assets. On derecognition of a financial asset, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in profit or loss.

Financial liabilities are derecognised when the obligation specified in the relevant contract is discharged, cancelled or expires. The difference between the carrying amount of the financial liability derecognised and the consideration paid or payable is recognised in profit or loss.

#### **Impairment**

At each balance sheet date, the Group reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately.

When an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised as income immediately.

#### 4. KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Group's accounting policies, which are described in note 3, the directors of the Company are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

##### Estimated impairment of goodwill

Determining whether goodwill is impaired requires an estimation of the value in use of the cash-generating units to which goodwill has been allocated. The value in use calculation requires the Group to estimate the future cash flows expected to arise from the cash-generating unit and a suitable discount rate in order to calculate the present value. Where the actual cash flows are less than expected, a material impairment loss may arise. As at 31 December 2007, the carrying amount of goodwill is approximately HK\$15,355,000 (2006: HK\$5,472,000). Details of the recoverable amount calculation are set out in note 17.

#### 5. FINANCIAL INSTRUMENTS

##### 5a. Categories of financial instruments

	2007 HK\$'000	2006 HK\$'000
<b>Financial assets</b>		
Loans and receivables (including cash and cash equivalents)	422,430	401,747
<b>Financial liabilities</b>		
Amortised cost	123,277	87,678

##### 5b. Financial risk management objectives and policies

The Group's major financial instruments include trade receivables, other receivables, bank balances and cash, payables and bank borrowings. Details of the financial instruments are disclosed in respective notes. The risks associated with these financial instruments include credit risk and liquidity risk. The policies on how to mitigate these risks are set out below. The management manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner.

##### *Interest rate risk*

The Group is exposed to fair value interest rate risk in relation to a fixed rate bank borrowing due within one year. The fair value interest rate risk is considered minimal as the amount of bank borrowings is insignificant. The Group is also exposed to cash flow interest rate risk in relation to variable rate bank deposits. The directors of the Company considered the exposure of cash flow interest rate risk is insignificant as no material fluctuation in interest rate for bank balances is expected.

##### *Credit risk*

As at 31 December 2007, the Group's maximum exposure to credit risk which will cause a financial loss to the Group due to failure to discharge an obligation by the counterparties is arising from the carrying amount of the respective recognised financial assets as stated in the consolidated balance sheet.

## 5. FINANCIAL INSTRUMENTS (Continued)

### 5b. Financial risk management objectives and policies (Continued)

#### *Credit risk* (Continued)

The Group's concentration of credit risk by geographical locations is mainly in the PRC, which accounted for 100% (2006: 100%) of the total trade receivables as at 31 December 2007. The Group also has concentration of credit risk by customer as 16% (2006: 16%) and 5% (2006: 5%) of the total trade receivable were due from the Group's five largest customers and largest customer respectively.

In order to minimise the credit risk, the management of the Group has delegated a team responsible for determination of credit limits, credit approvals and other monitoring procedures to ensure that follow-up action is taken to recover overdue debts. In addition, the Group reviews the recoverable amount of each individual trade debt at each balance sheet date to ensure that adequate impairment losses are made for irrecoverable amounts. In this regard, the directors of the Company consider that the Group's credit risk is significantly reduced.

The credit risk on liquid funds is limited because the counterparties are banks with high credit ratings assigned by international credit-rating agencies.

#### *Liquidity risk*

In the management of the liquidity risk, the Group monitors and maintains a level of cash and cash equivalents deemed adequate by the management to finance the Group's operations and mitigate the effects of fluctuations in cash flows. The management monitors the utilisation of bank borrowings and ensures compliance with loan covenants.

In addition to the Group financed by its own capital and earnings, the Group relies on bank borrowings as an additional source of liquidity. As at 31 December 2007, the Group has bank borrowings and available unutilised bank facilities of approximately HK\$7,804,000 (2006: HK\$8,242,000) and HK\$50,000,000 (2006: HK\$Nil) respectively. Details of which are set out in note 20.

The following table details the Group's remaining contractual maturity for its financial liabilities. For non-derivative financial liabilities, the table has been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group can be required to pay. The table includes both interest and principal cash flows.

Liquidity and interest risk tables

	Weighted average effective interest rate %	Less than 1 month HK\$'000	1-3 months HK\$'000	3 months to 1 year HK\$'000	1-5 years HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount at 31/12/2007 HK\$'000
<b>2007</b>							
<b>Non-derivative financial liabilities</b>							
Payables and accruals	-	115,473	-	-	-	115,473	115,473
Bank loans – fixed rate	6.93	75	147	8,240	-	8,462	7,804
		115,548	147	8,240	-	123,935	123,277

**5. FINANCIAL INSTRUMENTS (Continued)****5b. Financial risk management objectives and policies (Continued)***Liquidity risk (Continued)*

Liquidity and interest risk tables (Continued)

	Weighted average effective interest rate %	Less than 1 month HK\$'000	1-3 months HK\$'000	3 months to 1 year HK\$'000	1-5 years HK\$'000	Total undiscounted cash flows HK\$'000	Carrying amount at 31/12/2006 HK\$'000
2006							
Non-derivative financial liabilities							
Payables and accruals	-	79,436	-	-	-	79,436	79,436
Bank loans – fixed rate	6.48	76	139	8,118	474	8,807	8,242
		79,512	139	8,118	474	88,243	87,678

**5c. Fair value**

The fair value of financial assets and financial liabilities are determined in accordance with generally accepted pricing models based on discounted cash flow analysis using prices or rates from observable current market transactions as input.

The directors consider that the carrying amounts of financial assets and financial liabilities recorded at amortised cost in the consolidated financial statements approximate their fair values.

**6. TURNOVER**

Turnover represents agency commission and services income received and receivable from outsider customers for the sales of properties in the People's Republic of China (the "PRC") less business tax and surcharges and is analysed as follows:

	2007 HK\$'000	2006 HK\$'000
Agency commission and service income	818,375	478,188
Less: Business tax and surcharges	(44,721)	(26,028)
	773,654	452,160

**7. SEGMENT INFORMATION**

No analysis of the Group's segmental information by business or geographical segments is presented as less than 10% of the Group's activities and operations are contributable by activities other than provision of real estate agency services or from markets outside the PRC. In addition, less than 10% of the assets of the Group are located outside the PRC.

## 8. FINANCE COSTS

The amount represents interest on bank borrowing wholly repayable within five years.

## 9. INCOME TAX EXPENSE

	2007 HK\$'000	2006 HK\$'000
The expense comprises:		
PRC Enterprises Income Tax ("EIT")	42,657	24,377
Overprovision in prior years	–	(239)
Deferred tax (note 22)		
Current year	2,434	3,277
Attributable to a change in tax rate	(3,974)	–
	<b>41,117</b>	<b>27,415</b>

EIT is provided on the estimated assessable profits of the Group's subsidiaries in the PRC in accordance with the laws and regulations in the PRC at 33%.

Certain of the Group's subsidiaries in the PRC are only required to pay the PRC income tax on predetermined tax rate at 3.3% to 6.6% on turnover during the year (2006: 3.3% to 6.6%). The predetermined tax rate is agreed and determined between such enterprises and the PRC tax bureau of local government and is subject to annual review and renewal.

On 16 March 2007, the People's Republic of China promulgated the Law of the People's Republic of China on Enterprise Income Tax (the "New Law") by Order No. 63 of the President of the People's Republic of China. On 6 December 2007, the State Council issued Implementation Regulations of the New Law. The New Law and Implementation Regulations will change the tax rate from 33% to 25% for certain subsidiaries from 1 January 2008. On 6 March 2008, the State Administration of Taxation issued the Circular No. 30 for the predetermined tax arrangement after the change of the tax rate in the New Law. The predetermined tax rate will change from the range of 3.3%-6.6% to 2.5%-5.0% on turnover. The deferred tax balance has been adjusted to reflect the tax rates that are expected to apply to the respective periods when the asset is realised or the liability is settled.

No provision for Hong Kong Profits Tax has been made in the consolidated financial statements as the subsidiaries have no assessable profit for both years.

**9. INCOME TAX EXPENSE** (Continued)

The income tax expense for the year can be reconciled to the profit per the consolidated income statement as follows:

	2007 HK\$'000	2006 HK\$'000
Profit before taxation	159,016	106,547
Tax at the applicable rate of 33% (2006: 33%)	52,475	35,160
Tax effect of expenses not deductible for tax purpose	828	543
Tax effect of income not taxable for tax purpose	(397)	(297)
Effect of tax charged at predetermined tax rate on turnover entitled by certain subsidiaries operating in the PRC	(9,436)	(9,484)
Tax effect of tax loss not recognised	3,160	1,923
Tax effect of different tax rate operating in different jurisdiction	-	185
Utilisation of tax loss previously not recognised	(1,449)	-
Overprovision in respect of prior years	-	(239)
Decrease in opening deferred tax liability resulting from a decrease in applicable tax rate	(3,974)	-
Others	(90)	(376)
Income tax expense	41,117	27,415

Details of deferred taxation are set out in note 22.

**10. PROFIT FOR THE YEAR**

	2007 HK\$'000	2006 HK\$'000
Profit for the year has been arrived at after charging:		
Directors' remuneration, including retirement benefits scheme contributions (note 11)	6,108	6,108
Other staff costs	355,400	174,302
Other retirement benefits scheme contributions	16,382	9,000
Total staff costs	377,890	189,410
Auditors' remuneration	1,750	1,350
Depreciation of property, plant and equipment	38,295	24,569
Impairment on trade receivables	1,358	823
Loss on disposal of property, plant and equipment	69	-
(Gain)/loss on disposal of a subsidiary	(157)	661
Exchange loss	362	19
and after crediting:		
Bank interest income	3,115	1,814
Gain on disposal of property, plant and equipment	-	1,014
Net rental income in respect of premises, net of outgoings of HK\$22,000 (2006: HK\$20,000)	234	177
Discount on acquisition (include in other income)	1,205	-

## 11. DIRECTORS' EMOLUMENTS

The emoluments paid or payable to the directors are as follows:

For the year ended 31 December 2007

	Mr. Fu Wai Chung HK\$'000	Ms. Ng Wan HK\$'000	Ms. Fu Man HK\$'000	Mr. Lo Yat Fung HK\$'000	Mr. Ng Keung HK\$'000	Mr. Lam King Pui HK\$'000	Mrs. Wong Law Kwai Wah, Karen HK\$'000	Total HK\$'000
Fees	-	-	-	-	60	120	180	360
Salaries and other benefits	1,800	1,300	1,300	1,300	-	-	-	5,700
Retirement benefits scheme contributions	12	12	12	12	-	-	-	48
<b>Total emoluments</b>	<b>1,812</b>	<b>1,312</b>	<b>1,312</b>	<b>1,312</b>	<b>60</b>	<b>120</b>	<b>180</b>	<b>6,108</b>

For the year ended 31 December 2006

	Mr. Fu Wai Chung HK\$'000	Ms. Ng Wan HK\$'000	Ms. Fu Man HK\$'000	Mr. Lo Yat Fung HK\$'000	Mr. Ng Keung HK\$'000	Mr. Lam King Pui HK\$'000	Mrs. Wong Law Kwai Wah, Karen HK\$'000	Total HK\$'000
Fees	-	-	-	-	60	120	180	360
Salaries and other benefits	1,800	1,300	1,300	1,300	-	-	-	5,700
Retirement benefits scheme contributions	12	12	12	12	-	-	-	48
<b>Total emoluments</b>	<b>1,812</b>	<b>1,312</b>	<b>1,312</b>	<b>1,312</b>	<b>60</b>	<b>120</b>	<b>180</b>	<b>6,108</b>

The Group also provided rent-free accommodation to Mr. Fu Wai Chung, the executive director for the year ended 31 December 2007. The annual rateable value of the properties involved, which are owned by the Group, amounting to HK\$720,000 (2006: HK\$678,000).

For both years, no emoluments were paid by the Group to any of the directors as an inducement to join or upon joining the Group or as compensation for loss of office. None of the directors waived any emoluments for both years.

## 12. EMPLOYEES' EMOLUMENTS

Of the five individuals with the highest emoluments in the Group, four (2006: four) were directors of the Company, whose emoluments are included in the above. The emoluments of the remaining individual are as follows:

	2007 HK\$'000	2006 HK\$'000
Salaries and other benefits	1,152	667
Retirement benefits scheme contributions	-	16
	<b>1,152</b>	<b>683</b>

**13. DIVIDENDS**

On 16 April 2008, the Directors have resolved to recommend to shareholders the payment of a final dividend of HK9 cents per share for the year ended 31 December 2007. The final dividend, if approved by shareholders, will be payable on or about 24 June 2008 to shareholders whose names appear on the register of members of the Company on 2 June 2008.

**14. EARNINGS PER SHARE**

The calculation of basic earnings per share attributable to the ordinary equity holders of the Company for the year is based on the following data:

	2007 HK\$'000	2006 HK\$'000
Profit for the year attributable to equity holders of the Company and earnings for the purpose of basic earnings per share	109,820	73,469
Weighted average number of ordinary shares for the purpose of basic earnings per share	246,800,000	223,293,151

No diluted earnings per share has been presented because the Company has no dilutive potential shares for both years.

**15. INVESTMENT PROPERTIES**

	HK\$'000
FAIR VALUE	
At 1 January 2006	1,610
Exchange adjustments	48
At 31 December 2006	1,658
Exchange adjustments	54
Addition	5,874
Transfers to property, plant and equipment	(622)
At 31 December 2007	6,964

The fair value of the Group's investment properties at 31 December 2007 have been arrived at on the basis of a valuation carried out on that date by BMI Appraisals Limited, independent qualified valuers not connected to the Group. BMI Appraisals Limited is a member of the Institute of Valuers, and have appropriate qualifications and recent experiences in the valuation of similar properties in the relevant locations. The valuation, which conforms to International Valuation Standards, was arrived at by reference to market evidence of transaction prices for similar properties. No valuation surplus/deficit arises from the valuation as at 31 December 2007.

All of the Group's property interests held under operating leases to earn rentals or for capital appreciation purpose are measured using the fair value model and are classified and accounted for as investment properties.

The carrying value of investment properties shown above comprises of leasehold land under medium term land use rights in the PRC.

## 16. PROPERTY, PLANT AND EQUIPMENT

	Leasehold land and buildings HK\$'000	Leasehold improvements HK\$'000	Office equipment, furniture and fixtures HK\$'000	Motor vehicles HK\$'000	Total HK\$'000
<b>COST</b>					
At 1 January 2006	50,990	50,423	37,274	16,230	154,917
Exchange adjustments	1,530	1,494	1,114	487	4,625
Additions	19,847	23,471	8,190	4,279	55,787
Disposals	(3,986)	–	(131)	(231)	(4,348)
At 31 December 2006	68,381	75,388	46,447	20,765	210,981
Exchange adjustments	3,877	3,935	2,429	1,012	11,253
Transfers from investment properties	622	–	–	–	622
Additions	12,915	53,338	30,268	5,129	101,650
Disposals	–	–	(673)	(538)	(1,211)
Disposal of subsidiary	–	–	(345)	(1,313)	(1,658)
At 31 December 2007	85,795	132,661	78,126	25,055	321,637
<b>DEPRECIATION</b>					
At 1 January 2006	5,698	12,101	13,565	3,908	35,272
Exchange adjustments	197	605	557	180	1,539
Provided for the year	1,289	12,253	7,588	3,439	24,569
Eliminated on disposals	(761)	–	(26)	(98)	(885)
At 31 December 2006	6,423	24,959	21,684	7,429	60,495
Exchange adjustments	198	2,348	698	216	3,460
Provided for the year	1,313	22,200	11,005	3,777	38,295
Eliminated on disposals	–	–	(263)	(513)	(776)
Disposal of subsidiary	–	–	(73)	(277)	(350)
At 31 December 2007	7,934	49,507	33,051	10,632	101,124
<b>CARRYING VALUES</b>					
At 31 December 2007	77,861	83,154	45,075	14,423	220,513
At 31 December 2006	61,958	50,429	24,763	13,336	150,486

The above items of property, plant and equipment are depreciated on a straight line basis at the following rates per annum:

Leasehold land and buildings	Over the term of the leases or 40 years, whichever is shorter
Leasehold improvements	20%
Office equipment, furniture and fixtures	20%
Motor vehicles	20%

**16. PROPERTY, PLANT AND EQUIPMENT** (Continued)

The Group has acquired certain leasehold land and buildings and has paid the full consideration of purchase consideration, while the relevant government authorities have not issued certificates on formal title of these leasehold land and buildings to the Group. As at 31 December 2007, the net book value of the leasehold land and buildings for which the certificate on the formal title had not been issued to the Group amounted to approximately HK\$7,910,000 (2006: HK\$24,158,000). In the opinion of the directors, the absence of formal title to these leasehold land and buildings does not impair the value of the relevant properties to the Group. The directors also believe that formal title to these leasehold land and buildings will be granted to the Group in due course.

The leasehold land and buildings of the Group are held under medium term land use rights in the PRC.

**17. GOODWILL**

	HK\$'000
COST	
At 1 January 2006	2,371
Exchange adjustments	71
Arising on acquisition of additional interests in subsidiaries	3,030
	<hr/>
At 31 December 2006	5,472
Exchange adjustments	100
Arising on acquisition of additional interests in subsidiary	9,783
	<hr/>
At 31 December 2007	15,355
	<hr/>

For the purposes of impairment testing, goodwill with indefinite useful lives as detailed above has been allocated to the subsidiaries as individual cash generating units (CGUs) from which goodwill arose. The carrying amount of goodwill as at 31 December 2007 has been allocated to the following units:

	HK\$'000
Provision of estate management services in the PRC ("Unit A")	2,570
Provision of real estate agency services in the PRC ("Unit B")	12,785
	<hr/>
	15,355
	<hr/>

During the year ended 31 December 2007, management of the Group determines that there are no impairment of any of its CGUs containing goodwill.

The recoverable amount of the CGUs has been determined based on a value in use calculations. The calculation uses cash flow projections based on financial budgets approved by management covering a five-year period, and a discount rate of 17.31% and 20.17% for Unit A and Unit B, respectively. The set of cash flows beyond the five-year period are extrapolated for further 5 years using a steady 5% growth rate, as determined by management.

## 18. TRADE RECEIVABLES

The Group allows its trade customers with credit periods normally ranging from 30 to 120 days.

The aged analysis of trade receivables at the balance sheet date is as follows:

	2007 HK\$'000	2006 HK\$'000
Trade receivables		
0 – 30 days	102,712	74,087
31 – 60 days	34,984	30,539
61 – 90 days	29,248	20,505
91 – 120 days	27,835	19,204
Over 120 days	17,266	3,983
	<b>212,045</b>	<b>148,318</b>

## 19. BANK BALANCES AND CASH

Bank balances and cash comprises cash held by the Group and short-term bank deposits that are interest-bearing ranging from 0.72% to 3.42% (2006: 0.72% to 3.8%) and have original maturity of three months or less.

## 20. SECURED BANK BORROWINGS

	2007 HK\$'000	2006 HK\$'000
The bank borrowings are repayable as follows:		
Within one year	7,804	7,828
In more than one year but not more than two years	–	414
	<b>7,804</b>	<b>8,242</b>
Less: Amounts due within one year shown under current liabilities	<b>(7,804)</b>	<b>(7,828)</b>
Amounts due after one year	<b>–</b>	<b>414</b>

The secured bank borrowings are interest-bearing at fixed-rates ranging from 5.85% to 7.29% (2006: 5.9% to 6.9%) per annum.

All of the Group's utilised bank borrowings are denominated in RMB.

As at the balance sheet date, the Group has an undrawn revolving borrowing facility of HK\$50,000,000 (2006: HK\$Nil) at floating rate.

**21. SHARE CAPITAL**

	Number of shares	Nominal amounts HK\$'000
Ordinary shares of HK\$0.01 each		
Authorised:		
At 1 January 2006, 31 December 2006 and 31 December 2007	8,000,000,000	80,000
Issued and fully paid:		
At 1 January 2006	219,300,000	2,193
Issue of shares by private placement under general mandate	27,500,000	275
At 31 December 2006 and 2007	246,800,000	2,468

On 25 October 2006, arrangements were made for private placing to an independent private investor of 27,500,000 shares of HK\$0.01 each held by Fu's Family Limited, a substantial shareholder of the Company, at a price of HK\$2.85 per share representing the closing market price of the Company's share on 24 October 2006. Pursuant to a subscription agreement signed on 25 October 2006, Fu's Family Limited subscribed for 27,500,000 new shares of HK\$0.01 each at a price of HK\$2.85 per share on 8 November 2006. The proceeds were used to provide working capital for the Company. These new shares were issued under the general mandate granted to the directors at the annual general meeting of the Company held on 1 June 2006.

All the shares issued during 2006 rank pari passu with the then existing shares in all respects.

**22. DEFERRED TAX LIABILITIES**

The following are the major deferred tax liabilities recognised and movements thereon during the current and prior years:

	Revenue recognised for accounting purpose but not for tax purpose HK\$'000	Accelerated tax depreciation HK\$'000	Total HK\$'000
At 1 January 2006	7,037	5,632	12,669
Charge for the year (note 9)	984	2,293	3,277
Exchange differences	231	215	446
At 31 December 2006	8,252	8,140	16,392
Charge for the year (note 9)	(631)	3,065	2,434
Exchange differences	560	390	950
Effect of change in tax rate	(2,000)	(1,974)	(3,974)
At 31 December 2007	6,181	9,621	15,802

## 22. DEFERRED TAX LIABILITIES (Continued)

At 31 December 2007, the Group's PRC subsidiaries had unutilised tax losses of approximately HK\$12,828,000 (2006: HK\$8,583,000) for offset against future assessable profits. The maximum benefit from unutilised tax losses can be carried forward up to five years from the year in which the loss was originated to offset future taxable profit.

In addition, the Group other than its subsidiaries in the PRC had unused tax losses of approximately HK\$6,897,000 (2006: HK\$5,733,000) for offset against future assessable profits. Such unutilised tax losses may be carried forward indefinitely.

No deferred tax asset has been recognised in respect of such tax losses due to the unpredictability of future profit streams.

## 23. DISPOSAL OF A SUBSIDIARY

During the year ended 31 December 2007, the Group disposed of its entire equity interest in a 58% owned subsidiary. The net assets of the subsidiary at the date of the disposal are as follows:

	2007 HK\$'000
Net assets disposed of:	
Property, plant and equipment	1,308
Trade receivables	7,355
Other receivables	2,955
Bank balances and cash	879
Payables and accruals	(6,384)
Tax liability	(659)
	5,454
Minority interests	(2,311)
	3,143
Gain on disposal	157
Consideration	3,300
The total consideration is satisfied by:	
	HK\$'000
Cash consideration	3,300
Net cash outflow arising on disposal:	
	HK\$'000
Cash consideration	3,300
Bank balances and cash disposed of	(879)
Cash consideration	2,421

The consideration was settled on 30 December 2007.

The subsidiary was disposed on 1 January 2007 and contributed HK\$Nil to both of the Group's turnover and profit before taxation for the year ended 31 December 2007.

**24. PLEDGE OF ASSETS**

The Group had pledged the following assets for banking facilities granted to the Group:

	2007 HK\$'000	2006 HK\$'000
Investment properties	1,036	1,658
Leasehold land and buildings	10,639	29,955
	<b>11,675</b>	<b>31,613</b>

**25. OPERATING LEASES****The Group as lessee**

The Group made minimum lease payments under operating leases in respect of office premises and shops of approximately HK\$52,323,000 (2006: HK\$28,714,000).

At the balance sheet date, the Group had commitments for future minimum lease payments under non-cancellable operating leases which fall due as follows:

	2007 HK\$'000	2006 HK\$'000
Within one year	57,066	25,767
In the second to fifth year inclusive	100,022	30,362
After five years	264	–
	<b>157,352</b>	<b>56,129</b>

Operating lease payments represent rentals payable by the Group for certain of its office premises and shops. Leases are negotiated for an average term of one to five years and rentals are fixed for an average term of one to five years.

**The Group as lessor**

Property rental income earned during the year was approximately HK\$256,000 (2006: HK\$197,000). All of the investment properties held have committed tenants for the next one to four years.

At the balance sheet dates, the Group had contracted with tenants for the following future minimum lease payments:

	2007 HK\$'000	2006 HK\$'000
Within one year	315	292
In the second to fifth years inclusive	584	774
	<b>899</b>	<b>1,066</b>

## 26. SHARE OPTIONS SCHEME

The Company's share option scheme ("the Scheme"), was adopted on 24 June 2004 for the primary purpose of providing incentives or rewards to directors, eligible employees and advisors and consultants of the Group for their contributions to the Group. Under the Scheme, the Board of Directors of the Company may grant options to eligible employees, including directors of the Company and its subsidiaries, to subscribe for shares in the Company. The Scheme became effective upon the listing of the Company's shares on the Stock Exchange on 15 July 2004 and, unless otherwise cancelled or amended, will remain in force for 10 years from the date of its adoption on 24 June 2004.

The offer of the grant of share options may be accepted within 28 days from the date of the offer, at a consideration of HK\$1, payable by the grantee upon the acceptance of the offer. The options may be exercised at any time within the period commencing from the date of grant of the option and expiring on the date following 10 years from the date of acceptance of the grant of the options. Unless otherwise determined by the Directors, the Scheme does not require a minimum period for which the options must be held or a performance target which must be achieved before the options can be exercised.

The subscription price of the share options is determinable by the directors, but shall be the highest of (i) the closing price of the shares as stated in the Stock Exchange's daily quotation sheet on the date of grant, which must be a business day; (ii) the average closing price of the shares as stated in the Stock Exchange's daily quotation sheet for the five business days immediately preceding the date of grant and (iii) the nominal value of a share of the Company.

Pursuant to the Scheme, the maximum number of shares in the Company in respect of which options may be granted when aggregated with any other share option scheme of the Company is 18,000,000, which is not permitted to exceed 10% of the issued share capital of the Company as at the date of adoption of the Scheme and representing approximately 7.29% of the total number of issued shares of Company as at the date of this annual report. Subject to the issue of a circular and the approval of the shareholders of the Company in general meeting and/or such other requirements prescribed under the Listing Rules from time to time, the Board may refresh the limit at any time to 10% of the total number of shares in issue as at the date of approval by the shareholders of the Company in general meeting. Notwithstanding the foregoing, the shares which may be issued upon exercise of all outstanding options granted and yet to be exercised under the Scheme and any other share option schemes of the Company at any time shall not exceed 30% of the shares in issue from time to time.

No option may be granted to any person if the total number of shares of the Company already issued and issuable to him under all the options granted to him in any 12-month period up to and including the date of grant exceeding 1% of total number of shares in issue as at the date of grant. Any further grant of options in excess of this 1% limit shall be subject to the issue of a circular by the Company and the approval of the shareholders in general meeting. Such participant and his associates (as defined in the Listing Rules) abstaining from voting and/or other requirements prescribed under the Listing Rules from time to time. Options granted to substantial shareholders or independent non-executive directors in excess of 0.1% of the Company's shares in issue and with a value in excess of HK\$5 million within any 12-month period must be approved in advance by the Company's shareholders.

No options were outstanding at 31 December 2006 and 31 December 2007 under the Scheme. No options were granted, exercised, cancelled or lapsed during the year.

**27. RETIREMENT BENEFITS SCHEMES**

The Group operates a MPF Scheme established under the Mandatory Provident Fund Ordinance. The assets of the schemes are held separately from those of the Group, in funds under the control of trustees. The Group contributes the lower of HK\$1,000 or 5% of relevant payroll costs to the scheme, which contribution is matched by employees.

The employees of the Group's subsidiaries in the PRC are members of a state-managed retirement benefits scheme operated by the government of the PRC. The subsidiaries are required to contribute a specified percentage of their payroll costs to the retirement benefits scheme to fund the benefits. The only obligation of the Group with respect to the retirement benefits scheme is to make the specified contributions.

**28. RELATED PARTY DISCLOSURES****Compensation of key management personnel**

The remuneration of key management during the year is as follows:

	2007 HK\$'000	2006 HK\$'000
Short term benefits	6,541	6,060
Post-employment benefits	48	48
	<b>6,589</b>	<b>6,108</b>

The remuneration of directors and key executives is determined by the remuneration committee having regard to the performance of individuals and market trends.

**29. PARTICULARS OF PRINCIPAL SUBSIDIARIES OF THE COMPANY**

Name of subsidiary	Date and place of incorporation/ registration	Class of share held	Issued and paid up share capital	Attributable equity interest (note 1)		Principal activities	Place of operation
				2007 %	2006 %		
Guangdong Hope Real Properties Limited (note 2)	13 February 1996 The PRC	Registered	RMB2,000,000	100	97.63	Provision of real estate agency services in the PRC	The PRC
Guangzhou New Profits Properties Agency Limited (note 3)	12 May 1998 The PRC	Registered	RMB1,000,000	100	97.63	Provision of real estate agency services in the PRC	The PRC
Hopefluent (BVI) Limited	8 August 2002 British Virgin Islands ('BVI')	N/A	US\$100	100	100	Investment holding	Hong Kong

## 29. PARTICULARS OF PRINCIPAL SUBSIDIARIES OF THE COMPANY (Continued)

Name of subsidiary	Date and place of incorporation/ registration	Class of share held	Issued and paid up share capital	Attributable equity interest		Principal activities	Place of operation
				(note 1)			
				2007	2006		
				%	%		
Sino Estate Holdings Limited	6 November 2003 BVI	N/A	US\$100	100	100	Investment holding	Hong Kong
Guangzhou Hope Profits Properties Agency Limited (note 3)	16 March 1998 The PRC	Registered	RMB1,000,000	100	97.63	Provision of real estate agency services in the PRC	The PRC
Guangzhou Hopefluent Real Properties Consultancy Limited (note 3)	31 July 2001 The PRC	Registered	HK\$50,000,000	100	96.05	Provision of real estate agency services in the PRC	The PRC
Tianjin Hopefluent Real Properties Sales and Marketing Limited (note 3)	14 March 2002 The PRC	Registered	RMB1,000,000	80	67.24	Provision of real estate agency services in the PRC	The PRC
Hopefluent Properties Limited (note 3)	7 September 2001 Hong Kong	Ordinary	HK\$100	100	100	Provision of real estate agency services in the PRC	The PRC
Hopefluent Promotion Limited (note 3)	5 October 2001 Hong Kong	Ordinary	HK\$100	100	100	Provision of advertising and marketing services in the PRC	The PRC
Hopefluent (Hong Kong) Limited (note 3)	11 May 2001 Hong Kong	Ordinary	HK\$100,000	100	100	Investment holding	Hong Kong
Foshan Hopefluent Real Properties Consultancy Limited (note 3)	1 September 2003 The PRC	Registered	RMB1,000,000	87	83.56	Provision of real estate agency services in the PRC	The PRC
Dongguan Hopefluent Real Properties Consultancy Limited (note 3)	4 November 2003 The PRC	Registered	RMB1,000,000	86	82.60	Provision of real estate agency services in the PRC	The PRC
Hubei Hopefluent Real Properties Consultancy Limited (note 3)	1 April 2004 The PRC	Registered	RMB1,000,000	51	48.99	Provision of real estate agency services in the PRC	The PRC
Shanghai Hope Realty Consultancy Limited (note 2)	29 October 2004 The PRC	Registered	RMB1,000,000	82	78.76	Provision of real estate agency services in the PRC	The PRC

## 29. PARTICULARS OF PRINCIPAL SUBSIDIARIES OF THE COMPANY (Continued)

Name of subsidiary	Date and place of incorporation/ registration	Class of share held	Issued and paid up share capital	Attributable equity interest (note 1)		Principal activities	Place of operation
				2007 %	2006 %		
Shanghai Hopefluent Real Properties Consultancy Limited (note 2)	19 October 2004 The PRC	Registered	RMB1,000,000	85	81.64	Provision of real estate agency services in the PRC	The PRC
Asia Asset Property Services Limited	27 February 1998 Hong Kong	Ordinary	HK\$5,323,000	80	80	Investment holding	Hong Kong
Asia Asset Property Services (Shanghai) Co., Ltd (note 2)	10 August 1998 The PRC	Registered	US\$630,000	80	80	Provision of property management services in the PRC	The PRC
Asia Asset Property Services (Guangzhou) Co., Ltd (note 2)	5 August 1999 The PRC	Registered	RMB3,000,000	80	80	Provision of property management services in the PRC	The PRC
Asia Asset Property Services (Wuhan) Co., Ltd (note 2)	26 June 1995 The PRC	Registered	HK\$5,000,000	80	80	Provision of property management services in the PRC	The PRC
Beijing Hopefluent Real Properties Consultancy Limited (note 3)	19 May 1995 The PRC	Registered	RMB2,000,000	100	67.24	Provision of real estate agency services in the PRC	The PRC
Bola Realty Financing (Guangzhou) Limited (note 3)	7 August 2002 The PRC	Registered	RMB30,000,000	97	67.24	Provision of mortgage referral services in the PRC	The PRC
Guangdong Hopefluent Real Properties Consultancy Limited (note 3)	11 August 2005 The PRC	Registered	RMB5,000,000	100	97.63	Provision of real estate agency services in the PRC	The PRC
Henan Hopefluent Real Properties Consultancy Limited (note 3)	16 November 2005 The PRC	Registered	RMB1,000,000	80	76.84	Provision of real estate agency services in the PRC	The PRC
Jinan Hopefluent Real Properties Consultancy Limited (note 3)	8 April 2005 The PRC	Registered	RMB2,010,000	93.93	87.31	Provision of real estate agency services in the PRC	The PRC
Anhui Hopefluent Real Properties Consultancy Limited (note 3)	9 September 2005 The PRC	Registered	RMB1,000,000	80	76.84	Provision of real estate agency services in the PRC	The PRC

## 29. PARTICULARS OF PRINCIPAL SUBSIDIARIES OF THE COMPANY (Continued)

Name of subsidiary	Date and place of incorporation/ registration	Class of share held	Issued and paid up share capital	Attributable equity interest (note 1)		Principal activities	Place of operation
				2007 %	2006 %		
Jun Hua Auction (Guangzhou) Limited (note 3)	20 August 2004 The PRC	Registered	RMB5,000,000	80	78.10	Provision of property auction services in the PRC	The PRC
Guangzhou Huangying Properties Agency Limited (note 3)	9 December 2005 The PRC	Registered	RMB1,000,000	100	97.63	Provision of real estate agency services in the PRC	The PRC

Notes:

1. The Company directly holds the equity interest in Hopefluent (BVI) Limited. All other interests shown above are indirectly held by the Company.
2. The companies are sino-foreign equity joint ventures.
3. The companies are limited liability companies.

None of the subsidiaries had issued any debt securities at the end of the year.

The above table lists the subsidiaries of the Group as at 31 December 2007 which, in the opinion of the Directors, principally affected the results or assets of the Group. To give details of other subsidiaries would, in the opinion of the directors, result in particulars of excessive length.

## 30. SUMMARISED BALANCE SHEET OF THE COMPANY

	2007 HK\$'000	2006 HK\$'000
<b>ASSETS</b>		
Investments in subsidiaries	67,385	67,385
Other receivables and prepayment	184	211
Amounts due from subsidiaries	247,859	183,543
Bank balances and cash	539	66,043
	<b>315,967</b>	317,182
<b>LIABILITIES</b>		
Other payables	41	203
	<b>315,926</b>	316,979
<b>SHARE CAPITAL AND RESERVES</b>		
Share capital (note 21)	2,468	2,468
Reserves	313,458	314,511
	<b>315,926</b>	316,979

## Financial Summary

A summary of the results, assets and liabilities of the Group for the last five financial years is as follows:

	For the year ended 31 December				2007 HK\$'000
	2003 HK\$'000	2004 HK\$'000	2005 HK\$'000	2006 HK\$'000	
<b>RESULTS</b>					
Turnover	98,517	162,243	310,195	452,160	<b>773,654</b>
Profit before taxation	41,748	59,296	88,303	106,547	<b>159,016</b>
Taxation (charge) credit	3,122	(13,840)	(19,398)	(27,415)	<b>(41,117)</b>
Profit for the year	44,870	45,456	68,905	79,132	<b>117,899</b>
Attributable to:					
Equity holders of the Company	41,562	37,985	58,449	73,469	<b>109,820</b>
Minority interests	3,308	7,471	10,456	5,663	<b>8,079</b>
	44,870	45,456	68,905	79,132	<b>117,899</b>

	At 31 December				2007 HK\$'000
	2003 HK\$'000	2004 HK\$'000	2005 HK\$'000	2006 HK\$'000	
<b>ASSETS AND LIABILITIES</b>					
Total assets	126,063	251,321	419,460	592,461	<b>722,949</b>
Total liabilities	50,735	61,519	94,671	129,094	<b>175,448</b>
Total equity	75,328	189,802	324,789	463,367	<b>547,501</b>
Attributable to:					
Equity holders of the Company	67,734	175,873	293,127	427,273	<b>520,951</b>
Minority interests	7,594	13,929	31,662	36,094	<b>26,550</b>
	75,328	189,802	324,789	463,367	<b>547,501</b>

Note: The Company was incorporated in the Cayman Islands on 8 August 2002 and became the holding company of the Group with effect from 24 June 2004 as a result of the Group Reorganisation. The results of the Group for each of the two years ended 31 December 2003 and 2004 and the assets and liabilities at 31 December 2003 have been prepared on a combined basis as if the Group structure had been in existence throughout those years.