

CSG HOLDING CO., LTD.  
2003 ANNUAL REPORT SUMMARY



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CEO: ZENG NAN

March 2004

## CSG Holding Co, Ltd. 2003 Annual Report Summary

### §1 Important Notes

1.1 The Board of Directors of CSG Holding Co., Ltd. (hereinafter referred to as the Company) hereby confirms that there are no important omissions, fictitious statements or serious misleading information carried in this report, and shall take all responsibilities, jointly and severally, for the truthfulness, accuracy and completeness of the whole contents. The 2003 annual report summary is abstracted from the full text of annual report. And the investors are suggested to read the full text of annual report to understand more details.

1.2 No director stated that they couldn't ensure the correctness, accuracy and completeness of the contents of the Annual Report or have objection for this report.

1.3 All directors attended the Board meeting.

1.4 Pricewaterhouse Coopers CPAs issued standard unqualified Auditor's Report for the Company.

1.5 Chairman of the Board of the Company Mr. Chen Chao, CEO Mr. Zeng Nan and Chief financial supervisor Ms. Sun Jingbo hereby confirm that the Financial Report of the Annual Report is true and complete.

### §2 Company Profile

#### 2.1 Basic information

|                                              |                                                                              |
|----------------------------------------------|------------------------------------------------------------------------------|
| <b>Short form of stock</b>                   | Southern Glass A, Southern Glass B                                           |
| <b>Stock code</b>                            | 000012, 200012                                                               |
| <b>Listed stock exchange</b>                 | Shenzhen Stock Exchange                                                      |
| <b>Registered address and office address</b> | CSG Building, No.1, 6 <sup>th</sup> Industrial Road, Shekou, Shenzhen, China |
| <b>Post code</b>                             | 518067                                                                       |
| <b>Internet web site</b>                     | <a href="http://www.csgholding.com">http://www.csgholding.com</a>            |
| <b>E-mail</b>                                | nbdnb@public.szptt.net.cn                                                    |

#### 2.2 Contact person and method

|                  | <b>Secretary of the Board of Directors</b>                                   | <b>Representative in charge of Securities Affairs</b>                        |
|------------------|------------------------------------------------------------------------------|------------------------------------------------------------------------------|
| <b>Name</b>      | Wu Guobin                                                                    | Li Tao                                                                       |
| <b>Address</b>   | CSG Building, No.1, 6 <sup>th</sup> Industrial Road, Shekou, Shenzhen, China | CSG Building, No.1, 6 <sup>th</sup> Industrial Road, Shekou, Shenzhen, China |
| <b>Telephone</b> | (86)755-26860666                                                             | (86)755-26860666                                                             |
| <b>Fax</b>       | (86)755-26692755                                                             | (86)755-26692755                                                             |
| <b>E-mail</b>    | szcsgcsg@public.szptt.net.cn                                                 | szcsgcsg@public.szptt.net.cn                                                 |

### §3 Summary of Accounting Data and Financial Indexes

#### 3.1 Major accounting data

Unit: RMB'000

|                                       | 2003               | 2002               | Increase/Decrease<br>over last year (%)                   | 2001               |
|---------------------------------------|--------------------|--------------------|-----------------------------------------------------------|--------------------|
| Sales                                 | 1,320,900          | 1,047,831          | 26.06                                                     | 1,016,561          |
| Gross profit                          | 475,369            | 394,317            | 20.56                                                     | 364,341            |
| Net profit                            | 202,632            | 162,802            | 24.47                                                     | 153,207            |
|                                       | At the end of 2003 | At the end of 2002 | Increase/Decrease<br>from the end of<br>previous year (%) | At the end of 2001 |
| Total assets                          | 3,526,990          | 2,978,128          | 18.43                                                     | 2,687,912          |
| Shareholders' equity                  | 2,132,202          | 2,011,116          | 6.02                                                      | 1,936,768          |
| Net cash from<br>operating activities | 394,075            | 284,365            | 38.45                                                     | 306,005            |

#### 3.2 Major financial indexes

Unit: RMB

|                                                          | 2003               | 2002               | Increase/Decrease<br>over last year (%)                   | 2001               |
|----------------------------------------------------------|--------------------|--------------------|-----------------------------------------------------------|--------------------|
| Earnings per share                                       | 0.30               | 0.24               | 25.00                                                     | 0.23               |
| Return on equity (%)                                     | 9.50               | 8.10               | 17.28                                                     | 7.91               |
| Net cash flows from<br>operating activities per<br>share | 0.58               | 0.42               | 38.10                                                     | 0.45               |
|                                                          | At the end of 2003 | At the end of 2002 | Increase/Decrease<br>from the end of<br>previous year (%) | At the end of 2001 |
| Equity per share                                         | 3.15               | 2.97               | 6.06                                                      | 2.86               |

#### 3.3 Difference on net profit as audited by Chinese Accounting Standard (CAS) and International Accounting Standard (IAS)

☒ Applicable    ☐ Inapplicable

Unit: RMB'000

|                           | CAS                                                                                                                                                                   | IAS     |
|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| Net profit                | 203,910                                                                                                                                                               | 202,632 |
| Explanation on difference | Recognition of deferred income tax 481<br>Derecognition of long-term deferred expenses (3,638)<br>Recognition of sales of properties based on transfer of title 1,879 |         |

## §4 Changes in Share Capital and Particulars about Shareholders

### 4.1 Statement of change in share capital

Unit: Share

|                                              | Before the change | Increase/Decrease in this time | After the change |
|----------------------------------------------|-------------------|--------------------------------|------------------|
| <b>I Unlisted shares</b>                     |                   |                                |                  |
| <b>i Promoters' shares</b>                   | 242,326,589       | 0                              | 242,326,589      |
| Including: State-owned shares                |                   | 0                              |                  |
| Domestic legal person's shares               | 242,326,589       | 0                              | 242,326,589      |
| Foreign legal person's shares                |                   | 0                              |                  |
| Others                                       |                   | 0                              |                  |
| <b>ii Raised legal person's shares</b>       | 28,430,284        | 0                              | 28,430,284       |
| <b>iii Inner employees' shares</b>           |                   | 0                              |                  |
| <b>iv Preference shares or others</b>        |                   | 0                              |                  |
| <b>Total unlisted shares</b>                 | 270,756,873       | 0                              | 270,756,873      |
| <b>II Listed shares</b>                      |                   |                                |                  |
| <b>i Ordinary RMB shares</b>                 | 107,165,997       | 0                              | 107,165,997      |
| <b>ii Domestically listed foreign shares</b> | 299,052,546       | 0                              | 299,052,546      |
| <b>iii Overseas listed foreign shares</b>    |                   | 0                              |                  |
| <b>iv Others</b>                             |                   | 0                              |                  |
| <b>Total listed shares</b>                   | 406,218,543       | 0                              | 406,218,543      |
| <b>III Total shares</b>                      | 676,975,416       | 0                              | 676,975,416      |

### 4.2 Statement of shares held by the top ten shareholders and the top ten shareholders of circulating share

| Total number of shareholders at the end of the year                                        |                                              | 59,554                                                                                                                                                                                                                                                                                                  |                |                 |                              |                        |
|--------------------------------------------------------------------------------------------|----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-----------------|------------------------------|------------------------|
| Particulars about shares held by the top ten shareholders:                                 |                                              |                                                                                                                                                                                                                                                                                                         |                |                 |                              |                        |
| Name of shareholders                                                                       | Increase/Decrease in the report year (share) | Holding shares at the year-end (%)                                                                                                                                                                                                                                                                      | Proportion (%) | Type of share   | Share pledged/frozen (share) | Nature of shareholders |
| Yiwan Industrial Development (Shenzhen) Co., Ltd.                                          | 0                                            | 87,898,367                                                                                                                                                                                                                                                                                              | 12.98          | Non-circulating | 0                            |                        |
| China Northern Industry Shenzhen Corporation                                               | 0                                            | 87,175,364                                                                                                                                                                                                                                                                                              | 12.88          | Non-circulating | 0                            |                        |
| Xin Tong Chan Development (Shenzhen) Co., Ltd.                                             | 0                                            | 76,204,633                                                                                                                                                                                                                                                                                              | 11.26          | Non-circulating | 0                            |                        |
| China Merchants (Glass Industry) Holding Co., Ltd.                                         | -202,304                                     | 11,015,268                                                                                                                                                                                                                                                                                              | 1.63           | Circulating     | Unknown                      | Foreign shareholder    |
| Shenzhen Jun An Securities Co., Ltd.                                                       | 0                                            | 5,878,371                                                                                                                                                                                                                                                                                               | 0.87           | Non-circulating | 0                            |                        |
| Deutsche Bank AG London                                                                    | Unknown                                      | 5,605,240                                                                                                                                                                                                                                                                                               | 0.83           | Circulating     | Unknown                      | Foreign shareholder    |
| China Merchants Securities Co., Ltd.                                                       | 0                                            | 3,808,883                                                                                                                                                                                                                                                                                               | 0.56           | Non-circulating | 0                            |                        |
| San Xia Securities Co., Ltd.                                                               | 0                                            | 3,721,727                                                                                                                                                                                                                                                                                               | 0.55           | Circulating     | Unknown                      |                        |
| Btfe-Value Partners Intelligent FD-China B SHS FD                                          | Unknown                                      | 3,569,016                                                                                                                                                                                                                                                                                               | 0.53           | Circulating     | Unknown                      | Foreign shareholder    |
| Nomura TB / Nomura ITM                                                                     | Unknown                                      | 2,820,000                                                                                                                                                                                                                                                                                               | 0.42           | Circulating     | Unknown                      | Foreign shareholder    |
| Explanation on associated relationship among the top ten shareholders or consistent action |                                              | The existed the associated relationship between Yiwan Industrial Development (Shenzhen) Co., Ltd. and Xin Tong Chan Development (Shenzhen) Co., Ltd., which controlled by Shenzhen International Holdings Ltd.. Except for this, there existed no associated relationship among the other shareholders. |                |                 |                              |                        |

| Particulars about shares held by the top ten shareholders of circulating share:                   |                                                                                                                                                                                                                                                                                                           |      |
|---------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| Name of shareholders                                                                              | Holding circulating share at the year-end (share)                                                                                                                                                                                                                                                         | Type |
| China Merchants (Glass Industry) Holding Co., Ltd.                                                | 11,015,268                                                                                                                                                                                                                                                                                                | B 股  |
| Deutsche Bank AG London                                                                           | 5,605,240                                                                                                                                                                                                                                                                                                 | B 股  |
| San Xia Securities Co., Ltd.                                                                      | 3,721,727                                                                                                                                                                                                                                                                                                 | A 股  |
| Btfe-Value Partners Intelligent FD-China B SHS FD                                                 | 3,569,016                                                                                                                                                                                                                                                                                                 | B 股  |
| Nomura TB / Nomura ITM                                                                            | 2,820,000                                                                                                                                                                                                                                                                                                 | B 股  |
| Shanghai (HK) Wanguo Securities Co., Ltd.                                                         | 2,374,628                                                                                                                                                                                                                                                                                                 | B 股  |
| DZ BK IntlSA A/C Union Investment Lux SA S/A Uniem Fernost                                        | 2,100,000                                                                                                                                                                                                                                                                                                 | B 股  |
| Barings (Ireland) SA The Atlantis China Fund PLC                                                  | 1,999,927                                                                                                                                                                                                                                                                                                 | B 股  |
| PICTET & CIE                                                                                      | 1,550,000                                                                                                                                                                                                                                                                                                 | B 股  |
| Merrill Lynch International                                                                       | 1,500,000                                                                                                                                                                                                                                                                                                 | B 股  |
| <b>Explanation on associated relationship among the top ten shareholders of circulating share</b> | Among the top ten shareholders of circulating share, the Company is unknown whether there exists associated relationship, or whether the rest shareholders belong to the consistent actionist regulated by the Management Measure of Information Disclosure on Change of Shareholding for Listed Company. |      |

#### 4.3 Particulars about holding shareholders and actual controller of the Company

##### 4.3.1 Particulars about change in holding shareholders and actual controller of the Company

☐ Applicable      ☒ Inapplicable

##### 4.3.2 Introduction of especial situation for holding shareholder and other actual controller

Introduction of shareholders holding no less than 10% of total shares of the Company:

- a. *Yiwan Industrial Development (Shenzhen) Co., Ltd.* was founded on 13 September 1994, which is a wholly owned subsidiary of Shenzhen International Holdings Limited. Its registered capital is HKD 20 million.  
Legal representative: Chen Chao  
Business scope: Manufacture and operation of construction material, decoration material, new-style macromolecular material, energy saving electromechanical products, refining chemical industry products and etc.
- b. *China Northern Industry Shenzhen Corporation* was founded on 22 May 1981, which is a wholly owned subsidiary of China Northern Industry Corporation. Its registered capital is RMB 124.85 million.  
Legal representative: Jiao Zhiren  
Business scope: Domestic trading, supply and marketing of materials, storage and etc.
- c. *Xin Tong Chan Development (Shenzhen) Co., Ltd.* was founded on 8 September 1993, which was wholly owned subsidiary company of Shenzhen International Holdings Co., Ltd..  
Legal representative: Chen Chao  
Business scope: Consultation of transport information, development of special-purpose software of transport flat and setting up industry.

## §5 Director, Supervisor and Senior Executive

### 5.1 Particulars about changes in shares held by directors, supervisors and senior executives

| Name          | Title                                 | Sex    | Age | Term office    | Shares held at the year-begin | Share held at the year-end | Reason of change |
|---------------|---------------------------------------|--------|-----|----------------|-------------------------------|----------------------------|------------------|
| Chen Chao     | Chairman of the Board                 | Male   | 48  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Zeng Nan      | Director / CEO                        | Male   | 59  | 2002/5-2005/5  | 67,680                        | 67,680                     | —                |
| Long Long     | Independent Director                  | Male   | 48  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Yan Ganggang  | Independent Director                  | Male   | 44  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Zhang Jianjun | Independent Director                  | Male   | 39  | 2003/5-2005/5  | 0                             | 0                          | —                |
| Zhou Daozhi   | Director                              | Male   | 54  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Li Jingqi     | Director                              | Male   | 47  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Ding Jiuru    | Director                              | Male   | 41  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Liu Jun       | Director                              | Male   | 40  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Jiao Zhiren   | Chairman of the Supervisory Committee | Male   | 57  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Yang Hai      | Supervisor                            | Male   | 42  | 2002/5-2005/5  | 0                             | 0                          | —                |
| Sun Jingbo    | Chief Financial                       | Female | 41  | 2002/5-2005/5  | 24,816                        | 24,816                     | —                |
| Ke Haiqi      | Deputy General Manager                | Male   | 38  | 2003/1-2005/5  | 0                             | 0                          | —                |
| Lu Wenhui     | Deputy General Manager                | Male   | 40  | 2003/1-2005/5  | 0                             | 0                          | —                |
| Yuan Dingfu   | Deputy General Manager (Supervisor)*  | Male   | 42  | 2003/11-2005/5 | 0                             | 0                          | —                |
| Wu Guobin     | Secretary of the Board of Directors   | Male   | 39  | 2002/5-2005/5  | 0                             | 0                          | —                |

\* Mr. Yuan Dingfu has submitted an application to resign the post of Supervisor, which would take effect under the approval of the 2003 Shareholders' General Meeting.

### 5.2 Particulars about directors, supervisors holding the post in Shareholding Company

✓ Applicable      □ Inapplicable

| Name        | Name of Shareholding Company                      | Title in Shareholding Company | Term office      | Drawing the payment from the Company |
|-------------|---------------------------------------------------|-------------------------------|------------------|--------------------------------------|
| Chen Chao   | Xin Tong Chan Development (Shenzhen) Co., Ltd.    | Chairman of the Board         | Apr. 1993 to now | No                                   |
| Chen Chao   | Yiwan Industrial Development (Shenzhen) Co., Ltd. | Chairman of the Board         | Apr. 2000 to now | No                                   |
| Li Jingqi   | Xin Tong Chan Development (Shenzhen) Co., Ltd.    | Director                      | Sep. 2002 to now | No                                   |
| Li Jingqi   | Yiwan Industrial Development (Shenzhen) Co., Ltd. | Director                      | Dec. 2003 to now | No                                   |
| Ding Jiuru  | China Northern Industry Shenzhen Corporation      | Chief Accountant              | Jun. 1998 to now | Yes                                  |
| Liu Jun     | Xin Tong Chan Development (Shenzhen) Co., Ltd.    | Director                      | Sep. 2002 to now | No                                   |
| Liu Jun     | Yiwan Industrial Development (Shenzhen) Co., Ltd. | Director                      | Apr. 2000 to now | No                                   |
| Jiao Zhiren | China Northern Industry Shenzhen Corporation      | General Manager               | Jan. 2000 to now | Yes                                  |
| Yang Hai    | Yiwan Industrial Development (Shenzhen) Co., Ltd. | Director/General Manager      | Apr. 2000 to now | Yes                                  |
| Yang Hai    | Xin Tong Chan Development (Shenzhen) Co., Ltd.    | Director                      | Mar. 2001 to now | No                                   |

### 5.3 Particulars about the annual payment of directors, supervisors and senior executives

Unit: RMB'0000

|                                                                                     |                                                                               |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| Total annual payment                                                                | 200.72                                                                        |
| Total annual payment of the top three directors drawing the highest payment         | 0.00                                                                          |
| Total annual payment of the top three senior executives drawing the highest payment | 123.05                                                                        |
| Allowance of independent director                                                   | 5.00 per person/year                                                          |
| Other treatment of independent director                                             | None                                                                          |
| Name of directors and supervisors received no payment or allowance from the Company | Chen Chao, Zhou Daozhi, Li Jingqi, Ding Jiuru, Liu Jun, Jiao Zhiren, Yang Hai |
| Payment                                                                             | Number of person                                                              |
| 50~59                                                                               | 1                                                                             |
| 30~39                                                                               | 3                                                                             |
| 20~29                                                                               | 2                                                                             |

## §6 Report of the Board of Directors

### 6.1 Discussion and analysis of the operation

In the first half year of 2003, the demand in national economy was mild and operation was restricted due to the influence of SARS. The price of the Company's main products declined generally. At the same time, the international price of crude oil ascended which influenced by the War of Iraq, and international exchange rate fluctuated acutely. The Company's operating pressure increased suddenly. Facing these negative influences, the Company adjusted product structure actively and persisted in enhancing additional value of products through developing high-tech products, stabilized the confidence, strengthened the preponderant industries, enlarged the productive capability and sped up the construction of those projects newly constructed, organized and managed in scientific and elaborate way, reinforced the cost and expense control. The Company not only dispelled the above negative completely, but also has still kept the steady growth in the achievement. In the second half year of 2003, the country implemented active financial policies continuously and widen the domestic demand, and export increased in a fast way. The national economy recovered quickly and increased strongly. The demand for glass products in the market was prosperous and their prices recovered in a stable way. The Company saw a delightful condition that the production and sales were both prosperous and the main products' supply fell short of demand. The Company's benefits ascended in a large margin. The Company finished the productive & operative targets and tasks in investment & construction for 2003 completely. In the report period, the Company realized net profit more than RMB 200 million, and reached the highest historical level of the Company.

The glass market outlook for 2004 in China, we estimate that it will still keep a relatively high growth speed and the prices of main products shall be relatively stable with good market environment. Thus the Company has established operating management strategy: combines the market demand tightly, adjusts product structure continually, reinforces the development of new products, improves further objective cost management system, controls the cost and expense strictly, speeds the construction of newly projects constructed, cultivates and enhances the core competitiveness continually, catches the advantageous chances, expands market share continually, strengthens the profitability and keeps the Company's continued and rapid development.

### 6.2 Sales classified according to products:

Unit: RMB'000

|                                    | 2003             | 2002             |
|------------------------------------|------------------|------------------|
| Sales of glass products            | 1,198,944        | 947,214          |
| Sales of ceramics products         | 53,195           | 44,398           |
| Sales of properties                | 39,667           | 42,688           |
| Glass installation service revenue | 29,094           | 13,531           |
| <b>Total</b>                       | <b>1,320,990</b> | <b>1,047,831</b> |

### 6.3 Sales classified according to location:

Unit: RMB'000

|               | 2003             | 2002             |
|---------------|------------------|------------------|
| PRC           | 1,156,459        | 806,652          |
| United States | 57,492           | 83,762           |
| Australia     | 26,847           | 19,968           |
| Others        | 80,102           | 137,449          |
| <b>Total</b>  | <b>1,320,990</b> | <b>1,047,831</b> |

## 6.4 Particulars about the customers of purchase and sales

Unit: RMB'0000

|                                                       |        |                                            |        |
|-------------------------------------------------------|--------|--------------------------------------------|--------|
| Total amount of purchase of the top five suppliers    | 21,020 | Proportion in the total amount of purchase | 28.36% |
| Total amount of sales of the top five sales customers | 18,900 | Proportion in the total amount of sales    | 14.21% |

## 6.5 Operation of share-holding companies (applicable to the situation where investment equity takes over 10% of its net profit)

☐ Applicable      ☒ Inapplicable

## 6.6 Explanation on reasons of material changes in main operations and its structure

☐ Applicable      ☒ Inapplicable

## 6.7 Explanation on reasons of material changes in profitability capability of main operations (gross profit ratio) than that in the last year

☐ Applicable      ☒ Inapplicable

## 6.8 Analysis to reasons of material changes in operating results and profit structure compared with the last year

☐ Applicable      ☒ Inapplicable

## Analysis to reasons of material changes in the whole financial position than that in the last year

☐ Applicable      ☒ Inapplicable

## 6.9 Explanation on the past, current and future important effects of the material changes in production and operation environment, macro-policies and regulations on the Company's financial position and operation results

☒ Applicable      ☐ Inapplicable

In the report period, the production environment tends to be favorable, and the microscopic policy and the regulations are relatively stable. It put a positive effect on the achievement increase.

## 6.10 Completion of the profit estimation

☐ Applicable      ☒ Inapplicable

## 6.11 Completion of the business plan

☐ Applicable      ☒ Inapplicable

## 6.12 Application of the raised proceeds

☐ Applicable      ☒ Inapplicable

## Particulars about the changed projects

☐ Applicable      ☒ Inapplicable

## 6.13 Application of the proceeds not raised through shares offering

☒ Applicable      ☐ Inapplicable

Unit: RMB'0000

| Projects                                                             | Amount  | Progress                                                                                                                                                                                                                                        | Earnings |
|----------------------------------------------------------------------|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|
| Tianjin Architectural Glass Project                                  | 34,000  | The projects' construction was basically finished and production lines were still in experiment and adjustment. The project will be put into production totally in the first quarter of 2004.                                                   | None     |
| Color Light-filter Glass Project                                     | 26,486  | The factory building was almost finished. The project will be put into production around July to August in 2004.                                                                                                                                | None     |
| Construct U type special glass production line                       | 73,000  | Majority of the basic engineering of furnace has been completed. The basic construction and installation & adjustment of equipments imported will be completed as a whole in 2004. The project will be put into production gradually from 2005. | None     |
| The 3 <sup>rd</sup> term of Automobile Glass Production Line project | 20,000  | The factory building was almost finished and parts of the important instruments were in place for adjustment. The project will be put into production around July to August in 2004.                                                            | None     |
| <b>Total</b>                                                         | 153,486 | --                                                                                                                                                                                                                                              | --       |

## 6.14 Explanation of the Board of Directors on the "Qualified Opinion" made by the CPAs

☐ Applicable      ☒ Inapplicable

## 6.15 Business plan as of the next year of the Board of Directors

☐ Applicable      ☒ Inapplicable

## Profit estimation of the next year

☐ Applicable      ☒ Inapplicable

## 6.16 The preplan of profit distribution and capitalization of capital public reserve of the Board of Directors

As audited by Pricewaterhouse Coopers Zhong Tian CPAs Co., Ltd., the net profit of the Company was RMB 203,910,236. The Board of Directors proposed to make profit distribution as follows: 10% of the net profit is to be withdrew as statutory common reserve fund amounting to RMB 20,391,546 and 5% of the net profit is to be withdrew as statutory public welfare fund amounting to RMB 10,195,512. Plus RMB 196,331,546 undistributed profit carried down from the previous year and minus the cash dividend RMB 101,546,312 distributed in the last year, the profit available for distribution for shareholders is 268,108,934. Based on the total share capital of 676,975,416 shares at the end of 2003, the dividends will be distributed to the whole Shareholders in cash at the rate of RMB 1.80 for every 10 shares (including tax), and the totally amounts of cash dividends is RMB 121,855,575. The surplus profit will be retained for distribution in future year.

## §7 Significant Events

### 7.1 Purchase of assets

☐ Applicable      ☒ Inapplicable

### 7.2 Sales of assets

☐ Applicable      ☒ Inapplicable

### 7.3 Significant guarantees

☐ Applicable      ☒ Inapplicable

### 7.4 Current related credits and liabilities

☐ Applicable      ☒ Inapplicable

### 7.5 Entrusted assets management

☐ Applicable      ☒ Inapplicable

### 7.6 Implementation of commitments

☒ Applicable      ☐ Inapplicable

- a. The estimated profit distribution policy for 2003 was disclosed in 2002 Annual Report of the Company. The details is: 20%~50% of the net profit to be realized in the year 2003 will be used for profit distribution, 10%~50% of the undistributed profit at the end of 2002 will be used for profit distribution in the year 2003. In fact, distribution proportion for 2003 proposed by the Board of Directors accords with the estimated profit distribution proposal.
- b. The Shareholders holding over 5% shares of the Company made no commitment on the designated in the report period.

### 7.7 Significant lawsuit and arbitrations

☒ Applicable      ☐ Inapplicable

The case of the Home of Overseas Chinese between Hainan CSG Industrial Development Co. (hereinafter referred to as Hainan CSG), the Company's wholly owned subsidiary, and Hainan Yuehai Construction Economic Development Company (hereinafter referred to as Yuehai Company) received two judgments from Hainan Provincial High People's Court on 17 December 2003. According to the retrial judgment of the Supreme Court, Hainan Provincial High People's Court made the final judgment for the two cases including Hainan CSG and Yuehai Company, Hainan Zhongda Industrial Development Co., Ltd. (hereinafter referred to as Zhongda Company) and Qiongzhan Overseas Chinese Development Construction Company (hereinafter referred to as Overseas Chinese) on the dissension of presale contract of commercial house, Home of Overseas Chinese, according to procedure of trial and supervision. (2003) QMZZZ No.12 Civil Judgment judged Overseas Chinese delivers the corresponding houses of the integrated building in Home of Overseas Chinese to Zhongda Company according to payment for buying houses, RMB 5.21 million paid by Zhongda Company and pays Zhongda Company amount of breaching of faith RMB 0.9 million and amount of refunds advertisement RMB 78,000. The houses that Zhongda Company has attained after applying for execution and conducting the procedure of transferring owner in register over the above amount, Zhongda Company should refund them to Overseas Chinese. The house sold, paid debt in kind to the well-meaning third-person by Zhongda Company and cannot be returned, Zhongda Company should refund the

corresponding payment. (2002) QGFMZZZ No.4 Civil Judgment maintained the original trial, namely Yuehai Company should refund payment for buying houses of Hainan CSG amounting to RMB 17,153,423.36 and 70% of the lost interest of the payment. And meanwhile judged Overseas Chinese should undertake repayment responsibilities on the expense that was caused by Yuehai Company's not repaying the debt of Hainan CSG. Whereas Yuehai Company and Overseas Chinese lack seriously of abilities of repaying debt, it is estimated that mostly above payment cannot be received. Against the case, the Company has withdrawn provision of inventory accumulatively amounting to RMB 22.81 million. So the result of execution of the case will not influence on the achievement of the Company in future.

#### 7.8 Particulars about duties performance of Independent Directors

The Board of Directors of the Company engaged three independent directors. The independent directors take no position of any post except the independent director. Since the accession of the independent directors, they implemented the responsibility according to relevant laws and regulations, put toward independent opinion on significant matters such as the assign of senior managers of the Company and safeguarded the interests of the Company and small or medium shareholders.

## §8 Financial Report

### CSG HOLDING CO., LTD.

#### CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2003

|                               | Notes | 2003<br>RMB'000  | 2002<br>RMB'000  |
|-------------------------------|-------|------------------|------------------|
| Sales                         | 4     | 1,320,900        | 1,047,831        |
| Cost of sales                 |       | <u>(845,531)</u> | <u>(653,514)</u> |
| <b>Gross profit</b>           |       | 475,369          | 394,317          |
| Other operating income        |       | 14,742           | 26,031           |
| Distribution costs            |       | (108,029)        | (90,141)         |
| Administrative expenses       |       | (119,023)        | (112,167)        |
| Other operating expenses      |       | <u>(9,339)</u>   | <u>(6,183)</u>   |
| <b>Profit from operations</b> | 5     | 253,720          | 211,857          |
| Finance costs, net            | 6     | <u>(20,608)</u>  | <u>(17,578)</u>  |
| <b>Profit before tax</b>      |       | 233,112          | 194,279          |
| Income tax expense            | 8     | <u>(17,182)</u>  | <u>(17,772)</u>  |
| <b>Profit after tax</b>       |       | 215,930          | 176,507          |
| Minority interests            | 27    | <u>(13,298)</u>  | <u>(13,705)</u>  |
| <b>Net profit</b>             |       | <u>202,632</u>   | <u>162,802</u>   |
| <b>Earnings per share</b>     | 9     | <u>RMB 0.30</u>  | <u>RMB 0.24</u>  |

**CSG HOLDING CO., LTD.**
**CONSOLIDATED BALANCE SHEET  
AS OF 31 DECEMBER 2003**

|                                     | <b>Notes</b> | <b>2003<br/>RMB'000</b> | <b>2002<br/>RMB'000</b> |
|-------------------------------------|--------------|-------------------------|-------------------------|
| <b>ASSETS</b>                       |              |                         |                         |
| <b>Non-current assets</b>           |              |                         |                         |
| Property, plant and equipment       | 11           | 2,064,436               | 1,692,554               |
| Construction-in-progress            | 12           | 559,601                 | 454,615                 |
| Land use rights                     | 13           | 91,283                  | 89,243                  |
| Intangible assets                   | 14           | (5,954)                 | (7,089)                 |
| Available-for-sale investments      | 15           | 9,078                   | 8,663                   |
| Deferred tax assets                 | 23           | 927                     | 446                     |
|                                     |              | <u>2,719,371</u>        | <u>2,238,432</u>        |
| <b>Current assets</b>               |              |                         |                         |
| Inventories                         | 16           | 103,887                 | 93,819                  |
| Properties held for sale            | 17           | 231,558                 | 246,972                 |
| Trade receivables                   | 18           | 214,317                 | 172,000                 |
| Other receivables and prepayments   |              | 38,154                  | 38,327                  |
| Trading investments                 |              | 859                     | 500                     |
| Cash and cash equivalents           | 19           | 218,844                 | 188,078                 |
|                                     |              | <u>807,619</u>          | <u>739,696</u>          |
| <b>Total assets</b>                 |              | <u>3,526,990</u>        | <u>2,978,128</u>        |
| <b>EQUITY AND LIABILITIES</b>       |              |                         |                         |
| <b>Shareholders' equity</b>         |              |                         |                         |
| Share capital                       | 24           | 676,975                 | 676,975                 |
| Reserves                            | 25           | 1,196,089               | 1,145,502               |
| Retained earnings                   | 26           | 259,138                 | 188,639                 |
|                                     |              | <u>2,132,202</u>        | <u>2,011,116</u>        |
| <b>Minority interests</b>           | 27           | <u>91,272</u>           | <u>76,035</u>           |
| <b>Non-current liabilities</b>      |              |                         |                         |
| Borrowings                          | 22           | <u>163,337</u>          | <u>50,000</u>           |
| <b>Current liabilities</b>          |              |                         |                         |
| Trade and other payables            | 20           | 337,869                 | 273,473                 |
| Current tax liabilities             | 21           | 18,626                  | 7,770                   |
| Borrowings                          | 22           | <u>783,684</u>          | <u>559,734</u>          |
|                                     |              | <u>1,140,179</u>        | <u>840,977</u>          |
| <b>Total equity and liabilities</b> |              | <u>3,526,990</u>        | <u>2,978,128</u>        |

**CSG HOLDING CO., LTD.**
**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2003**

|                                                                    | Notes | Share<br>capital<br>RMB' 000 | Capital<br>reserve<br>RMB' 000 | Statutory<br>common<br>reserve<br>fund<br>RMB' 000 | Statutory<br>public<br>welfare<br>fund<br>RMB' 000 | Hedging<br>reserve<br>RMB' 000 | Exchange<br>reserve<br>RMB' 000 | Retained<br>earnings<br>RMB' 000 | Total<br>RMB' 000 |
|--------------------------------------------------------------------|-------|------------------------------|--------------------------------|----------------------------------------------------|----------------------------------------------------|--------------------------------|---------------------------------|----------------------------------|-------------------|
| Balance at 1 January 2002                                          |       | 676,975                      | 927,897                        | 115,803                                            | 76,689                                             | -                              | 1,063                           | 138,341                          | 1,936,768         |
| Dividend relating to 2001                                          |       | -                            | -                              | -                                                  | -                                                  | -                              | -                               | (88,007)                         | (88,007)          |
| Currency translation differences                                   |       | -                            | -                              | -                                                  | -                                                  | -                              | (447)                           | -                                | (447)             |
| Net profit for the year                                            |       | -                            | -                              | -                                                  | -                                                  | -                              | -                               | 162,802                          | 162,802           |
| Appropriation to reserve funds                                     | 25    | -                            | -                              | 16,331                                             | 8,166                                              | -                              | -                               | (24,497)                         | -                 |
| Balance at 31 December 2002<br>and 1 January 2003                  |       | 676,975                      | 927,897                        | 132,134                                            | 84,855                                             | -                              | 616                             | 188,639                          | 2,011,116         |
| Dividend relating to 2002                                          | 10    | -                            | -                              | -                                                  | -                                                  | -                              | -                               | (101,546)                        | (101,546)         |
| Capital exchange reserve<br>recognised in current year             |       | -                            | 5                              | -                                                  | -                                                  | -                              | -                               | -                                | 5                 |
| Net fair value gain in current<br>year relating to cash flow hedge |       | -                            | -                              | -                                                  | -                                                  | 19,924                         | -                               | -                                | 19,924            |
| Currency translation differences                                   |       | -                            | -                              | -                                                  | -                                                  | -                              | 71                              | -                                | 71                |
| Net profit for the year                                            |       | -                            | -                              | -                                                  | -                                                  | -                              | -                               | 202,632                          | 202,632           |
| Appropriation to reserve funds                                     | 25    | -                            | -                              | 20,391                                             | 10,196                                             | -                              | -                               | (30,587)                         | -                 |
| Balance at 31 December 2003                                        |       | 676,975                      | 927,902                        | 152,525                                            | 95,051                                             | 19,924                         | 687                             | 259,138                          | 2,132,202         |

**CSG HOLDING CO., LTD.**
**CONSOLIDATED CASH FLOW STATEMENT  
FOR THE YEAR ENDED 31 DECEMBER 2003**

|                                                                  | Notes | 2003<br>RMB'000 | 2002<br>RMB'000 |
|------------------------------------------------------------------|-------|-----------------|-----------------|
| <b>Cash flows from operating activities</b>                      |       |                 |                 |
| Cash generated from operations                                   | 28    | 434,122         | 317,815         |
| Interest paid                                                    |       | (23,723)        | (24,312)        |
| Income tax paid                                                  |       | (16,324)        | (9,138)         |
| Net cash from operating activities                               |       | 394,075         | 284,365         |
| <b>Cash flows from investing activities</b>                      |       |                 |                 |
| Purchase of property, plant and equipment                        |       | (599,040)       | (467,208)       |
| Purchase of land use rights                                      |       | (5,626)         | (6,206)         |
| Purchase of intangible assets                                    |       | (185)           | (641)           |
| Purchase of trading investments                                  |       | (359)           | -               |
| Purchase of interests in subsidiaries from minority shareholders |       | -               | (3,880)         |
| Proceeds from sale of property, plant and equipment              |       | 754             | 27,000          |
| Interest received                                                |       | 1,345           | 1,534           |
| Net cash used in investing activities                            |       | (603,111)       | (449,401)       |
| <b>Cash flows from financing activities</b>                      |       |                 |                 |
| Proceeds from borrowings                                         |       | 1,841,546       | 1,324,688       |
| Repayments of borrowings                                         |       | (1,504,259)     | (1,116,717)     |
| Dividends paid to shareholders                                   |       | (101,146)       | (91,050)        |
| Dividends paid to minority interests                             |       | (11,653)        | (836)           |
| Capital contributed by minority shareholders                     |       | 13,592          | 36,221          |
| Pledged bank deposits withdrawn                                  |       | 3,228           | 10,374          |
| Net cash generated from financing activities                     |       | 241,308         | 162,680         |
| Effect of exchange rate changes                                  |       | 1,722           | 52              |
| <b>Net increase (decrease) in cash and cash equivalents</b>      |       | 33,994          | (2,304)         |
| Cash and cash equivalents at beginning of year                   |       | 179,865         | 182,169         |
| Cash and cash equivalents at end of year                         | 19    | 213,859         | 179,865         |

**Board of Directors of  
CSG Holding Co., Ltd.  
12 March 2004**