

---

# 2017 Annual Results

## 年度业绩

# Disclaimer

## 免责声明

This document has been prepared by Huajun Holdings Limited solely to provide background information about the Company for reference only.

Neither this document nor anything contained herein shall form the basis or be relied upon in connection with or act as an inducement to make any decision in relation to investment of the securities of the Company or to make any decision or commitment whatsoever. This document has been furnished to you solely for your own information and may not be reproduced or redistributed to any other person. By accepting this document you agree to be bound by the terms and limitations set out herein. Any opinions, forecasts or estimates herein (if any), expressly or impliedly, constitute a judgment as at the date of this document, and there can be no assurance that future results or events will be consistent with any such opinions, forecasts, or estimates (if any), express or implied.

The information contained in this document is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Company. While all reasonable care has been taken to ensure that the facts stated herein are accurate and that the forecasts, opinions and expectations contained herein (if any), express or implied, are fair and reasonable, the Company, their associates and their respective directors, officers and employees shall not be in any way responsible, nor do they accept any liability whatsoever, for the contents hereof, or for any loss howsoever arising from any use of or reliance on this document or otherwise arising in connection therewith, and no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, or correctness of the information contained in this document.

# Company Introduction

## 公司簡介

### Huajun Holdings Limited

Huajun Holdings Limited (HKEX:377) is a main board listed company on the Hong Kong Stock Exchange. It was formerly known as New Island Printing Holdings Limited, which was founded by Madam So Chau Yim Ping and a partner in the name of New Island Printing Company located in Wan Chai, Hong Kong to carry out small-sized printing business. The company finally becomes a leader in the printing industry in Hong Kong and Asia after two decades' development. New Island Printing Holdings Limited was listed on the Main Board of the Hong Kong Stock Exchange on 19 April 1993.

Huajun has five principle business segments including Property Development, Financial Service, Printing, Trade and Logistics and Solar Photovoltaic.

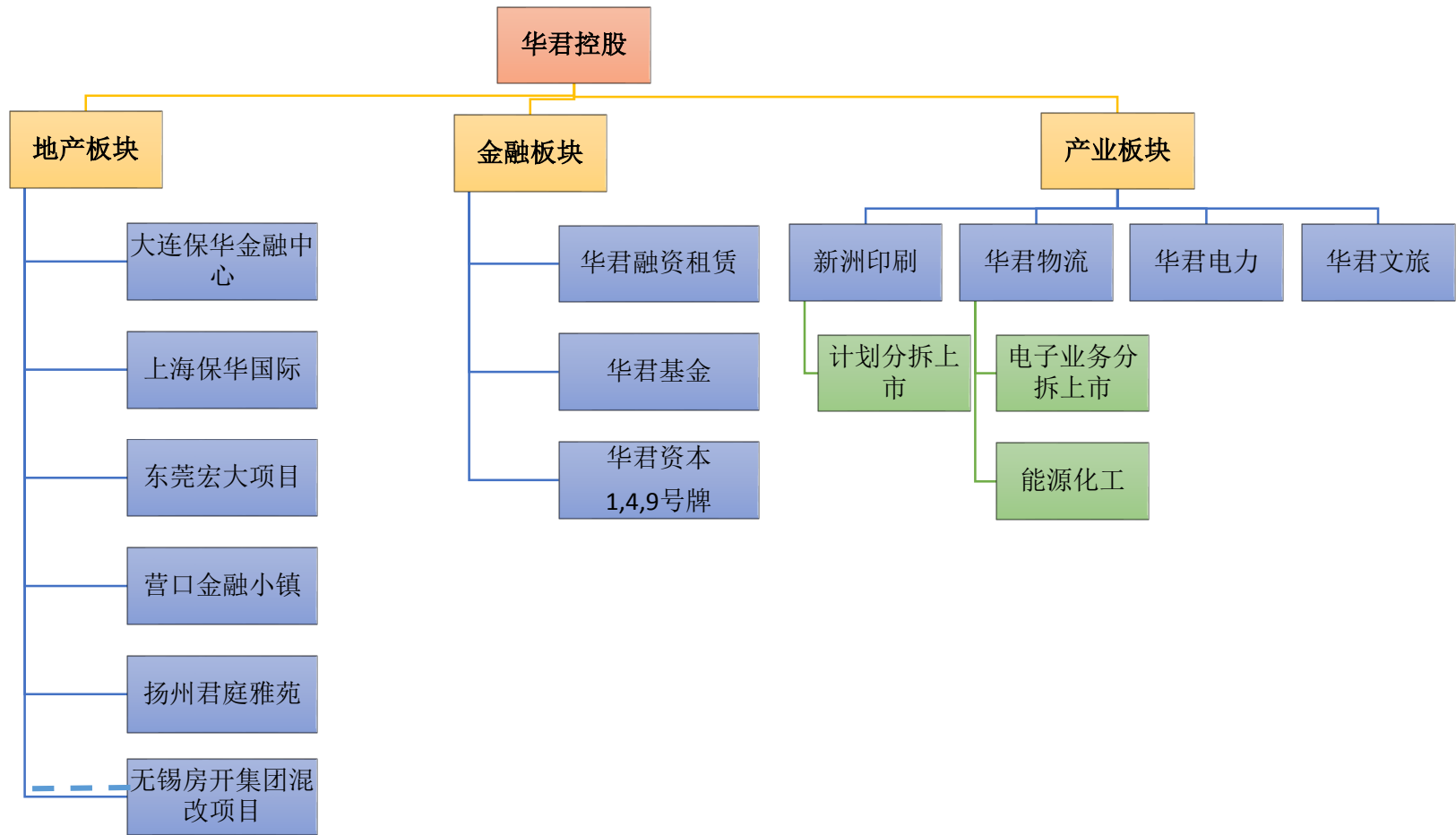
### 华君控股有限公司

华君控股有限公司（Huajun Holdings Limited），为一家香港交易所主板上市企业，股票代码：0377。华君控股前身为新洲印刷有限公司，公司的历史可以追溯到1965年，创始人苏周艳屏女士与合伙人在香港湾仔以新洲印刷有限公司的名义开展小型印刷业务。经过逾廿载的发展，公司日益壮大，在香港乃至亚洲印刷行业居于龙头领先地位，并于1993年上市。

目前的业务主要分为五大板块：房地产、金融服务、印刷、贸易与物流及电力。

# Business Segments

## 业务板块



## 业务介绍 Business Introduction

### 房地产开发 Property Development



September 2016

上海保华国际

Completed land acquisition in Minhang District, **Shanghai** at RMB2.31billion. The Land will be developed into office, commercial units and car park spaces for sale and investment

以23.1亿元人民币完成收购上海闵行区土地，计划发展为办公室、商业单位及停车场泊车位以供出售及投资

March 2017

大连保华金融中心

Completed an acquisition of Bao Hua Financial Centre 保华金融中心 and Bao Hua Wang Yuan 保华旺苑 at RMB 1.90 billion, which are situated in **Dalian City**. The properties are developed for the purpose of leasing.

以19.1亿元人民币完成收购两个在大连的物业发展项目(保华旺苑及保华金融中心), 未来计划出租



# 业务介绍 Business Introduction

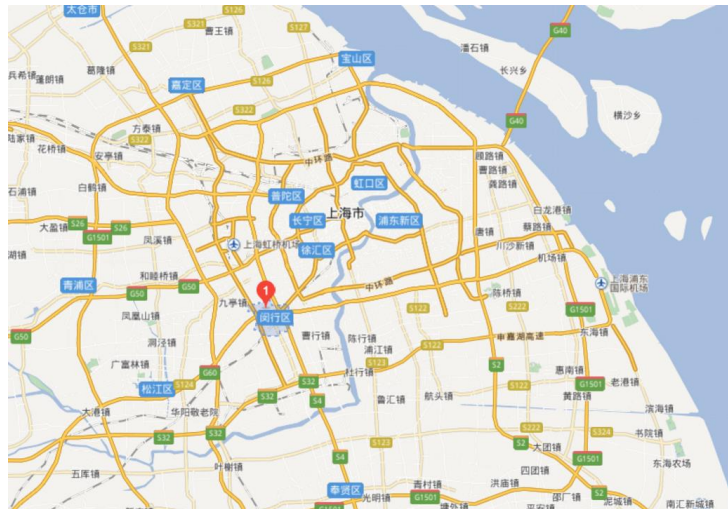
## 房地产开发 Property Development

The properties developing in Shanghai is located in Xin Zhuang, where the government planned as part of Hong Qiao CBD Special Zone of Shanghai in the future.

上海发展中物业位处上海未来虹桥特区心脏地带——莘庄，地理位置优越，邻近上海空港虹桥国际机场及虹桥站。

Two properties developments namely Bao Hua Financial Centre 保华金融中心 and Bao Hua Wang Yuan 保华旺苑, are situated at Dalian City.

两个物业发展项目即保华旺苑及保华金融中心，位于大连市中心



## 业务介绍 Business Introduction

### 房地产开发 Property Development

May 2017,  
June 2017

扬州君庭雅苑

Three plots of land in **Gaoyou Town, Gaoyou District, Jiangsu Province (江苏省高邮市高邮镇)** was acquired .

- aggregate site area of the Land is 110,766.56 sqm. GFA of app. 242,094.00 sqm, at RMB740 Mil ;
- aggregate site area of the Land is 69,839.70 sqm., GFA app. 132,894 sqm, at RMB340 Mil

于**江苏省高邮区高邮镇**先後投得共三幅土地。

- 总地盘面积为**110,766.56**平方米，总建筑面积则约为**242,094.00**平方米，投标价**7.4**亿人民币；
- 总地盘面积为**69,839.70**平方米，总建筑面积则约为**132,894**平方米，投标价**3.4**亿人民币

June 2017

东莞宏大项目

A joint venture was established with Wanke (60%) to develop the land in **Dongguan** (total site area of app. not less than 56,663.3 sq. m. with allowable GFA of not less than 92,078 sqm) into residential purpose, the land was valued at RMB450 million.

与万科（占**60%**）成立合资公司，开发位于**东莞**的土地，总占地面积不少于约**56,663.3**平方米，可建楼面面积不少于**92,078**平方米，兴建住宅。土地价值**4.5**亿人民币。

## 业务介绍 Business Introduction

金融服务  
Financial Services

### Securities investments

证券投资

*Investment portfolio mainly comprises of medium and short-term fixed income investments that focus on stable returns*

投资组合主要包括中期和短期固定收益投资，专注于稳定的回报)

### Assets management

提供资产管理

*Managing a portfolio of securities or futures contracts for clients on discretionary basis*

以全权委托形式为客户管理证券或期货合约投资组合

*Managing funds on discretionary basis*

以全权委托形式管理基金



# 业务介绍 Business Introduction

印刷  
Printing



**New Island Printing.** Sales and Customer Supporting teams are well-trained with good communication skills and technical knowledge, they can provide professional and total solution services. Its Hong Kong headquarter connects the corresponding departments in Dongguan and Shanghai , serves as the logistics center of New Island Printing, allocates resources effectively and improves operation efficiency.

**新洲印刷**销售及客户支持团队均训练有素，拥有优秀沟通技巧及技术知识，能为世界各地的客户提供全面而专业的服务。香港总部更联通东莞及上海的相应部门，充当新洲印刷的物流中心，指挥若定，确保资源最有效分配，提高运营效率。



## 业务介绍 Business Introduction

贸易与物流-电子

Trade and Logistics (Electronic Elements)

# TOSHIBA

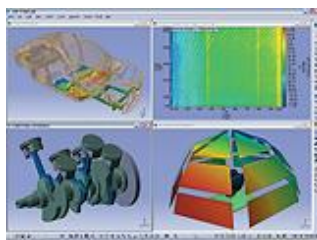
Leading Innovation >>>



Evergain E.T. Limited is a subsidiary of Huajun Holdings Limited, conducts SSD trading business. Evergain is currently among the largest selling agent of Toshiba SSD in China.

祺昌科技有限公司为华君控股有限公司的子公司，其经营固态硬盘贸易业务。祺昌现时为东芝公司SSD在中国的最大销售代理，于中国占据最大份额的SSD销售份额。

# SIEMENS



Betech Limited is a subsidiary of Huajun Holdings Limited, conducts industrial design software trading and training businesses. Betech is currently the 2<sup>nd</sup> largest selling agent of SIEMENS in China.

诺金有限公司为华君控股有限公司的子公司，其经营工业设计软件的贸易及培训业务。诺金现时为西门子公司在中国的第二大销售代理。



## 业务介绍 Business Introduction



Home | Customer Service | EN | Search

Company Manufacturing Projects R&D News Investors Careers Download Center



- The Group acquires several high-tech Photovoltaic companies which are principally engaged in business including manufacturing and sales of monocrystalline silicon, polycrystalline silicon, silicon wafers, solar cells, and solar modules. Our main operations are located in Jiangsu Province.

本集团收购若干高科技光伏公司，主要从事的业务包括制造及销售单晶硅、多晶硅、硅片、太阳能电池，以及太阳能模块。我们主要于江苏省营运。



# Financial Summary

## 财务简介

		For the year ended 31 March 截至三月三十一日止年度		
(RMB Million)	(人民幣百萬元)	2017	2016	Change
Revenue	收入	3,314.0	1,374.9	+141.0%
Gross profit	毛利	477.3	224.4	+112.7%
Gross profit margin	毛利率	14.4%	16.3%	-1.9pt
Profit before tax	税前利润	134.5	26.2	+413.4%
Profit after tax	税后利润	43.4	-24.5	N/A

# Financial Summary

## 财务简介

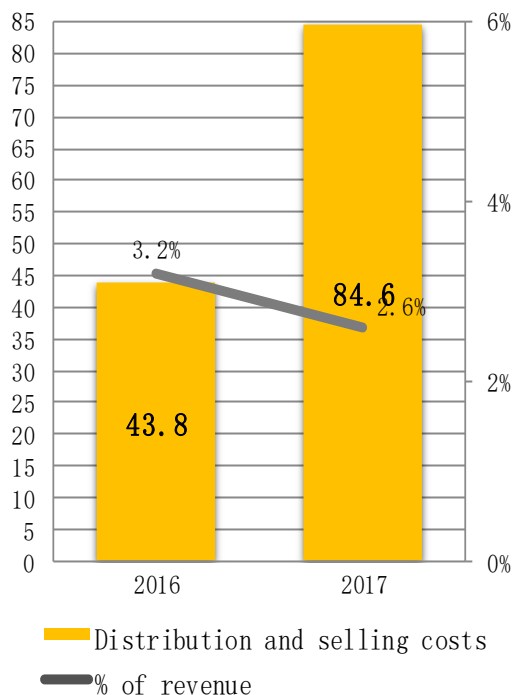
<b>(RMB Million)</b>	<b>(人民幣百萬元)</b>	<b>As at 31 Mar 2017</b> <b>于2017年3月31日</b>	<b>As at 31 Mar 2016</b> <b>于2016年3月31日</b>	<b>Change</b> <b>变动</b>
Cash and bank balances	现金及 现金等价物	172.7	124.7	+38.5%
Pledged bank deposits	银行抵押存款	879.9	426.2	+106.4%
Total assets	总资产	11,672.2	5,266.9	+121.6%
Net assets	净资产	3,525.8	2,975.3	+18.5%
Gearing ratio (%)	负债比率 (%)	31.0%	25.2%	+5.8pt
Current ratio (times)	流动比率 (倍)	1.0	1.6	-0.6pt

# Cost Analysis

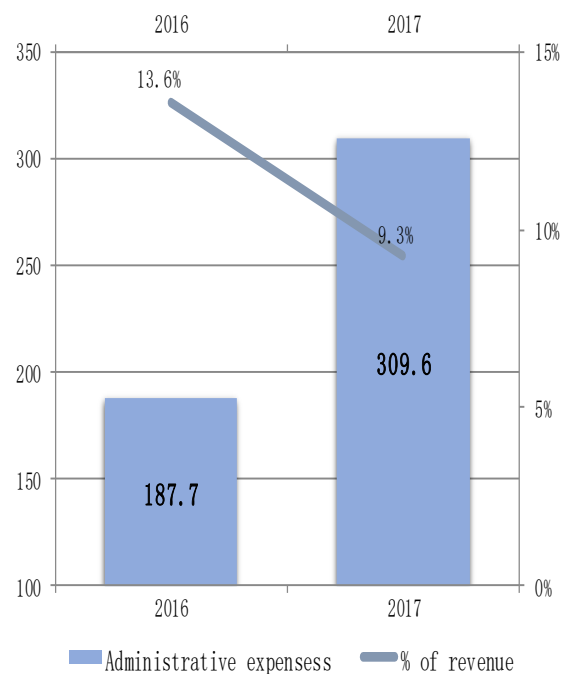
## 成本分析

RMB Mil (百万人民币)

### Distribution and selling costs 分销及销售成本



### Administrative expenses 行政费用



# Business Segments highlights

## 板块收入

### Revenue by Segment

The table below sets forth our Group's revenue by business segment for the two years ended 31 March 2016 and 2017:

下表載列本集團截至二零一六年及二零一七年三月三十一日止兩個年度按業務分部劃分之營業額：

		For the year ended 31 March 截至三月三十一日止年度			
		2017 二零一七年		2016 二零一六年	
		RMB Million 人民幣百萬元	%	RMB Million 人民幣百萬元	%
Printing	印刷	544.7	16.4%	537.6	39.1%
Trading and Logistics	貿易及物流	1,173.0	35.4%	396.3	28.8%
Property Development and Investments	物業開發及投資	15.3	0.5%	7.6	0.5%
Solar Photovoltaic	太陽能光伏	1,371.3	41.4%	317.3	23.1%
Financial Services	金融服務	169.5	5.1%	87.5	6.4%
Other	其他	40.2	1.2%	28.6	2.1%
		3,314.0	100.0%	1,374.9	100.0%

# Board of Directors

## 董事会

<p>Mr. Meng Guang Bao (孟广宝先生) Chairman and Executive Director 主席兼执行董事</p>	<ul style="list-style-type: none"><li>• 于2003年获辽宁省司法厅嘉许为文明律师</li></ul>
<p>Mr. Wu Jiwei (吳繼偉先生) Chief Executive Officer and Executive Director 行政总裁兼执行董事</p>	<ul style="list-style-type: none"><li>• 担任华君股权投资基金管理(深圳)有限公司的董事长</li><li>• 2010-2014担任中银集团投资有限公司不良资产投资部副总经理</li></ul>
<p>Mr. Guo Song (郭頌先生) Deputy Chief Executive Officer and Executive Director 副行政总裁兼执行董事</p>	<ul style="list-style-type: none"><li>• 持有沈阳建筑大学（前称辽宁建筑工程学校）工程学士学位。</li><li>• 于银行及证券投资拥有超过十年管理经验。</li></ul>

# Board of Directors

## 董事會

<p>Mr. Zheng Bailin (郑柏林先生) Independent Non-executive Director 独立非执行董事</p>	<ul style="list-style-type: none"><li>• 于2007-2008年任职万国宝通国际有限公司，离职前最后职位是中国营销部大中华区高级顾问。</li><li>• 曾任职中国银行，担任其上海分行行长、香港广东省银行总经理、中国银行伦敦分行董事总经理及中国银行纽约分行总经理。</li><li>• 于2001年获纽约州州务院嘉许为「50位杰出华裔企业家奖」得奖者之一。</li></ul>
<p>Mr. Shen Ruolei (沈若雷先生) Independent Non-executive Director 独立非执行董事</p>	<ul style="list-style-type: none"><li>• 于1992-1997年期间，担任中国工商银行上海分行行长。</li><li>• 分别于1999-2012年期间以及2005-2013年期间，分别担任上海商业银行及上海银行之董事。</li><li>• 于1998-2012年期间，沈先生亦为申联国际投资有限公司之总经理及董事会主席。</li></ul>
<p>Mr. Pun Chi Ping (潘治平先生) Independent Non-executive Director 独立非执行董事</p>	<ul style="list-style-type: none"><li>• 为英国特许公认会计师公会资深会员及香港会计师公会会员。</li><li>• 现时担任联交所主板上市公司保利置业集团有限公司(股份代号：119)的财务总监。</li></ul>

# Contact us

# 联系我们

## Huajun Holdings Limited

36/F, Champion Tower  
3 Garden Road  
Central, Hong Kong

Tel: (852) 2290 9222

Fax: (852) 2290 9333

E-mail: [ir@huajunholdings.com](mailto:ir@huajunholdings.com)

## 华君控股有限公司

香港中环花园道3号  
冠君大厦36楼

电话: (852) 2290 9222

传真: (852) 2290 9333

电邮: [ir@huajunholdings.com](mailto:ir@huajunholdings.com)