

The Comba logo is displayed in a bold, blue, sans-serif font. The background of the slide features a light blue and green gradient with a faint, stylized circuit board pattern.

京信通信系統控股有限公司
Comba Telecom Systems Holdings Limited
股份編號 Stock Code : 2342

Innovation, Transformation

and Exploitation of the Future

創新、變革、開拓未來

A stylized world map is centered in the background, rendered in a light blue color. The map shows the continents of North America, South America, Europe, Africa, and Asia.

2013 Annual Results Corporate Presentation

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Agenda

- Financial Highlights
- Financial Review
- Open Forum & Appendix



Financial Highlights

- Financial Results
- Financial Position
- Key Financial Indicators



Financial Results



<i>HK\$'000</i>	For the year ended 31 December			For the six months ended 30 June 2013
	2013	2012	Change	
Revenue	5,720,599	6,332,867	(9.7%)	2,162,422
Gross profit	1,365,586	1,615,879	(15.5%)	551,675
Gross profit margin	23.9%	25.5%	(1.6) pp	25.5%
Operating (loss)	(104,725)	(105,495)	N.A.	(110,526)
Tax	84,867	67,515	25.7%	18,174
(Loss) attributable to shareholders	(240,722)	(202,364)	N.A.	(150,676)
Net (loss) margin	(4.2%)	(3.2%)	N.A.	(7.0%)
Basic (loss) per share (HK cents)	(15.91)	(13.43)	N.A.	(9.98)
Operating cash flow	300,854	201,320	49.4%	(555,938)

Financial Position



<i>HK\$'000</i>	As at 31 December			As at 30 June 2013
	2013	2012	Change	
Net cash / (debt)	108,575	9,999	985.9%	(690,274)
Total assets	10,318,277	10,091,711	2.2%	9,610,702
Total liabilities	6,590,386	6,229,552	5.8%	5,853,354
Net assets	3,673,796	3,805,622	(3.5%)	3,704,013
NAV per share (HK\$)	2.41	2.49	(3.2%)	2.43

Key Financial Indicators

	For the year ended 31 December			For the six months ended
	2013	2012	Change	30 June 2013
Inventory turnover days	188	180	+8 days	257
A/R turnover days	294	259	+35 days	388
A/P turnover days	298	242	+56 days	364
Gross gearing ratio	15.1%	15.4%	(0.3 pp)	16.5%

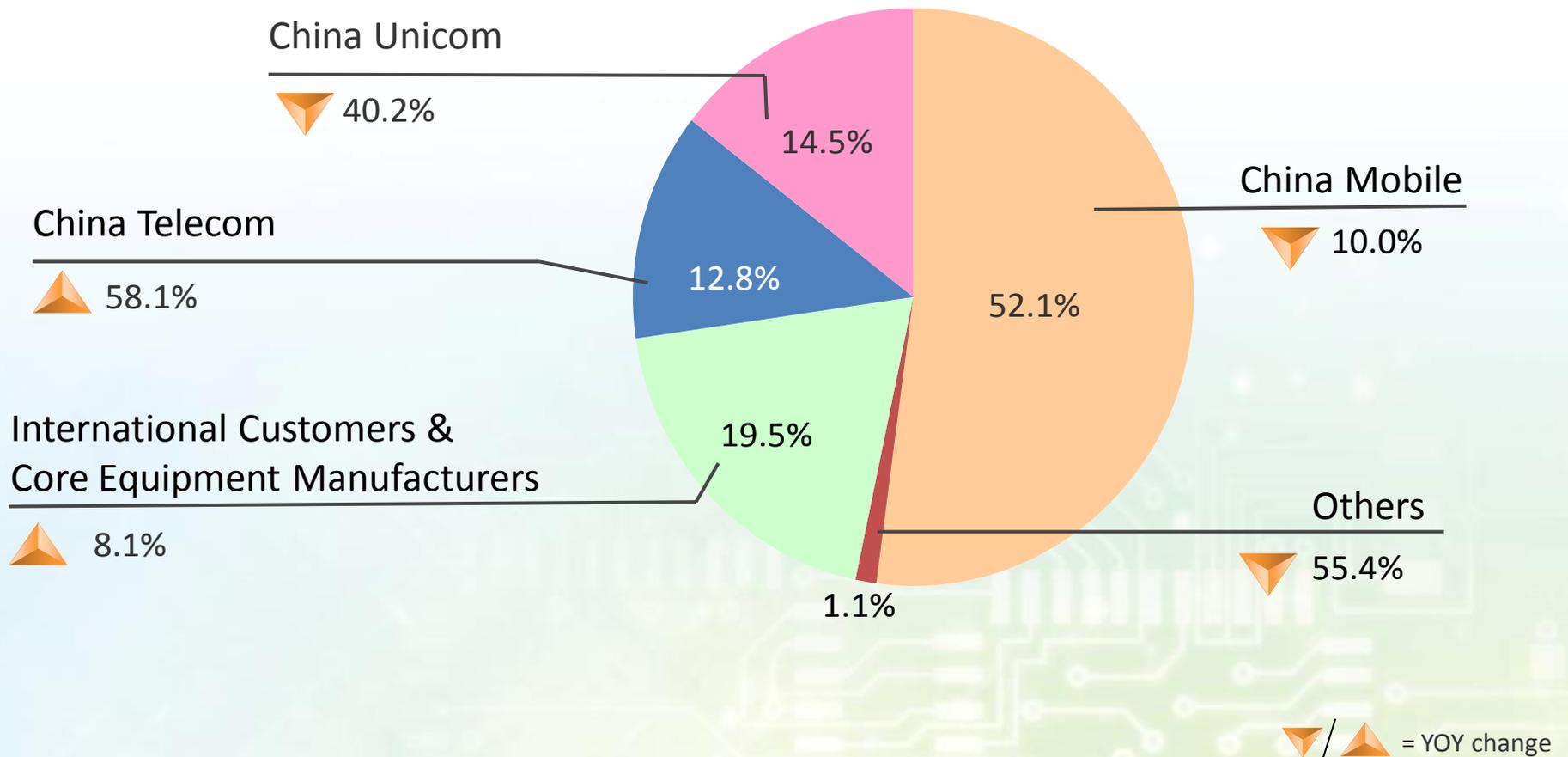
Financial Review

- Revenue Breakdown by Customers
- Revenue Breakdown by Businesses
- Cost Structure



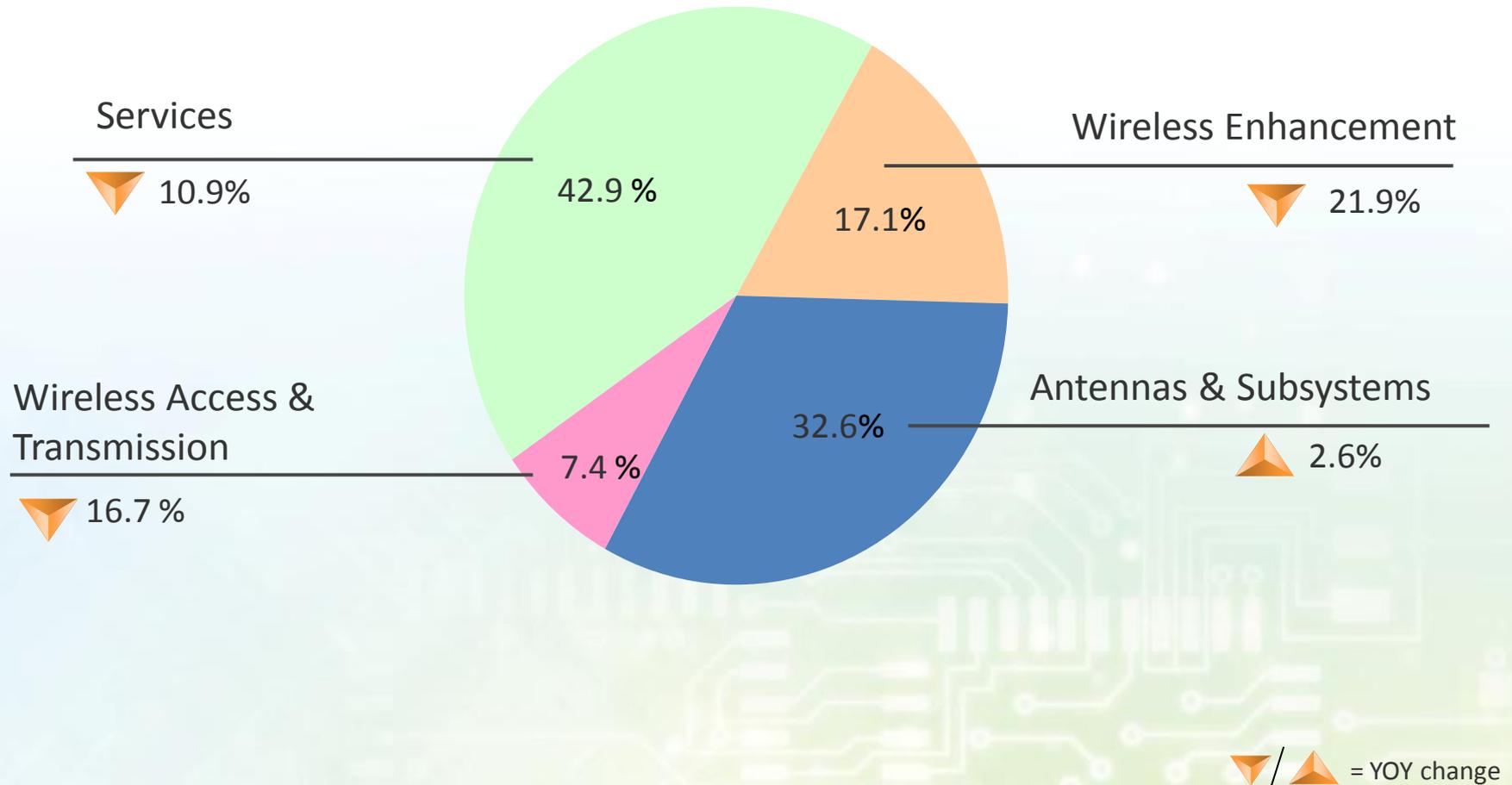
Revenue Breakdown by Customers

For the year ended 31 December 2013



Revenue Breakdown by Businesses

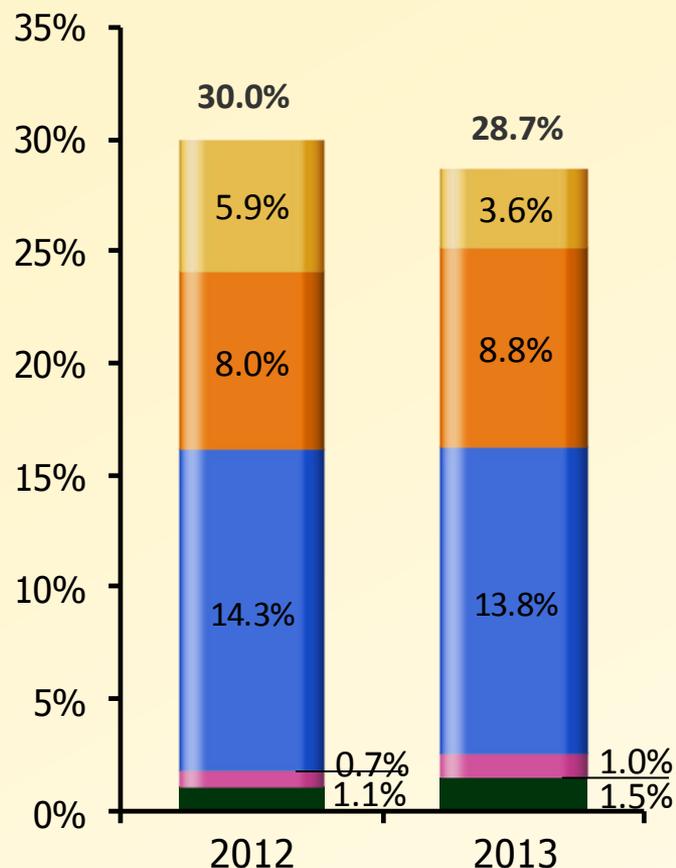
For the year ended 31 December 2013



Cost Structure

For the year ended 31 December

As % of Total Revenue



▼/▲ = YOY change

- **R&D costs** ▼ 45.0%
 - Capitalization of R&D costs of HK\$108 million
 - Stringent cost control
- **Selling and distribution expenses** ▲ 0.4%
 - Inflation, increase in staff salaries and continuous global expansion of sales and services networks
- **Administrative expenses** ▼ 12.8%
 - Stringent cost control
- **Finance costs** ▲ 29.4%
 - Higher borrowing costs and more bank borrowings
- **Taxation charge** ▲ 25.7%
 - Assessable profits in certain subsidiaries
 - A deferred tax debit

Open Forum & Appendix



Awarded Shares Expenses

- On 12 April 2011, 26 million new shares were awarded to 365 qualified individuals at the market closing price of HK\$9.32. Total expenses of approximately HK\$226 million will be charged to the P/L in the 4 years.

	1H		2H		FY	
	Vesting shares (Mn) (1)	Expenses (HK\$Mn) (2)	Vesting shares (Mn) (3)	Expenses (HK\$Mn) (4)	Vesting shares (Mn) (1) + (3)	Expenses (HK\$Mn) (2) + (4)
2011	Nil	87	8.9	58	8.9	145
2012	5.7	34	Nil	20	5.7	54
2013	5.7	15	Nil	8	5.7	23
2014	5.7	4	Nil	Nil	5.7	4
Total					26	226