



## VIETNAM MANUFACTURING AND EXPORT PROCESSING (HOLDINGS) LIMITED

越南製造加工出口(控股)有限公司

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

**(Stock Code: 422)**

### ANNOUNCEMENT OF ANNUAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2007

<b>Financial Highlights for 2007:</b>	<b>Growth</b>
• Total revenue US\$259.7 million	+ 41%
• Gross profit US\$67.2 million	+ 52%
• Net profit US\$31.0 million	+ 33%
• Earnings of US 4.20 cents per share (HK\$0.33 per share)	
• Proposed final dividend of US 2.18 cents per share (HK\$0.17 per share)	

The board of directors (the "Board") of Vietnam Manufacturing and Export Processing (Holdings) Limited (the "Company") is pleased to announce the audited consolidated financial results of the Company and its subsidiaries (the "Group") for the year ended 31 December 2007 together with the comparative figures for the immediately preceding financial year. In recognition of the Company's good financial results, the Board recommends the payment of a final dividend of US 2.18 cents per share for the year ended 31 December 2007.

## CONSOLIDATED INCOME STATEMENT

For the year ended 31 December 2007

	Note	2007 US\$	2006 US\$
Revenue	2	259,737,332	184,308,268
Cost of sales		<u>(192,558,987)</u>	<u>(140,076,287)</u>
<b>Gross profit</b>		<b>67,178,345</b>	<b>44,231,981</b>
Other income		515,842	203,059
Distribution expenses		(19,066,894)	(11,456,332)
Technology transfer fees		(5,985,566)	(3,052,690)
Administrative expenses		(10,637,626)	(7,623,331)
Other expenses		<u>(1,405,080)</u>	<u>(140,328)</u>
<b>Results from operating activities</b>		<b>30,599,021</b>	<b>22,162,359</b>
Finance income		4,937,942	5,313,723
Finance expenses		<u>(798,213)</u>	<u>(1,646,860)</u>
<b>Net finance income</b>		<b>4,139,729</b>	<b>3,666,863</b>
Share of profits of an equity accounted investee		<u>169,553</u>	<u>57,074</u>
<b>Profit before income tax</b>		<b>34,908,303</b>	<b>25,886,296</b>
Income tax expense	3	<u>(3,864,834)</u>	<u>(2,565,095)</u>
<b>Profit for the year</b>		<b><u>31,043,469</u></b>	<b><u>23,321,201</u></b>
<b>Attributable to:</b>			
Equity holders of the Company		30,999,244	23,309,018
Minority interests		<u>44,225</u>	<u>12,183</u>
<b>Profit for the year</b>		<b><u>31,043,469</u></b>	<b><u>23,321,201</u></b>
<b>Dividends payable to equity holders of the Company</b>	4		
Interim dividend declared during the year		39,000,000	22,000,000
Final dividend proposed after the balance sheet date		<u>19,782,769</u>	<u>—</u>
		<b><u>58,782,769</u></b>	<b><u>22,000,000</u></b>
<b>Earnings per share</b>	5		
– basic		<u>0.04</u>	<u>0.03</u>

## CONSOLIDATED BALANCE SHEET

At 31 December 2007

	Note	2007 US\$	2006 US\$
<b>Assets</b>			
Property, plant and equipment	6	39,470,807	40,888,581
Intangible assets		413,889	468,648
Lease prepayments		3,536,911	3,725,658
Investment in an equity accounted investee		793,939	624,386
Other non-current assets		62,510	379,703
Deferred tax assets		303,582	133,946
<b>Total non-current assets</b>		<b>44,581,638</b>	<b>46,220,922</b>
Inventories	7	40,838,363	34,839,431
Trade receivables, other receivables and prepayments	8	18,566,475	16,764,099
Income tax recoverable		3,573	383,497
Pledged bank deposits		9,822,323	16,347,106
Time deposits maturing after three months		13,243,810	9,369,945
Cash and cash equivalents		125,696,749	47,434,924
<b>Total current assets</b>		<b>208,171,293</b>	<b>125,139,002</b>
<b>Total assets</b>		<b>252,752,931</b>	<b>171,359,924</b>
<b>Liabilities</b>			
Trade and other payables	9	45,919,905	29,344,565
Interest-bearing borrowings		13,425,523	17,250,830
Income tax payables		1,355,736	20,291
Provisions		1,946,683	1,483,367
<b>Total current liabilities</b>		<b>62,647,847</b>	<b>48,099,053</b>
<b>Net current assets</b>		<b>145,523,446</b>	<b>77,039,949</b>
<b>Total assets less current liabilities</b>		<b>190,105,084</b>	<b>123,260,871</b>
Interest-bearing borrowings		70,226	39,835
<b>Total non-current liabilities</b>		<b>70,226</b>	<b>39,835</b>
<b>Total liabilities</b>		<b>62,718,073</b>	<b>48,138,888</b>
<b>Net assets</b>		<b>190,034,858</b>	<b>123,221,036</b>
<b>Equity</b>			
Paid-in capital		1,162,872	58,560,000
Reserves		188,405,996	64,239,271
<b>Total equity attributable to equity holders of the Company</b>		<b>189,568,868</b>	<b>122,799,271</b>
Minority interest		465,990	421,765
<b>Total equity</b>		<b>190,034,858</b>	<b>123,221,036</b>
<b>Total liabilities and equity</b>		<b>252,752,931</b>	<b>171,359,924</b>

NOTES:

1. PRINCIPAL ACCOUNTING POLICIES

(a) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRSs”), which include International Accounting Standards (“IAS”) and related interpretations, promulgated by the International Accounting Standards Board (“IASB”). These financial statements also comply with the disclosure requirements of the Hong Kong Companies Ordinance and the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

At the date of this announcement, the IASB has issued the following IFRSs and interpretations which are not yet effective in respect of the year ended 31 December 2007. The Group has not early adopted these IFRSs and interpretations in the preparation of the financial statements.

	<b>Effective for accounting periods beginning on or after</b>
IFRIC 11, <i>IFRS2–Group and treasury share transactions</i>	1 March 2007
IFRIC 12, <i>Service concession arrangements</i>	1 January 2008
IFRIC 14, <i>IAS 19–The limit on a defined benefit asset, minimum funding requirements and their interaction</i>	1 January 2008
IFRIC 13, <i>Customer loyalty programmes</i>	1 July 2008
IFRS 8, <i>Operating segments</i>	1 January 2009
Revised IAS 1, <i>Presentation of financial statements</i>	1 January 2009
Revised IAS 23, <i>Borrowing costs</i>	1 January 2009
Amendment to IFRS 2, <i>Share-based payment – Vesting conditions and cancellations</i>	1 January 2009
Amendments to IAS 32, <i>Financial instruments: Presentation of financial statements – Puttable financial instruments and obligations arising on liquidations</i>	1 January 2009
Revised IFRS 3, <i>Business combinations</i>	1 July 2009
Amendments to IAS 27, <i>Consolidated and separate financial statements</i>	1 July 2009

The directors have confirmed that the above IFRSs and interpretations do not have a significant impact on how the results of operations and financial position for the year ended 31 December 2007 are prepared and presented. These IFRSs and interpretations may result in changes in the future as to how the results and financial position of the Group are prepared and presented.

**(b) Basis of preparation**

These financial statements are prepared on the historical cost basis.

The preparation of consolidated financial statements in conformity with IFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. 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.

**2. REVENUE & SEGMENT INFORMATION**

The principal activities of the Group are those relating to manufacture and sales of motorbikes, related spare parts and engines and provision of motorbike maintenance services. Revenue excludes value added taxes and sales rebates.

	<b>Manufacture and sales of motorbikes US\$</b>	<b>Manufacture and sales of spare parts and engines US\$</b>	<b>Moulds and repair services US\$</b>	<b>Inter- segment elimination US\$</b>	<b>Group US\$</b>
<b>For the year ended 31 December 2007</b>					
Revenue from external Customers	234,123,202	25,005,797	608,333	–	259,737,332
Inter-segment revenue	–	95,552,679	887,714	(96,440,393)	–
<b>Total revenue</b>	<b>234,123,202</b>	<b>120,558,476</b>	<b>1,496,047</b>	<b>(96,440,393)</b>	<b>259,737,332</b>
<b>Segment result</b>	<b>30,331,420</b>	<b>14,537,575</b>	<b>146,982</b>	<b>(12,445,054)</b>	<b>32,570,923</b>
Unallocated expense					(1,971,902)
<b>Net finance income</b>					<b>4,139,729</b>
Share of profits of an equity accounted investee					169,553
<b>Profit before income tax</b>					<b>34,908,303</b>
Income tax expense					(3,864,834)
<b>Profit for the year</b>					<b>31,043,469</b>

	Manufacture and sales of motorbikes US\$	Manufacture and sales of spare parts and engines US\$	Moulds and repair services US\$	Inter- segment elimination US\$	Group US\$
<b>For the year ended 31 December 2006</b>					
Revenue from external customers	161,664,395	22,186,746	457,127	–	184,308,268
Inter-segment revenue	–	69,290,591	777,074	(70,067,665)	–
<b>Total revenue</b>	<u>161,664,395</u>	<u>91,477,337</u>	<u>1,234,201</u>	<u>(70,067,665)</u>	<u>184,308,268</u>
<b>Segment result</b>	22,042,912	11,365,470	43,673	(11,272,981)	22,179,074
Unallocated expense					(16,715)
<b>Net finance income</b>					3,666,863
Share of profits of an equity accounted investee					57,074
<b>Profit before income tax</b>					25,886,296
Income tax expense					(2,565,095)
<b>Profit for the year</b>					<u>23,321,201</u>

The Group's revenue is substantially derived from its customers in Vietnam and the Group's operating assets are substantially located in Vietnam. Accordingly, no segmental analysis by geographical segments is provided for the years ended 31 December 2006 and 2007.

### 3. INCOME TAX EXPENSE

	2007 US\$	2006 US\$
<b>Current tax expenses</b>		
– current tax	4,001,090	2,537,737
– under provision in prior year	33,380	52,337
<b>Deferred tax expense</b>		
– origination and reversal of temporary differences	(169,636)	(24,979)
	<u>3,864,834</u>	<u>2,565,095</u>

The Group is not subject to Hong Kong profits tax and Cayman Islands income tax for the current and prior financial year.

#### 4. DIVIDENDS

##### (a) Dividends payable to equity holders of the Company attributable to the year

	2007 US\$	2006 US\$
Interim dividend declared and paid of US\$0.56 per ordinary share (2006: US\$Nil) before the capitalization of share premium account and Initial Public Offering	33,000,000	–
Final dividend proposed after the balance sheet date of US\$0.0218 per ordinary share*	19,782,769	–
	<u>52,782,769</u>	<u>–</u>

\* *The final dividend proposed after the balance sheet date has not been recognized as a liability at the balance sheet date.*

##### (b) Dividends payable to equity holders of the Company attributable to the previous financial year, declared and paid during the year

Interim dividend in respect of the previous year, declared and paid during the year of US\$0.10 per ordinary share (2006: US\$0.38)	<u>6,000,000</u>	<u>22,000,000</u>
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#### 5. EARNINGS PER SHARE

The calculation of basic earnings per share is based on the profit attributable to equity holders of the Company of US\$30,999,244 (2006: US\$23,309,018) and the weighted average of 737,294,466 ordinary shares (2006: 732,000,000 shares after adjusting for the capitalisation issue in 2007) in issue during the year, calculated as follows:

##### Weighted average number of ordinary shares

	2007	2006
Issued ordinary shares at 1 January	58,560,000	58,560,000
Effect of capitalisation issue	673,440,000	673,440,000
Effect of the initial public offering	5,294,466	–
Weighted average number of ordinary shares at 31 December	<u>737,294,466</u>	<u>732,000,000</u>

There were no potential dilutive ordinary shares in existence during the years ended 31 December 2006 and 2007.

## 6. PROPERTY, PLANT AND EQUIPMENT

	Buildings US\$	Machinery, moulds and equipment US\$	Office equipment, furniture and fittings US\$	Electrical, water and utility system US\$	Motor vehicles US\$	Assets under construction US\$	Total US\$
<b>Cost</b>							
At 1 January 2006	11,884,061	61,286,890	1,431,019	5,979,051	1,273,103	1,132,131	82,986,255
Additions	141,571	5,166,293	241,866	–	82,629	1,614,067	7,246,426
Transfer from assets under construction	76,808	789,421	–	–	–	(866,229)	–
Disposals	(177,118)	(1,104,831)	(126,955)	(32,876)	(43,181)	–	(1,484,961)
Effect of movements in exchange rate	(100,868)	(539,834)	(12,612)	(50,521)	(10,954)	(12,760)	(727,549)
<b>At 31 December 2006</b>	<b>11,824,454</b>	<b>65,597,939</b>	<b>1,533,318</b>	<b>5,895,654</b>	<b>1,301,597</b>	<b>1,867,209</b>	<b>88,020,171</b>
Additions	114,244	3,813,694	273,780	5,789	77,786	6,272,362	10,557,655
Transfer from assets under construction	914,901	–	–	–	–	(914,901)	–
Disposals	–	(2,959,145)	(96,998)	(104,681)	(83,036)	(3,883,988)	(7,127,848)
Effect of movements in exchange rate	27,736	148,417	3,646	13,142	2,920	5,853	201,714
<b>At 31 December 2007</b>	<b>12,881,335</b>	<b>66,600,905</b>	<b>1,713,746</b>	<b>5,809,904</b>	<b>1,299,267</b>	<b>3,346,535</b>	<b>91,651,692</b>
<b>Accumulated depreciation</b>							
At 1 January 2006	2,826,380	32,409,627	741,956	4,252,940	650,614	–	40,881,517
Depreciation charge for the year	412,799	6,863,149	208,741	256,917	142,434	–	7,884,040
Disposals	(123,953)	(966,890)	(124,830)	(23,764)	(20,076)	–	(1,259,513)
Effect of movements in exchange rate	(25,172)	(299,586)	(6,642)	(37,023)	(6,031)	–	(374,454)
<b>At 31 December 2006</b>	<b>3,090,054</b>	<b>38,006,300</b>	<b>819,225</b>	<b>4,449,070</b>	<b>766,941</b>	<b>–</b>	<b>47,131,590</b>
Depreciation charge for the year	444,930	7,098,648	246,621	189,210	140,210	–	8,119,619
Disposals	–	(2,942,508)	(93,527)	(104,681)	(41,104)	–	(3,181,820)
Effect of movements in exchange rate	7,447	90,106	2,014	10,096	1,833	–	111,496
<b>At 31 December 2007</b>	<b>3,542,431</b>	<b>42,252,546</b>	<b>974,333</b>	<b>4,543,695</b>	<b>867,880</b>	<b>–</b>	<b>52,180,885</b>
<b>Carrying amount</b>							
<b>At 31 December 2007</b>	<b>9,338,904</b>	<b>24,348,359</b>	<b>738,789</b>	<b>1,266,209</b>	<b>432,011</b>	<b>3,346,535</b>	<b>39,470,807</b>
At 31 December 2006	8,734,400	27,591,639	714,093	1,446,584	534,656	1,867,209	40,888,581



## 7. INVENTORIES

	2007 US\$	2006 US\$
Raw materials	26,728,528	24,850,513
Tools and supplies	819,169	668,246
Work in progress	3,223,197	3,062,223
Finished goods	7,812,399	3,019,201
Merchandise inventories*	4,550,465	3,990,388
	<u>43,133,758</u>	<u>35,590,571</u>
Allowance for inventory impairment	<u>(2,295,395)</u>	<u>(751,140)</u>
Net realisable value	<u>40,838,363</u>	<u>34,839,431</u>

\* Merchandise inventories mainly represent spare parts kept for repair and maintenance.

The analysis of the amount of inventories recognised as expenses is as follows:

	2007 US\$	2006 US\$
Carrying amount of inventories sold	189,914,342	139,083,916
Write down of inventories	1,865,912	353,224
	<u>191,780,254</u>	<u>139,437,140</u>

Movements in allowance for inventory impairment were as follows:

At beginning of the year	751,140	612,368
Additions	1,865,167	353,224
Utilisation	<u>(320,912)</u>	<u>(214,452)</u>
At the end of the year	<u>2,295,395</u>	<u>751,140</u>

## 8. TRADE RECEIVABLES, OTHER RECEIVABLES AND PREPAYMENTS

Trade receivables	2,539,534	1,396,223
Non-trade receivables	7,575,119	4,078,672
Prepayments	5,250,947	7,360,947
Amounts due from related parties	3,200,875	3,928,257
	<u>18,566,475</u>	<u>16,764,099</u>

### (i) Trade receivables

All of the trade receivables are expected to be recovered within one year.

An aging analysis of the trade receivables of the Group is as follows:

Within three months	2,474,124	1,374,091
More than three months but within one year	48,315	17,622
More than one year	<u>17,095</u>	<u>4,510</u>
	<u>2,539,534</u>	<u>1,396,223</u>

**(ii) Non-trade receivables**

	2007 US\$	2006 US\$
Import tax refundable	1,194,126	1,789,080
Listing fee recoverable	3,511,146	–
Interest receivable	369,840	639,925
Discount on spare parts purchased	562	171,821
Compensation of material losses-in-transit	–	551,550
Deductible VAT	1,305,111	402,803
Others	1,194,334	523,493
	<u>7,575,119</u>	<u>4,078,672</u>
At 31 December 2007		

The above balances are unsecured, interest-free and have no fixed terms of repayment. They are expected to be recovered or utilised within one year.

**(iii) Prepayments**

Prepayments	4,314	2,030,455
Advances to suppliers	5,246,633	5,330,492
	<u>5,250,947</u>	<u>7,360,947</u>
At 31 December 2007		

**9. TRADE AND OTHER PAYABLES**

Trade payables	18,045,969	12,104,699
Other payables and accrued operating expenses	14,087,056	7,684,387
Advances from customers	4,313,555	2,386,719
Amounts due to related parties	9,473,325	7,168,760
	<u>45,919,905</u>	<u>29,344,565</u>

**(i) Trade payables**

An aging analysis of trade payables is as follows:

Within three months	16,224,274	10,213,468
More than three months but within one year	1,674,437	1,755,574
More than one year but within five years	147,258	135,657
	<u>18,045,969</u>	<u>12,104,699</u>

**(ii) Other payables and accrued operating expenses**

Other tax payables	3,352,291	1,304,049
Commission and bonus payable to dealers	4,236,773	2,428,461
Accrued expenses	4,085,179	2,237,820
Other payables	2,412,813	1,714,057
	<u>14,087,056</u>	<u>7,684,387</u>

The above balances are expected to be settled within one year.

## **MANAGEMENT DISCUSSION & ANALYSIS**

The Group is one of the leading manufacturers of scooter and cub motorbikes in Vietnam and currently ranks third amongst the principal foreign-owned motorbike manufacturers in terms of sales. The Group also produces motorbike engines and parts for internal use and for sale to overseas customers, and sells and provides services in respect of moulds for making die-cast and forged metal parts.

The Company completed an initial public offering (“IPO”) of its shares and became a company listed on the main board of the Stock Exchange on 20 December 2007.

### **Business and Financial Review**

For the year ended 31 December 2007, the Group has benefited from its double-digit percentage organic growth which was a result of an overall improvement in the Vietnamese motorbike market, the Group’s continued effort in the refinement of its products and the enhancement of the image of its brand. Profit attributable to equity holders of the Company increased by 33% to US\$31.0 million for the year ended 31 December 2007 as compared with US\$23.3 million for the year ended 31 December 2006.

#### **Revenue**

Revenue of the Group for the year ended 31 December 2007 increased by US\$75.4 million or 41%, to US\$259.7 million from US\$184.3 million for the year ended 31 December 2006. All the business segments of the Group demonstrated robust growth trends. In particular, sales quantities of scooters increased by 62% for the year ended 31 December 2007 as compared with the year ended 31 December 2006, while overall sales quantities increased by 37% for such comparative period. The increase in revenue was mainly attributable to the increase in sales volume of scooters and the robust sales of a new model of motorbike, the Attila.

#### **Cost of Sales**

The Group’s cost of sales increased by 37%, from US\$140.0 million for the year ended 31 December 2006 to US\$192.6 million for the year ended 31 December 2007. This increase was due primarily to higher sales volumes, the effect of which was augmented by the cost of certain product enhancements, particularly those on the bestselling Attila series. As a percentage of total revenue, the Group’s cost of sales decreased from 76% for the year ended 31 December 2006 to 74% in the year ended 31 December 2007.

#### **Gross Profit and Gross Profit Margin**

As a result of the factors discussed above, the gross profit of the Group increased by 52%, from US\$44.2 million for the year ended 31 December 2006 to US\$67.2 million for the year ended 31 December 2007. Between such comparative period, the Group’s gross profit margin increased from 24% to 26%, mainly due to the positive contribution from the margin of the newly launched models as well as the Group’s strategies in focusing on selling higher margin scooters as compared to cubs.

## **Distribution Expenses**

The Group's distribution expenses increased by 66%, from US\$11.5 million for the year ended 31 December 2006 to US\$19.1 million for the year ended 31 December 2007. This increase was largely due to: (i) an increase in advertising and marketing fees for launching a new model, namely the Attila; (ii) higher sales incentives and supporting fees to distributors to organize marketing activities and the renovation of flagship stores; and (iii) higher warranty expenses as a result of greater sales volumes and a higher proportion of sales being attributable to scooters.

## **Technology Transfer Fees**

The technology transfer fees increased by 96%, from US\$3.1 million for the year ended 31 December 2006 to US\$6.0 million for the year ended 31 December 2007. This rise was largely the result of an adjustment in the rate of the fees from 3% to 4% as of 1 January 2007, coupled with an increase in the sales volume of SYM-branded motorbikes and related parts.

## **Administrative Expenses**

The Group's administrative expenses increased by 40%, from US\$7.6 million for the year ended 31 December 2006 to US\$10.6 million for the year ended 31 December 2007, principally as a consequence of: (i) an increase in salary expenses in connection with a surge in staff costs in the market and an expansion in the scope of business; and (ii) an increase in withholding taxes in connection with the technology transfer fees. For the year ended 31 December 2007, the administrative expense as a percentage of revenue was 4%.

## **Profit from Operating Activities**

As a result of the factors discussed above, the Group's profit from operating activities increased by 38%, from US\$22.2 million for the year ended 31 December 2006 to US\$30.6 million for the year ended 31 December 2007.

## **Net Financial Income**

The Group's net financial income increased by 13%, from US\$3.7 million for the year ended 31 December 2006 to US\$4.1 million for the year ended 31 December 2007. This increase was mainly attributable to: (i) a decrease in finance expenses as the Group raised no new bank loans and continued repaying a portion of its borrowings, while the Group's finance income remained substantially unchanged; (ii) an exchange gain for the year ended 31 December 2007 compared to exchange losses in 2006 as the exchange rate of the Vietnam Dong against the US dollar has been increasing during the year.

## **Profit for the Year And Profit Margin**

As a result of the factors discussed above, the Group's profit for the year, after income tax, increased by 33%, from US\$23.3 million for the year ended 31 December 2006 to US\$31.0 million for the year ended 31 December 2007, and the Group's net profit margin decreased from 12.7% to 11.9% over the same period.

## **Liquidity and Financial Resources**

As at 31 December 2007, the Group's net current assets was approximately US\$145.5 million (2006: US\$77.0 million) which consisted of current assets amounting to approximately US\$208.2 million (2006: US\$125.1 million) and current liabilities amounting to approximately US\$62.6 million (2006: US\$48.1 million).

As at 31 December 2007, the interest-bearing borrowings repayable within one year was approximately US\$13.4 million (2006: US\$17.3 million). As at 31 December 2007, the Group has interest-bearing borrowings repayable beyond one year amounting to US\$0.07 million (2006: US\$0.04 million).

As at 31 December 2007, the cash and cash equivalents, time deposits maturing after three months, and pledged bank deposits amounted to approximately US\$148.8 million (2006: US\$73.2 million). During the year ended 31 December 2007, the Group recorded a net cash inflow from the placing and the public offer of the Company's shares on 20 December 2007 (the "Share Offer") of approximately US\$73.2 million.

The Board is of the opinion that the Group will be in a strong and healthy financial position and has sufficient resources to satisfy its working capital requirement and foreseeable capital expenditure.

## **Capital Commitments and Contingent Liabilities**

As at 31 December 2007, the future capital commitments for which the Group had contracted but not provided for amounted to approximately US\$13.2 million (2006: US\$15.3 million) which will all be paid off using the proceeds from the Share Offer and cash generated from the Group's operations within 3 years. The Group had no significant contingent liabilities.

## **Pledge of Assets**

As at 31 December 2007, pledged bank deposits amounting to approximately US\$9.8 million (2006: US\$16.3 million) was pledged with banks as security for certain banking facilities.

## **Human Resources and Remuneration Policies**

The Group offers competitive remuneration packages to its employees in Vietnam, Taiwan and Hong Kong, including quality staff quarters, training and development opportunities, medical benefits, insurance coverage and retirement benefits in order to attract, retain and motivate employees. As at 31 December 2007, the Group had 2,178 employees (2006: 1,904). The total salaries and related cost for the year ended 31 December 2007 amounted to approximately US\$9.6 million (2006: US\$6.5 million).

## **Prospects**

The strong growth in Vietnam's economy has boosted the spending power and living standards of its citizens. This has led to an increase in demand for the mobility offered by more advanced motorbikes, which is a development that carries huge potential for the motorbike industry.

The Group will aim at consolidating its leading position in the motorbike manufacturing industry and strengthening its business growth. In order to achieve this goal, the Group will continue to increase investment in research and development, improve cost control, expand the distribution network in both Vietnam and elsewhere and consolidate its brand image to enhance the value of its products.

Capitalising on its strengths and comprehensive future plans, the Group is confident that it will achieve even better results and maximise returns to the shareholders (the “Shareholders”) of the Company.

### **Application of IPO Proceeds**

The net proceeds from the Company’s IPO was approximately US\$73.2 million, after a deduction of related expenses. The net proceeds have not been utilized as at 31 December 2007 and will be applied in line with the description in the prospectus of the Company dated 6 December 2007 and the announcement issued in connection with the IPO.

## **CORPORATE GOVERNANCE PRACTICES**

In the opinion of the directors (the “Directors”) of the Company, having considered, amongst other things, the findings of reviews and/or audits conducted by the independent professional parties, the Company has applied the principles and complied with all the applicable code provisions as set out in the Code on Corporate Governance Practices (the “Code”) as set out in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”) for the financial year ended 31 December 2007.

## **COMPLIANCE WITH MODEL CODE FOR SECURITIES TRANSACTIONS BY DIRECTORS**

The Company has adopted the Model Code for Securities Transactions by Directors of Listed Issuers (the “Model Code”) as set out in Appendix 10 to the Listing Rules as the code of conduct in respect of transactions in securities of the Company by the Directors. Having made specific enquiry, the Company confirms that the Directors have complied with the required standard set out in the Model Code for the financial year ended 31 December 2007.

## **REVIEW OF ANNUAL RESULTS BY AUDIT COMMITTEE**

The annual results for the year ended 31 December 2007 have been reviewed by the audit committee of the Company which was of the opinion that the preparation of such results complied with the applicable accounting standards and requirements and that adequate disclosure has been made.

## **FINAL DIVIDEND**

The Board has resolved to recommend the payment of a final dividend of US 2.18 cents per share (or equivalent to HK\$0.17 per share) for the year ended 31 December 2007 which is expected to be paid on or before 17 June 2008 to its shareholders whose names appear on the register of members at the close of business on 28 May 2008, subject to final approval at the annual general meeting (“Annual General Meeting”) of the Company, to be held on 30 May 2008. Subject to any significant change in the business of the Group, the Company will maintain a stable dividend policy.

## **CLOSURE OF REGISTER OF MEMBERS**

The register of members of the Company will be closed from 28 May 2008 to 30 May 2008 (both days inclusive) during which period no transfer of shares will be registered. In order to qualify for the final dividend, all transfers of shares accompanied by the relevant share certificates must be lodged with the Company's share registrar, Computershare Hong Kong Investor Services Limited, Shops 1712-16, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong no later than 4:30 p.m. on 27 May 2008.

## **PURCHASE, SALE OR REDEMPTION OF LISTED SECURITIES**

For the year ended 31 December 2007, there was no purchase, sale or redemption made by the Company, or any of its subsidiaries, of the shares of the Company.

## **PUBLICATION OF ANNUAL RESULTS ANNOUNCEMENT AND ANNUAL REPORT**

This annual results announcement is published on the website of Hong Kong Exchanges and Clearing Limited at [www.hkex.com.hk](http://www.hkex.com.hk) and on the Company's website at [www.vmeph.com](http://www.vmeph.com). The annual report 2007 of the Company will also be published on the aforesaid websites in due course.

## **ANNUAL GENERAL MEETING**

It is proposed that the Annual General Meeting will be held on 30 May 2008. Notice of the Annual General Meeting will be published and issued to the Shareholders in due course.

## **OUR APPRECIATION**

Finally, we would like to express our gratitude to the Shareholders, our suppliers and customers for their unfaltering support. We would also like to thank our dedicated staff for their contributions to the success of the Group.

By order of the Board  
**Vietnam Manufacturing and Export Processing (Holdings) Limited**  
**Chang Kwang Hsiung**  
*Chairman*

Hong Kong, 10 March 2008

*As at the date of this announcement, the directors of the Company comprised four executive Directors, namely Mr. Chang Kwang Hsiung, Mr. Chen Pang Hsiung, Mr. Lee Hsi Chun and Mr. Wang Ching Tung, two non-executive Directors, namely Mr. Huang Kwang Wu and Mr. Liu Wu Hsiung Harrison, and three independent non-executive Directors, namely Mr. Hsu Nai Cheng Simon, Ms. Lin Ching Ching and Mr. Wei Sheng Huang.*

*For the purpose of this announcement, amounts denominated in US\$ have been converted to HK\$ at an exchange rate of US\$1.0 to HK\$7.8.*